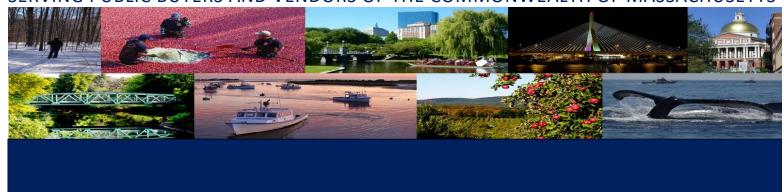


SERVING PUBLIC BUYERS AND VENDORS OF THE COMMONWEALTH OF MASSACHUSETTS



# Supplier Diversity Office Comprehensive Annual Report Fiscal Year 2019



THE COMMONWEALTH OF MASSACHUSETTS
Executive Office for Administration and Finance
OPERATIONAL SERVICES DIVISION

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**To:** Governor Baker, Lieutenant Governor Polito, Members of the General Court, Cabinet Secretaries, Agency Heads, Secretariat and Agency Supplier Diversity Officers

From: William M. McAvoy, Deputy Assistant Secretary for Supplier Diversity

I am pleased to present the Operational Services Division's Supplier Diversity Office (SDO) Comprehensive Annual Report for Fiscal Year 2019 (FY2019), which also includes narrative descriptions of supplier diversity programs and/or results from 11 Commonwealth of Massachusetts quasi-public organizations.

Consistent with the directives in Executive Order 565, the SDO provides certification, programs, training services, and access to business opportunities for Minority (MBE); Women (WBE); Veteran (VBE); Service-Disabled Veteran (SDVOBE); Disability (DOBE); and Lesbian, Gay, Bisexual, and Transgender (LGBTBE) owned businesses, as well as small businesses (SBPP) headquartered in Massachusetts. The accompanying report includes information about the Commonwealth's diverse and small business programs, including the Certification, Supplier Diversity (SDP), Small Business Purchasing (SBPP), and Affirmative Marketing programs. Below are some highlights from the report:

- The Commonwealth spent more than \$2.07 billion with diverse and small businesses (a 1.44% increase over FY2018), which includes discretionary spending of \$1.48 billion (a 1.5% increase over FY2018) and non-discretionary spending of \$596 million (a 1.27% increase over FY2018).
- For FY2019, the MBE and WBE benchmarks were increased by one percentage point, to 8% and 14%, respectively.
- The spending for MBE, WBE, and SBPP exceeded benchmarks by approximately 7%, 33%, and 37%, respectively.
- Work continued to improve spending against the veteran-owned business benchmark, continuing the upward trend in veteran spending and achieving 28% of the goal, which was up from 22% in FY2018.
- DOBE and LGBTBE were added to the Supplier Diversity Program, as part of a long-term plan to build utilization leading to the establishment of future DOBE and LGBTBE benchmarks.
- Total discretionary supplier diversity spending increased in all categories except MBE, which experienced a 4.5% decrease as a result of shifts in Commonwealth construction spending and the gradual completion of projects involving Portuguese Business Enterprises (PBEs).
- The number of certified businesses was maintained or increased in all categories but SDVOBE, bringing the total number of diverse firms available to do business with the Commonwealth and its prime contractors to 3,544 (a 7% increase over FY2018). The SDOVBE category experienced a 3% reduction due to the migration to a new online processing system for third-party certifications.
- The SDO signed a Memorandum of Understanding with the City of Boston (the City), thereby giving the City
  access to more than 3,000 SDO-certified MBE, WBE, and VBE and reducing business costs in accessing supplier
  diversity programs for both organizations.

The Commonwealth, through the SDO, was recognized with the inaugural, national Supplier Diversity Partnership Award by Disability: IN for our work to expand opportunities for individuals with disabilities in state procurement.

For additional information about the SDO's programs, initiatives, and results, please read the SDO's Comprehensive Annual Report for FY2019, which follows.

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#### Introduction

This report provides an overview of the activities and accomplishments of the Operational Services Division's (OSD) Supplier Diversity Office (SDO) and presents comprehensive information on diverse and small business spending across the wide range of the Commonwealth departments and quasi-public organizations and their programs.

## **Executive Summary**

- The Commonwealth spent more than \$2.07 billion in FY2019 with diverse and small businesses (a 1.44% increase when compared to FY2018).
  - o Total discretionary spending equaled \$1.48 billion in FY2019, a 1.5% increase as compared to FY2018.
  - Non-discretionary spending totaled \$596 million in FY2019, a 1.27% increase over the prior fiscal year.
- For FY2019, the MBE and WBE benchmarks were increased by one percentage point, to 8% and 14%, respectively.
- The spending benchmarks for MBE, WBE, and SBPP, including the increased benchmarks for MBE and WBE, were surpassed by approximately 7%, 33%, and 37%, respectively.
- Work continues to improve spending against the veteran-owned business benchmark, continuing the upward trend in veteran spending and achieving 28% of the goal, which is up from 22% in FY2018.
- DOBE and LGBTBE were included in the Supplier Diversity Program, resulting in the first LGBTBE contractor spending report, and laying the foundation for the establishment of future DOBE and LGBTBE benchmarks.
- Total discretionary supplier diversity spending increased in all categories except MBE, which was due to an absolute reduction in the Division of Capital Asset Management and Maintenance (DCAMM) and Massachusetts Department of Transportation (MassDOT) construction spending by 24% and 8%, respectively. In addition, virtually all construction projects initiated prior to April 12, 2016, involving Portuguese Businesses Enterprises (PBE), have been completed. After that date, spending with PBEs no longer contributed to MBE spending.
- The number of certified businesses was maintained or increased in all categories but SDVOBE, bringing the
  total number of diverse firms available to do business with the Commonwealth and its prime contractors to
  3,544 (a 7% increase over FY2018). The SDOVBE category experienced a 3% reduction due to the expiration
  of four SDVOBE firms' certifications at the end of the fiscal year as the SDO was working to complete its new
  online processing system for third-party certifications.
- The Commonwealth, through SDO, signed a Memorandum of Understanding with the City of Boston, creating greater efficiency for the certified vendor community in being recognized by both entities for MBE, WBE, and VBE certified businesses.
- The SDO implemented a new Vendor Report Management system to improve SDP reporting accuracy for statewide contractors. It also expanded the FY2018 Spending Compliance Verification pilot, which verified spending with 16 certified SDP partners reported by 15 statewide contractors, by working with 96 certified companies to verify reports from 99 contractors. As a result of this expansion, 91% of the responses, representing 97% of the expenditures reported, were found to be accurate or understated by the contractors.
- The SDO improved its program services to buyers by issuing periodic SDP/SBPP agency performance reports and increasing the visibility of diverse and small contractors in OSD's Statewide Contract Index.

#### **SDO Overview**

The Commonwealth of Massachusetts spends approximately \$4.7 billion each year on goods, services, and construction. The role of the OSD's SDO is to certify and support a wide range of diverse and small businesses in competing for contracts being bid across the Commonwealth. The state's diversity programs include firms certified as Minority (MBE); Women (WBE); Veteran (VBE); Portuguese (PBE); Service-Disabled Veteran (SDVOBE); Disability (DOBE); and Lesbian, Gay, Bisexual, and Transgender (LGBTBE) Owned Business Enterprises.<sup>1</sup>

OSD's SDO works to build a more inclusive supplier base for the Commonwealth through the following programs:

- State Certification Program
- Supplier Diversity Program (SDP)
- Small Business Purchasing Program (SBPP)
- Commonwealth and Municipal Construction Affirmative Marketing Programs (MCAMP)

Below are the SDO's accomplishments for FY2019.

## **State Certification Program**

One of the SDO's primary services at the state level is to certify diverse and small businesses for participation in Massachusetts statewide and departmental procurements for goods and services, as well as departmental and municipal non-federally funded construction procurements<sup>2</sup>. Each week, new businesses are certified, some businesses are decertified, and some businesses withdraw their applications. Therefore, the exact number of certified businesses fluctuates.

In FY2019, the SDO maintained or increased the number of certified businesses in all but one of the categories of certified and recognized businesses, bringing the total number of diverse firms available to do business with the Commonwealth and its prime contractors to 3,544 (a 7% increase over FY2018). The only exception was the SDVOBE category, in which the number of certified firms decreased by four.

#### **Diverse Businesses in the SDO Directory**

Certification Type	FY2017	FY2018	FY2019	FY2019 vs. FY2018 Change (%)
Minority-Owned Business Enterprise (MBE)	1,189	1,229	1,290	5%
Women-Owned Business Enterprise (WBE)	1,980	2,023	2,136	6%
Portuguese-Owned Business Enterprise (PBE)	102	104	112	8%
Disability-Owned Business Enterprise (DOBE)	36	47	47	0%
Veteran-Owned Businesses Enterprise (VBE)	70	102	115	13%
Service-Disabled Veteran-Owned Business Enterprise (SDVOBE)	100	125	121	-3%
LGBT-Owned Business Enterprises (LGBTBE)	81	84	181	115%
TOTAL <sup>3</sup>	3,183	3,310	3,544	7%

<sup>&</sup>lt;sup>1</sup> The SDO's State Certification Unit reviews applications for certification as MBE, WBE, VBE, PBE, and combinations thereof, as well as Minority (M/NPO), Women (W/NPO), and Minority Women Nonprofit Organizations (M/W/NPO). The SDO also accepts certifications issued by recognized third-party certifying organizations for MBE, WBE, VBE, SDVOBE, DOBE, and LGBTBE business enterprises.

<sup>&</sup>lt;sup>2</sup> OSD's SDO supplier diversity certification is distinct from DCAMM certification for prime, small prime, and file sub-bidders. The latter is focused on construction-related criteria, such as years in business, completed projects, project value, and project evaluation.

<sup>&</sup>lt;sup>3</sup> This line accounts for vendors that fall into more than one certification category and is not a sum of the lines above it.

#### **State Certification**

The SDO's State Certification Unit accepts applications, conducts investigations and site visits, and issues SDO certifications for MBE, WBE, VBE, PBE, and combinations thereof, as well as Minority (M/NPO), Women (W/NPO), and Minority Women Nonprofit Organizations (M/W/NPO). At the end of FY2019, there was a total of 3,141 SDO-certified businesses (2,984 for-profit and 157 nonprofit firms), some of which were certified as both minority- and women-owned/controlled (M/WBE and M/W/NPO).

For-Profit Businesses and Non-Profit Organizations Certified by the SDO

Certification Type	FY2017	FY2018	FY2019	FY2019 vs. FY2018 Change (%)
Minority-Owned Business Enterprise (MBE)	1,189	1,229	1,283	4%
Women-Owned Business Enterprise (WBE)	1,980	2,023	2,133	5%
Portuguese-Owned Business Enterprise (PBE)	102	104	112	8%
Veteran-Owned Business Enterprise (VBE)	22	41	54	32%
TOTAL <sup>4</sup>	2,918	2,993	3,141	5%

In FY2019, the number of certified for-profit businesses was maintained or increased in all ethnicity categories. 5, 6

State-Certified For-Profit Businesses by Ethnicity

Ethnicity/Minority	FY2017	FY2018	FY2019	FY2019 vs. FY2018 Change (%)
African American, Black	477	501	522	4%
Asian American (Pacific)	171	171	179	5%
Asian American (Subcontinent)	141	149	157	5%
Cape Verdean	34	34	34	0%
Caucasian	1,540	1,571	1,653	5%
Eskimo/Aleut	0	0	0	0%
Hispanic/Latino	275	289	310	7%
Native American	18	15	16	7%
Portuguese	102	104	113	9%
TOTAL	2,758	2,834	2,984	7%

### **Third-Party Certification Recognition**

In addition to offering its own certification services, the SDO recognizes and accepts certifications issued by third-party partner organizations, such as VetBiz/U.S. Department of Veterans Affairs, Disability:IN, and the National LGBT Chamber of Commerce (NGLCC). In FY2019, OSD's SDO continued to transform and upgrade its recognition program for third-party certified businesses.

Online certification recognition. The SDO made a significant investment in enhancing its capacity to
recognize third-party certified businesses. Over a six-month period, the SDO worked to analyze and
redesign existing processes, eliminate paper forms, and improve the user experience. As a result of the

<sup>&</sup>lt;sup>4</sup> This line accounts for vendors that fall into more than one certification category and is not a sum of the lines above it.

<sup>&</sup>lt;sup>5</sup> Only for-profit businesses are categorized by ethnicity. Non-profit organizations are certified based on the composition of their board of directors and the composition of their voting body (if different) and, as a result, cannot be categorized by ethnicity.

<sup>&</sup>lt;sup>6</sup> The SDO reports on the number of certified businesses by ethnicity but not spending by ethnicity because spending benchmarks are established for all MBEs combined and not for individual ethnicity.

upgrade, at least four "application for verification/recognition" forms for different certification types were eliminated, and the old process of having third-party certified businesses apply for recognition by email was retired.

The tradeoff associated with the upgrade was a reduction in the number of third-party certified VBE and SDVOBE firms due to the expiration of vendor certifications that occurred at the end of the fiscal year while the SDO was upgrading its online system. In the case of third-party VBE certifications, the reduction was offset by increases in the number of VBE certifications issued by the SDO.

These upgrades, implemented at the end of FY2019, are expected to result in increased third-party certifications as they make it easier for third-party certified firms to apply directly to the SDO for certification recognition. The process expedites the SDO's processing of individual applications for certification recognition and enables the SDO to automatically recognize batches of certifications issued by certifying partners.

Certification Type	FY2017	FY2018	FY2019	FY2019 vs. FY2018 Change (%)
Disability-Owned Business Enterprise (DOBE)	36	47	47	0%
Veteran-Owned Business Enterprise (VBE)	48	61	54	-11%
Service-Disabled Veteran-Owned Business Enterprise (SDVOBE)	100	125	121	-3%
LGBT-Owned Business Enterprise (LGBTBE)	81	84	181	115%
TOTAL	265	317	403	27%

• Automatic opt-in policy with the National LGBT Chamber of Commerce (NGLCC). In FY2019, OSD's SDO and the NGLCC implemented a significant policy change that made it easier for LGBTBEs to participate in the SDO's programs. Rather than requiring individual companies to opt-in for inclusion in the SDO programs, the inclusion now is automatic, and an opt-out option has been added for companies that choose not to participate. The change required upgrades to the IT infrastructure for both the SDO and the NGLCC. A communications campaign explaining the change was created and distributed to NGLCC-certified LGBTBEs. As a result of this campaign, the number of certified New England and New York LGBTBEs recognized by the OSD's SDO more than doubled in FY2019.

#### **Ongoing Certification Program Activities**

In FY2019, the State Certification Unit processed new applications, conducted triennial renewals, and administrative reviews of existing applications.

#### **Certification Program Activities**

Activity	FY2017	FY2018	FY2019	FY2019 vs. FY2018 Change (%)
New Applications	267	309	268	-13%
Certification Renewals	1,094	975	135	-86%
Administrative Reviews	130	137	55	-60%
TOTAL	1,491	1,421	458	-68%

New applications. The OSD's SDO reviewed a total of 268 (13% fewer than in the prior fiscal year) new
applications for state MBE, WBE, and VBE certifications, including nonprofit applications. The number
of applications processed depends on market conditions, application volume, and the SDO's processing
capacity. In FY2019, the SDO's processing capacity was reduced due to the retirement of its only full-

time certification investigator. The SDO has since onboarded a new certification investigator to fill this vacancy and to restore its certification processing capacity. In addition, the SDO filled a new position of Intake Specialist whose role is to communicate with applicants and ensure completeness of all applications assigned for investigation thus making the certification process more efficient.

- Certification renewals & Administrative reviews. OSD's SDO maintained the accuracy of existing certifications by conducting 135 certification renewals and 55 administrative reviews.<sup>7</sup> The significant reduction in the number of renewals was due to the transition from a two-year renewal cycle to a three-year renewal cycle implemented in FY2016.
- Denials and appeals. Applicants who receive letters of denial or decertification may appeal those
  decisions to an independent SDO Appeal Board for state applications. There were no tentative initial
  denials of applications for state certification in FY2019 and therefore there were no appeals.

## **Overview of Diverse and Small Business Spending**

In FY2019, the Commonwealth spent more than \$2.08 billion with diverse and small businesses (a 1.7% increase when compared to FY2018), which occurred in two areas:

- Discretionary spending, which represented 71% of diverse and small business spending, and
- Non-discretionary spending, which accounted for 29% of diverse and small business expenditures.

#### **Discretionary Spending with Diverse and Small Businesses**

The SDO's programs focus on discretionary spending for goods, services, construction, and design, which result from competitively procured contracts. The SDO's programs use policy, benchmark-setting, coordination, training, and recognition of excellence to ensure the participation of diverse and small businesses in these areas of procurement. In FY2019, organizations participating in the Supplier Diversity, Small Business Purchasing, and Affirmative Marketing programs, as well as municipalities participating in the Municipal Construction Affirmative Marketing Program (MCAMP), increased diversity spending by 1.5% to \$1.48 billion.

#### **Discretionary Spending Benchmark Performance**

Business Category	Percentage of Benchmark Met
Minority Business Enterprises (MBE)	106.89%
Woman Business Enterprises (WBE)	132.65%
Veteran Businesses (VBE/SDVOBE)	28.04%
Disability Business Enterprises (DOBE/SDVOBE)	No Benchmark
LGBT-Owned Business Enterprises (LGBTBE)	No Benchmark
COMMBUYS-Verified Small Businesses	137.39%

<sup>&</sup>lt;sup>7</sup> Administrative reviews are performed when a certified company changes its business structure, name, scope of products/services offered, or if other material changes take place.

