Office of Procurement
MONTGOMERY COUNTY, MD

FY2026 ANNUAL REPORT

Minority, Female and Disabled-Owned Business (MFD) Program



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FY26 Executive Summary

In Fiscal Year 2026 (FY26), Montgomery County awarded **$306,675,027** to certified Minority, Female, and Disabled persons owned (MFD) businesses, representing **21.38%** of the **$1,434,592,367** in MFD-eligible contract dollars**.** For the fourth consecutive year, the MFD Program set a new record, awarding over $300 million dollars in contracts to certified MFD vendors.

The County's MFD program recognizes six categories of MFD firms that must be at least 51% owned, controlled, and operated by:

- African American
- Asian American
- Hispanic American
- Native American
- Female
- Persons with Disabilities

FY26 MFD Procurement Highlights

African American-Owned Businesses: Led in two categories, earning the highest dollar values in Professional Services ($20,558,724) and Non-Professional Services ($92,839,611).

Hispanic American-Owned Businesses: Received the highest dollar values of $41,673,515 in Construction (out of $113,944,162 subject to MFD requirements) and ranked second in Non-Professional Services ($49,035,027).

Asian American-Owned Businesses: Led in Goods contract awards, receiving $18,347,972 (out of $159,483,526 subject to MFD requirements).

As required by law, and to support compliance and future goal setting, a Disparity Study was completed in December 2024, and the final report was submitted to the County Executive and presented to the County Council. Based on its findings and recommendations, new MFD goals were adopted on January 1, 2025.

As a result, the breakdown of purchasing categories and goals for calendar years 2026 and 2027 are:

Purchasing Category	Goal (CY 2026 & CY 2027)
Construction	22%
Professional Services	25%
Non-Professional Services	24%
Goods	10%

Framework of the MFD Program

Within the Office of Procurement, the Division of Business Relations and Compliance (DBRC) compiles an annual report on the Minority, Female and Disabled persons owned Business (MFD) Program which provides information required in accordance with Section 11B-61 of the Montgomery County Code and the Montgomery County Procurement Regulations.

The MFD Program assists registered vendors that hold at least one County recognized certification in identifying opportunities, as either prime contractors or subcontractors, for County contracts with an estimated value of $50,000 or more.[1]

The County recognizes and accepts seven MFD certifications. Effective July 1, 2026, the Montgomery County Office of Procurement expanded its accepted certifications to include:

- Small Business Administration (SBA) Women-Owned Small Business (WOSB)
- Economically Disadvantaged Women-Owned Small Business (EDWOSB)

Minority Certifications Recognized by the County

Certifying Agency	Program	Recognized Certification
Federal		
U.S. Small Business Administration (SBA)	8(a) Business Development	8(a) Certified Business (SBA-8a)
U.S. Small Business Administration (SBA)	Service-Disabled Veteran-Owned Small Business	Service-Disabled Veteran-Owned Small Business (SDVOSB)
U.S. Small Business Administration (SBA)	Women-Owned Small Business (WOSB)	Women-Owned Small Business (WOSB) **[New]**
U.S. Small Business Administration (SBA)	Economically Disadvantaged Women-Owned Small Business (EDWOSB)	Economically Disadvantaged Women-Owned Small Business (EDWOSB) **[New]**
State & Local		
Maryland Department of Social and Economic Mobility (DOSEM)	Minority Business Enterprise	DOSEM Directory of Certified MBE (DOSEM-MBE)
City of Baltimore	Minority and Women's Business Opportunity Office	Minority and Women's Business Opportunity Office (MWBOO)
Regional & Third-Party Non-Profit Entities		
Capital Region Minority Supplier Development Council (CRMSDC)	Minority Business Enterprise	Minority Business Enterprise (MSDC)
Women's Business Enterprise National Council (WBENC)	Women's Business Enterprise	Women's Business Enterprise (WBENC)

[1] Grants, Utilities, and Intra/Inter-governmental procurements are not subject to the MFD requirements.

By recognizing the SBA Women-Owned Small Business (WOSB/EDWOSB) certifications as trusted and rigorous standards, the County will leverage these established certifications to expand opportunities for qualified firms, reduce administrative burdens, and help ensure that women-owned businesses have a fair and efficient path to participate in public contracting opportunities.

