



GOVERNOR'S OFFICE OF  
MINORITY AFFAIRS

# ECONOMIC IMPACT OF MARYLAND'S MINORITY BUSINESS ENTERPRISE (MBE) PROGRAM FISCAL YEAR 2010

Prepared by

Massoud Ahmadi, Ph.D.  
Director, Office of Research  
Maryland Department of Housing and Community Development



**GOVERNOR'S OFFICE OF MINORITY AFFAIRS**

**MARTIN O'MALLEY, GOVERNOR**  
**ANTHONY G. BROWN, LT. GOVERNOR**  
**LUWANDA W. JENKINS, SPECIAL SECRETARY**

**ECONOMIC IMPACT OF MARYLAND'S  
MINORITY BUSINESS ENTERPRISE PROGRAM  
FISCAL YEAR 2010**

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## MESSAGE FROM GOVERNOR MARTIN O'MALLEY



Maryland is home to a strong and diverse community of minority and women-owned firms, and our progress as a State depends on their steady growth and prosperity. Here in Maryland, where diversity is truly our greatest strength, we are working hard to move our State forward by creating and saving jobs through innovation, expanding our upwardly mobile middle class, improving public safety, public education, and our quality of life.

To create the jobs and opportunities of the new economy, we are strengthening our State's small and minority businesses. Our efforts include expanding the small business tax credit; introducing a \$100 million InvestMaryland initiative that will unlock the venture capital and allow small and minority

businesses to create thousands of jobs; and launching the Maryland Made Easy initiative to simplify and streamline the business licensing and permitting process in our State.

Maryland continues to weather this economic recession better than most states. We remain one of eight states to retain a Triple A bond rating, certified by all three rating agencies. Our unemployment rate is 22 percent less than the national average – the lowest level in two years.

Maryland's Minority Business Enterprise (MBE) Program is stronger than ever. We have increased opportunities to minority and women-owned firms to record levels, and leveraged MBE initiatives to help create or save more than 19,000 jobs. During Fiscal Year 2010, the State paid over \$1.1 billion to minority and women-owned firms. The economic impact of that amount resulted in the return to the State of \$1.50 for every dollar. The State also received over \$600 million in wages and approximately \$41 million in State and local tax revenues.

Maryland continues to maintain its reputation as a national leader in the area of MBE. We will continue in our efforts to maintain the success of the State's MBE Program, while creating and expanding opportunities that will help grow and strengthen Maryland's minority and women-owned firms.

Sincerely,

A handwritten signature in black ink, which reads "Martin O'Malley". The signature is fluid and cursive, with a large initial "M" and "O".

Martin O'Malley  
Governor

## MESSAGE FROM SPECIAL SECRETARY LUWANDA W. JENKINS



Maryland's Minority Business Enterprise (MBE) Program and the minority and women-owned firms that participate in the Program are a vital part of the State's economic strength. For over 33 years Maryland's MBE initiative has been a national trailblazer leading the way in creating and steadily increasing opportunities for minority firms to participate at record levels.

The success of Maryland's MBE Program provides far reaching benefits to the State, and I am pleased to share with you the results of an economic impact study on Maryland's MBE Program conducted by the Office of Research of the Maryland Department of Housing and Community Development. The study quantifies the true economic benefit derived from the minority and women-owned firms who received payments as prime and subcontractors on \$1.1 billion in State of Maryland contracts and procurement activity during Fiscal Year 2010.

The evidence is clear – Maryland's MBE Program creates jobs, generates tax revenues, and supports the economic development in all parts of the community. Once regarded as a socio-economic program, we are now writing a new script to ensure that Maryland's MBE Program and the MBE firms who participate continue to grow and prosper.

Maryland's minority and women-owned firms helps to sustain our economy to a level unmatched anywhere else in the country. We will continue to strengthen our commitment to providing access to information, resources, and opportunities that will aid in their continued success.

Sincerely,

A handwritten signature in black ink, appearing to be 'LW Jenkins', written in a cursive style.

Luwanda W. Jenkins  
Special Secretary

# **ECONOMIC IMPACT OF MARYLAND MINORITY BUSINESS ENTERPRISE PROGRAM FISCAL YEAR 2010**

## **EXECUTIVE SUMMARY**

The Maryland Minority Business Enterprise (MBE) program was established in 1978 to assist small, minority and women-owned firms in gaining greater access to State government contract and procurement opportunities. The MBE program supports the State's economic development goals of job creation, expanded industry and increased tax revenues. The benefits of the program are not limited to the minority enterprises. Through secondary financial transactions between MBEs and other industries and institutions, the program reaches well beyond the Maryland minority network. These transactions help employ many Marylanders in manufacturing, transportation, utilities, financial services, retail and other supporting establishments. The Office of Policy, Planning and Research of the Maryland Department of Housing and Community Development (DHCD) in collaboration with the Governor's Office of Minority Affairs (GOMA) estimated the direct and secondary economic impacts resulting from the MBE procurement payments by more than 60 State agencies across Maryland in FY 2010.

The Maryland Department of Transportation is the agency designated to certify, recertify, and decertify minority business enterprises. The certified minority enterprises include any legal entity, other than a joint venture, organized to engage in commercial transactions, which is at least 51% owned, managed, and controlled by one or more minorities, or a non-profit entity organized to promote the interests of the physically or mentally disabled. Minority enterprises include the following socially or economically disadvantaged groups: African American; Asian; Hispanic; Native American; women; physically or mentally disabled; non-profits — organized to promote the interests of physically or mentally disabled individuals; and Community Service Providers.

Maryland MBE procurement expenditures in FY 2010 totaled \$1.1 billion, including \$659.1 million in prime contract payments -- or 59.2 percent of all payments -- and \$454.8 million in subcontract payments, accounting for the remaining 40.8% of the payments. A total of \$311.5 million was spent on goods and services procured from women-owned enterprises, representing 28.0% of all procurement payments, the largest share among all MBE classifications. Women-owned MBEs received 22.3% of all prime contract payments and 36.2% of subcontract payments in FY 2010. Procurement payments to non-profit enterprises totaled \$236.0 million or 21.2% of the total, the second largest share. The bulk of these expenditures (99.4%) were prime contract payments. Within prime contract payments, non-profit enterprises accounted for 35.6% of the expenditures, the largest share. Procurement payments to African-American enterprises were \$183.2 million or 16.4% of the total, the third largest share. Community Service Providers, with \$165.2 million or 14.8% of the total received the fourth largest share among various minority groups statewide. MBE payments to Asian enterprises totaled \$117.8 million or 10.6% of the total, followed by payments to Hispanic establishments (\$85.6 million or 7.7%), Native American firms (\$13.8 million or 1.2%), and the disabled (\$891,922 or 0.1%).

In FY 2010, State agencies reported payments on MBE prime contracts and MBE subcontracts in the amount of \$1.1 billion across the region (Exhibit 1). MBE spending in Maryland communities

totaled \$994.5 million or 89.3% of all expenditures. These expenditures helped support 12,027 direct full-time equivalent jobs, \$373.0 million in direct wages and salaries, and about \$24.4 million in selected direct State and local tax receipts. The secondary impacts of the MBE program, or the economic spin-off, include \$703.5 million in expenditures, 7,119 jobs, \$258.8 million in wages and salaries, and about \$17.2 million in State and local tax revenues. The total economic impact of the MBE program -- sum of the direct and secondary impacts -- amounted to \$1.7 billion in expenditures, 19,145 jobs, \$631.8 million in wages and salaries, and about \$41.5 million in State and local tax revenues. Every \$1 million of State funds paid to businesses in the MBE program helped support a total of 17 full-time equivalent jobs and \$37,295 in state and local tax receipts throughout Maryland. The MBE program generated a total of \$1.5 in total economic impact per dollar of State procurement funds.