<sup>&</sup>lt;sup>8</sup> Consistent with previous SDO annual reports, this analysis includes combined achievements of all supplier diversity programs that exist in participating organizations and use SDO-certified businesses. While the SDP and SBPP address goods and services, MGL c. 7C, § 6 charges DCAMM and the SDO with establishing MBE and WBE participation goals for capital facility projects under DCAMM's control and state-assisted municipal building projects. This report includes spending data for DCAMM's construction projects available at the time of the report's publication. Final information on DCAMM's Affirmative Marketing Program efforts will be published as a separate report issued by DCAMM's Office of Access and Opportunity. Commonwealth departments, including MassDOT, manage their own Affirmative Marketing Programs addressing construction, relying on the SDO's certification services and setting their own supplier diversity goals or using those established by the SDO and DCAMM.

In FY2019, spending benchmarks were met or surpassed, except in the Veteran (VBE/SDVOBE) business category. The MBE and WBE benchmarks, which were increased to 8% and 14%, respectively, were exceeded by 6.89% and 32.65% respectively.

#### **Discretionary Spending with Diverse and Small Businesses**

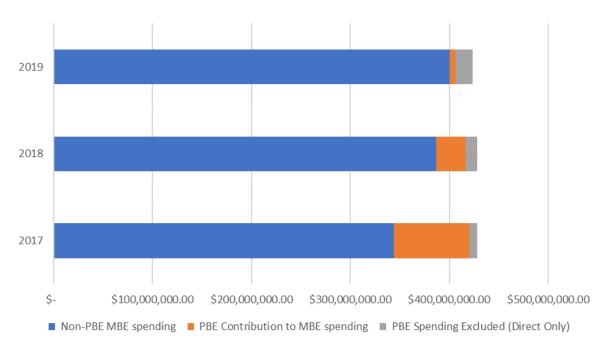
Business Category	FY2017	FY2018	FY2019	FY2019 vs. FY2018 Change (%)
Minority Business Enterprises (MBE)	\$444,116,257	\$429,692,317	\$411,677,556	-4.19%
Woman Business Enterprises (WBE)	\$912,016,637	\$912,894,978	\$920,489,818	0.83%
Veteran Businesses (VBE/SDVOBE)	\$14,877,414	\$31,461,625	\$39,922,636	26.89%
Disability Business Enterprises (DOBE/SDVOBE)	\$2,943,738	\$6,466,609	\$12,822,789	98.29%
LGBT-Owned Business Enterprises (LGBTBE)	\$81,645	\$167,013	\$189,672	13.57%
COMMBUYS-Verified Small Businesses	\$186,318,175	\$199,271,431	\$213,124,725	6.95%
TOTAL <sup>9</sup>	\$1,460,284,833	\$1,458,115,141	\$1,480,006,041	1.50%

Although the Commonwealth's discretionary spending was virtually level with the previous year (increasing by \$32 million or 0.69%), expenditures shifted between categories. Total direct (discretionary and non-discretionary) construction expenditures decreased by approximately \$78 million, or 24%, for DCAMM due to the delay in the passage of the 2018 Capital Bond Bill, and \$95 million, or 8%, for MassDOT. These reductions in spending also influenced the Commonwealth's indirect spending for the following reasons:

- Because construction projects often involve significant diverse subcontractor engagement, the above reductions in direct spending also affected indirect expenditures.
- Further, the participation of specific trades changes over the course of a construction project affecting
  the timing of payments to participating companies. As a result, MassDOT reported a reduction in
  payments to MBE and WBE subcontractors, which did not affect reaching overall supplier diversity goals
  set based on project total.
- Finally, nearly all construction projects initiated prior to April 12, 2016, involving PBEs have been completed. After that date, spending with PBEs no longer contributed to MBE spending. The Commonwealth continues to use PBEs, because expenditures with those enterprises continue to qualify for the federal Disadvantaged Business Enterprise (DBE) program utilizing federal funds. The following chart shows the gradual reduction in the contribution of PBE spending to the Commonwealth's MBE statistics. The PBE contribution to the Commonwealth's MBE total decreased from nearly \$76 million in FY2017 to \$5.8 million in FY2019. Although non-PBE MBE spending increased from \$344 million to more than \$400 million over the same period, the reduction in PBE spending still had a significant impact on the Commonwealth MBE total.

<sup>&</sup>lt;sup>9</sup> This line accounts for vendors that fall into more than one certification category and is not a sum of the lines above it.

PBE Contribution to Commonwealth MBE spending FY2017 - FY2019



Among the 1,155<sup>10</sup> diverse and small companies that did business directly with the Commonwealth, each business fell into one or more of the following groups: 175 MBEs and 359 WBEs (52 M/WBE businesses), 34 veteran businesses, 13 disability businesses, 1 LGBTBE, and 779 COMMBUYS-verified small businesses. Direct expenditures include \$453,143 in spending with three PBEs on projects initiated prior to April 12, 2016. Among the 1,133 SDP partner companies (indirect spending), each business fell into one or more of the following groups: 392 MBEs and 812 WBEs (121 M/WBE businesses), and 53 veteran businesses, 26 disability businesses, and 8 LGBTBEs. The SBPP does not include an indirect spending component. Indirect expenditures include approximately \$5.4 million in spending with 8 PBEs on projects initiated prior to April 12, 2016.

#### **Non-Discretionary Spending with Diverse and Small Businesses**

The Commonwealth makes pension and insurance-related expenditures, awards, grants and subsidies, manages entitlement programs, and maintains loans and special payments, which are considered non-discretionary spending. While the Commonwealth's supplier diversity programs do not apply to these non-discretionary areas of spending, diverse and small businesses are part of that marketplace.

In FY2019, combined non-discretionary direct expenditures totaled approximately \$596 million, representing a 1.3% increase when compared to the prior fiscal year. While most of this spending is the Commonwealth's direct expenditures, indirect spending in this category is reported by the Department of Correction (DOC) and the Group Insurance Commission (GIC), which voluntarily include supplier diversity provisions in non-discretionary contracts.

<sup>10</sup> Because some businesses fall into multiple business categories, the total number of businesses will be less than the sum of individual business counts.

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#### **Non-Discretionary Spending by Business Category**

Business Category	FY2017	FY2018	FY2019	FY2019 vs. FY2018 Change (%)
Minority Business Enterprises (MBE)	\$237,572,980	\$259,542,754	\$295,492,194	13.85%
Woman Business Enterprises (WBE)	\$236,596,970	\$242,303,207	\$237,358,466	-2.04%
Veteran Businesses (VBE/SDVOBE)	\$18,311	\$89,702	\$243,650	171.62%
Disability Business Enterprises (DOBE/SDVOBE)	\$5,401	\$13,079	\$0	-100.00%
LGBT-Owned Business Enterprises (LGBTBE)	\$443,034	\$2,909	\$0	-100.00%
COMMBUYS-Verified Small Businesses	\$71,950,587	\$86,104,621	\$109,760,386	27.47%
TOTAL <sup>11</sup>	\$496,803,059	\$588,056,272	\$595,541,329	1.27%

#### **Total Spending with Diverse and Small Businesses**

Total discretionary and non-discretionary spending with diverse and small businesses in FY2019 increased in all business categories and exceeded \$2.07 billion. This represented a 1.44% increase compared to FY2018.

**Total Program and Non-Program Spending by Business Category** 

Business Category	FY2017	FY2018	FY2019	FY2019 vs. FY2018 Change (%)
Minority Business Enterprises (MBE)	\$681,689,237	\$689,235,070	\$707,169,750	2.60%
Woman Business Enterprises (WBE)	\$1,148,613,607	\$1,155,198,185	\$1,157,848,284	0.23%
Veteran Businesses (VBE/SDVOBE)	\$14,895,725	\$31,551,327	\$40,166,286	27.30%
Disability Business Enterprises (DOBE/SDVOBE)	\$2,949,139	\$5,362,053	\$12,822,789	139.14%
LGBT-Owned Business Enterprises (LGBTBE)	\$524,679	\$52,461	\$189,672	261.55%
COMMBUYS-Verified Small Businesses	\$258,268,762	\$285,376,053	\$322,885,110	13.14%
TOTAL <sup>12</sup>	\$1,957,087,892	\$2,046,171,412	\$2,075,547,371	1.44%

## **Supplier Diversity Program (SDP)**

The SDP is enabled through <u>Executive Order 565</u> to promote equity of opportunity in state government. The SDP applies to all executive department procurements for goods and services exceeding \$150,000. The program institutes policies to encourage participating organizations and their contractors to use SDO-certified MBEs, WBEs, and VBEs, DOBEs, DOBEs, and LGBTBEs in their contracts for goods and services.

The SDP covers the following business categories, some of which have annual benchmark goals that are set by OSD's SDO and expressed as percentages of each participating organization's discretionary budget. The benchmarks for MBE and WBE increased by a percentage point for FY2019 to 8% and 14%, respectively. The benchmark for Veteran businesses remained at 3%.

Seventy-three organizations participate in the SDP, falling into three groups:

- Executive branch departments in all secretariats;
- Non-executive departments and constitutional offices (Office of the Governor, the Massachusetts Gaming Commission, the Commission Against Discrimination, and the Disabled Persons Protection Commission); and
- Quasi-public entities (the Massachusetts Convention Center Authority and the Massachusetts Housing Finance Agency).

<sup>&</sup>lt;sup>11</sup> This line accounts for vendors that fall into more than one certification category and is not a sum of the lines above it.

<sup>12</sup> This line accounts for vendors that fall into more than one certification category and is not a sum of the lines above it.

Only executive departments are required to participate in the SDO's procurement programs, which include the SDP and the SBPP. Non-executive departments and quasi-public organizations participate in the SDP only and do so voluntarily. For quasi-public organizations, the degree of adherence to the SDO's program rules and participation in this report varies:

- Two quasi-public organizations fully participate in the SDP with goal setting, tracking, and reporting consistent with procedures used by executive branch departments:
  - Massachusetts Convention Center Authority (MCCA)
  - Massachusetts Housing Finance Agency (MassHousing)
- Nine additional quasi-public organizations submit narrative program reports for inclusion in the report:
  - Massachusetts Development Finance Agency (MassDevelopment)
  - Massachusetts Gaming Commission
  - Massachusetts Growth Capital Corporation
  - Massachusetts Port Authority (Massport)
  - Massachusetts State College Building Authority
  - Massachusetts Water Resources Authority
  - UMass Building Authority (UMBA)
  - University of Massachusetts (UMass)
  - Massachusetts School Building Authority (MSBA)
- Four additional organizations participate in supplier diversity meetings coordinated jointly by the SDO and the Governor's Office of Access and Opportunity:
  - o Commonwealth Corporation
  - Massachusetts Bay Transportation Authority (MBTA)
  - o Massachusetts Designer Selection Board
  - Massachusetts Life Sciences Center (MLSC)

Participating organizations may use two types of spending to achieve program spending goals:

- Direct spending with MBE, WBE, VBE, SDVOBE, DOBE, and LGBTBE prime contractors; and
- Indirect spending resulting from business partnerships between the organizations' contractors and MBE, WBE, VBE, SDVOBE, DOBE, or LGBTBE vendors used in the contractors' operations. This includes subcontracting, as well as other types of business-to-business relationships.<sup>13</sup>

OSD's SDO obtains information about direct spending with certified contractors from the Commonwealth Information Warehouse (CIW), a repository of the Commonwealth's financial transactions. Indirect spending is reported to agencies by their contractors and then compiled and submitted to the SDO. Quasi-public organizations monitor supplier diversity spending internally and submit their direct and indirect expenditure information to SDO for analysis and publication.

<sup>&</sup>lt;sup>13</sup> While contractors may use DOBE and LGBTBE vendors to meet their contractual SDP commitments, organizations participating in the SDP do not yet have spending goals for these certification categories.

#### Minority-Owned Business Enterprise (MBE) Spending

The 8% benchmark for MBE spending was exceeded by 6.89%, which meant program participants spent 8.55% of their discretionary budgets with MBEs.

#### **MBE Benchmark Attainment**

	FY2019 Discretionary Budget	FY2019 Benchmark (8%)	FY2019 Actual Expenditure	Percentage of Benchmark Met
Administration and Finance	\$179,920,595	\$14,393,648	\$19,789,122	137.49%
Economic Development	\$154,954,595	\$12,396,368	\$18,517,568	149.38%
Education	\$238,492,893	\$19,079,431	\$27,849,797	145.97%
Energy and Environmental Affairs	\$110,742,550	\$8,859,404	\$2,936,125	33.14%
Health and Human Services	\$2,824,096,006	\$225,927,680	\$239,489,272	106.00%
Labor and Workforce Development	\$12,439,621	\$995,170	\$2,671,762	268.47%
Public Safety and Security	\$97,124,610	\$7,769,969	\$15,550,431	200.14%
Technology Services and Security	\$75,263,314	\$6,021,065	\$13,733,964	228.10%
Transportation	\$1,000,294,606	\$80,023,568	\$59,829,779	74.77%
Executive Department Subtotal	\$4,693,328,789	\$375,466,303	\$400,367,821	106.63%
Commission Against Discrimination	\$401,275	\$32,102	\$94,239	293.56%
Disabled Persons Protection Commission	\$503,071	\$40,246	\$86,859	215.82%
Massachusetts Gaming Commission	\$6,462,819	\$517,025	\$542,611	104.95%
Office of the Governor	\$35,545	\$2,844	\$5,806	204.17%
Non-Executive Department Subtotal	\$7,402,709	\$592,217	\$729,514	123.18%
Massachusetts Convention Center Authority	\$29,896,778	\$2,391,742	\$4,143,751	173.25%
MassHousing	\$14,790,530	\$1,183,242	\$532,242	44.98%
Quasi-Public Entity Subtotal	\$44,687,308	\$3,574,985	\$4,675,993	130.80%
TOTAL	\$4,745,418,806	\$379,633,505	\$405,773,328	106.89%

When compared to the previous fiscal year, MBE spending by program participants in FY2019 decreased by approximately \$19.1 million or 4.5% (3.8% for Executive Departments) due to reduced construction and design spending at DCAMM and MassDOT; the gradual completion of construction projects initiated by DCAMM and MassDOT prior to April 12, 2016, involving PBEs; and annual changes in the utilization of trades at MassDOT.

Spending with PBEs on projects commenced after April 12, 2016, is excluded from MBE spending. As a result, while the Commonwealth continued to utilize PBEs in construction and while spending with PBEs continued to contribute to federal DBE program goals, PBE spending from more recent projects was not included in this report. The amount of MBE spending resulting from such projects has decreased annually from approximately \$75.6 million in FY2017 to \$30 million in FY2018 to \$5.8 million in FY2019. Additionally, MassDOT's supplier diversity goals are project based and allow for fluctuations in the year-to-year utilization of diverse contractors as long as the prime contractor meets the overall supplier diversity goals for the project.

<sup>&</sup>lt;sup>14</sup> Effective April 12, 2016, pursuant to an order issued by the Superior Court of the Commonwealth of Massachusetts, all firms previously certified as Minority Business Enterprises (MBE), based on the owner being of Portuguese origin, no longer shall be considered MBEs, but shall be considered Portuguese Business Enterprises (PBEs). PBEs shall be eligible for participation in programs funded by state transportation bond statutes that include such persons as eligible participants. A listing of PBEs may be found on the <u>SDO Directory of Certified Businesses</u>. Accounting for the multi-year nature of construction projects and consistent with the DCAMM reporting methodology, the SDO's FY2017 annual report included more than \$21 million in direct and nearly \$54.6 million (\$46.3 million at MassDOT and \$8.3 million at DCAMM) in indirect PBE spending associated with projects awarded prior to April 12, 2016. The FY2018 report included \$5.3 million in direct spending and approximately \$24.7 million (\$21.2 million at MassDOT, \$1.1 million at DCR, and \$2.4 million at DCAMM) in indirect spending associated with such projects. This report includes \$453,143 in direct and approximately \$5.4 million in indirect spending with PBEs from MassDOT projects.

#### **Expenditures with Minority Business Enterprises (MBE)**

	FY2016	FY2017	FY2018	FY2019
Administration and Finance	\$51,586,295	\$37,607,968	\$26,243,968	\$19,789,122
Economic Development	\$20,247,549	\$25,207,267	\$17,946,875	\$18,517,568
Education	\$23,621,642	\$27,000,605	\$24,702,786	\$27,849,797
Energy and Environmental Affairs	\$5,638,822	\$7,236,275	\$6,572,492	\$2,936,125
Health and Human Services	\$190,385,239	\$200,506,817	\$218,891,932	\$239,489,272
Labor and Workforce Development	\$2,001,903	\$1,614,717	\$2,688,132	\$2,671,762
Public Safety and Security	\$7,737,595	\$12,888,072	\$16,955,959	\$15,550,431
Technology Services and Security	N/A	N/A	\$14,273,474	\$13,733,964
Transportation	\$125,163,089	\$110,315,497	\$87,915,977	\$59,829,779
Executive Department Subtotal	\$426,382,134	\$422,377,218	\$416,191,595	\$400,367,821
Commission Against Discrimination	\$134,755	\$88,881	\$52,320	\$94,239
Disabled Persons Protection Commission	\$36,913	\$46,297	\$44,630	\$86,859
Massachusetts Gaming Commission	\$594,380	\$768,586	\$361,356	\$542,611
Office of the Governor	\$54,000	\$34,089	\$5,794	\$5,806
Non-Executive Department Subtotal	\$820,048	\$937,853	\$464,100	\$729,514
Massachusetts Convention Center Authority	N/A	\$9,172,195	\$7,216,164	\$4,143,751
MassHousing	\$485,483	\$1,610,290	\$1,012,735	\$532,242
Quasi-Public Entity Subtotal	\$485,483	\$10,782,485	\$8,228,899	\$4,675,993
TOTAL	\$427,687,665	\$434,097,556	\$424,884,594	\$405,773,328

### Women-Owned Business Enterprise (WBE) Spending

In FY2019, total spending with WBEs exceeded the benchmark by 32.65% with program participants spending 18.57% of their discretionary budgets with women-owned businesses.