The MFD Program continues to work toward increasing the participation of MFD businesses by working with County departments to identify opportunities for MFD contracting, providing assistance and resources to prime contractors, and organizing workshops, outreach events, pre-submission conferences and virtual and in-person networking events.

To ensure compliance, the MFD Program Manager tracks and monitors contract awards, conducts reviews and investigations of prime contractors' non-compliance and non-payment to MFD subcontractors. These investigations may result in withholding progress payments, assessing liquidated damages, or barring a vendor from doing business with the County for three years.

Outreach Activities and Networking Events

Outreach events are targeted efforts that attract vendors from all disciplines and sectors of the business community to do business with the County. The objective is to proactively invite minority vendors to participate in the County's procurement process. Events are hosted by the Office of Procurement and invitations are extended to government agencies and business organizations that have an interest in the County's MFD Program. These events create opportunities for local and minority vendors to better understand how to do business with the County by providing information about the contracting process and upcoming solicitations, as well as other County policies related to local, small and minority vendors.

In FY26, the Office of Procurement hosted monthly online open house events attracted an average of 70 participants. The MFD Program was also showcased in pre-submission conferences for specific solicitations. During these conferences, DBRC Program Managers guide participants through the required documentation, MFD participation goals, and how solicitation points are awarded during the evaluation process. In addition, DBRC hosted widely attended, in-person "signature" events including a Procurement Fair in the fall and a Vendor Connection Summit in the spring. The Vendor Connection Summit specifically targeted MFD businesses that want to network with prime contractors and the County's using departments.

In FY26, the Office of Procurement hosted or participated in 52 outreach events. Procurement hosted or co-hosted 28 of those events.

Date	Outreach Event Title	Pro Hosted or Co-Hosted
Jul. 3, 2025	Tea and Tie	
Jul. 16, 2025	Online Open House: Local Business and MFD Program Overview	Yes
Jul. 18, 2025	Minority Outreach Fair	
Jul. 24, 2025	Business Roundtable	
Jul. 30, 2025	Lunch with Leaders	
Aug. 20, 2025	Online Open House: General Session	Yes
Aug. 21, 2025	Governor's Roundtable	
Sep. 16, 2025	MWBC Co-hosted event: How to do Business with MCG	Yes
Sep. 16, 2025	Procurement Overview	Yes

Date	Outreach Event Title	Pro Hosted or Co-Hosted
Sep. 17, 2025	Online Open House: Procurement Website / CVRS Overview	Yes
Sep. 19, 2025	Maryland Compliance Professionals meeting	Yes
Oct. 7, 2025	BOW Collective and Procurement Event	Yes
Oct. 8, 2025	Meet the Primes	
Oct. 15, 2025	Online Open House: What to Consider when Responding to an IFB?	Yes
Oct. 15, 2025	Morning Mixer	
Oct. 17, 2025	MBE & VSBE Outreach event	Yes
Oct. 29, 2025	Business Roundtable	
Nov. 5, 2025	Procurement Fair	Yes
Nov. 17, 2025	Business Showcase, State of the County and CE Candidate Forum	
Nov. 19, 2025	Online Open House: General Session	Yes
Nov. 21, 2025	Asian American Chamber Business Expo	
Dec. 8, 2025	Minority Outreach Fair	
Dec. 15, 2025	Minority Legislative Breakfast	
Dec. 17, 2025	Online Open House: PROjections: Upcoming Solicitations	Yes
Jan. 21, 2026	Online Open House: Local and Veteran Programs	Yes
Feb. 18, 2026	Online Open House: What to Consider When Responding to an RFP?	Yes
Feb. 26, 2026	MBE Night in Annapolis	
Mar. 7, 2026	Maryland Contractor Summit	
Mar. 12, 2026	Procurement Series: How to do Business with Montgomery County	Yes
Mar. 18, 2026	Online Open House: General Session	Yes
Mar. 19, 2026	EmpowerHER Business Conference	
Mar. 19, 2026	Procurement Series: Local Procurement Offices	Yes
Mar. 26, 2026	Procurement Series: MBE Certification	Yes
Apr. 9, 2026	MWBC Co-hosted event: How to do Business with MCG	Yes
Apr. 15, 2026	Online Open House: PROjections: Upcoming Solicitations	Yes
Apr. 22, 2026	Vendor Connection Summit	Yes
Apr. 23, 2026	Minority Standing Strong Breakfast	
Apr. 27, 2026	Prevailing Wage Law Webinar	Yes
Apr. 29, 2026	Maryland Compliance Professionals meeting	Yes
Apr. 30, 2026	LEAD Resilience Forum	
Apr. 30, 2026	AMBER Cohort Procurement presentation	Yes
May 8, 2026	MWMCA Breakfast and Spring Business Expo	
May 13, 2026	MBE Certification Event	Yes
May 15, 2026	Small Business Workshop and Expo	
May 20, 2026	Online Open House: Small Business Grants/Loans/Access to Capital	Yes
May 20, 2026	Black Business Expo Networking Event	
Jun. 11, 2026	MWBC Co-hosted event: How to do Business with MCG	Yes
Jun. 11, 2026	Federal Procurement Conference	
Jun. 12, 2026	Black Business Expo	
Jun. 17, 2026	Online Open House: Local Business and MFD Program Overview	Yes
Jun. 18, 2026	Ready, Set Grow Event	
Jun. 23, 2026	El Poder de Ser Mujer	