MBE spending on prime contracts within Maryland was \$611.0 million in FY 2010, representing 92.7% of all in-state and out-of-state spending on prime contracts and 61.4% of all in-state spending for both prime and subcontracts. Local expenditures on prime contracts resulted in an overall economic impact of \$1,054 million, helped support a total of 13,713 jobs and produced an estimated \$26.1 million in selected State and local tax receipts.

MBE spending on subcontracts within Maryland totaled \$383.6 million, representing 84.3% of all in-state and out-of-state spending on subcontracts and 38.6% of all in-state expenditures. These expenditures resulted in an overall economic impact of \$643.7 million, supported a total of 5,433 jobs and generated an estimated \$15.4 million in selected State and local tax receipts.

**EXHIBIT 1**  
**ECONOMIC IMPACT OF MARYLAND MINORITY BUSINESS ENTERPRISE PROGRAM**  
**FISCAL YEAR 2010**

<i>All MBE Payments</i>	
All in-state and out-of-state MBE spending (\$millions)	\$1,114.0
MBE spending in Maryland communities (\$millions)	\$994.5
Percent of All MBE spending	89.3%
Economic impact statewide (\$millions)	\$1,698.0
Impact per dollar of MBE payment	\$1.5
Wages and salaries (\$millions)	\$631.8
Number of jobs supported	19,145
State and local taxes generated (\$millions)	\$41.5
<i>Prime Contract Payments</i>	
All in-state and out-of-state prime MBE spending (\$millions)	\$659.1
Prime MBE spending in Maryland communities (\$millions)	\$611.0
Percent of all in-state and out-of-state prime MBE spending	92.7%
Percent of all in-state MBE spending in Maryland	61.4%
Economic impact statewide (\$millions)	\$1,054.3
Impact per dollar of MBE payment	\$1.6
Wages and salaries (\$millions)	\$402.1
Number of jobs supported	13,713
State and local taxes generated (\$millions)	\$26.1
<i>Subcontract Payments</i>	
All in-state and out-of-state subcontract MBE spending (\$millions)	\$454.8
Subcontract MBE spending in Maryland communities (\$millions)	\$383.6
Percent of all in-state and out-of-state subcontract MBE spending	84.3%
Percent of all in-state MBE spending in Maryland	38.6%
Economic impact statewide (\$millions)	\$643.7
Impact per dollar of MBE payment	\$1.4
Wages and salaries (\$millions)	\$229.7
Number of jobs supported	5,433
State and local taxes generated (\$millions)	\$15.4

# **ECONOMIC IMPACT OF MARYLAND MINORITY BUSINESS ENTERPRISE PROGRAM FISCAL YEAR 2009**

## **INTRODUCTION**

The Maryland Minority Business Enterprise (MBE) program was established in 1978 to assist small, minority and women-owned firms in gaining greater access to State government contract and procurement opportunities. Initially, the program required that State procurement agencies spend at least 10% of their procurement dollars with certified minority firms. The procurement agencies include any principal department or independent unit of the Executive Branch of the State. In 1995, the 10% spending goal was increased to 14%, and in 2001, it was increased to the current goal of 25% – the highest in the nation – with sub-goals of 7% for African-American and 10% for Women-owned businesses.

The Governor's Office of Minority Affairs (GOMA) is the agency responsible for statewide oversight of the MBE program and serves in an advisory capacity to the Governor on key MBE issues in the State. GOMA directs the managerial and organizational framework of the MBE program – by developing MBE program policies and procedures for State procurement agencies and providing support and monitoring to ensure compliance. The Maryland Department of Transportation is the agency designated to certify, recertify, and decertify minority business enterprises. A procurement agency may not permit a business to participate in procurement as a certified MBE unless the Department of Transportation has certified the business as a minority business enterprise.

The certified minority enterprises include any legal entity, other than a joint venture, organized to engage in commercial transactions, which is at least 51% owned, managed, and controlled by one or more minorities or a non-profit entity organized to promote the interests of the physically or mentally disabled. Minority enterprises include the following socially or economically disadvantaged groups: African American; Asian; Hispanic; Native American; women; physically or mentally disabled; non-profits — organized to promote the interests of physically or mentally disabled individuals; and Community Service Providers.

Maryland's MBE program supports the State's economic development goals of job creation, expanded industry and increased tax revenues. The benefits of the MBE program are not limited to the retention and expansion of output, jobs and incomes in minority enterprises. Through secondary financial transactions between MBEs and other industries and institutions, the MBE program reaches well beyond the Maryland minority network. These transactions help employ many Marylanders in manufacturing, transportation, utilities, financial services, retail and other supporting establishments.

The Office of Policy, Planning and Research of the Maryland Department of Housing and Community Development (DHCD) in collaboration with the Governor's Office of Minority Affairs (GOMA) estimated direct, secondary and total economic impacts resulting from MBE procurement payments in FY 2010. The direct economic benefits represent the MBE procurement payments by more than 60 State agencies across Maryland. The businesses supporting the operations of the minority enterprises, in turn, must increase their own transactions

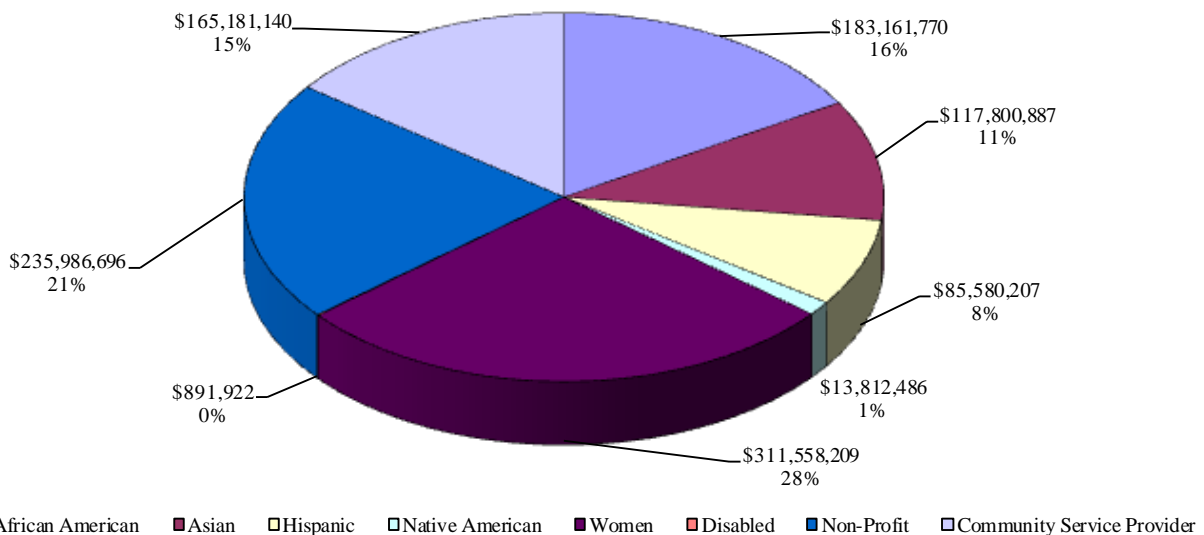


– produce, restock inventories and transport – to meet the demands of the principal enterprises. These backward supplier effects are identified as indirect impacts. The increased worker payrolls associated with these direct and indirect economic activities are then largely spent on household consumer items. This forward spending and the resultant increases in economic activity are identified as induced impacts. All indirect and induced economic impacts of the MBE program are estimated using the Resource Allocation Model of Maryland Department of Housing and Community Development (RAM-DHCD), based on the nationally known IMPLAN input-output system of the University of Minnesota IMPLAN Group.