#### **WBE Benchmark Attainment**

	FY2019 Discretionary Budget	FY2019 Benchmark (14%)	FY2019 Actual Expenditure	Percentage of Benchmark Met
Administration and Finance	\$179,920,595	\$25,188,883	\$34,944,759	138.73%
Economic Development	\$154,954,595	\$21,693,643	\$36,801,367	169.64%
Education	\$238,492,893	\$33,389,005	\$41,901,915	125.50%
Energy and Environmental Affairs	\$110,742,550	\$15,503,957	\$22,368,057	144.27%
Health and Human Services	\$2,824,096,006	\$395,373,441	\$585,705,670	148.14%
Labor and Workforce Development	\$12,439,621	\$1,741,547	\$2,559,528	146.97%
Public Safety and Security	\$97,124,610	\$13,597,445	\$14,913,445	109.68%
Technology Services and Security	\$75,263,314	\$10,536,864	\$15,374,721	145.91%
Transportation	\$1,000,294,606	\$140,041,245	\$122,539,810	87.50%
<b>Executive Department Subtotal</b>	\$4,693,328,789	\$657,066,030	\$877,109,271	133.49%
Commission Against Discrimination	\$401,275	\$56,178	\$138,916	247.28%
Disabled Persons Protection Commission	\$503,071	\$70,430	\$103,033	146.29%
Massachusetts Gaming Commission	\$6,462,819	\$904,795	\$510,686	56.44%
Office of the Governor	\$35,545	\$4,976	\$6,140	123.38%
Non-Executive Department Subtotal	\$7,402,709	\$1,036,379	\$758,775	73.21%
Massachusetts Convention Center Authority	\$29,896,778	\$4,185,549	\$2,992,572	71.50%
MassHousing	\$14,790,530	\$2,070,674	\$408,793	19.74%
Quasi-Public Entity Subtotal	\$44,687,308	\$6,256,223	\$3,401,366	54.37%
TOTAL	\$4,745,418,806	\$664,358,633	\$881,269,412	132.65%

When compared to the previous fiscal year, the Commonwealth's spending with WBEs decreased by approximately \$6.6 million or 0.75% (0.90% for Executive Departments) due to two factors. Both DCAMM and MassDOT recorded lower direct construction and design spending, which resulted in lower indirect WBE spending. In FY2019, DCAMM experienced a 43% reduction in indirect WBE construction and design spending

and MassDOT recorded a 38% WBE indirect spending reduction in the same category. Additionally, MassDOT's supplier diversity goals are project based and allow for fluctuations in the year-to-year utilization of diverse contractors as long as the prime contractor meets the overall supplier diversity goals for the project.

#### **Expenditures with Women Business Enterprises (WBE)**

	FY2016	FY2017	FY2018	FY2019
Administration and Finance	\$51,766,471	\$60,417,285	\$48,552,482	\$34,944,759
Economic Development	\$28,597,167	\$34,169,591	\$33,453,629	\$36,801,367
Education	\$35,164,404	\$39,364,471	\$35,968,067	\$41,901,915
Energy and Environmental Affairs	\$12,466,990	\$19,523,875	\$24,561,324	\$22,368,057
Health and Human Services	\$474,478,238	\$509,290,185	\$539,876,899	\$585,705,670
Labor and Workforce Development	\$2,928,719	\$2,024,870	\$2,580,063	\$2,559,528
Public Safety and Security	\$11,514,047	\$10,361,801	\$13,417,927	\$14,913,445
Technology Services and Security	N/A	N/A	\$12,987,876	\$15,374,721
Transportation	\$170,197,530	\$171,736,530	\$173,699,949	\$122,539,810
<b>Executive Department Subtotal</b>	\$787,113,566	\$846,888,608	\$885,098,216	\$877,109,271
Commission Against Discrimination	\$48,780	\$63,022	\$62,342	\$138,916
Disabled Persons Protection Commission	\$38,692	\$46,416	\$48,000	\$103,033
Massachusetts Gaming Commission	\$1,208,168	\$328,343	\$162,746	\$510,686
Office of the Governor	\$12,355	\$35,801	\$8,190	\$6,140
Non-Executive Department Subtotal	\$1,307,995	\$473,582	\$281,278	\$758,775
Massachusetts Convention Center Authority	N/A	\$1,597,534	\$1,897,218	\$2,992,572
MassHousing	\$794,884	\$577,559	\$640,506	\$408,793
Quasi-Public Entity Subtotal	\$794,884	\$2,175,093	\$2,537,724	\$3,401,366
TOTAL	\$789,216,445	\$849,537,283	\$887,917,218	\$881,269,412

### **Combined Veteran-Owned Business Spending**

In FY2019, the Commonwealth continued to demonstrate dramatic growth in Veteran (combined VBE and SDVOBE spending) spending. While the ambitious 3% Veteran spending benchmark has not been attained, spending in this category increased by approximately \$8.5 million, or 26.89%, compared to the previous fiscal year and reached nearly \$40 million.

#### **Combined Veteran Benchmark Attainment**

	FY2019 Discretionary Budget	FY2019 Benchmark (3%)	FY2019 Actual Expenditure	Percentage of Benchmark Met
Administration and Finance	\$179,920,595	\$5,397,618	\$13,139,223	243.43%
Economic Development	\$154,954,595	\$4,648,638	\$208,929	4.49%
Education	\$238,492,893	\$7,154,787	\$931,860	13.02%
Energy and Environmental Affairs	\$110,742,550	\$3,322,276	\$1,692,366	50.94%
Health and Human Services	\$2,824,096,006	\$84,722,880	\$8,920,135	10.53%
Labor and Workforce Development	\$12,439,621	\$373,189	\$718,766	192.60%
Public Safety and Security	\$97,124,610	\$2,913,738	\$4,380,207	150.33%
Technology Services and Security	\$75,263,314	\$2,257,899	\$2,042,725	90.47%
Transportation	\$1,000,294,606	\$30,008,838	\$7,608,509	25.35%
Executive Department Subtotal	\$4,693,328,789	\$140,799,864	\$39,642,721	28.16%
Commission Against Discrimination	\$401,275	\$12,038	\$12,565	104.38%
Disabled Persons Protection Commission	\$503,071	\$15,092	\$10,977	72.74%
Massachusetts Gaming Commission	\$6,462,819	\$193,885	\$39,928	20.59%
Office of the Governor	\$35,545	\$1,066	\$3,014	282.62%
Non-Executive Department Subtotal	\$7,402,709	\$222,081	\$66,485	29.94%
Massachusetts Convention Center Authority	\$29,896,778	\$896,903	\$80,877	9.02%
MassHousing	\$14,790,530	\$443,716	\$132,553	29.87%
Quasi-Public Entity Subtotal	\$44,687,308	\$1,340,619	\$213,430	15.92%
TOTAL	\$4,745,418,806	\$142,362,564	\$39,922,636	28.04%

#### **Expenditures with Veteran-Owned Businesses**

FY2015	FY2016	FY2017	FY2018	FY2019
\$33,621	\$2,166,802	\$14,877,414	\$31,461,625	\$39,922,636

#### **Disability and LGBTBE Spending**

DOBE and LGBTBE are the newest categories to be included in the SDP. Since the program expansion in FY2016, the SDO established successful partnerships with Disability:IN and the National LGBT Chamber of Commerce, as well as with their local affiliates, the Disability:IN Massachusetts and the Massachusetts LGBT Chamber of Commerce. FY2019 was the first fiscal year that DOBE and LGBTBE were included in departmental and contractor supplier diversity plans, resulting in the first reports of SDP partnerships between contractors and LGBTBE. There were no reports of partnerships with DOBE. These efforts resulted in the Commonwealth nearly doubling its Disability business spending and increasing LGBTBE spending by 13.57% in FY2019.

### **Expenditures with Disability-Owned and LGBT Businesses Enterprises**

Business Category	FY2017	FY2018	FY2019	FY2019 vs. FY2018 Change (%)
Disability Businesses	\$2,943,738	\$6,466,609	\$12,822,789	98.29%
LGBT Businesses	\$81,645	\$167,013	\$189,672	13.57%

## **Small Business Purchasing Program (SBPP)**

The Small Business Purchasing Program (SBPP)<sup>15</sup> was established in 2010 through <u>Executive Order 523</u> to direct state spending for non-construction goods and services to participating Massachusetts small businesses. This program applies to executive department procurements with total values equal to or less than \$150,000.

#### **Small Business Registration**

In FY2019, COMMBUYS continued to provide automated registration of small businesses. At the end of FY2019, there were 1,322 small businesses verified in COMMBUYS, which represents a decrease of 36% as compared to FY2018.

#### **COMMBUYS-verified Massachusetts Small Businesses**

Certification Type	FY2017	FY2018	FY2019	FY2019 vs. FY2018 Change (%)
COMMBUYS-verified Massachusetts Small Businesses	1,494	2,060	1,322	-36%

The decrease in SBPP registrations was due to the activation of the SBPP interface with the Massachusetts Department of Revenue (DOR) in early December 2018. The interface connected COMMBUYS to DOR's new database and changed the SBPP application process for interested firms from self-identification to automated validation. The change resulted in a significant number of self-reported small businesses to fail the automatic

<sup>&</sup>lt;sup>15</sup> To qualify for the SBPP, a firm must: (1) have its principal place of business in Massachusetts; (2) have been in business for at least one year; (3) currently employ a combined total of 50 or fewer full-time employee (FTE) equivalents in all locations; and (4) have gross revenues as reported on the appropriate Massachusetts Department of Revenue state tax forms of \$15 million or less, based on a three-year average.

validation. All firms whose automatic validation failed were invited to re-apply for SBPP status, which would be manually validated by the SDO.

In addition, in May 2019, OSD's SDO commenced a comprehensive review and improvement of the SBPP using the Agile SCRUM methodology. The SBPP Improvement SCRUM Team includes representatives from the following OSD units: SDO; Sourcing; Legal; Technology Enablement; Marketing, Communications, and Events; as well as the A&F Information Technology unit. The goal of the team was to "develop and implement a comprehensive revision of the Small Business Purchasing Program, including infrastructure, messaging, policy, guidance, and activities, to enhance the program's value to the business community and improve usability for purchasers." The team's first three sprints took place in FY2019, and work on this goal continues in FY2020.

## Small Business Purchasing Program (SBPP) Spending

Only the Commonwealth executive and non-executive departments participate in the SBPP, which has a 3.3% benchmark for discretionary spending. Total SBPP spending in FY2019 exceeded the benchmark by 37.39%, with program participants spending approximately 4.5% of their discretionary budgets with COMMBUYS-verified small businesses.

#### **SBPP Benchmark Attainment**

	FY2019 Discretionary Budget	FY2019 Benchmark (3.3%)	FY2019 Actual Expenditure	Percentage of Benchmark Met
Administration and Finance	\$179,920,595	\$5,937,380	\$8,747,689	147.33%
Economic Development	\$154,954,595	\$5,113,502	\$27,997,674	547.52%
Education	\$238,492,893	\$7,870,265	\$29,225,433	371.34%
Energy and Environmental Affairs	\$110,742,550	\$3,654,504	\$11,792,813	322.69%
Health and Human Services	\$2,824,096,006	\$93,195,168	\$100,847,697	108.21%
Labor and Workforce Development	\$12,439,621	\$410,507	\$866,168	211.00%
Public Safety and Security	\$97,124,610	\$3,205,112	\$10,060,392	313.89%
Technology Services and Security	\$75,263,314	\$2,483,689	\$1,380,713	55.59%
Transportation	\$1,000,294,606	\$33,009,722	\$20,343,231	61.63%
<b>Executive Department Subtotal</b>	\$4,693,328,789	\$154,879,850	\$211,261,810	136.40%
Commission Against Discrimination	\$401,275	\$13,242	\$3,977	30.04%
Disabled Persons Protection Commission	\$503,071	\$16,601	\$94,428	568.80%
Massachusetts Gaming Commission	\$6,462,819	\$213,273	\$1,764,509	827.35%
Office of the Governor	\$35,545	\$1,173	\$0	0.00%
Non-Executive Department Subtotal	\$7,402,709	\$244,289	\$1,862,915	762.59%
Massachusetts Convention Center Authority	\$29,896,778	N/A	N/A	N/A
MassHousing	\$14,790,530	N/A	N/A	N/A
Quasi-Public Entity Subtotal	\$44,687,308	N/A	N/A	N/A
TOTAL	\$4,745,418,806	\$155,124,139	\$213,124,725	137.39%

In FY2019, program participants' expenditures through the SBPP increased by 6.95% over the prior fiscal year.

#### **Expenditures with COMMBUYS-verified Massachusetts Small Businesses**

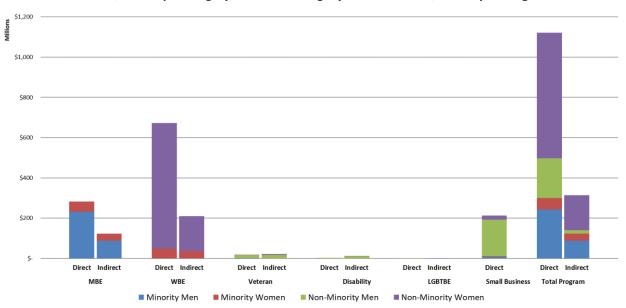
	FY2016	FY2017	FY2018	FY2019
Administration and Finance	\$8,002,060	\$9,847,587	\$8,156,474	\$8,747,689
Economic Development	\$21,921,111	\$23,194,101	\$25,213,508	\$27,997,674
Education	\$16,991,334	\$19,453,389	\$23,360,563	\$29,225,433
Energy and Environmental Affairs	\$10,664,818	\$12,163,421	\$10,594,020	\$11,792,813
Health and Human Services	\$71,417,791	\$94,508,885	\$98,573,524	\$100,847,697
Labor and Workforce Development	\$541,482	\$674,075	\$825,815	\$866,168
Public Safety and Security	\$8,567,665	\$8,346,557	\$8,651,723	\$10,060,392
Technology Services and Security	N/A	N/A	\$3,155,805	\$1,380,713
Transportation	\$22,571,712	\$17,245,042	\$19,934,080	\$20,343,231
Executive Department Subtotal	\$160,677,973	\$185,433,057	\$198,465,512	\$211,261,810
Commission Against Discrimination	\$6,389	\$675	\$558	\$3,977
Disabled Persons Protection Commission	\$0	\$0	\$0	\$94,428
Massachusetts Gaming Commission	\$824,519	\$857,883	\$803,984	\$1,764,509
Office of the Governor	\$12,355	\$26,559	\$1,377	\$0
Non-Executive Department Subtotal	\$843,263	\$885,117	\$805,919	\$1,862,915
Massachusetts Convention Center Authority	N/A	N/A	N/A	N/A
MassHousing	N/A	N/A	N/A	N/A
Quasi-Public Entity Subtotal	N/A	N/A	N/A	N/A
TOTAL	\$161,521,236	\$186,318,174	\$199,271,431	\$213,124,725

#### **Combined SDP and SBPP Results**

Separate benchmarks set for various business groups are an effective tool for motivating participating organizations and tracking their supplier diversity efforts. However, many of the businesses served by the SDO's programs fall into more than one business category and contribute to spending totals for each of those business categories. For example, a department's purchase from an M/WBE contributes to reaching the department's MBE as well as their WBE spending goals. As a result, the overall impact of the SDP and SBPP may not be calculated by simply adding up spending in each business category.

The following chart highlights such business category overlaps in both direct and indirect spending. Continuing with the example above, spending with M/WBEs is shown in red and is shown as contributing to MBE as well as WBE spending bars. The two rightmost bars of the chart, marked "Total Program," include red M/WBE components, as well. It is clear by the size of the red components that the M/WBE contribution was counted once. In general, total program spending in this report is calculated by counting spending with each contractor and SDP partner once. As a result, total spending always will be less than the sum of spending in each business category. The same rule applies to the total number of contractors and SDP partners compared to the sum of vendors in each business category.

SDP/SBPP Spending by Business Category and Total SDP/SBPP Spending



The table below highlights the overlaps among the diverse types of businesses served by the SDP and SBPP. Each column represents a program business category (MBE, WBE, etc.). The Program Total spending column on the far right represents the sum of expenditures with businesses that fall into each eligible owner group (e.g. Minority Men, Minority Women, etc.) with no double-counting. Accounting for these overlaps, the expenditures for all owner groups combined, are approximately 8% less than the sum of expenditures for each business category.