MFD Procurement Participation Report

FY23 - FY26 Comparison of MFD Contract Activity

FY	Subject to MFD	Total Encumbered to MFD	Percentage Encumbered to MFD
26	**$1,434,592,367**	**$306,675,027**	**21.38%**
25	$1,292,084,215	$273,994,943	21.21%
24	$1,055,664,323	$248,126,541	23.50%
23	$1,090,391,062	$246,374,095	22.60%

FY26 MFD Contract Activity Summary by Procurement Category

Purchasing Category	Subject to MFD	Total Encumbered to MFD	Percentage Encumbered to MFD
Professional Services	$729,789,656	$52,965,497	7.26%
Non-Professional Services	$431,375,023	$176,861,963	41.00%
Goods	$159,483,526	$28,084,961	17.61%
Construction	$113,944,162	$48,762,606	42.80%
Total	**$1,434,592,367**	**$306,675,027**	**21.38%**

FY26 Dollar Value to MFD Firms by Group

Professional Services

Total Dollars Subject to Goal: $729,789,656

MFD Category	Total Encumbered to MFD	Percentage Encumbered to MFD
African American	$20,558,724	2.82%
Asian American	$19,148,677	2.62%
Female	$7,943,629	1.09%
Hispanic American	$4,661,288	0.64%
Native American	$653,179	0.09%
Persons with Disabilities	$0	0.00%
Total	**$52,965,497**	**7.26%**

Non-Professional Services

Total Dollars Subject to Goal: $431,375,023

MFD Category	Total Encumbered to MFD	Percentage Encumbered to MFD
African American	$92,839,611	21.52%
Asian American	$21,851,905	5.07%
Female	$11,851,450	2.75%
Hispanic American	$49,035,027	11.37%
Native American	$1,190,550	0.28%
Persons with Disabilities	$93,420	0.02%
Total	**$176,861,963**	**41.00%**

Goods

Total Dollars Subject to Goal: $159,483,526

MFD Category	Total Encumbered to MFD	Percentage Encumbered to MFD
African American	$6,840,400	4.29%
Asian American	$18,347,972	11.50%
Female	$946,991	0.59%
Hispanic American	$1,949,598	1.22%
Native American	$0	0.00%
Persons with Disabilities	$0	0.00%
Total	**$28,084,961**	**17.61%**

Construction

Total Dollars Subject to Goal: $113,944,162

MFD Category	Total Encumbered to MFD	Percentage Encumbered to MFD
African American	$758,965	0.67%
Asian American	$831,115	0.73%
Female	$5,499,011	4.83%
Hispanic American	$41,673,515	36.57%
Native American	$0	0.00%
Persons with Disabilities	$0	0.00%
Total	**$48,762,606**	**42.80%**