## MBE PAYMENTS BY CLASSIFICATION

Maryland MBE procurement payments in FY 2010 totaled \$1.1 billion, including \$659.1 million in prime contract payments -- or 59.2% of all payments -- and \$454.8 million in subcontract payments, accounting for the remaining 40.8% of the payments. A total of \$311.5 million was spent on goods and services procured from women-owned enterprises, representing 28.0% of all procurement payments, the largest share among all MBE classifications (Chart 1 and Table 1). Women-owned MBEs received 22.3% of all prime contract payments and 36.2% of subcontract payments in FY 2010. Procurement expenditures with non-profit enterprises totaled \$236.0 million or 21.2% of the total, the second largest share. The bulk of these expenditures (99.4%) were prime contract payments. Within prime contract payments, non-profit enterprises accounted for 35.6% of the expenditures, the largest share. Procurement payments to African-American enterprises were \$183.2 million or 16.4% of the total, the third largest share. Community Service Providers with \$165.2 million or 14.8% of the total received the fourth largest share among various minority groups statewide. MBE payments to Asian enterprises totaled \$117.8 million or 10.6% of the total, followed by payments to Hispanic establishments (\$85.6 million or 7.7%), Native American firms (\$13.8 million or 1.2%), and the disabled (\$891,922 or 0.1%).

**CHART 1  
DISTRIBUTION OF MBE PAYMENTS BY CLASSIFICATION: FY 2010**



Source: Governor's Office of Minority Affairs

**TABLE 1  
VALUE AND DISTRIBUTION OF MBE PAYMENTS BY CLASSIFICATION: FY 2010**

Classification	Prime Payments			Subcontract Payments			All Payments	
	Value	% of Class	% of Total Value	Value	% of Class	% of Total Value	Value	% of Total Value
African American	\$32,358,517	17.7%	4.9%	\$150,803,253	82.3%	33.2%	\$183,161,770	16.4%
Asian	\$51,041,670	43.3%	7.7%	\$66,759,217	56.7%	14.7%	\$117,800,887	10.6%
Hispanic	\$28,210,899	33.0%	4.3%	\$57,369,308	67.0%	12.6%	\$85,580,207	7.7%
Native American	\$407,324	2.9%	0.1%	\$13,405,162	97.1%	2.9%	\$13,812,486	1.2%
Women	\$146,951,068	47.2%	22.3%	\$164,607,142	52.8%	36.2%	\$311,558,209	28.0%
Disabled	\$368,019	41.3%	0.1%	\$523,903	58.7%	0.1%	\$891,922	0.1%
Non-Profit	\$234,623,370	99.4%	35.6%	\$1,363,326	0.6%	0.3%	\$235,986,696	21.2%
Community Service Providers	\$165,181,140	100.0%	25.1%	\$0	0.0%	0.0%	\$165,181,140	14.8%
<b>Total</b>	<b>\$659,142,005</b>	<b>59.2%</b>	<b>100.00%</b>	<b>\$454,831,311</b>	<b>40.8%</b>	<b>100.00%</b>	<b>\$1,113,973,316</b>	<b>100.00%</b>

Source: Governor's Office of Minority Affairs

### MBE PAYMENTS BY JURISDICTION

Table 2 shows the value and distribution of MBE payments by jurisdiction for FY 2010. Expenditures to MBEs in Baltimore County totaled \$223.7 million or 20.1% of all payments, the largest share among all Maryland jurisdictions. The MBE enterprises of Baltimore City with \$166.8 million, or 15.0% of the total, received the second largest share, followed by MBEs in Anne Arundel County (\$135.9 million or 12.2%), Howard County (\$130.7 million or 11.7%), Prince George's County (\$99.6 million or 8.9%), and Montgomery County (\$82.9 million or 7.4%). Together, these jurisdictions account for 75.4% of all MBE expenditures. A total of \$119.4 million or 10.7% of all payments were for goods and services supplied by out-of-state MBEs.

**TABLE 2  
VALUE AND DISTRIBUTION OF MBE PAYMENTS BY JURISDICTION: FY 2010**

Jurisdiction	Prime Payments			Subcontract Payments			All Payments	
	Value	% of Jurisdiction	% of Value	Value	% of Jurisdiction	% of Value	Value	% of Value
Allegany	\$6,007,528	83.0%	0.9%	\$1,228,497	17.0%	0.3%	\$7,236,025	0.6%
Anne Arundel	\$107,465,122	79.1%	16.3%	\$28,451,292	20.9%	6.3%	\$135,916,415	12.2%
Baltimore	\$128,917,727	57.6%	19.6%	\$94,779,769	42.4%	20.8%	\$223,697,496	20.1%
Baltimore City	\$86,577,087	51.9%	13.1%	\$80,261,390	48.1%	17.6%	\$166,838,477	15.0%
Calvert	\$10,768,299	96.8%	1.6%	\$360,555	3.2%	0.1%	\$11,128,854	1.0%
Caroline	\$6,242,024	100.0%	0.9%	\$0	0.0%	0.0%	\$6,242,024	0.6%
Carroll	\$10,785,383	57.3%	1.6%	\$8,027,478	42.7%	1.8%	\$18,812,861	1.7%
Cecil	\$6,204,846	99.8%	0.9%	\$13,200	0.2%	0.0%	\$6,218,046	0.6%
Charles	\$334,486	9.5%	0.1%	\$3,196,529	90.5%	0.7%	\$3,531,015	0.3%
Dorchester	\$2,287,354	98.4%	0.3%	\$37,057	1.6%	0.0%	\$2,324,411	0.2%
Frederick	\$4,146,623	49.8%	0.6%	\$4,181,765	50.2%	0.9%	\$8,328,388	0.7%
Garrett	\$3,635,034	96.5%	0.6%	\$133,263	3.5%	0.0%	\$3,768,297	0.3%
Harford	\$9,213,340	41.5%	1.4%	\$12,992,232	58.5%	2.9%	\$22,205,572	2.0%

Jurisdiction	Prime Payments			Subcontract Payments			All Payments	
	Value	% of Jurisdiction	% of Value	Value	% of Jurisdiction	% of Value	Value	% of Value
Howard	\$72,309,563	55.3%	11.0%	\$58,359,100	44.7%	12.8%	\$130,668,663	11.7%
Kent	\$423	0.5%	0.0%	\$87,071	99.5%	0.0%	\$87,494	0.0%
Montgomery	\$47,489,330	57.3%	7.2%	\$35,406,008	42.7%	7.8%	\$82,895,338	7.4%
Prince George's	\$54,006,992	54.2%	8.2%	\$45,650,299	45.8%	10.0%	\$99,657,291	8.9%
Queen Anne's	\$3,634,640	85.0%	0.6%	\$640,912	15.0%	0.1%	\$4,275,552	0.4%
Somerset	\$8,194,900	97.3%	1.2%	\$230,271	2.7%	0.1%	\$8,425,171	0.8%
St. Mary's	\$126,204	74.4%	0.0%	\$43,507	25.6%	0.0%	\$169,711	0.0%
Talbot	\$609,468	50.7%	0.1%	\$592,612	49.3%	0.1%	\$1,202,079	0.1%
Washington	\$20,452,802	78.8%	3.1%	\$5,491,687	21.2%	1.2%	\$25,944,488	2.3%
Wicomico	\$20,899,224	86.7%	3.2%	\$3,194,172	13.3%	0.7%	\$24,093,396	2.2%
Worcester	\$137	0.1%	0.0%	\$204,997	99.9%	0.0%	\$205,134	0.0%
Statewide	\$646,489	99.9%	0.1%	\$544	0.1%	0.0%	\$647,033	0.1%
Other State	\$48,186,980	40.3%	7.3%	\$71,267,104	59.7%	15.7%	\$119,454,084	10.7%
<b>Total</b>	<b>\$659,142,005</b>	<b>59.2%</b>	<b>100.0%</b>	<b>\$454,831,311</b>	<b>40.8%</b>	<b>100.0%</b>	<b>\$1,113,973,316</b>	<b>100.0%</b>