SDP/SBPP Spending by Business Category and Total SDP/SBPP Spending<sup>16</sup>

Category	МВЕ	WBE	Veteran	Disability	LGBT	Small Business	Program Total
Minority Men	\$231,472,496	-	\$511,003	-	-	\$7,598,650	\$242,483,261
Minority Women	\$51,297,129	\$49,006,191	-	-	-	\$2,622,074	\$57,923,093
Non-Minority Men	=	=	\$16,889,290	\$1,944,756	\$1,277	\$180,911,173	\$197,261,781
Non-Minority Women	-	\$623,305,496	\$95,364	1	1	\$21,992,828	\$623,426,210
Direct Spending Total	\$282,769,625	\$672,311,687	\$17,495,657	\$1,944,756	\$1,277	\$213,124,725	\$1,121,094,345
Minority Men	\$87,759,370	-	\$185,703	-	-	N/A	\$87,759,370
Minority Women	\$35,244,333	\$35,244,333	\$6,276	-	\$38,487	N/A	\$35,244,333
Non-Minority Men	-	-	\$17,069,968	\$10,858,566	\$25,798	N/A	\$17,069,968
Non-Minority Women	-	\$173,713,392	\$5,165,033	\$19,467	\$124,110	N/A	\$173,713,392
Indirect Spending Total	\$123,003,703	\$208,957,725	\$22,426,980	\$10,878,033	\$188,394	N/A	\$313,787,062
GRAND TOTAL	\$405,773,328	\$881,269,412	\$39,922,636	\$12,822,789	\$189,672	\$213,124,725	\$1,434,881,408

## **Municipal Construction Affirmative Marketing Programs (MCAMP)**

Massachusetts municipalities incorporate MBE and WBE goals into the design and construction phases of all state-funded municipal construction contracts that exceed \$100,000. The SDO, in consultation with DCAMM, is charged with establishing MBE and WBE participation goals for state-funded municipal construction contracts. The mission of the MCAMP (formerly known as the Construction Reform Program) is to educate, monitor, and

<sup>&</sup>lt;sup>16</sup> Gender and minority information of the eligible owner is inferred (i.e., companies that were not certified as women-owned were assumed to be owned by men, and companies that were not certified as minority-owned were assumed to be owned by non-minority individuals).

assist municipalities in the attainment and enforcement of MBE/WBE participation goals for the design and construction phases of municipal projects.

MCAMP uses combined MBE/WBE goals to provide designers and contractors with flexibility in utilizing MBE and/or WBE contractors. The goal percentages are set jointly by the SDO and DCAMM and these goals also apply to DCAMM's Affirmative Marketing Program.<sup>17</sup>

Project Phase	Combined MBE & WBE Goal
Design	17.9%
Construction	10.4%

#### Massachusetts School Building Authority (MSBA) Spending

The Massachusetts School Building Authority (MSBA) funds nearly 100% of the projects that fall under the MCAMP. As a result, the SDO tracks their projects exclusively. The SDO serves as a resource on policy and process related to the implementation of MCAMP by municipalities. However, individual municipal recipients of MBSA funds are the final decision makers regarding project MBE/WBE utilization goals for school construction projects.

The chart below compares FY2018 and FY2019 MBE/WBE spending on MSBA projects based on notices to proceed issued each year. The total combined MBE/WBE spending in FY2019 equaled \$45,124,634, which represents an increase of \$15,339,152 million when compared to the prior fiscal year.<sup>18</sup>

#### **Total Supplier Diversity Spending on MSBA School Projects**

FY	Total Municipal Spending	Total MBE Spending	MBE %	Total WBE Spending	WBE %	Total MBE/WBE Spending	Combined MBE/WBE %
2019	\$597,583,613	\$5,904,228	0.99%	\$39,220,406	6.56%	\$45,124,634	7.55%
2018	\$314,802,244	\$4,807,722	1.53%	\$24,977,760	7.93%	\$29,785,482	9.50%

The combined MBE/WBE participation level in FY2019 was 7.55%, which fell short of the 10.4% participation goal. The decrease stems from municipal decisions related to MBE/WBE goals set for several projects commenced in FY2019.

#### **Supplier Diversity Performance of MSBA School Projects**

Project	Total Municipal Spending	Total MBE Spending	MBE %	Total WBE Spending	WBE %	Total MBE/WBE Spending	Combined MBE/WBE %
Cape Cod Regional Vocational Technical High School	\$91,376,000	\$890,000	0.97%	\$3,761,571	4.1%	\$4,651,571	5.09%
Natick J. F. Kennedy Middle School	\$79,110,300	\$0	0.00%	\$6,689,803	8.5%	\$6,689,803	8.46%
Middleborough High School	\$78,890,000	\$2,450,000	3.11%	\$4,996,196	6.3%	\$7,446,196	9.44%
Ludlow Chapin Street Elementary School	\$42,923,929	\$0	0.00%	\$4,850,000	11.3%	\$4,850,000	11.30%

<sup>&</sup>lt;sup>17</sup> Pursuant to MGL c. 7C, § 6(d) and MGL c. 7, § 61(l), the Commissioner of the Division of Capital Asset Management and Maintenance, in consultation with the Director of Supplier Diversity Office, establishes participation goals for minority-owned businesses and womenowned businesses that apply to state capital facility projects and state assisted building projects.

<sup>18</sup> Similar to prior fiscal years, there was no direct spending through the program and all diverse companies were engaged as subcontractors.

Project	Total Municipal Spending	Total MBE Spending	MBE %	Total WBE Spending	WBE %	Total MBE/WBE Spending	Combined MBE/WBE %
Marlborough Richer Elementary School	\$47,831,946	\$65,000	0.14%	\$1,869,904	3.9%	\$1,934,904	4.05%
Worcester South High Community School	\$171,995,000	\$0	0.00%	\$10,935,957	6.4%	\$10,935,957	6.36%
Taunton James L. Mulcahey Elementary School	\$42,460,700	\$1,479,228	3.48%	\$2,945,960	6.9%	\$4,425,188	10.42%
Harvard Hildreth Elementary School	\$42,995,738	\$1,020,000	2.37%	\$3,171,015	7.4%	\$4,191,015	9.75%
TOTAL	\$597,583,613	\$5,904,228	0.99%	\$39,220,406	6.6%	\$45,124,634	7.55%

## **Program Outreach, Collaboration and Innovation Results**

In FY2019, the SDO continued to use its holistic, three-prong approach to developing the supplier diversity marketplace through program recruitment, engagement/retention, and increased spending. This section provides highlights of the SDO's work over the fiscal year in those areas:

### **Program Recruitment**

- Full, mutual recognition of MBE, WBE, and VBE certifications issued by the City of Boston. On February 6, 2019, OSD's SDO executed a Memorandum of Understanding (MOU) with the City of Boston (the City), which stated that the SDO and the City will recognize each other's certifications without additional investigation. The new policy gave the City access to more than 3,000 SDO-certified MBE, WBE, and VBE for its programs and makes it easier for businesses to access both organizations' supplier diversity programs. While the prior policy of allowing firms to use the same application materials for both organizations saved interested firms a significant amount of time, the change made attaining state and city supplier diversity certification even more efficient.
- Training workshops, webinars and webcasts. In FY2019, the SDO, in partnership with the OSD Training unit, offered 16 pre-certification workshops throughout the Commonwealth (two more than offered during FY2018). On average, each workshop drew approximately 52 attendees for a total of 832 individuals (an increase of 134 attendees or 19% when compared to FY2018). Pre-certification workshops are designed for Massachusetts-based firms interested in becoming certified. Led by a team of SDO staff and an OSD trainer, they introduce the SDO certification, discuss certification criteria, processes, and forms, and explain the marketing benefits of certification. Attendance at the precertification workshop is a requirement for all in-state businesses that wish to become certified.
  - In addition to these workshops and to improve compliance by contractors with their SDP commitments, the SDO and the OSD Training unit developed a webinar for Statewide Contractors that specifically addresses meeting their SDP commitments. Five sessions were provided to the Statewide Contractor community, which were attended by 62 contractors. In addition, the OSD offered 22 SDP overview webinars for prime contractors and certified businesses, which were attended by 78 firms in FY2019.
- Education, networking, and "SDO in the Community" days. In FY2019, the SDO staff participated in
  more than 45 events geared toward diverse and small businesses. The events ranged from roundtables
  and workshops to conferences, and the SDO presented and/or hosted information tables at many of

these events. In addition, the SDO continued to host its "SDO in the Community" days in Gateway Cities. These events, coordinated and marketed in partnership with local chambers of commerce and/or economic development offices, allowed diverse and small vendors to sign up for a 30-minute meeting to address specific issues and ask questions about diverse and small business certification and procurement programs. In FY2019, the SDO organized and held nine such days, in Lowell, Fitchburg, Fall River, Shirley, Taunton, Chelsea, Holyoke, Westfield, and Salem, meeting with more than 60 diverse and small businesses.

- Continued use of the Certification Self-Assessment Tool. Over the course of the fiscal year, the SDO's interactive Certification Self-Assessment Tool was accessed 2,553 times (a 3% increase from FY2018). During FY2019, 380 companies (a 10% increase from FY2018) completed the assessment and received tailored guidance on accessing applicable SDO programs. The SDO followed up with each of these companies with additional certification program information.
- Outreach and marketing activities. In FY2019, the SDO continued to work with the OSD Marketing,
  Communications, and Events (MCE) unit to promote the work of the SDO through OSD's communication
  channels. The collaboration resulted in five feature stories discussing the SDP and the SBPP in OSD's
  newsletter, Buy the Way. Supplier diversity topics also entered prominently in the OSD's social media
  strategy with the SDO programs regularly featured in OSD Tweets and postings on LinkedIn and
  Instagram.
  - In FY2019, the MCAMP worked closely with DCAMM's Office of Access & Opportunity concerning recruitment of new SDO and DCAMM certified companies and increased participation on DCAMM projects by diverse firms. The MCAMP also assisted quasi-public and private organizations in their outreach to MBE, WBE, and VBE businesses in the field of construction with the goal of identifying and contracting potential minority-, woman-, and veteran-owned subcontractors for large construction projects. In FY2019, the program continued working with municipalities on MSBA public sector projects; and with Massachusetts Gaming Commission licensees, Encore Boston Harbor, MGM Springfield, and Plainridge Park casinos. In addition, the program has assisted Millennium Partners, the developers of the \$1 billion Boston Winthrop Square high-rise, to establish and meet their MBE/WBE diversity goals.
- Schools of Construction. MCAMP's most innovative endeavor has been its partnership with two of the
  nation's largest construction companies' Mentor-Protégé programs: the Gilbane M/WBE Contractor
  Training Program and the Suffolk Trades Partnership Series. Over the last eight years, more than 230
  SDO-certified companies have graduated from these programs and have been awarded more than \$40
  million in contracts.

#### **Program Engagement and Retention**

- Online certification system enhancements. In FY2019, OSD's SDO continued to invest in improving its IT infrastructure to improve the customer experience, streamline processes, and increase efficiency. The SDO team utilized Agile SCRUM methodology to complete three major enhancements for its Certrak Certification System, including:
  - Enabling online application for recognition by firms certified by the SDO's certifying partners. Previously, interested firms were required to complete a paper application form and submit it by email with scanned supporting materials. The new process eliminates the need for an application form, ensures the completeness of the application at the time of submission, expedites processing times, and improves document retention.
  - Replacing the mail-in certification renewal process with an efficient online process. Prior to this change, the SDO mailed out more than 1,000 letters each year inviting firms to renew their certifications and then processed paper applications for renewals. The streamlined renewal

process eliminates paper forms and postage costs and saves time for the renewing firms. Meanwhile, time savings realized by the SDO are invested in assisting firms with their first online renewals, in training certified firms in the use of other features of the online certification portal, and in ensuring accurate email addresses for upcoming renewals.

- Sending out targeted custom emails with announcements of bidding opportunities and networking events. Previously, creating targeted lists of certified vendors, developing announcement emails and distributing them required at least two hours of work by several SDO team members per email. The new process allows one team member to generate a custom distribution list and the email message in minutes. Time savings realized from this enhancement also are invested in providing customer service and training as certified firms learn to use the new online certification portal.
- Expanding Opportunities for Individuals with Disabilities in State Procurement and Contracting. Pursuant to Section 4 of Chapter 219 of the Acts of 2016, An Act Relative to Job Creation and Workforce Development, and Section 88 of Chapter 154 of the Acts of 2018, the SDO partnered with the Massachusetts Office on Disability in the implementation of the following goals "to provide opportunities for individuals with disabilities in all areas of state procurement and contracting":
  - o Ensure that all Commonwealth contracts include anti-discrimination terms;
  - Expand the inclusion of DOBEs in state contracting;
  - Develop a central repository of resources for individuals with disabilities;
  - Conduct a due diligence review of current and best practices; and
  - Establish a pilot program for three contracts to include employment percentage goals for contractors to recruit, retain, and promote individuals with disabilities.

Most notably, OSD's SDO worked with the OSD Strategic Sourcing Services unit and procurement personnel from two executive departments to implement the Persons with Disabilities Pilot Program (the Pilot) on two statewide and two departmental contracts. The goal of the Pilot is to "promote the recruitment, hiring, promotion, and retention of individuals with disabilities and assist state contractors in evaluating and measuring levels of success." Specifically, the Pilot was incorporated into the following contracts:

- The Statewide Contract for Office Supplies, Recycled Paper and Envelopes (OFF47) issued by the OSD issued in April 2019.
- The Statewide Contract for Janitorial Services, Environmentally Preferable (FAC81), issued by the OSD in February 2014 (Pilot provisions were incorporated through contract renewal in February 2019).
- The *Food and Dietary Services Contract* issued by the DDS in April 2019.
- The Integrated Janitorial Services for the Massachusetts Information Technology Center in Chelsea, MA, issued by the DCAMM in July 2016 (Pilot provisions were incorporated through contract renewal in June 2019).

Details on these efforts may be found in the report titled <u>Fiscal Year 2019 Report to the Legislature on the Expansion of Opportunities for Individuals with Disabilities in State Procurement and Contracting</u>, which is published on the SDO website.

#### **Program Spending**

• Inclusion of DOBE and LGBTBE vendors into SDP Plans. On July 26, 2018, OSD issued the policy memorandum Expanding Supplier Diversity Plans to Include Disability-Owned Business Enterprises (DOBE) and Lesbian, Gay, Bisexual, and Transgender-Owned Business Enterprises (LGBTBE). The memorandum codified the inclusion of DOBE and LGBTBE companies as eligible partners into contractor and departmental SDP Plans as provided for in <a href="Executive Order 565"><u>Executive Order 565</u></a>. This change was designed to increase the number of DOBEs and LGBTBEs available to work with the Commonwealth and its

contractors by creating an economic incentive for new businesses to seek certification and for existing DOBE and LGBTBE-certified businesses to engage more actively with the Commonwealth.

- Increased spending benchmarks. On July 31, 2018, the SDO issued the policy memorandum *Fiscal Year 2019 Updates to the Benchmarks for the Supplier Diversity Program (SDP) and the Small Business Purchasing Program (SBPP)*. The document increased the MBE spending benchmark from 7% to 8% (a 14.3% increase), and the WBE spending benchmark from 13% to 14% (a 7.7% increase). The announcement was followed by 3, one-hour webinars discussing the content of the memorandum, lessons learned from prior fiscal years, suggested departmental best practices, and resources and assistance available from the SDO. This Annual Report is based on these increased benchmark levels. The most recent increase (prior to the FY2019 increase) took place in FY2016, when benchmarks were raised for MBEs from 6% to 7% and WBEs from 12% to 13%.
- Vendor Report Management System implementation. In FY2019, the SDO, in partnership with OSD's
  Strategic Sourcing Services and Technology Enablement units, implemented a new Vendor Report
  Management (VRM) system that improves SDP reporting and compliance by ensuring that all SDP
  partners appearing in statewide contractor reports are currently certified or recognized by the SDO.
- SDP Spending Compliance Verification. Following the SDP spending compliance pilot in FY2018, the SDO expanded the effort and conducted a full SDP Spending Compliance Verification program, which included outreach to verify 150 sets of spending reports (i.e. all reports submitted by a Statewide Contractor listing a specific SDO-certified vendor) received by the OSD's Strategic Sourcing Services unit in FY2019. The effort involved verifying reports submitted by 120 Statewide Contractors, who named 123 SDO-certified businesses with total expenditures of approximately \$19.8 million.

The goal of the effort was to assess the accuracy of SDP reports submitted by Statewide Contractors by requesting SDO-certified vendors to confirm that they received the payments as stated on the spending reports. Out of the 150 sets of reports selected for verification, 109 reports were verified successfully, representing 79% of the total number of reports and 91% of the total expenditures reported. Based on the responses received, the SDO found the following:

- Accurate and understated reports: 108 sets of reports (91% of the responses, representing 97% of the expenditures reported) were confirmed to be accurate<sup>20</sup> or higher than reported. Of that number, 13 sets (11% of the responses, representing 23% of the expenditures reported) were understated, and the Statewide Contractor, in fact, spent more than reported.
- Overstated reports: Eleven sets of reports (9% of the responses and 3% of the expenditures reported) were found to be overstated by the Statewide Contractors. In each of those cases, the SDO notified the OSD Sourcing unit and requested that the contractor amend the SDP reports submitted to OSD or otherwise resolve the reporting issue. Data used for this Annual Report spending section was updated to reflect accurate spending amounts for the contractors in question.