FY26 MFD Utilization and CY27 Goals

Purchasing / MFD Category	Prime Contractor	Sub- Contractor	Total Contractor	FY26 Utilization	CY27 Goals[2]
Professional Services	**Subject to MFD Requirements:**		**$729,789,656**		
African American	$17,126,261	$3,432,463	$20,558,724	2.82%	
Asian American	$16,388,388	$2,760,289	$19,148,677	2.62%	
Hispanic American	$3,939,294	$721,994	$4,661,288	0.64%	
Native American	$0	$653,179	$653,179	0.09%	**25%**
Female	$5,761,847	$2,181,782	$7,943,629	1.09%	
Persons with Disabilities	$0	$0	$0	0.00%	
Sub Total	**$43,217,986**	**$9,749,707**	**$52,967,693**	**7.26%**	
Non-Professional Services	**Subject to MFD Requirements:**		**$431,375,023**		
African American	$66,215,708	$26,623,903	$92,839,611	21.52%	
Asian American	$2,365,868	$19,486,037	$21,851,905	5.07%	
Hispanic American	$46,447,847	$2,587,180	$49,035,027	11.37%	
Native American	$167,500	$1,023,050	$1,190,550	0.28%	**24%**
Female	$1,951,206	$9,900,244	$11,851,450	2.75%	
Persons with Disabilities	$0	$93,420	$93,420	0.02%	
Sub Total	**$117,148,129**	**$59,713,834**	**$176,861,963**	**41.00%**	
Goods	**Subject to MFD Requirements:**		**$158,741,846**		
African American	$4,948,090	$1,458,895	$6,406,985	4.04%	
Asian American	$17,146,837	$892,869	$18,039,706	11.36%	
Hispanic American	$1,949,598	$0	$1,949,598	1.23%	
Native American	$0	$0	$0	0.00%	**10%**
Female	$0	$946,991	$946,991	0.60%	
Persons with Disabilities	$0	$0	$0	0.00%	
Sub Total	**$24,044,525**	**$3,298,756**	**$27,343,281**	**17.61%**	
Construction	**Subject to MFD Requirements:**		**$113,944,162**		
African American	$758,965	$0	$758,965	0.67%	
Asian American	$12,361	$818,754	$831,115	0.73%	
Hispanic American	$41,551,606	$121,909	$41,673,515	36.57%	
Native American	$0	$0	$0	0.00%	**22%**
Female	$2,297,507	$3,201,504	$5,499,011	4.83%	
Persons with Disabilities	$0	$0	$0	0.00%	
Sub Total	**$44,620,439**	**$4,142,167**	**$48,762,606**	**42.80%**	
Total Subject to MFD Requirements			**$1,434,592,367**	**21.38%**	
Total MFD Procurement			**$306,675,027**		

[2] Goals are based on 2024 Disparity Study findings and recommendations.

Total Dollars & Value of RFPs by MFD Group

The Request for Proposals (RFP) section of the MFD report analyzes data on proposals submitted in response to formal RFPs issued by the County during FY26. The report tracks the following information:

- MFD business groups and non-MFD businesses participating in the process only as prime contractors
- Breakdown of number of awards
- Dollar values for each group
- Number of proposals submitted by each group

The total dollar value for RFPs issued in FY26 was $1,034,504,797. Of that amount, MFD businesses were awarded **$59,380,401 (5.74%)** as prime contractors and non-MFD vendors were awarded $975,124,396 (94.26%) as primes. Of the 111 RFP contract awards that were issued, MFD businesses received 10 (9%) prime contract awards. Out of 358 RFP proposals submitted, 47 (13.13%) were submitted by MFD businesses, and 311 (86.87%) were submitted by non-MFD businesses.