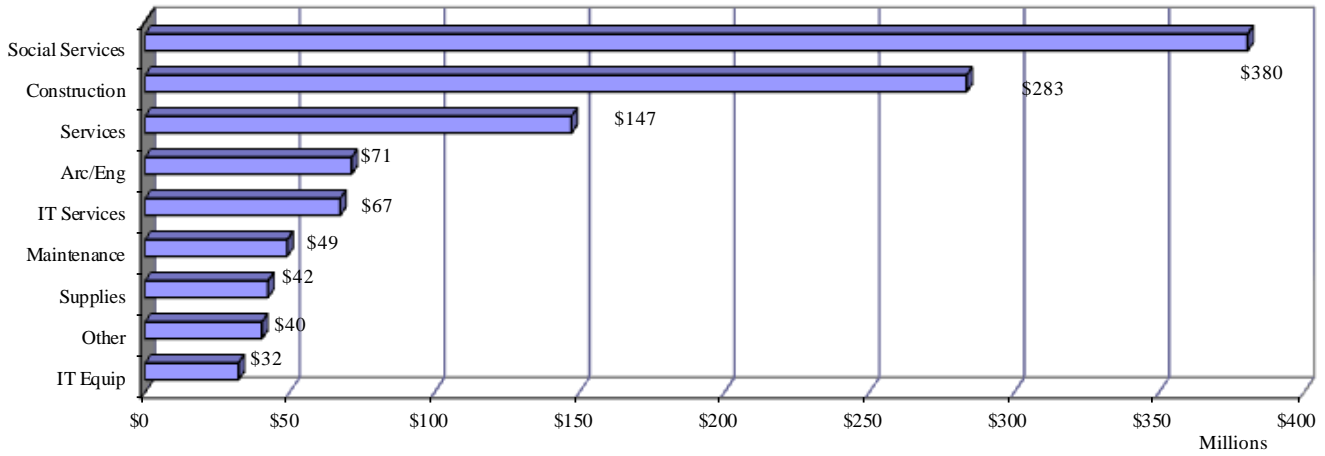
Source: Governor's Office of Minority Affairs

## MBE PAYMENTS BY INDUSTRY

Table 3 and Chart 2 show the value and distribution of MBE payments by industry for FY 2010. Expenditures for human, cultural, social and educational services totaled \$380.5 million or 34.2% of all payments, the largest share among all Maryland industries that participated in the MBE program. The bulk of the MBE payments in this category (or 99.1%) were prime contract payments. MBE payments in this sector represented 57.2% of all prime payments, but only 0.8% of all subcontract payments.

Expenditures on construction amounted to \$283.5 million or 25.4% of the total, the second largest share. The construction sector accounted for 7.6% of all prime contract payments and 51.3% of all subcontract payments. Services represented the third largest share of the MBE payments with \$147.2 million in expenditures or 13.2% of the total. MBE payments to architectural/engineering enterprises totaled \$71.3 million or 6.4% of the total, the fourth largest share. Information technology services accounted for \$67.3 million of MBE payments or 6.0% of the total, the fifth largest share. Together, these five sectors represent 85.3% of all MBE payments in FY 2010.

**CHART 2  
DISTRIBUTION OF MBE PAYMENTS BY INDUSTRY: FY 2010**



\* "Other" category includes construction related services, corporate credit card, and direct voucher categories.  
Source: Governor's Office of Minority Affairs

**TABLE 3  
VALUE AND DISTRIBUTION OF MBE PAYMENTS BY INDUSTRY: FY 2010**

Industry	Prime Payments			Subcontract Payments			All Payments	
	Value	% of Industry	% of Value	Value	% of Industry	% of Value	Value	% of Value
Architectural/Engineering	\$8,176,479	11.5%	1.2%	\$63,104,633	88.5%	13.9%	\$71,281,112	6.4%
Construction	\$50,020,382	17.6%	7.6%	\$233,452,702	82.4%	51.3%	\$283,473,085	25.4%
Construction Related Services	\$816,195	6.5%	0.1%	\$11,727,617	93.5%	2.6%	\$12,543,811	1.1%
Maintenance	\$35,344,813	72.0%	5.4%	\$13,752,406	28.0%	3.0%	\$49,097,219	4.4%
Services	\$49,381,979	33.6%	7.5%	\$97,787,323	66.4%	21.5%	\$147,169,302	13.2%
Supplies & Equipment	\$33,720,139	79.4%	5.1%	\$8,761,195	20.6%	1.9%	\$42,481,334	3.8%
IT Services	\$44,848,011	66.6%	6.8%	\$22,504,170	33.4%	4.9%	\$67,352,181	6.0%
IT Supplies & Equipment	\$32,034,143	99.2%	4.9%	\$254,471	0.8%	0.1%	\$32,288,614	2.9%
Human, Cultural, Social & Educational Services	\$376,979,950	99.1%	57.2%	\$3,486,793	0.9%	0.8%	\$380,466,743	34.2%
Corporate Credit Card	\$11,586,297	100.0%	1.8%	\$0	0.0%	0.0%	\$11,586,297	1.0%
Direct Voucher	\$16,233,619	100.0%	2.5%	\$0	0.0%	0.0%	\$16,233,619	1.5%
<b>Total</b>	<b>\$659,142,005</b>	<b>59.2%</b>	<b>100.0%</b>	<b>\$454,831,311</b>	<b>40.8%</b>	<b>100.0%</b>	<b>\$1,113,973,316</b>	<b>100.0%</b>

Source: Governor's Office of Minority Affairs

## ECONOMIC IMPACT OF THE MBE PROGRAM

The Maryland MBE program helps retain and expand output, jobs and incomes for minority business enterprises. In addition, through secondary financial transactions between MBEs and other Maryland industries and institutions, the program helps employ many Marylanders in manufacturing, transportation, utilities, financial services, retail and other supporting establishments. The overall economic impact of the MBE program is the sum of the direct and all

those secondary economic benefits. The secondary benefits, in turn, are estimated using economic impact multipliers obtained from an input-output model of the State economy. The model is constructed using the nationally known IMPLAN input-output system of the University of Minnesota IMPLAN Group. The IMPLAN generated model produces output, employee income and employment multipliers associated with each broad category of MBE activity.

Table 4 shows the number of activities (industries) included in each of the MBE broad sectors as well the corresponding average multipliers and economic coefficients. These coefficients, when applied to State procurement payments by sector for FY 2010, provide a proxy for the number of direct jobs and employee income generated from MBE activities. The multipliers, in turn, measure the amount of additional output, income and employment that will result in all other Maryland industries and institutions that support the principal activities. For example, the MBEs in the construction sector consist of seven different industries that allocate approximately 28.6% of their expenditures to employee income. The construction industry, on average, employs an estimated six full-time equivalent persons per \$1 million of the industry output or expenditures. Every one dollar of output generated in the construction sector produces an additional \$0.63 in economic activity across all other Maryland industries. Every one dollar of employee income generated in the construction sector produces an additional \$0.90 in income in other industries. Finally, every job created in the construction sector supports an additional 1.03 jobs in other industries.