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<sup>&</sup>lt;sup>19</sup> Benchmarks for DOBEs and LGBTBEs are not yet established in order to provide sufficient opportunity to grow the capacity of these two certification categories.

<sup>&</sup>lt;sup>20</sup> To allow for the time gap between the order being placed by the prime contractor, invoicing, payment and the final payment being recorded by the certified partner, the SDO allowed for a 10% margin of error in reporting. However, while the report was categorized as accurate, the amount confirmed by the partner was used in this report.

#### **Summary of Responses to the FY2019 SDP Spending Compliance Verification**

Response Type	Number of Responses	% of Responses	Reported Expenditures	% of Total Reported Expenditures
Accurate	95	79.9%	\$13,412,341.64	74.2%
Understated	13	10.9%	\$4,080,232.95	22.6%
Overstated	11	9.2%	\$580,345.91	3.2%
Total	119	100.0%	\$18,072,920.50	100.0%

In addition, in FY2019, the SDO led a cross-unit "SDO Spending Compliance" team focused on ensuring program awareness and expanding the selection of SDP partners for Statewide Contractors under the OSD's Wildly Important Goal performance management methodology. The team:

- Researched more than 260 potential certification candidates;
- o Conducted outreach and certification guidance to 105 confirmed certification candidates;
- Developed a new webinar for Statewide and Departmental Contractors;
- Delivered five webinar sessions for current Statewide Contractors.

The team's work resulted in new SDO certifications being issued for vendors doing business with Statewide and Departmental Contractors and in clarifying SDP questions for more than 60 Statewide Contractors.

- Departmental SDP/SBPP Performance Updates. In FY2019, the SDO began distributing periodic SDP/SBPP Progress Updates to secretariats and departments. These customized reports are distributed by email to each department. The reports provide information on the department's year-to-date spending, compares it to prior fiscal year spending, and tracks progress toward the benchmark. Reports sent to secretariats also include information on the performance of all departments within the secretariat. A total of 407 individuals across the Commonwealth received these reports, including Agency Heads, Chief Fiscal Officers, Chief Procurement Officers, and other personnel involved in procurement, purchasing, or placing orders. In addition to these updates, the SDO regularly presented program updates at the Chief Procurement Officer Summits presented by the OSD Sourcing unit.
- Updated Statewide Contract Index. The SDO collaborated with OSD's Sourcing; Technology Enablement; and Marketing, Communications, and Events units in updating the <u>Statewide Contract Index</u> (the Index) available on the COMMBUYS homepage as well as on the OSD website. The Index is a searchable resource allowing buyers to identify contracts and vendors that meet their needs. The updated Index now includes information on which of the current statewide contractors are diverse and/or small Massachusetts businesses. The goal of this change was to make it easier for departments to identify diverse and small statewide contractors at the time of purchase to meet departmental SDP and SBPP benchmarks.
- Collaboration with Quasi-Public Organizations. In FY2019, the SDO continued working with the
  Governor's Office of Access, Opportunity, and Community Affairs to conduct outreach to independent
  agencies and quasi-public organizations to participate in this Annual Report. As a result, the SDO
  included 11 such organizations into this report (see the "Narrative Reports by Quasi-Public
  Organizations" chapter).

## **Narrative Reports by Quasi-Public Organizations**

In FY2019, OSD's SDO, in collaboration with the Governor's Office of Access, Opportunity and Community Affairs, continued to coordinate supplier diversity activities among more than two dozen quasi-public organizations across the state. In addition to meetings, resources, and best practices, participants in this effort

were offered an opportunity to report their supplier diversity program results through this Annual Report. This chapter contains information from 11 quasi-public organizations that submitted such narrative reports, including two organizations also participating in the quantitative sections of this report (the Massachusetts Convention Center Authority and MassHousing).

#### Massachusetts Convention Center Authority (MCCA)

The MCCA adopted the Administration's methodology and procedures for measuring diverse business spending, beginning with its FY2017 reporting. While it has not tracked additional categories for diverse business types in the past, the MCCA now is asking vendors to report their certification status among a broader set of business categories (e.g., veteran-owned, LGBT-owned). In FY2018, the MCCA was proud to receive a Supplier Diversity Award for its efforts in promoting economic opportunity for small and diverse businesses in the Commonwealth in the prior fiscal year. Through its centralized Purchasing and Procurement team, the MCCA is looking to continually build upon this achievement to increase opportunities for diverse suppliers. During FY2019, the MCCA experienced a significant reduction in its MBE spending, which resulted from a large capital project with an MBE-certified general contractor coming to end in the summer of 2018. After accounting for this change, however, the MCCA experienced a year-over-year increase in its total MBE spending and used 46 MBE vendors, which represents an 84% increase in the number of MBE vendors. Additionally, the MCCA was able to increase its WBE expenditures by 54%, from \$1.9 million in FY2018 to \$2.9 million in FY 2019.

The MCCA advertises major procurements on its website and through local and regional news outlets. Typically, firms responding to such procurements are required to identify how and in what amount they are including diverse businesses within their proposals. Please visit the MCCA Business Opportunities page for information on current and upcoming Requests for Proposals, Requests for Qualifications, and Invitations for Bids.

#### Massachusetts Development Finance Agency (MassDevelopment)

Massachusetts Development Finance Agency's (MassDevelopment) Board of Directors (the Board) voted at its June 8, 2017, Board of Directors Meeting to adopt a Diverse Business Participation Program (the Program) for MassDevelopment's direct contracting. This Program encourages parties seeking contracts with MassDevelopment to use good faith efforts to include MBEs, WBEs, VBEs, and SDVOBEs. MassDevelopment refers to these four categories as Diverse Business Enterprises (DBEs).<sup>21</sup>

MassDevelopment's Program encourages DBE participation and measures such participation for yearly reports to the Board. MassDevelopment staff encourages DBE participation by providing all Requests for Proposal, Requests for Qualifications, and Invitations of Bids to the SDO, the Greater New England Minority Supplier Development Council, and the Center for Women & Enterprise for dissemination.

In FY2018, MassDevelopment worked to roll out the Program and track its "baseline" for future years and annual reporting to the Board. The baseline year annual report was a major undertaking and resulted through collaboration between the finance, legal/procurement and information technology divisions. In FY2018, 11% of MassDevelopment's total direct contracting was procured through a DBE vendor. While this was its baseline year, MassDevelopment acknowledged in its Board report that atypical capital improvement projects on its real estate assets accounted for a majority of the DBE spending in FY2018.

MassDevelopment used the same methodology as that used in FY2018 to determine its FY2019 reporting. MassDevelopment's total consolidated dollar spending on all vendors for FY2019 (the denominator of the percentage calculation) was \$15,402,035.<sup>22</sup> MassDevelopment then identified (through cross-checking with the SDO database and through subsequent coding), all vendors eligible for inclusion in the Program. The total SDO certified, DBE vendor spending (the numerator) was determined to be \$944,145. Accordingly, 6.1% of MassDevelopment's total direct contracting was procured through a DBE vendor in FY2019. In addition,

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<sup>&</sup>lt;sup>21</sup> The abbreviation "DBE" as used by MassDevelopment is distinct from the federal Disadvantaged Business Enterprise certification with the same abbreviation.

<sup>&</sup>lt;sup>22</sup> Vendors with payments of less than \$1,000.00 were excluded for administrative ease.

MassDevelopment had a small percentage of non-certified DBE spending and those vendors are in the process of seeking or updating their SDO certifications.

#### Massachusetts Gaming Commission (MGC)

The Massachusetts Gaming Commission (MGC) has elected to follow 801 CMR 21.00, which governs the acquisition of all commodities and services by the Commonwealth executive agencies, including following OSD's guidelines regarding diversity spending. MGC posts bid opportunities on COMMBUYS and on MGC's website, in addition to engaging a company to enlarge the pool of diverse vendors to many of our Requests for Responses (RFRs).

In addition to the MGC's direct purchasing, it monitors the casino licensees in meeting their own supplier/vendor diversity goals and compliance with required diversity plans found on the MGC's Diversity Webpage. Both Plainridge Park Casino and MGM Springfield were fully operational during FY2019, and Encore Boston Harbor was in its final year of construction. MGC hosted monthly Access and Opportunity committee meetings and engaged a full-time project oversight manager to monitor construction diversity efforts. MGC also published the *Best Practices for Diversity in the Construction Industry* report highlighting practices used by the casinos, their contractors, and the MGC to exceed construction diversity goals. Oversight during operations involved quarterly diversity reporting, compliance audits and reviews, as well as working with community organizations to assist the casinos in sourcing diverse vendors. Each casino's progress reaching goals may be reviewed in the MGC's annual report on the MGC Reports and Publications Webpage.

## **Massachusetts Growth Capital Corporation (MGCC)**

Massachusetts Growth Capital Corporation (MGCC) works to provide economic opportunities to MBEs, WBEs, and VBEs through financial services and technical assistance. In November 2015, MGCC launched the Diversity Goal Support Program to support private and public contracts. The goal of the program is to enable MBEs, WBEs, and VBEs to better compete for public contracts in Massachusetts. The program gives these firms the opportunity to access credit to meet up-front expenses in the awarding of a contract, helping to bridge the gap between the start of a project and when the business starts receiving payment from the client. In addition, MGCC will provide working capital loans and will work with customers to overcome obstacles in accessing capital.

MGCC communicates with statewide partners, including the Business Equity Initiative, the Center for Women & Enterprise, the Greater New England Minority Supplier Development Council, and the Massachusetts Minority Contractors Association, and the SDO to expand its reach to small and diverse suppliers. Program information, as well as further inclusive opportunities and initiatives supported by MGCC, may be found on MGCC's website.

#### Massachusetts Housing Finance Agency (MassHousing)

The Massachusetts Housing Finance Agency (MassHousing) continued its decades-long efforts to provide economic opportunities to Diverse Business Owners, not limited to Minority Businesses (MBEs) and Women Businesses (WBEs).

In FY2019, MassHousing spent nearly 7% of its operating budget with Diverse Business Owners. MassHousing also actively worked to engage VBEs at all levels of contracting and procurement.

MassHousing's developer borrowers must make good-faith efforts to hire MBE and WBE Business Owners along with a reflective workforce. The Agency negotiates and manages Equal Opportunity Construction Contracts with general contractors to establish MBE/WBE contracting opportunities, and partners with property management companies to ensure MBE/WBE vendor utilization goals are being met and that Fair Housing Marketing Plans are implemented.

In FY2019, of \$296 million in construction contracts awarded at MassHousing-financed developments, \$62 million (or approximately 21%) went to MBEs and \$23 million (or almost 8%) to WBEs. Of \$230.3 million spent on goods and services at MassHousing-financed rental housing, \$37.7 million (or approximately 16%) went to MBEs and \$27.2 million (or almost 12%) went to WBEs.

MassHousing's two annual trade fairs allow Diverse Business Owners (MBEs/WBEs/VBEs, and more) to showcase their goods and services to management companies, developers, general contractors, state procurement officers, housing-related businesses, and MassHousing staff. During FY2019 more than 80 Diverse Business Owners participated in these networking events. The Agency also offers Small Business Capacity Building Workshops to enhance the operational capabilities of MBEs/WBEs/VBEs. In FY2019, a match-making event connected a diverse pool of vendors with management and construction company representatives. As a result, those vendors obtained approximately \$370,000 in direct contracts.

MassHousing actively participates in trade fairs, conferences and workshops sponsored by public and non-profit organizations. Through <u>an interactive website</u>, the Agency provides outreach, technical assistance, information and semi-annual Business Opportunity Reports, which list potential work opportunities at housing developments throughout the Commonwealth. MassHousing's annual report may be found <u>here</u>. MassHousing's procurements may be found <u>here</u>.

### **Massachusetts Port Authority (Massport)**

Massachusetts Port Authority (Massport) is an independent public authority and is self-supporting. A recent report estimates that Massport contributes approximately \$22 billion a year in total economic impact. Massport is governed by a seven-member board appointed by the Governor. Six board members serve staggered seven-year terms, and one ex officio member is the Commonwealth's Secretary of Transportation.

During FY2019, Massport determined an overall diverse supplier goal of 2.54% for the purchase of goods and non-professional services, and achieved 4.3% diverse supplier participation, exceeding the goal by 1.76%. Massport's <u>Bids & Opportunities</u> webpage lists information on upcoming Request for Proposals and Bid Opportunities.

### Massachusetts School Building Authority (MSBA)

The Massachusetts School Building Authority (MSBA) is a quasi-independent state authority that provides partial reimbursement grant funding for school construction projects that are participating in the MSBA's grant program. The MSBA is committed to developing and strengthening Minority- and Woman-Owned Business Enterprises (M/WBEs) and expanding equal opportunity in the primary and secondary industries affected by MSBA procurements for goods and services. The MSBA works in partnership with OSD's SDO to notify certified M/WBEs of upcoming MSBA procurements. Also, the MSBA strongly considers a respondent's intent to further the development of M/WBEs or the existence of a relationship which furthers these goals when evaluating responses to procurements. The MSBA publishes RFRs for open procurements on the MSBA's website and on COMMBUYS, where the MSBA welcomes M/WBEs to submit responses to these procurements.

Districts in the MSBA's grant program are independently responsible for following all state laws and state agency requirements that are outside of the MSBA's jurisdiction, including the participation goals for M/WBEs on MSBA-funded school construction projects. Indeed, the MSBA encourages districts to employ M/WBEs on school construction projects through language incorporated in the MSBA template contracts and procurement documents which details the requirements for M/WBEs on school construction projects pursuant to MGL c. 7C, § 6. Also, the MSBA requires Owner's Project Managers (OPMs) to monitor goals for hiring M/WBEs in the design and construction phases of a project in the OPM Monthly Reports that are submitted to the MSBA. The MSBA looks forward to continuing to partner with the SDO to enhance the MSBA's initiatives for promoting the hiring of M/WBEs on MSBA procurements and MSBA-funded school construction projects.

#### Massachusetts State College Building Authority (MSCBA)

The Massachusetts State College Building Authority (MSCBA) is responsible for financing, designing, constructing, and overseeing the management of residence halls and student activity facilities for the nine state universities and 15 community colleges. The MSCBA is committed to strengthening a diverse workforce within the Commonwealth. In addition to adopting the Commonwealth's diversity goals for hiring design and construction firms, the MSCBA continues to reach out to the subcontractor community by engaging MBEs, WBEs, and VBEs in a web-based, trade contractor prequalification process where they are awarded additional

credit toward prequalification. Notification of current opportunities are posted in the Central Register and at MSCBA Solicitations. The MSCBA encourages its contractors, project managers, and other business associates to actively recruit women and minorities for their workforce participation. Monthly review of the workforce data on all projects results in an open dialog, creates demand, and results in real job opportunities. The MSCBA's annual report and additional information, including current projects and annual reports, may be viewed online at <a href="https://www.mscba.org">www.mscba.org</a>.

#### Massachusetts Water Resources Authority (MWRA)

The Massachusetts Water Resources Authority's MBE/WBE/DBE Program ensures the equitable participation of Minority/Women/Disadvantaged Business Enterprises in the award of all contracts including contracts for construction, goods/non-professional services and professional services.

A quarterly report is generated on spending for MBE/WBE/DBEs, which includes construction, goods/non-professional services, and professional services contracts. These expenditures are presented to the MWRA's Board of Directors in the quarterly Orange Notebook Report on Key Indicators of MWRA Performance. The table below shows the MWRA's FY2019 Report.

Туре	Certification	Diverse Spending	Annual Goal	% of Goal Met
Construction	MBE	\$11,699,641	\$7,767,088	150.6%
Construction	WBE	\$20,152,509	\$3,862,088	521.8%
Professional Services	MBE	\$2,285,171	\$1,704,392	134.1%
Professional Services	WBE	\$1,551,120	\$1,369,685	113.2%
Coods/Somioss	MBE	\$213,198	\$528,486	40.3%
Goods/Services	WRF	\$780 760	\$1,673,060	46.7%

**MWRA FY2019 Supplier Diversity Spending** 

Listings for MWRA bidding and contracting opportunities, including construction, goods/non-professional services, and professional services, may be found on the <u>MWRA Supplier Portal</u> and/or in publications such as the Central Register, Goods and Services Bulletin, the Boston Herald, the Bay State Banner Publication, El Mundo, and/or COMMBUYS.

#### **University of Massachusetts (UMass) Organizations**

During FY2019, UMass continued to expand its Supplier Diversity Program through its active participation in industry networking events and its status as a member of the Steering Committee for the State, as well as the Quasi-Public Agencies Supplier Diversity Committee. UMass also joined the Boston Chamber of Commerce Pacesetters Initiative, which prioritizes the creation of opportunities for local, ethnic minority-owned companies.

#### **Goods and Services: UMass Systems Office**

The UMass Procurement team has implemented automated online bidding to help vendors more easily identify opportunities and respond to invitations to bid. The team also is working to standardize bid documents to streamline the process for submission of bids. The Request for Proposals documents may be accessed at the UMass Procurement Portal.

FY2019 UMass Goods and Services Diverse Spending<sup>23</sup>

Certification	FY2019 Spending
MBE	\$22,070,986
WBE	\$24,874,455
Veteran	\$6,165,246
Disability	\$3,227,670

<sup>&</sup>lt;sup>23</sup> UMass goods and services diversity spending information includes direct expenditures only.