Total Dollars & Value of RFPs by MFD Group

MFD Category	Contracts Awarded	% of Awards	Award Dollar Value	% of Dollar Value	% of Total MFD $ Value	Proposals Submitted	% of Proposals Submitted
African American	2	1.80%	$3,850,000	0.37%	6.48%	21	5.87%
Hispanic American	1	0.90%	$550,000	0.05%	0.93%	7	1.96%
Asian American	3	2.70%	$11,350,000	1.10%	19.11%	9	2.51%
Native American	0	0.00%	$0	0.00%	0.00%	0	0.00%
Female	4	3.60%	$43,630,401	4.22%	73.48%	9	2.51%
Persons with Disabilities	0	0.00%	$0	0.00%	0.00%	1	0.28%
Total MFD Businesses	10	9.00%	$59,380,401	5.74%	100%	47	13.13%
Non-MFD	101	90.99%	$975,124,396	94.26%	--	311	86.87%
Total Businesses	**111**	**100%**	**$1,034,504,797**	**100%**		**358**	**100%**

Total Dollars & Value of IFBs by MFD Group

The Invitation for Bids (IFB) section of the MFD report analyzes bids submitted in response to formal IFBs issued by the County during FY26. The report tracks the following information:

- MFD business groups and non-MFD businesses participating in the process only as prime contractors
- Breakdown of number of awards
- Dollar values for each group
- Number of bids submitted by each group

The total dollar value for IFBs issued in FY26 was $280,007,762. Of that amount, MFD businesses were awarded **$51,000,000 (18.21%).** Non-MFD vendors were awarded $229,007,762 (81.79%) of total IFB contract dollars. Of the 57 IFB contract awards that were issued, MFD businesses received 5 (8.77%) contract awards. Out of the total number of IFBs submitted, 20 (13.80%) bids were submitted by MFD businesses.

Total Dollars & Value of IFBs by MFD Group

MFD Category	Contracts Awarded	% of Awards	Award Dollar Value	% of Dollar Value	% of Total MFD Dollar Value	Proposals Submitted	% of Proposals Submitted
African American	2	3.51%	$9,000,000	3.21%	17.65%	6	4.14%
Hispanic American	0	0.00%	$0	0.00%	0.00%	4	2.76%
Asian American	0	0.00%	$0	0.00%	0.00%	3	2.07%
Native American	0	0.00%	$0	0.00%	0.00%	0	0.00%
Female	3	5.26%	$42,000,000	15.00%	82.35%	7	4.83%
Persons with Disabilities	0	0.00%	$0	0.00%	0.00%	0	0.00%
Total MFD Businesses	5	8.77%	$51,000,000	18.21%	100%	20	13.80%
Non-MFD	52	91.23%	$229,007,762	81.79%	--	125	86.21%
Total Businesses	**57**	**100%**	**$280,007,762**	**100%**		**145**	**100%**

Selected Department MFD Participation Summary

MFD participation by selected departments focuses on those departments that have procurements of any type exceeding $5 million in the aggregate or procurements for professional services exceeding $1 million in the aggregate. For FY26, 13 departments met the criteria. Listed below is a summary of these departments' MFD utilization in FY26.[3]

Selected Department MFD Participation Summary

Department	Subject to MFD	MFD Utilization	Percentage of MFD Utilization	Percentage of total MFD Spending
Transportation	$249,208,647	$90,214,251	36.20%	29.81%
Technology and Enterprise Business Solutions	$82,792,088	$22,146,021	26.75%	7.32%
Recreation	$45,034,274	$12,542,198	27.85%	4.14%
Police	$28,262,605	$4,832,215	17.10%	1.60%
Human Resources*	$533,522,891	$59,443,276	11.14%	19.64%
Health and Human Services	$68,400,281	$18,396,029	26.89%	6.08%
General Services	$181,176,363	$24,863,608	13.72%	8.22%
Fire and Rescue Service	$41,767,531	$2,216,734	5.31%	0.73%
Finance	$13,950,084	$1,024,073	7.34%	0.34%
Environmental Protection	$146,341,549	$64,723,726	44.23%	21.39%
County Executive	$2,213,496	$238,799	10.79%	0.08%
Correction and Rehabilitation	$9,608,094	$714,675	7.44%	0.24%
Alcohol Beverage Services	$10,123,938	$1,275,821	12.60%	0.42%
Total	**$1,412,401,841**	**$302,631,426**	**21.43%**	**100.00%**

[3] Detailed Departments reports, and Detailed Exclusion and Waivers reports can be viewed online at: https://montgomerycountymd.gov/PRO/report/index.html under MFD Annual Report FY26