**TABLE 4  
ECONOMIC IMPACT MULTIPLIERS FOR MARYLAND MBE SECTORS**

Sector Name	# of Activities	Multipliers			Coefficients	
		Output	Income	Jobs	Income	Jobs
Architectural/Engineering	1	1.82	1.50	1.81	52.7%	8
Construction	7	1.63	1.90	2.03	28.6%	6
Construction Related Services	4	1.60	1.80	2.12	25.0%	5
Maintenance	5	1.73	1.67	1.63	37.5%	11
Services	35	1.72	1.69	1.83	37.7%	9
Supplies & Equipment	15	1.66	1.71	1.76	34.1%	10
IT Services	8	1.70	1.77	2.22	32.3%	5
IT Supplies & Equipment	1	1.68	1.41	1.44	49.3%	12
Human, Cultural, Social & Educational Services	24	1.76	1.66	1.42	41.8%	19
Corporate Credit Card	12	1.60	1.47	1.32	39.4%	16
Direct Voucher	12	1.60	1.47	1.32	39.4%	16

Source: IMPLAN 2007

In FY 2010, State agencies reported payments on MBE prime contracts and MBE subcontracts in the amount of \$1,114 million across the region. MBE spending in Maryland communities totaled \$994.5 million or 89.3% of all expenditures. These expenditures helped support 12,027 direct full-time equivalent jobs, \$373.0 million in direct wages and salaries, and about \$24.4 million in selected direct State and local tax receipts (Table 5). The secondary impacts of the MBE program, or the economic spin-off, include \$703.5 million in expenditures, 7,119 jobs, \$258.8 million in wages and salaries, and about \$17.2 million in State and local tax revenues. The total economic impact of the MBE program -- sum of the direct and secondary impacts -- amounted to

\$1.7 billion in expenditures, 19,145 jobs, \$631.8 million in wages and salaries, and about \$41.5 million in State and local tax revenues. Every \$1 million of State funds paid to businesses in the MBE program helped support a total of 17 full-time equivalent jobs and \$37,295 in state and local tax receipts throughout Maryland. The MBE program generated a total of \$1.5 in total economic impact per dollar of State procurement payments.

**TABLE 5  
ECONOMIC IMPACT OF MBE PROCUREMENTS IN MARYLAND: FY 2010**

<b>Impact Indicator</b>	<b>Direct</b>	<b>Secondary</b>	<b>Total</b>
Expenditures (\$millions)	\$994.5	\$703.5	\$1,698.0
Per \$1 of MBE Payments	\$0.89	\$0.63	\$1.52
Employee Income (\$millions)	\$373.0	\$258.8	\$631.8
Employment (Full-Time Equivalent Jobs)	12,027	7,119	19,145
Per \$1 million of MBE Payments	11	6	17
State Tax Receipts (\$millions)	\$16.6	\$11.6	\$28.1
Retail Sales Tax	\$5.9	\$3.7	\$9.6
Personal Income Tax	\$10.7	\$7.9	\$18.6
Local Income Surtax (\$millions)	\$7.8	\$5.6	\$13.4
State and Local Tax Receipts (\$millions)	\$24.4	\$17.2	\$41.5
Per \$1 million of MBE Payments	\$21,899	\$15,397	\$37,295

*Source: Governor's Office of Minority Affairs and DHCD, Office of Research*

## **ECONOMIC IMPACT BY CONTRACT CATEGORY**

Table 6 summarizes total economic impact data by contract category. MBE spending on prime contracts within Maryland was \$611.0 million in FY 2010, representing 92.7% of all in-state and out-of-state spending on prime contracts and 61.4% of all in-state spending for both prime and subcontracts. Local expenditures on prime contracts resulted in an overall economic impact of \$1,054 million, helped support a total of 13,713 jobs and produced an estimated \$26.1 million in selected State and local tax receipts.

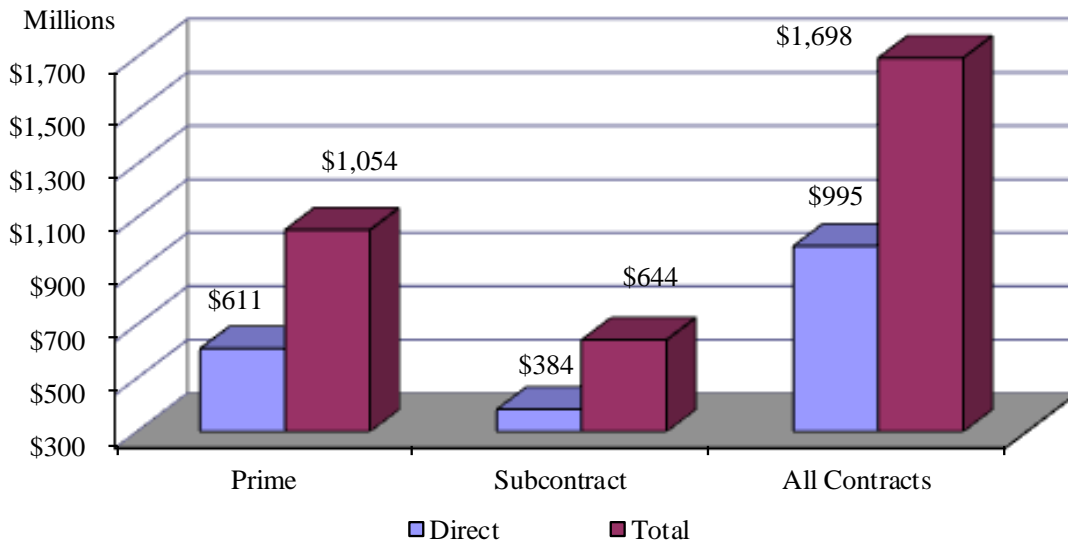
MBE spending on subcontracts within Maryland totaled \$383.6 million, representing 84.3% of all in-state and out-of-state spending on subcontracts and 38.6% of all in-state expenditures. These expenditures resulted in an overall economic impact of \$643.7 million, supported a total of 5,433 jobs and generated an estimated \$15.4 million in selected State and local tax receipts.

**TABLE 6  
ECONOMIC IMPACT OF MBE PROCUREMENTS BY CONTRACT CATEGORY IN MARYLAND: FY 2010**

Impact Indicator	Prime		Subcontract		All Contracts	
	Direct	Total	Direct	Total	Direct	Total
Expenditures (\$millions)	\$611.0	\$1,054.3	\$383.6	\$643.7	\$994.5	\$1,698.0
Per \$1 of MBE Payments	\$0.93	\$1.60	\$0.84	\$1.42	\$0.89	\$1.52
Employee Income (\$millions)	\$241.6	\$402.1	\$131.4	\$229.7	\$373.0	\$631.8
Employment (Full-Time Equivalent Jobs)	9,184	13,713	2,843	5,433	12,027	19,145
Per \$1 million of MBE Payments	14	21	6	12	11	17
State Tax Receipts (\$millions)	\$10.8	\$17.8	\$5.8	\$10.3	\$16.6	\$28.1
Retail Sales Tax	\$4.2	\$6.5	\$1.7	\$3.1	\$5.9	\$9.6
Personal Income Tax	\$6.6	\$11.3	\$4.1	\$7.2	\$10.7	\$18.6
Local Income Surtax (\$millions)	\$5.0	\$8.3	\$2.9	\$5.1	\$7.8	\$13.4
State and Local Tax Receipts (\$millions)	\$15.7	\$26.1	\$8.7	\$15.4	\$24.4	\$41.5
Per \$1 million of MBE Payments	\$23,834	\$39,618	\$19,093	\$33,928	\$21,899	\$37,295

Source: Governor's Office of Minority Affairs and DHCD, Office of Research

**CHART 3  
MBE IMPACT BY TYPE OF CONTRACT: FY 2010**



Source: Governor's Office of Minority Affairs and DHCD, Office of Research

## **ECONOMIC IMPACT BY MINORITY CLASSIFICATION**

Table 7 and Chart 4 highlight the direct and total economic impact of the MBE program by minority classification. The table also shows the return on State investment as measured by employment and tax receipts per \$1 million of State procurement payments to MBEs.

### **Women Owned**

MBE funds paid to women-owned enterprises resulted in \$279.9 million in direct spending in the State economy, the largest impact among various minority groups. These direct expenditures helped support 2,345 jobs, \$97.0 million in employee income and about \$6.3 million in State and local tax receipts. The total economic impact, sum of the direct and secondary impacts, amounted to \$468.9 million in overall expenditures, 4,221 jobs, \$166.9 million in employee income and about \$11.0 million in State and local tax receipts. Every \$1 million of State procurement funds paid to women-owned MBEs helped produce eight direct jobs and 14 total jobs, and generated \$20,177 in direct taxes and \$35,314 in total State and local tax receipts.