#### Construction: University of Massachusetts Building Authority (UMBA)

The University of Massachusetts Building Authority (UMBA) is a distinct, public organization with a mission to build and renovate facilities on behalf of the University of Massachusetts. UMBA has a robust Minority and Women-Owned Business Enterprise (M/WBE) and workforce participation compliance program guided by a policy under which 17.9% of design contracts and 10.4% of construction contracts are awarded to M/WBE firms. UMBA also pursues representative participation of M/WBE firms for professional services, project managers, suppliers, and commissioning contracts.

UMBA works closely with architectural firms, general contractors, construction managers, and subcontractors to achieve, and in many cases, exceed the compliance goals related to MBE/WBE. In an effort to promote best practices and to expand the impact of its compliance efforts, UMBA has established regional Design & Construction Compliance Initiatives. These working groups meet regularly with construction managers, building trades, and community groups to assist contractors and subcontractors with the hiring of MBE/WBE firms. In these efforts, UMBA continues to work in collaboration with state and municipal agencies, as well as private development firms, to promote the opportunities available for M/WBE firms to contract on capital projects.

Quantitatively, approximately 15% of UMBA's annual capital spending is paid out to M/WBE firms. In FY2018 and FY2019 this equated to \$43.1 million and \$26.4 million, respectively.

## Appendix A: Overall Supplier Diversity Program Spending (MBE, WBE, Veteran, Small Business)

Secretariat	Secretariat / Entity Name	Discretionary		MBE			WBE			Veteran		Sm	all Busine	:ss
Code		Budget	Benchmark	Total Expenditure	% Benchmark Met									
ANF	ADMINISTRATION AND FINANCE	\$179,920,595	\$14,393,648	\$19,789,122	137.49%	\$25,188,883	\$34,944,759	138.73%	\$5,397,618	\$13,139,223	243.43%	\$5,937,380	\$8,747,689	147.33%
EED	ECONOMIC DEVELOPMENT	\$154,954,595	\$12,396,368	\$18,517,568	149.38%	\$21,693,643	\$36,801,367	169.64%	\$4,648,638	\$208,929	4.49%	\$5,113,502	\$27,997,674	547.52%
EDU	EDUCATION	\$238,492,893	\$19,079,431	\$27,849,797	145.97%	\$33,389,005	\$41,901,915	125.50%	\$7,154,787	\$931,860	13.02%	\$7,870,265	\$29,225,433	371.34%
ENV	ENERGY AND ENVIRONMENTAL AFFAIRS	\$110,742,550	\$8,859,404	\$2,936,125	33.14%	\$15,503,957	\$22,368,057	144.27%	\$3,322,276	\$1,692,366	50.94%	\$3,654,504	\$11,792,813	322.69%
EHS	HEALTH AND HUMAN SERVICES	\$2,824,096,006	\$225,927,680	\$239,489,272	106.00%	\$395,373,441	\$585,705,670	148.14%	\$84,722,880	\$8,920,135	10.53%	\$93,195,168	\$100,847,697	108.21%
EOL	LABOR AND WORKFORCE DEVELOPMENT	\$12,439,621	\$995,170	\$2,671,762	268.47%	\$1,741,547	\$2,559,528	146.97%	\$373,189	\$718,766	192.60%	\$410,507	\$866,168	211.00%
EPS	PUBLIC SAFETY AND SECURITY	\$97,124,610	\$7,769,969	\$15,550,431	200.14%	\$13,597,445	\$14,913,445	109.68%	\$2,913,738	\$4,380,207	150.33%	\$3,205,112	\$10,060,392	313.89%
ITD	TECHNOLOGY SERVICES AND SECURITY	\$75,263,314	\$6,021,065	\$13,733,964	228.10%	\$10,536,864	\$15,374,721	145.91%	\$2,257,899	\$2,042,725	90.47%	\$2,483,689	\$1,380,713	55.59%
DOT	TRANSPORTATION	\$1,000,294,606	\$80,023,568	\$59,829,779	74.77%	\$140,041,245	\$122,539,810	87.50%	\$30,008,838	\$7,608,509	25.35%	\$33,009,722	\$20,343,231	61.63%
	Executive Subtotal	\$4,693,328,789	\$375,466,303	\$400,367,821	106.63%	\$657,066,030	\$877,109,271	133.49%	\$140,799,864	\$39,642,721	28.16%	\$154,879,850	\$211,261,810	136.40%
CAD	COMMISSION AGAINST DISCRIMINATION	\$401,275	\$32,102	\$94,239	293.56%	\$56,178	\$138,916	247.28%	\$12,038	\$12,565	104.38%	\$13,242	\$3,977	30.04%
DAC	DISABLED PERSONS PROTECTION COMMISSION	\$503,071	\$40,246	\$86,859	215.82%	\$70,430	\$103,033	146.29%	\$15,092	\$10,977	72.74%	\$16,601	\$94,428	568.80%
MGC	MASSACHUSETTS GAMING COMMISSION	\$6,462,819	\$517,025	\$542,611	104.95%	\$904,795	\$510,686	56.44%	\$193,885	\$39,928	20.59%	\$213,273	\$1,764,509	827.35%
GOV	OFFICE OF THE GOVERNOR	\$35,545	\$2,844	\$5,806	204.17%	\$4,976	\$6,140	123.38%	\$1,066	\$3,014	282.62%	\$1,173	\$0	0.00%
	Non-Executive and Constitutional Subtotal	\$7,402,709	\$592,217	\$729,514	123.18%	\$1,036,379	\$758,775	73.21%	\$222,081	\$66,485	29.94%	\$244,289	\$1,862,915	762.59%
MCCA	MASSACHUSETTS CONVENTION CENTER AUTHORITY	\$29,896,778	\$2,391,742	\$4,143,751	173.25%	\$4,185,549	\$2,992,572	71.50%	\$896,903	\$80,877	9.02%	N/A	N/A	N/A
МНА	MASS HOUSING	\$14,790,530	\$1,183,242	\$532,242	44.98%	\$2,070,674	\$408,793	19.74%	\$443,716	\$132,553	29.87%	N/A	N/A	N/A
	Quasi-Public Subtotal	\$44,687,308	\$3,574,985	\$4,675,993	130.80%	\$6,256,223	\$3,401,366	54.37%	\$1,340,619	\$213,430	15.92%	N/A	N/A	N/A
	TOTAL	\$4,745,418,806	\$379,633,505	\$405,773,328	106.89%	\$664,358,633	\$881,269,412	132.65%	\$142,362,564	\$39,922,636	28.04%	\$155,124,139	\$213,124,725	137.39%

Notes: M/WBE firms are captured equally in MBE and WBE reporting. All expenditures were rounded to the nearest dollar.

## **Appendix B: MBE Spending by Program Participant**

Secretariat Code	Agency Code	Department Name	Discretionary Budget	Benchmark	Direct Spending	Indirect Spending	Total Spending	% Benchmark Met	Variance from Benchmark
ANF	ADD	DEVELOPMENTAL DISABILITIES COUNCIL	\$22,918	\$1,833	\$36	\$1,101	\$1,137	62.01%	(\$697)
ANF	ALA	ADMINISTRATIVE LAW APPEALS DIVISION	\$117,718	\$9,417	\$54,372	\$1,781	\$56,153	596.27%	\$46,736
ANF	ANF	EXECUTIVE OFFICE FOR ADMINISTRATION AND FINANCE	\$18,556,056	\$1,484,484	\$3,731,216	\$669,278	\$4,400,494	296.43%	\$2,916,010
ANF	ATB	APPELLATE TAX BOARD	\$1,621	\$130	\$1,371	\$93	\$1,463	1128.30%	\$1,334
ANF	BSB	BUREAU OF THE STATE HOUSE	\$1,295,621	\$103,650	\$0	\$29,741	\$29,741	28.69%	(\$73,908)
ANF	CSC	CIVIL SERVICE COMMISSION	\$7,520	\$602	\$598	\$159	\$757	125.79%	\$155
ANF	DCP	CAPITAL ASSET MANAGEMENT AND MAINTENANCE DIVISION	\$136,973,213	\$10,957,857	\$955,053	\$12,337,166	\$13,292,219	121.30%	\$2,334,362
ANF	DOR	DEPARTMENT OF REVENUE	\$10,543,341	\$843,467	\$565,373	\$429,591	\$994,965	117.96%	\$151,497
ANF	GIC	GROUP INSURANCE COMMISSION	\$2,666,180	\$213,294	\$9,065	\$85,220	\$94,285	44.20%	(\$119,009)
ANF	HRD	HUMAN RESOURCES DIVISION	\$1,390,332	\$111,227	\$15,613	\$32,199	\$47,812	42.99%	(\$63,414)
ANF	LIB	GEORGE FINGOLD LIBRARY	\$5,551	\$444	\$725	\$471	\$1,197	269.44%	\$752
ANF	ОНА	MASSACHUSETTS OFFICE ON DISABILITY	\$47,000	\$3,760	\$6,026	\$657	\$6,683	177.75%	\$2,923
ANF	OSD	DIVISION OF OPERATIONAL SERVICES	\$5,273,555	\$421,884	\$3,345	\$360,434	\$363,779	86.23%	(\$58,105)
ANF	PER	PUBLIC EMPLOYEE RETIREMENT ADMINISTRATION	\$968,239	\$77,459	\$185,442	\$48,697	\$234,139	302.27%	\$156,680
ANF	TRB	TEACHERS RETIREMENT BOARD	\$2,051,728	\$164,138	\$229,516	\$34,781	\$264,297	161.02%	\$100,158
		TOTAL	\$179,920,595	\$14,393,648	\$5,757,753	\$14,031,369	\$19,789,122	137.49%	\$5,395,475
CAD	CAD	COMMISSION AGAINST DISCRIMINATION	\$401,275	\$32,102	\$71,773	\$22,466	\$94,239	293.56%	\$62,137
_	-	TOTAL	\$401,275	\$32,102	\$71,773	\$22,466	\$94,239	293.56%	\$62,137
DAC	DAC	DISABLED PERSONS PROTECTION COMMISSION	\$503,071	\$40,246	\$67,232	\$19,627	\$86,859	215.82%	\$46,613
	-	TOTAL	\$503,071	\$40,246	\$67,232	\$19,627	\$86,859	215.82%	\$46,613
DOT	DOT	MASSACHUSETTS DEPARTMENT OF TRANSPORTATION	\$1,000,294,606	\$80,023,568	\$24,101,857	\$35,727,923	\$59,829,779	74.77%	(\$20.193.789)
		TOTAL	\$1,000,294,606	\$80.023.568	\$24,101,857	\$35,727,923	\$59,829,779	74.77%	(\$20,193,789)
EDU	DOE	DEPARTMENT OF ELEMENTARY & SECONDARY EDUCATION	\$50,671,162	\$4,053,693	\$912,492	\$90.673	\$1,003,165	24.75%	(\$3.050.528)
EDU	EDU	EXECUTIVE OFFICE OF EDUCATION	\$17,971,913	\$1,437,753	\$3,261,564	\$900.694	\$4,162,258	289.50%	\$2,724,505
EDU	EEC	DEPARTMENT OF EARLY EDUCATION & CARE	\$164,910,784	\$13,192,863	\$19,979,513	\$2,693,462	\$22,672,975	171.86%	\$9,480,112
EDU	RGT	DEPARTMENT OF HIGHER EDUCATION	\$4,939,035	\$395,123	\$5,576	\$5,823	\$11,399	2.88%	(\$383.724)
LDO	NO1	TOTAL	\$238,492,893	\$19,079,431	\$24,159,145	\$3,690,652	\$27,849,797	145.97%	\$8,770,366
EED	DOB	DIVISION OF BANKS	\$374,663	\$29,973	\$82,151	\$19,165	\$101,316	338.02%	\$71,343
EED	DOI	DIVISION OF INSURANCE	\$520,997	\$41,680	\$137,035	\$8,578	\$145,613	349.36%	\$103,933
EED	DOS	DIVISION OF STANDARDS	\$23,755	\$1,900	\$3,597	\$1,413	\$5,010	263.61%	\$3,109
EED	EED	EXECUTIVE OFFICE OF ECONOMIC DEVELOPMENT	\$743,059	\$59,445	\$201,607	\$51,756	\$253,363	426.22%	\$193,918
EED	MMP	MASSACHUSETTS MARKETING PARTNERSHIP	\$738.540	\$59,083	\$1,018	\$11,279	\$12.297	20.81%	(\$46.786)
EED	OCD	DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT	\$151,326,117	\$12,106,089	\$1,018	\$11,279	\$17,374,623	143.52%	\$5,268,534
EED	REG	DIVISION OF PROFESSIONAL LICENSURE	\$1,085,159	\$86,813	\$497,495	\$58,463	\$555,958	640.41%	\$469,145
EED	SCA	OFFICE OF CONSUMER AFFAIRS AND BUSINESS REGULATION	\$55,280	\$4,422	\$22,143	\$2,155	\$24,298	549.42%	\$19,875
EED	SEA	DEPARTMENT OF BUSINESS AND TECHNOLOGY	\$7,539	\$4,422	\$22,143	\$634	\$1,569	260.06%	\$19,875
EED	TAC							684.44%	·
EED	TAC	DEPARTMENT OF TELECOMMUNICATION AND CABLE	\$79,485	\$6,359	\$38,775	\$4,747 <b>\$932.170</b>	\$43,522	149.38%	\$37,163
FUC	CUE	TOTAL COLDUED IN MASSACIUMSTTS	\$154,954,595	\$12,396,368	\$17,585,398	, , .	\$18,517,568		\$6,121,201
EHS	CHE	SOLDIERS' HOME IN MASSACHUSETTS	\$1,727,618	\$138,209	\$28,159	\$126,082	\$154,241	111.60%	\$16,031
EHS	DMH DMR	DEPARTMENT OF MENTAL HEALTH	\$374,054,506	\$29,924,360	\$12,019,502	\$5,220,193	\$17,239,695	57.61%	(\$12,684,666)
EHS		DEPARTMENT OF DEVELOPMENTAL SERVICES	\$1,082,703,850	\$86,616,308	\$62,730,704	\$7,935,333	\$70,666,037	81.59%	(\$15,950,271)
EHS	DPH	DEPARTMENT OF PUBLIC HEALTH	\$257,972,305	\$20,637,784	\$31,292,062	\$6,235,335	\$37,527,396	181.84%	\$16,889,612
EHS	DSS	DEPARTMENT OF CHILDREN AND FAMILIES	\$309,675,826	\$24,774,066	\$23,056,381	\$1,797,809	\$24,854,190	100.32%	\$80,124
EHS	DYS	DEPARTMENT OF YOUTH SERVICES	\$66,191,041	\$5,295,283	\$3,988,616	\$923,669	\$4,912,285	92.77%	(\$382,998)
EHS	EHS	EXECUTIVE OFFICE OF HEALTH AND HUMAN SERVICES	\$279,835,304	\$22,386,824	\$13,758,207	\$4,985,089	\$18,743,296	83.72%	(\$3,643,528)
EHS	ELD	DEPARTMENT OF ELDER AFFAIRS	\$356,129,393	\$28,490,351	\$32,601,812	\$27,359,867	\$59,961,678	210.46%	\$31,471,327
EHS	HLY	SOLDIERS' HOME IN HOLYOKE	\$1,794,099	\$143,528	\$27,980	\$91,001	\$118,982	82.90%	(\$24,546)
EHS	MCB	MASSACHUSETTS COMMISSION FOR THE BLIND	\$11,189,438	\$895,155	\$23,500	\$63,949	\$87,449	9.77%	(\$807,706)
EHS	MCD	COMMISSION FOR THE DEAF AND HARD OF HEARING	\$1,900,721	\$152,058	\$869	\$4,307	\$5,175	3.40%	(\$146,882)
EHS	MRC	MASSACHUSETTS REHABILITATION COMMISSION	\$55,746,700	\$4,459,736	\$3,796,216	\$332,671	\$4,128,888	92.58%	(\$330,848)
EHS	ORI	OFFICE FOR REFUGEES AND IMMIGRANTS	\$2,268,694	\$181,496	\$125,123	\$10,519	\$135,642	74.74%	(\$45,854)
EHS	VET	DEPARTMENT OF VETERANS SERVICES	\$702,151	\$56,172	\$62,706	\$20,705	\$83,411	148.49%	\$27,239
EHS	WEL	DEPARTMENT OF TRANSITIONAL ASSISTANCE	\$22,204,361	\$1,776,349	\$557,404	\$313,502	\$870,907	49.03%	(\$905,442)
		TOTAL	\$2,824,096,006	\$225,927,680	\$184,069,242	\$55,420,030	\$239,489,272	106.00%	\$13,561,592
ENV	AGR	DEPARTMENT OF AGRICULTURAL RESOURCES	\$946,347	\$75,708	\$31,988	\$16,842	\$48,830	64.50%	(\$26,878)
ENV	DCR	DEPARTMENT OF CONSERVATION AND RECREATION	\$79,007,201	\$6,320,576	\$142,645	\$1,196,446	\$1,339,091	21.19%	(\$4,981,485)

