



BRAC Small and Minority Business Opportunities Study FACT SHEET

Why was the BRAC Study conducted?

- To examine barriers to accessing procurement opportunities;
- To identify federal defense spending / procurement patterns to better assist Maryland's small and minority businesses who are seeking access to BRAC opportunities.

What does the Study show?

- An analysis of the spending levels in Maryland for DoD and Maryland's Five Military Installations from 2002 to 2007.
- That Maryland small and minority firms:
 - Overall appear to be well positioned to increase their procurement activities with federal installations in and around Maryland.
 - Continue to face numerous challenges competing for federal contracts.
 - Need assistance in overcoming obstacles associated with accessing BRAC related opportunities.

What does the Study mean for Maryland's small and minority businesses?

- Past procurement performance indicates that there is great potential for increased opportunities.
- Industry sectors with the strongest growth trends for future procurement opportunities are Professional, Scientific and Technical Services; and Construction.
- Industry sectors with low growth trends for future procurement opportunities are Transportation & Warehousing; Agriculture; and Educational Services.
- Study identifies resources available to assist in overcoming challenges traditionally faced by small and minority businesses.



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DoD and MILITARY SPENDING LEVELS IN MARYLAND (From 2002 to 2007)

Department of Defense (DoD)

Spent \$56 Billion in Maryland

- \$37 Billion (65.5%) of that amount was awarded to Maryland firms.
- **\$10 Billion (27.6%) went to Small Businesses:**
 - National Average (NA) is 18.5%
 - ▶ \$1.7 Billion (18%) went to Women-owned. (NA is 15.5%)
 - ▶ \$492 Million (4.8%) went to Minority-owned. (NA is 16.2%)
 - ▶ \$684 Million (6.7%) went to Veteran-owned. (NA is 10.3%)
 - ▶ \$169 Million (1.7%) went to Emerging businesses. (NA is 3.8%)
 - ▶ \$7 Billion went to Majority-owned.

Maryland's Five Military Installations

(Area of greatest opportunities for Maryland firms)

(Andrews Air Force Base, Bethesda Naval Medical, Aberdeen, Ft. Detrick & Ft. Meade)

Spent \$5 Billion in Maryland

- \$1.5 Billion (28.7%) of that amount was awarded to Maryland firms.
- **\$720 Million (47.8%) went to Small Businesses:**
 - National Average (NA) is 18.5%
 - ▶ \$245 Million (34%) went to Women-owned. (NA is 15.5%)
 - ▶ \$89 Million (12.3%) went to Minority-owned. (NA is 16.2%)
 - ▶ \$61 Million (8.5%) went to Veteran-owned. (NA is 10.3%)
 - ▶ \$53 Million (7.4%) went to Emerging businesses. (NA is 3.8%)
 - ▶ \$271 Million went to Majority-owned.