### **Non-Profit**

Non-profit MBEs accounted for the second largest share of the direct impact, representing \$223.2 million in expenditures, 3,978 jobs, \$91.8 million in employee income and about \$6.0 million in State and local tax receipts. Total economic impact of non-profit MBEs amounted to \$390.3 million in overall expenditures, 5,724 jobs, \$152.5 million in employee income and about \$9.9 million in State and local tax receipts. Every \$1 million of State procurement funds paid to non-profit MBEs helped produce 17 direct jobs, 24 total jobs, \$25,280 in direct taxes, and \$41,748 in total State and local tax receipts.

### **Community Service Providers**

Community Service Providers generated the third largest share of the direct economic impact, accounting for \$165.2 million in expenditures, 3,104 direct jobs, \$69.0 million in direct income, and \$4.5 million in combined State and local tax receipts. Total economic impact of the Community Service Providers group consisted of \$290.5 million in total spending, 4,414 jobs, \$114.7 million in employee income, and \$7.4 million in tax receipts. Every \$1 million of State procurement funds paid to Community Service Providers supported 19 direct jobs, 27 total jobs, \$27,038 in direct taxes, and \$44,669 in total State and local tax receipts.

### **African American**

African American MBEs produced \$163.3 million in direct expenditures, supported 1,368 direct jobs and \$56.3 million in direct income, and helped generate \$3.8 million in State and local tax receipts. Total economic impact of the African American MBE enterprises amounted to \$273.6 million in overall expenditures, 2,490 jobs, \$97.8 million in employee income and about \$6.6 million in State and local tax receipts. Every \$1 million of State funds paid to African American MBEs helped support seven direct jobs, 14 total jobs, \$20,656 in direct taxes, and \$36,203 in total State and local tax receipts.



### **Hispanic**

Hispanic MBEs generated \$81.5 million in direct expenditures, supported 595 direct jobs, added \$26.6 million in employee income, and contributed \$1.8 million to State and local tax receipts. Total economic impact of Hispanic MBEs amounted to \$135.6 million in overall expenditures, 1,132 jobs, \$47.1 million in employee income and about \$3.2 million in State and local tax receipts. Every \$1 million of State funds awarded to Hispanic MBEs helped produce seven direct jobs, 13 total jobs, \$20,863 in direct taxes, and \$37,653 in total State and local tax receipts.

### **Asian**

Asian MBEs supported \$68.7 million in direct expenditures, 548 direct jobs, \$28.3 million in direct income, and \$1.9 million in tax receipts. Total economic impact of this group amounted to \$118.0 million in overall expenditures, 992 jobs, \$45.6 million in employee income and about \$3.0 million in State and local tax receipts. Every \$1 million of State funds paid to Asian MBEs helped produce five direct jobs, eight total jobs, \$15,710 in direct taxes, and \$25,175 in total State and local tax receipts.

### **Native American**

Direct economic impact of Native American MBEs amounted to \$11.9 million in expenditures, 81 jobs, \$3.6 million in employee income, and about \$237,086 in selected tax receipts. Total economic impact of Native American MBEs consisted of \$19.5 million in overall expenditures, 159 jobs, \$6.7 million in employee income and about \$458,647 in State and local tax receipts. Every \$1 million of State funds paid to Native American MBEs helped produce six direct jobs, 12 total jobs, \$17,165 in direct taxes, and \$33,205 in total State and local tax receipts.

### **Disabled**

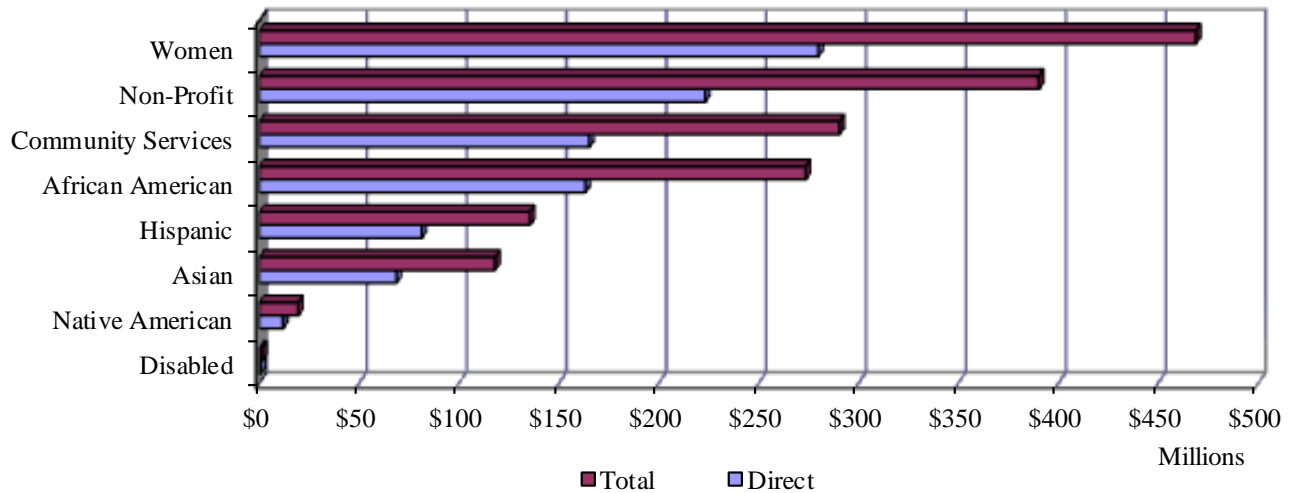
Finally, contract payments to the disabled MBEs helped produce \$891,922 in direct spending, eight jobs, \$291,731 in employee income, and about \$19,523 in State and local tax receipts. Total economic impact of the disabled MBEs amounted to \$1.5 million in overall expenditures, 14 jobs, \$514,144 in employee income and about \$35,398 in State and local tax receipts. Every \$1 million of State funds paid to the disabled MBEs helped produce nine direct jobs, 15 total jobs, \$21,889 in direct taxes, and \$39,688 in total State and local tax receipts.