ENV	DPU	DEPARTMENT OF PUBLIC UTILITIES	\$1,659,504	\$132,760	\$48,568	\$25,199	\$73,767	55.56%	(\$58,993)
ENV	ENE	DEPARTMENT OF ENERGY RESOURCES	\$2,094,391	\$167,551	\$4,323	\$75,156	\$79,479	47.44%	(\$88,072)
ENV	ENV	EXECUTIVE OFFICE OF ENERGY AND ENVIRONMENTAL AFFAIRS	\$8,661,052	\$692,884	\$421,254	\$342,600	\$763,854	110.24%	\$70,970
ENV	EQE	DEPARTMENT OF ENVIRONMENTAL PROTECTION	\$8,806,478	\$704,518	\$237,480	\$195,061	\$432,541	61.40%	(\$271,977)
ENV	FWE	DEPARTMENT OF FISH AND GAME	\$8,174,193	\$653,935	\$29,993	\$116,539	\$146,532	22.41%	(\$507,403)
ENV	SRB	STATE RECLAMATION BOARD	\$1,393,384	\$111,471	\$16,060	\$35,971	\$52,031	46.68%	(\$59,440)
		TOTAL	\$110,742,550	\$8,859,404	\$932,312	\$2,003,813	\$2,936,125	33.14%	(\$5,923,279)
EOL	EOL	DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT	\$12,439,621	\$995,170	\$2,232,340	\$439,422	\$2,671,762	268.47%	\$1,676,592
		TOTAL	\$12,439,621	\$995,170	\$2,232,340	\$439,422	\$2,671,762	268.47%	\$1,676,592
EPS	CDA	EMERGENCY MANAGEMENT AGENCY	\$2,936,720	\$234,938	\$26,493	\$33,197	\$59,691	25.41%	(\$175,247)
EPS	CHS	CRIMINAL JUSTICE INFORMATION SERVICES DEPARTMENT	\$229,049	\$18,324	\$181,815	\$11,983	\$193,797	1057.62%	\$175,473
EPS	CJT	MUNICIPAL POLICE TRAINING COMMITTEE	\$875,834	\$70,067	\$35,727	\$9,015	\$44,742	63.86%	(\$25,325)
EPS	CME	CHIEF MEDICAL EXAMINER	\$1,980,027	\$158,402	\$202,769	\$54,543	\$257,313	162.44%	\$98,911
EPS	DFS	DEPARTMENT OF FIRE SERVICES	\$3,061,208	\$244,897	\$18,469	\$143,523	\$161,992	66.15%	(\$82,905)
EPS	DOC	DEPARTMENT OF CORRECTION	\$29,687,710	\$2,375,017	\$777,105	\$1,736,240	\$2,513,345	105.82%	\$138,329
EPS	EPS	EXECUTIVE OFFICE OF PUBLIC SAFETY & SECURITY	\$22,468,123	\$1,797,450	\$8,736,486	\$1,067,703	\$9,804,189	545.45%	\$8,006,739
EPS	MIL	MILITARY DIVISION	\$8,699,978	\$695,998	\$682,124	\$133,640	\$815,765	117.21%	\$119,767
EPS	PAR	PAROLE BOARD	\$1,232,402	\$98,592	\$6,132	\$53,092	\$59,224	60.07%	(\$39,369)
EPS	POL	DEPARTMENT OF STATE POLICE	\$25,457,484	\$2,036,599	\$587,447	\$944,025	\$1,531,472	75.20%	(\$505,127)
EPS	SOR	SEX OFFENDER REGISTRY	\$496,075	\$39,686	\$84,194	\$24,707	\$108,901	274.41%	\$69,215
		TOTAL	\$97,124,610	\$7,769,969	\$11,338,762	\$4,211,669	\$15,550,431	200.14%	\$7,780,462
GOV	GOV	GOVERNORS OFFICE	\$35,545	\$2,844	\$417	\$5,388	\$5,806	204.17%	\$2,962
		TOTAL	\$35,545	\$2,844	\$417	\$5,388	\$5,806	204.17%	\$2,962
ITD	ITD	EXECUTIVE OFFICE OF TECHNOLOGY SERVICES AND SECURITY	\$75,263,314	\$6,021,065	\$10,597,471	\$3,136,493	\$13,733,964	228.10%	\$7,712,899
		TOTAL	\$75,263,314	\$6,021,065	\$10,597,471	\$3,136,493	\$13,733,964	228.10%	\$7,712,899
MCCA	MCCA	MASSACHUSETTS CONVENTION CENTER AUTHORITY	\$29,896,778	\$2,391,742	\$946,807	\$3,196,944	\$4,143,751	173.25%	\$1,752,009
		TOTAL	\$29,896,778	\$2,391,742	\$946,807	\$3,196,944	\$4,143,751	173.25%	\$1,752,009
MGC	MGC	MASSACHUSETTS GAMING COMMISSION	\$6,462,819	\$517,025	\$483,127	\$59,484	\$542,611	104.95%	\$25,586
		TOTAL	\$6,462,819	\$517,025	\$483,127	\$59,484	\$542,611	104.95%	\$25,586
MHA	MHA	MASSHOUSING	\$14,790,530	\$1,183,242	\$425,990	\$106,252	\$532,242	44.98%	(\$651,000)
		TOTAL	\$14,790,530	\$1,183,242	\$425,990	\$106,252	\$532,242	44.98%	(\$651,000)
		YEAR TO DATE GRAND TOTAL	\$4,745,418,806	\$379,633,505	\$282,769,625	\$123,003,703	\$405,773,328	106.89%	\$26,139,824

## **Appendix C: WBE Spending by Program Participant**

Secretariat Code	Agency Code	Department Name	Discretionary Budget	Benchmark	Direct Spending	Indirect Spending	Total Spending	% Benchmark Met	Variance from Benchmark
ANF	ADD	DEVELOPMENTAL DISABILITIES COUNCIL	\$22,918	\$3,209	\$3,887	\$1,169	\$5,056	157.58%	\$1,847
ANF	ALA	ADMINISTRATIVE LAW APPEALS DIVISION	\$117,718	\$16,480	\$55,901	\$1,892	\$57,793	350.67%	\$41,312
ANF	ANF	EXECUTIVE OFFICE FOR ADMINISTRATION AND FINANCE	\$18,556,056	\$2,597,848	\$3,801,927	\$710,773	\$4,512,700	173.71%	\$1,914,852
ANF	ATB	APPELLATE TAX BOARD	\$1,621	\$227	\$1,371	\$99	\$1,469	647.28%	\$1,242
ANF	BSB	BUREAU OF THE STATE HOUSE	\$1,295,621	\$181,387	\$8,939	\$112,996	\$121,935	67.22%	(\$59,452)
ANF	CSC	CIVIL SERVICE COMMISSION	\$7,520	\$1,053	\$598	\$169	\$767	72.82%	(\$286)
ANF	DCP	CAPITAL ASSET MANAGEMENT AND MAINTENANCE DIVISION	\$136,973,213	\$19,176,250	\$7,350,068	\$18,422,854	\$25,772,923	134.40%	\$6,596,673
ANF	DOR	DEPARTMENT OF REVENUE	\$10,543,341	\$1,476,068	\$1,592,900	\$519,202	\$2,112,102	143.09%	\$636,034
ANF	GIC	GROUP INSURANCE COMMISSION	\$2,666,180	\$373,265	\$356,882	\$90,504	\$447,385	119.86%	\$74,120
ANF	HRD	HUMAN RESOURCES DIVISION	\$1,390,332	\$194,646	\$579,423	\$34,196	\$613,619	315.25%	\$418,973
ANF	LIB	GEORGE FINGOLD LIBRARY	\$5,551	\$777	\$725	\$500	\$1,226	157.73%	\$449
ANF	OHA	MASSACHUSETTS OFFICE ON DISABILITY	\$47,000	\$6,580	\$6,125	\$698	\$6,823	103.69%	\$243
ANF	OSD	DIVISION OF OPERATIONAL SERVICES	\$5,273,555	\$738,298	\$215,965	\$377,216	\$593,181	80.34%	(\$145,117)
ANF	PER	PUBLIC EMPLOYEE RETIREMENT ADMINISTRATION	\$968,239	\$135,553	\$195,537	\$51,716	\$247,253	182.40%	\$111,700
ANF	TRB	TEACHERS RETIREMENT BOARD	\$2,051,728	\$287,242	\$413,591	\$36,937	\$450,528	156.85%	\$163,286
		TOTAL	\$179,920,595	\$25,188,883	\$14,583,839	\$20,360,920	\$34,944,759	138.73%	\$9,755,876
CAD	CAD	COMMISSION AGAINST DISCRIMINATION	\$401,275	\$56,178	\$115,057	\$23,859	\$138,916	247.28%	\$82,738
		TOTAL	\$401,275	\$56,178	\$115,057	\$23,859	\$138,916	247.28%	\$82,738
DAC	DAC	DISABLED PERSONS PROTECTION COMMISSION	\$503,071	\$70,430	\$82,189	\$20,844	\$103,033	146.29%	\$32,603
		TOTAL	\$503,071	\$70,430	\$82,189	\$20,844	\$103,033	146.29%	\$32,603
DOT	DOT	MASSACHUSETTS DEPARTMENT OF TRANSPORTATION	\$1,000,294,606	\$140,041,245	\$57,260,835	\$65,278,975	\$122,539,810	87.50%	(\$17,501,435)
		TOTAL	\$1,000,294,606	\$140,041,245	\$57,260,835	\$65,278,975	\$122,539,810	87.50%	(\$17,501,435)
EDU	DOE	DEPARTMENT OF ELEMENTARY & SECONDARY EDUCATION	\$50,671,162	\$7,093,963	\$1,780,423	\$176,234	\$1,956,658	27.58%	(\$5,137,305)

EDU	EDU	EXECUTIVE OFFICE OF EDUCATION	\$17,971,913	\$2,516,068	\$3,704,528	\$956,538	\$4,661,066	185.25%	\$2,144,998
EDU	EEC	DEPARTMENT OF EARLY EDUCATION & CARE	\$164,910,784	\$23,087,510	\$31,879,433	\$3,370,103	\$35,249,536	152.68%	\$12,162,026
EDU	RGT	DEPARTMENT OF HIGHER EDUCATION	\$4,939,035	\$691,465	\$28,471	\$6,184	\$34,655	5.01%	(\$656,810)
		TOTAL	\$238,492,893	\$33,389,005	\$37,392,856	\$4,509,059	\$41,901,915	125.50%	\$8,512,910
EED	DOB	DIVISION OF BANKS	\$374,663	\$52,453	\$34,293	\$20,354	\$54,647	104.18%	\$2,194
EED	DOI	DIVISION OF INSURANCE	\$520,997	\$72,940	\$142,293	\$9,110	\$151,403	207.57%	\$78,464
EED	DOS	DIVISION OF STANDARDS	\$23,755	\$3,326	\$747	\$1,500	\$2,247	67.57%	(\$1,078)
EED	EED	EXECUTIVE OFFICE OF ECONOMIC DEVELOPMENT	\$743,059	\$104,028	\$171,590	\$54,965	\$226,555	217.78%	\$122,527
EED	MMP	MASSACHUSETTS MARKETING PARTNERSHIP	\$738,540	\$103,396	\$57,288	\$11,978	\$69,267	66.99%	(\$34,129)
EED	OCD	DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT	\$151,326,117	\$21,185,656	\$31,288,444	\$3,932,909	\$35,221,354	166.25%	\$14,035,697
EED	REG	DIVISION OF PROFESSIONAL LICENSURE	\$1,085,159	\$151,922	\$908,134	\$62,088	\$970,222	638.63%	\$818,300
EED	SCA	OFFICE OF CONSUMER AFFAIRS AND BUSINESS REGULATION	\$55,280	\$7,739	\$18,509	\$2,288	\$20,797	268.72%	\$13,058
EED	SEA	DEPARTMENT OF BUSINESS AND TECHNOLOGY	\$7,539	\$1,055	\$3,277	\$673	\$3,950	374.23%	\$2,894
EED	TAC	DEPARTMENT OF TELECOMMUNICATION AND CABLE	\$79,485	\$11,128	\$75,884	\$5,041	\$80,925	727.23%	\$69,798
		TOTAL	\$154,954,595	\$21,693,643	\$32,700,460	\$4,100,907	\$36,801,367	169.64%	\$15,107,724
EHS	CHE	SOLDIERS' HOME IN MASSACHUSETTS	\$1,727,618	\$241,867	\$247,103	\$133,899	\$381,002	157.53%	\$139,135
EHS	DMH	DEPARTMENT OF MENTAL HEALTH	\$374,054,506	\$52,367,631	\$101,867,316	\$6,771,041	\$108,638,357	207.45%	\$56,270,726
EHS	DMR	DEPARTMENT OF DEVELOPMENTAL SERVICES	\$1,082,703,850	\$151,578,539	\$200,310,940	\$16,749,872	\$217,060,812	143.20%	\$65,482,273
EHS	DPH	DEPARTMENT OF PUBLIC HEALTH	\$257,972,305	\$36,116,123	\$64,831,077	\$11,154,319	\$75,985,396	210.39%	\$39,869,273
EHS	DSS	DEPARTMENT OF CHILDREN AND FAMILIES	\$309,675,826	\$43,354,616	\$52,178,805	\$5,057,684	\$57,236,489	132.02%	\$13,881,873
EHS	DYS	DEPARTMENT OF YOUTH SERVICES	\$66,191,041	\$9,266,746	\$20,070,288	\$1,837,901	\$21,908,189	236.42%	\$12,641,443
EHS	EHS	EXECUTIVE OFFICE OF HEALTH AND HUMAN SERVICES	\$279,835,304	\$39,266,746	\$12,585,242	\$5,326,529	\$17,911,772	45.72%	(\$21,265,171)
EHS	ELD	DEPARTMENT OF ELDER AFFAIRS	\$356,129,393	\$49,858,115	\$20,959,341	\$52,667,896	\$73,627,237	147.67%	\$23,769,122
EHS	HLY	SOLDIERS' HOME IN HOLYOKE	\$1,794,099	\$49,638,113	\$20,939,341	\$96,643	\$310,870	123.77%	\$23,769,122
									\$289,034
EHS	MCB	MASSACHUSETTS COMMISSION FOR THE BLIND	\$11,189,438	\$1,566,521	\$1,672,476	\$183,078	\$1,855,555	118.45%	
EHS	MCD	COMMISSION FOR THE DEAF AND HARD OF HEARING	\$1,900,721	\$266,101	\$1,165,387	\$17,178	\$1,182,566	444.40%	\$916,465
EHS	MRC	MASSACHUSETTS REHABILITATION COMMISSION	\$55,746,700	\$7,804,538	\$6,430,687	\$970,208	\$7,400,895	94.83%	(\$403,643)
EHS	ORI	OFFICE FOR REFUGEES AND IMMIGRANTS	\$2,268,694	\$317,617	\$30,575	\$49,898	\$80,472	25.34%	(\$237,145)
EHS	VET	DEPARTMENT OF VETERANS SERVICES	\$702,151	\$98,301	\$124,537	\$133,263	\$257,800	262.26%	\$159,499
EHS	WEL	DEPARTMENT OF TRANSITIONAL ASSISTANCE	\$22,204,361	\$3,108,611	\$1,504,738	\$363,521	\$1,868,259	60.10%	(\$1,240,351)
	_	TOTAL	\$2,824,096,006	\$395,373,441	\$484,192,740	\$101,512,929	\$585,705,670	148.14%	\$190,332,229
ENV	AGR	DEPARTMENT OF AGRICULTURAL RESOURCES	\$946,347	\$132,489	\$63,953	\$17,886	\$81,839	61.77%	(\$50,649)
ENV	DCR	DEPARTMENT OF CONSERVATION AND RECREATION	\$79,007,201	\$11,061,008	\$13,037,671	\$1,998,098	\$15,035,769	135.93%	\$3,974,761
ENV	DPU	DEPARTMENT OF PUBLIC UTILITIES	\$1,659,504	\$232,331	\$237,672	\$26,761	\$264,434	113.82%	\$32,103
ENV	ENE	DEPARTMENT OF ENERGY RESOURCES	\$2,094,391	\$293,215	\$7,182	\$79,816	\$86,997	29.67%	(\$206,217)
ENV	ENV	EXECUTIVE OFFICE OF ENERGY AND ENVIRONMENTAL AFFAIRS	\$8,661,052	\$1,212,547	\$4,776,600	\$363,841	\$5,140,441	423.94%	\$3,927,894
ENV	EQE	DEPARTMENT OF ENVIRONMENTAL PROTECTION	\$8,806,478	\$1,232,907	\$582,575	\$207,155	\$789,729	64.05%	(\$443,178)
ENV	FWE	DEPARTMENT OF FISH AND GAME	\$8,174,193	\$1,144,387	\$830,108	\$76,181	\$906,290	79.19%	(\$238,098)
ENV	SRB	STATE RECLAMATION BOARD	\$1,393,384	\$195,074	\$24,357	\$38,201	\$62,558	32.07%	(\$132,516)
		TOTAL	\$110,742,550	\$15,503,957	\$19,560,118	\$2,807,939	\$22,368,057	144.27%	\$6,864,100
EOL	EOL	DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT	\$12,439,621	\$1,741,547	\$2,092,862	\$466,666	\$2,559,528	146.97%	\$817,981
		TOTAL	\$12,439,621	\$1,741,547	\$2,092,862	\$466,666	\$2,559,528	146.97%	\$817,981
EPS	CDA	EMERGENCY MANAGEMENT AGENCY	\$2,936,720	\$411,141	\$2,429,001	\$35,255	\$2,464,257	599.37%	\$2,053,116
EPS	CHS	CRIMINAL JUSTICE INFORMATION SERVICES DEPARTMENT	\$229,049	\$32,067	\$137,394	\$12,726	\$150,120	468.15%	\$118,053
EPS	CJT	MUNICIPAL POLICE TRAINING COMMITTEE	\$875,834	\$122,617	\$40,741	\$9,573	\$50,315	41.03%	(\$72,302)
EPS	CME	CHIEF MEDICAL EXAMINER	\$1,980,027	\$277,204	\$75,141	\$57,925	\$133,067	48.00%	(\$144,137)
EPS	DFS	DEPARTMENT OF FIRE SERVICES	\$3,061,208	\$428,569	\$119,523	\$151,017	\$270,540	63.13%	(\$158,029)
EPS	DOC	DEPARTMENT OF CORRECTION	\$29,687,710	\$4,156,279	\$1,903,578	\$2,128,847	\$4,032,425	97.02%	(\$123,854)
EPS	EPS	EXECUTIVE OFFICE OF PUBLIC SAFETY & SECURITY	\$22,468,123	\$3,145,537	\$3,455,439	\$1,134,255	\$4,589,694	145.91%	\$1,444,156
EPS	MIL	MILITARY DIVISION	\$8,699,978	\$1,217,997	\$425,342	\$216,090	\$641,432	52.66%	(\$576,565)
EPS	PAR	PAROLE BOARD	\$1,232,402	\$172,536	\$88,168	\$56,570	\$144,738	83.89%	(\$27,799)
EPS	POL	DEPARTMENT OF STATE POLICE	\$25,457,484	\$3,564,048	\$1,040,049	\$1,344,412	\$2,384,461	66.90%	(\$1,179,587)
EPS	SOR	SEX OFFENDER REGISTRY	\$496,075	\$69,451	\$26,158	\$26,239	\$52,397	75.44%	(\$17,054)
		TOTAL	\$97,124,610	\$13,597,445	\$9,740,535	\$5,172,910	\$14,913,445	109.68%	\$1,315,999
GOV	GOV	GOVERNORS OFFICE	\$35,545	\$4,976	\$417	\$5,722	\$6,140	123.38%	\$1,163
		TOTAL	\$35,545	\$4,976	\$417	\$5,722	\$6,140	123.38%	\$1,163
ITD	ITD	EXECUTIVE OFFICE OF TECHNOLOGY SERVICES AND SECURITY	\$75,263,314	\$10,536,864	\$12,043,764	\$3,330,957	\$15,374,721	145.91%	\$4,837,857
		TOTAL	\$75,263,314	\$10,536,864	\$12,043,764	\$3,330,957	\$15,374,721	145.91%	\$4,837,857
MCCA	MCCA	MASSACHUSETTS CONVENTION CENTER AUTHORITY	\$29,896,778	\$4,185,549	\$1,693,335	\$1,299,237	\$2,992,572	71.50%	(\$1,192,977)
		TOTAL	\$29,896,778	\$4,185,549	\$1,693,335	\$1,299,237	\$2,992,572	71.50%	(\$1,192,977)
MGC	MGC	MASSACHUSETTS GAMING COMMISSION	\$6,462,819	\$904,795	\$447,405	\$63,282	\$510,686	56.44%	(\$394,108)
		TOTAL	\$6,462,819	\$904,795	\$447,405	\$63,282	\$510,686	56.44%	(\$394,108)
MHA	MHA	MASSHOUSING	\$14,790,530	\$2,070,674	\$405,274	\$3,520	\$408,793	19.74%	(\$1,661,881)
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	TOTAL	\$14,790,530	\$2,070,674	\$405,274	\$3,520	\$408,793	19.74%	(\$1,661,881)
	YEAR TO DATE GRAND TOTAL	\$4,745,418,806	\$664,358,633	\$672,311,687	\$208,957,725	\$881,269,412	132.65%	\$216,910,779