**TABLE 7  
ECONOMIC IMPACT OF MBE PROCUREMENTS BY CLASSIFICATION IN MARYLAND: FY 2010**

<b>Impact Indicator</b>	<b>African American</b>	<b>Asian</b>	<b>Hispanic</b>	<b>Native American</b>	<b>Women</b>	<b>Disabled</b>	<b>Non Profit</b>	<b>Community Services</b>	<b>Total</b>
<b>Direct Impact</b>									
Expenditures (\$millions)	\$163.3	\$68.7	\$81.5	\$11.9	\$279.9	\$0.9	\$223.2	\$165.2	\$994.5
Per \$1 of MBE Payments	\$0.89	\$0.58	\$0.95	\$0.86	\$0.90	\$1.00	\$0.95	\$1.00	\$0.89
Income (\$millions)	\$56.3	\$28.3	\$26.6	\$3.6	\$97.0	\$0.3	\$91.8	\$69.0	\$373.0
Employment	1,368	548	595	81	2,345	8	3,978	3,104	12,027
Per \$1 million of MBE Payments	7	5	7	6	8	9	17	19	11
State Tax Receipts (\$millions)	\$2.5	\$1.2	\$1.2	\$0.2	\$4.3	\$0.0	\$4.1	\$3.1	\$16.6
Retail Sales Tax	\$0.8	\$0.4	\$0.3	\$0.0	\$1.3	\$0.0	\$1.7	\$1.3	\$5.9
Personal Income Tax	\$1.8	\$0.9	\$0.8	\$0.1	\$3.0	\$0.0	\$2.4	\$1.7	\$10.7
Local Income Surtax (\$millions)	\$1.2	\$0.6	\$0.6	\$0.1	\$2.0	\$0.0	\$1.9	\$1.4	\$7.8
State and Local Taxes (\$millions)	\$3.8	\$1.9	\$1.8	\$0.2	\$6.3	\$0.0	\$6.0	\$4.5	\$24.4
Per \$1 million of MBE Payments	\$20,656	\$15,710	\$20,863	\$17,165	\$20,177	\$21,889	\$25,280	\$27,038	\$21,899
<b>Total Impact</b>									
Expenditures (\$millions)	\$273.6	\$118.0	\$135.6	\$19.5	\$468.9	\$1.5	\$390.3	\$290.5	\$1,698.0
Per \$1 of MBE Payments	\$1.49	\$1.00	\$1.58	\$1.41	\$1.51	\$1.65	\$1.65	\$1.76	\$1.52
Income (\$millions)	\$97.8	\$45.6	\$47.1	\$6.7	\$166.9	\$0.5	\$152.5	\$114.7	\$631.8
Employment	2,490	992	1,132	159	4,221	14	5,724	4,414	19,145
Per \$1 million of MBE Payments	14	8	13	12	14	15	24	27	17
State Tax Receipts (\$millions)	\$4.4	\$2.0	\$2.1	\$0.3	\$7.5	\$0.0	\$6.7	\$5.0	\$28.1
Retail Sales Tax	\$1.4	\$0.6	\$0.6	\$0.1	\$2.3	\$0.0	\$2.6	\$2.0	\$9.6
Personal Income Tax	\$3.1	\$1.4	\$1.5	\$0.2	\$5.2	\$0.0	\$4.1	\$3.1	\$18.6
Local Income Surtax (\$millions)	\$2.2	\$1.0	\$1.1	\$0.2	\$3.5	\$0.0	\$3.1	\$2.3	\$13.4
State and Local Taxes (\$millions)	\$6.6	\$3.0	\$3.2	\$0.5	\$11.0	\$0.0	\$9.9	\$7.4	\$41.5
Per \$1 million of MBE Payments	\$36,203	\$25,175	\$37,653	\$33,205	\$35,314	\$39,688	\$41,748	\$44,669	\$37,295

Source: Governor's Office of Minority Affairs and DHCD, Office of Research

**CHART 4  
ECONOMIC IMPACT OF MBES BY MINORITY CLASSIFICATION: FY 2010**



Source: Governor's Office of Minority Affairs and DHCD, Office of Research

### **ECONOMIC IMPACT BY MBE SECTOR**

Table 8 and Chart 5 show the direct and total economic impact of the MBE program by industry sector. The table also shows the return on State investment as measured by employment and tax receipts per \$1 million of State procurement payments to local MBEs.

#### **Architectural and Engineering**

MBE funds paid to architectural and engineering enterprises resulted in \$52.4 million in direct spending in the State economy. These direct expenditures supported 434 jobs, \$27.6 million in employee income and about \$1.7 million in State and local tax receipts. Total economic impact, sum of the direct and secondary impacts, amounted to \$95.3 million in overall expenditures, 785 jobs, \$41.4 million in employee income and about \$2.5 million in State and local tax receipts. Every \$1 million of State procurement funds paid to architectural and engineering MBEs helped produce six direct jobs, 11 total jobs, \$24,355 in direct taxes, and \$35,359 in total State and local tax receipts.

#### **Construction**

MBE payments to construction establishments helped support \$242.1 million in direct expenditures, 1,495 jobs, \$69.3 million in employee income and about \$4.4 million in State and local tax receipts. Total economic impact of these payments amounted to \$393.6 million in overall expenditures, 3,035 jobs, \$131.5 million in employee income and about \$8.9 million in State and local tax receipts. Every \$1 million of State procurement funds paid to construction MBEs helped support five direct jobs, 11 total jobs, \$15,456 in direct taxes, and \$31,383 in total State and local tax receipts.

### **Construction Related Services**

Construction related services companies supported \$11.0 million in direct expenditures, 53 direct jobs, \$2.8 million in direct income, and \$209,856 in combined State and local tax receipts. Total economic impact of construction related services consisted of \$17.6 million in total spending, 111 jobs, \$5.0 million in employee income, and \$341,263 in tax receipts. Every \$1 million of State procurement funds paid to construction related services companies helped support four direct jobs, nine total jobs, \$16,730 in direct taxes, and \$27,206 in total State and local tax receipts.

### **Maintenance**

Contract payments made to MBEs involved in maintenance helped support \$45.1 million in direct spending, 508 jobs, \$16.9 million in employee income, and about \$1.1 million in State and local tax receipts. Total economic impact of these MBEs amounted to \$77.8 million in overall expenditures, 827 jobs, \$28.2 million in employee income and about \$1.8 in State and local tax receipts. Every \$1 million of State funds paid to businesses in this sector helped produce 10 direct jobs, 17 total jobs, \$22,931 in direct taxes, and \$37,297 in total State and local tax receipts.

### **Services**

Direct economic impact of MBE contract payments to service establishments amounted to \$129.7 million in expenditures, 1,222 jobs, \$49.0 million in employee income, and about \$3.6 million in selected State and local tax receipts. Total economic impact of these MBEs consisted of \$222.8 million in overall expenditures, 2,234 jobs, \$82.8 million in employee income and about \$5.8 million in State and local tax receipts. Every \$1 million of State funds paid to services companies helped produce eight direct jobs, 15 total jobs, \$24,227 in direct taxes, and \$39,509 in total State and local tax receipts.

### **Supplies and Equipment**

MBE expenditures with companies providing supplies and equipment supported \$39.0 million in direct expenditures, 403 direct jobs, \$13.3 million in direct income, and \$886,486 in tax receipts. Total economic impact amounted to \$64.6 million in overall expenditures, 710 jobs, \$22.7 million in employee income and about \$1.6 million in State and local tax receipts. Every \$1 million of State funds paid to supplies and equipment companies helped produce nine direct jobs, 17 total jobs, \$20,868 in direct taxes, and \$36,793 in total State and local tax receipts.

### **IT Services**

Direct economic impact of IT services amounted to \$58.3 million in expenditures, 294 jobs, \$18.9 million in employee income, and about \$1.2 million in selected tax receipts. Total economic impact of these MBEs consisted of \$99.0 million in overall expenditures, 651 jobs, \$33.4 million in employee income and about \$2.2 million in State and local tax receipts. Every \$1 million of State funds paid to IT services companies helped produce four direct jobs, 10 total jobs, \$17,218 in direct taxes, and \$32,600 in total State and local tax receipts.

### **IT Supplies and Equipment**

MBE expenditures with companies providing IT supplies and equipment generated \$22.4 million in direct expenditures, supported 265 jobs, added \$11.1 million in employee income, and contributed \$773,552 to State and local tax receipts. Total economic impact of these companies amounted to \$37.5 million in overall expenditures, 382 jobs, \$15.6 million in employee income and about \$1.0 million in State and local tax receipts. Every \$1 million of State funds paid to these MBEs helped support eight direct jobs, 12 total jobs, \$23,957 in direct taxes, and \$31,998 in total State and local tax receipts.

### **Human, Cultural, Social and Educational Services**

MBE contract payments to companies providing human, cultural, social and educational services helped support \$368.5 million in direct spending, 6,942 jobs, \$154.0 million in employee income, and about \$10.0 million in State and local tax receipts. Total economic impact of these MBEs amounted to \$648.3 million in overall expenditures, 9,865 jobs, \$256.1 million in employee income and about \$16.5 million in State and local tax receipts. Every \$1 million of State funds paid to these MBEs supported 18 direct jobs, 26 total jobs, \$26,206 in direct taxes, and \$43,299 in total State and local tax receipts.

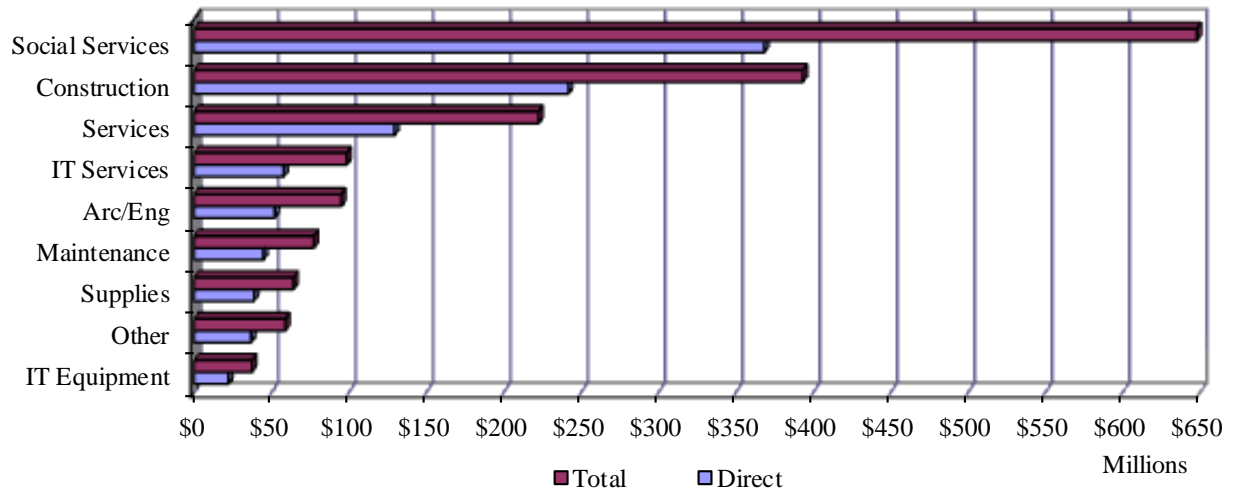
### **Corporate Credit Card**

MBE expenditures through corporate credit cards resulted in \$10.8 million in direct spending, supported 171 direct jobs, created \$4.3 million in additional direct income, and helped generate \$241,339 in State and local tax receipts. Total impact associated with these procurement payments amounted to \$17.2 million in overall expenditures, 226 jobs, \$6.3 million in employee income and about \$361,206 in State and local tax receipts. Every \$1 million of MBE expenditures through corporate credit cards helped support 15 direct jobs, 19 total jobs, \$20,830 in direct taxes, and \$31,175 in total State and local tax receipts.

### **Direct Voucher**

MBE expenditures through direct vouchers resulted in \$15.2 million in direct spending, supported 241 direct jobs resulting in \$6.0 million in direct income, and helped generate \$344,198 in State and local tax receipts. Total impact of this category amounted to \$24.3 million in overall expenditures, 318 jobs, \$8.8 million in employee income and about \$515,235 in State and local tax receipts. Every \$1 million of MBE expenditures through direct vouchers helped support 15 direct jobs, 20 total jobs, \$21,203 in direct taxes, and \$31,739 in total State and local tax receipts.

**CHART 5  
TOTAL ECONOMIC IMPACT OF MBES BY INDUSTRY SECTOR: FY 2010**



*"Other" category includes construction related services, corporate credit card, and direct voucher categories.  
Source: Governor's Office of Minority Affairs and DHCD, Office of Research*

**TABLE 8  
ECONOMIC IMPACT OF MBE PROCUREMENT PAYMENTS BY INDUSTRY SECTOR IN MARYLAND: FY 2010**

<b>Impact Indicator</b>	<b>Architectural Engineering</b>	<b>Construction</b>	<b>Construction Related Services</b>	<b>Maintenance</b>	<b>Services</b>	<b>Supplies Equipment</b>	<b>IT Services</b>	<b>IT Supplies Equipment</b>	<b>Social Services</b>	<b>Corporate Credit Card</b>	<b>Direct Voucher</b>	<b>Total</b>
<b>Direct Impact</b>												
Expenditures (\$millions)	\$52.4	\$242.1	\$11.0	\$45.1	\$129.7	\$39.0	\$58.3	\$22.4	\$368.5	\$10.8	\$15.2	\$994.5
Per \$1 of MBE Payments	\$0.73	\$0.85	\$0.88	\$0.92	\$0.88	\$0.92	\$0.87	\$0.69	\$0.97	\$0.93	\$0.94	\$0.89
Income (\$millions)	\$27.6	\$69.3	\$2.8	\$16.9	\$49.0	\$13.3	\$18.9	\$11.1	\$154.0	\$4.3	\$6.0	\$373.0
Employment	434	1,495	53	508	1,222	403	294	265	6,942	171	241	12,027
Per \$1 million of MBE Payments	6	5	4	10	8	9	4	8	18	15	15	11
State Tax Receipts (\$millions)	\$1.1	\$2.9	\$0.1	\$0.8	\$2.4	\$0.6	\$0.8	\$0.5	\$6.9	\$0.2	\$0.2	\$16.6
Retail Sales Tax	\$0.3	\$0.9	\$0.0	\$0.3	\$0.7	\$0.2	\$0.2	\$0.2	\$3.0	\$0.1	\$0.1	\$5.9
Personal Income Tax	\$0.8	\$2.1	\$0.1	\$0.5	\$1.7	\$0.4	\$0.6	\$0.4	\$3.9	\$0.1	\$0.1	\$10.7
Local Income Surtax (\$millions)	\$0.6	\$1.4	\$0.1	\$0.4	\$1.2	\$0.3	\$0.4	\$0.3	\$3.1	\$0.1	\$0.1	\$7.8
State and Local Taxes (\$millions)	\$1.7	\$4.4	\$0.2	\$1.1	\$3.6	\$0.9	\$1.2	\$0.8	\$10.0	\$0.2	\$0.3	\$24.4
Per \$1 million of MBE Payments	\$24,355	\$15,456	\$16,730	\$22,931	\$24,227	\$20,868	\$17,218	\$23,957	\$26,206	\$20,830	\$21,203	\$21,899
<b>Total Impact</b>												
Expenditures (\$millions)	\$95.3	\$393.6	\$17.6	\$77.8	\$222.8	\$64.6	\$99.0	\$37.5	\$648.3	\$17.2	\$24.3	\$1,698.0
Per \$1 of MBE Payments	\$1.34	\$1.39	\$1.40	\$1.58	\$1.51	\$1.52	\$1.47	\$1.16	\$1.70	\$1.49	\$1.50	\$1.52
Income (\$millions)	\$41.4	\$131.5	\$5.0	\$28.2	\$82.8	\$22.7	\$33.4	\$15.6	\$256.1	\$6.3	\$8.8	\$631.8
Employment	785	3,035	111	827	2,234	710	651	382	9,865	226	318	19,145
Per \$1 million of MBE Payments	11	11	9	17	15	17	10	12	26	19	20	17
State Tax Receipts (\$millions)	\$1.7	\$6.0	\$0.2	\$1.2	\$3.9	\$1.1	\$1.5	\$0.7	\$11.2	\$0.3	\$0.4	\$28.1
Retail Sales Tax	\$0.5	\$1.7	\$0.1	\$0.4	\$1.2	\$0.4	\$0.4	\$0.2	\$4.4	\$0.1	\$0.1	\$9.6
Personal Income Tax	\$1.2	\$4.2	\$0.2	\$0.8	\$2.7	\$0.7	\$1.1	\$0.5	\$6.8	\$0.2	\$0.2	\$18.6
Local Income Surtax (\$millions)	\$0.9	\$2.9	\$0.1	\$0.6	\$1.9	\$0.5	\$0.7	\$0.3	\$5.2	\$0.1	\$0.2	\$13.4
State and Local Taxes (\$millions)	\$2.5	\$8.9	\$0.3	\$1.8	\$5.8	\$1.6	\$2.2	\$1.0	\$16.5	\$0.4	\$0.5	\$41.5
Per \$1 million of MBE Payments	\$35,359	\$31,383	\$27,206	\$37,297	\$39,509	\$36,793	\$32,600	\$31,998	\$43,299	\$31,175	\$31,739	\$37,295

Source: Governor's Office of Minority Affairs and DHCD, Office of Research