## Appendix D: Veteran (VBE/SDVOBE) Spending by Program Participant

Secretariat Code	Agency Code	Department Name	Discretionary Budget	Benchmark	Direct Spending	Indirect Spending	Total Spending	% Benchmark Met	Variance from Benchmark
ANF	ADD	DEVELOPMENTAL DISABILITIES COUNCIL	\$22,918	\$688	\$0	\$616	\$616	89.54%	(\$72)
ANF	ALA	ADMINISTRATIVE LAW APPEALS DIVISION	\$117,718	\$3,532	\$0	\$996	\$996	28.21%	(\$2,535)
ANF	ANF	EXECUTIVE OFFICE FOR ADMINISTRATION AND FINANCE	\$18,556,056	\$556,682	\$3,696	\$374,330	\$378,026	67.91%	(\$178,655)
ANF	ATB	APPELLATE TAX BOARD	\$1,621	\$49	\$0	\$52	\$52	106.86%	\$3
ANF	BSB	BUREAU OF THE STATE HOUSE	\$1,295,621	\$38,869	\$0	\$10,778	\$10,778	27.73%	(\$28,091)
ANF	CSC	CIVIL SERVICE COMMISSION	\$7,520	\$226	\$0	\$89	\$89	39.47%	(\$137)
ANF	DCP	CAPITAL ASSET MANAGEMENT AND MAINTENANCE DIVISION	\$136,973,213	\$4,109,196	\$10,356,496	\$1,897,156	\$12,253,652	298.20%	\$8,144,456
ANF	DOR	DEPARTMENT OF REVENUE	\$10,543,341	\$316,300	\$6,789	\$216,090	\$222,879	70.46%	(\$93,421)
ANF	GIC	GROUP INSURANCE COMMISSION	\$2,666,180	\$79,985	\$0	\$47,664	\$47,664	59.59%	(\$32,321)
ANF	HRD	HUMAN RESOURCES DIVISION	\$1,390,332	\$41,710	\$7,753	\$18,009	\$25,762	61.76%	(\$15,948)
ANF	LIB	GEORGE FINGOLD LIBRARY	\$5,551	\$167	\$0	\$264	\$264	158.24%	\$97
ANF	OHA	MASSACHUSETTS OFFICE ON DISABILITY	\$47,000	\$1,410	\$0	\$368	\$368	26.07%	(\$1,042)
ANF	OSD	DIVISION OF OPERATIONAL SERVICES	\$5,273,555	\$158,207	\$0	\$151,388	\$151,388	95.69%	(\$6,818)
ANF	PER	PUBLIC EMPLOYEE RETIREMENT ADMINISTRATION	\$968,239	\$29,047	\$0	\$27,236	\$27,236	93.77%	(\$1,811)
ANF	TRB	TEACHERS RETIREMENT BOARD	\$2,051,728	\$61,552	\$0	\$19,453	\$19,453	31.60%	(\$42,099)
		TOTAL	\$179,920,595	\$5,397,618	\$10,374,734	\$2,764,489	\$13,139,223	243.43%	\$7,741,606
CAD	CAD	COMMISSION AGAINST DISCRIMINATION	\$401,275	\$12,038	\$0	\$12,565	\$12,565	104.38%	\$527
		TOTAL	\$401,275	\$12,038	\$0	\$12,565	\$12,565	104.38%	\$527
DAC	DAC	DISABLED PERSONS PROTECTION COMMISSION	\$503,071	\$15,092	\$0	\$10,977	\$10,977	72.74%	(\$4,115)
		TOTAL	\$503,071	\$15,092	\$0	\$10,977	\$10,977	72.74%	(\$4,115)
DOT	DOT	MASSACHUSETTS DEPARTMENT OF TRANSPORTATION	\$1,000,294,606	\$30,008,838	\$837,072	\$6,771,437	\$7,608,509	25.35%	(\$22,400,329)
		TOTAL	\$1,000,294,606	\$30,008,838	\$837,072	\$6,771,437	\$7,608,509	25.35%	(\$22,400,329)
EDU	DOE	DEPARTMENT OF ELEMENTARY & SECONDARY EDUCATION	\$50,671,162	\$1,520,135	\$0	\$45,948	\$45,948	3.02%	(\$1,474,187)
EDU	EDU	EXECUTIVE OFFICE OF EDUCATION	\$17,971,913	\$539,157	\$285,342	\$503,763	\$789,105	146.36%	\$249,948
EDU	EEC	DEPARTMENT OF EARLY EDUCATION & CARE	\$164,910,784	\$4,947,324	\$0	\$93,550	\$93,550	1.89%	(\$4,853,773)
EDU	RGT	DEPARTMENT OF HIGHER EDUCATION	\$4,939,035	\$148,171	\$0	\$3,257	\$3,257	2.20%	(\$144,914)
		TOTAL	\$238,492,893	\$7,154,787	\$285,342	\$646,518	\$931,860	13.02%	(\$6,222,927)
EED	DOB	DIVISION OF BANKS	\$374,663	\$11,240	\$0	\$10,719	\$10,719	95.37%	(\$521)
EED	DOI	DIVISION OF INSURANCE	\$520,997	\$15,630	\$0	\$4,798	\$4,798	30.70%	(\$10,832)
EED	DOS	DIVISION OF STANDARDS	\$23,755	\$713	\$0	\$790	\$790	110.88%	\$78
EED	EED	EXECUTIVE OFFICE OF ECONOMIC DEVELOPMENT	\$743,059	\$22,292	\$0	\$28,948	\$28,948	129.86%	\$6,656
EED	MMP	MASSACHUSETTS MARKETING PARTNERSHIP	\$738,540	\$22,156	\$0	\$6,308	\$6,308	28.47%	(\$15.848)
EED	OCD	DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT	\$151,326,117	\$4,539,783	\$0	\$120,453	\$120,453	2.65%	(\$4,419,331)
EED	REG	DIVISION OF PROFESSIONAL LICENSURE	\$1,085,159	\$32,555	\$0	\$32,699	\$32,699	100.44%	\$144
EED	SCA	OFFICE OF CONSUMER AFFAIRS AND BUSINESS REGULATION	\$55,280	\$1,658	\$0	\$1,205	\$1,205	72.67%	(\$453)
EED	SEA	DEPARTMENT OF BUSINESS AND TECHNOLOGY	\$7,539	\$226	\$0	\$354	\$354	156.66%	\$128
EED	TAC	DEPARTMENT OF TELECOMMUNICATION AND CABLE	\$79.485	\$2.385	\$0	\$2,655	\$2,655	111.35%	\$271
220	1710	TOTAL	\$154,954,595	\$4,648,638	\$0	\$208,929	\$208,929	4.49%	(\$4,439,709)
EHS	CHE	SOLDIERS' HOME IN MASSACHUSETTS	\$1,727,618	\$51.829	\$9.581	\$70,518	\$80.099	154.55%	\$28,270
EHS	DMH	DEPARTMENT OF MENTAL HEALTH	\$374,054,506	\$11,221,635	\$176,962	\$455,094	\$632,056	5.63%	(\$10.589.579)
EHS	DMR	DEPARTMENT OF DEVELOPMENTAL SERVICES	\$1,082,703,850	\$32,481,115	\$200,745	\$451,726	\$652,471	2.01%	(\$31,828,645)
EHS	DPH	DEPARTMENT OF PUBLIC HEALTH	\$257.972.305	\$7,739,169	\$633,183	\$1,893,783	\$2,526,966	32.65%	(\$5,212,203)
EHS	DSS	DEPARTMENT OF CHILDREN AND FAMILIES	\$309,675,826	\$9,290,275	\$0	\$395,218	\$395,218	4.25%	(\$8,895,057)
EHS	DYS	DEPARTMENT OF YOUTH SERVICES	\$66,191,041	\$1,985,731	\$92,912	\$164,068	\$256,979	12.94%	(\$1,728,752)
EHS	EHS	EXECUTIVE OFFICE OF HEALTH AND HUMAN SERVICES	\$279,835,304	\$8,395,059	\$1,388,934	\$2,722,739	\$4,111,673	48.98%	(\$4.283.386)
EHS	ELD	DEPARTMENT OF ELDER AFFAIRS	\$356,129,393	\$10,683,882	\$1,388,334	\$3,023	\$3,023	0.03%	(\$10,680,859)
EHS	HLY	SOLDIERS' HOME IN HOLYOKE	\$1,794,099	\$53,823	\$4,335	\$50,897	\$55,232	102.62%	\$1,409
EHS	MCB	MASSACHUSETTS COMMISSION FOR THE BLIND	\$1,794,099	\$335,683	\$4,333	\$13,471	\$13,471	4.01%	(\$322,212)
EHS	MCD	COMMISSION FOR THE DEAF AND HARD OF HEARING	\$1,900,721	\$55,022	\$0	\$13,471	\$13,471	2.83%	(\$55,407)
		MASSACHUSETTS REHABILITATION COMMISSION	\$1,900,721	\$1,672,401	\$0 \$0	\$58,032	\$1,615	3.47%	(\$1,614,369)
	MPC				\$0	\$38,032	\$30,032	3.4/%	(\$1,014,369)
EHS	MRC				ćn	¢cn4	¢cn4	U 800/	(\$67 AE7)
	ORI VET	OFFICE FOR REFUGEES AND IMMIGRANTS  DEPARTMENT OF VETERANS SERVICES	\$2,268,694 \$702,151	\$68,061 \$21,065	\$0 \$0	\$604 \$8,516	\$604 \$8,516	0.89% 40.43%	(\$67,457) (\$12,549)

		TOTAL	\$2,824,096,006	\$84,722,880	\$2,506,652	\$6,413,482	\$8,920,135	10.53%	(\$75,802,746)	
ENV	AGR	DEPARTMENT OF AGRICULTURAL RESOURCES	\$946,347	\$28,390	\$1,854	\$9,420	\$11,274	39.71%	(\$17,117)	
ENV	DCR	DEPARTMENT OF CONSERVATION AND RECREATION	\$79,007,201	\$2,370,216	\$126,208	\$662,680	\$788,887	33.28%	(\$1,581,329)	
ENV	DPU	DEPARTMENT OF PUBLIC UTILITIES	\$1,659,504	\$49,785	\$0	\$14,094	\$14,094	28.31%	28.31% (\$35,691)	
ENV	ENE	DEPARTMENT OF ENERGY RESOURCES	\$2,094,391	\$62,832	\$0	\$42,035	\$42,035	66.90%	(\$20,797)	
ENV	ENV	EXECUTIVE OFFICE OF ENERGY AND ENVIRONMENTAL AFFAIRS	\$8,661,052	\$259,832	\$57,071	\$191,618	\$248,689	95.71%	(\$11,143)	
ENV	EQE	DEPARTMENT OF ENVIRONMENTAL PROTECTION	\$8,806,478	\$264,194	\$297,821	\$109,098	\$406,920	154.02%	\$142,725	
ENV	FWE	DEPARTMENT OF FISH AND GAME	\$8,174,193	\$245,226	\$122,335	\$33,005	\$155,340	63.35%	(\$89,886)	
ENV	SRB	STATE RECLAMATION BOARD	\$1,393,384	\$41,802	\$5,008	\$20,119	\$25,127	60.11%	(\$16,675)	
		TOTAL	\$110,742,550	\$3,322,276	\$610,297	\$1,082,069	\$1,692,366	50.94%	(\$1,629,911)	
EOL	EOL	DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT	\$12,439,621	\$373,189	\$472,995	\$245,771	\$718,766	192.60%	\$345,578	
		TOTAL	\$12,439,621	\$373,189	\$472,995	\$245,771	\$718,766	192.60%	\$345,578	
EPS	CDA	EMERGENCY MANAGEMENT AGENCY	\$2,936,720	\$88,102	\$2,117	\$18,567	\$20,685	23.48%	(\$67,417)	
EPS	CHS	CRIMINAL JUSTICE INFORMATION SERVICES DEPARTMENT	\$229,049	\$6,871	\$0	\$6,702	\$6,702	97.54%	(\$169)	
EPS	CJT	MUNICIPAL POLICE TRAINING COMMITTEE	\$875,834	\$26,275	\$0	\$5,042	\$5,042	19.19%	(\$21,233)	
EPS	CME	CHIEF MEDICAL EXAMINER	\$1,980,027	\$59,401	\$21,004	\$30,506	\$51,510	86.72%	(\$7,891)	
EPS	DFS	DEPARTMENT OF FIRE SERVICES	\$3,061,208	\$91,836	\$4,278	\$79,327	\$83,606	** **		
EPS	DOC	DEPARTMENT OF CORRECTION	\$29,687,710	\$890,631	\$1,087,018	\$919,384	\$2,006,401	225.28%	225.28% \$1,115,770	
EPS	EPS	EXECUTIVE OFFICE OF PUBLIC SAFETY & SECURITY	\$22,468,123	\$674,044	\$119,101	\$593,896	\$712,997	105.78%	\$38,954	
EPS	MIL	MILITARY DIVISION	\$8,699,978	\$260,999	\$92,343	\$74,746	\$167,089	64.02% (\$93,910)		
EPS	PAR	PAROLE BOARD	\$1,232,402	\$36,972	\$0	\$29,565	\$29,565	79.97%	79.97% (\$7,407)	
EPS	POL	DEPARTMENT OF STATE POLICE	\$25,457,484	\$763,725	\$760,159	\$522,632	\$1,282,791	167.97%	\$519,067	
EPS	SOR	SEX OFFENDER REGISTRY	\$496,075	\$14,882	\$0	\$13,819	\$13,819	92.85%	(\$1,063)	
		TOTAL	\$97,124,610	\$2,913,738	\$2,086,021	\$2,294,187	\$4,380,207	150.33%	\$1,466,469	
GOV	GOV	GOVERNORS OFFICE	\$35,545	\$1,066	\$0	\$3,014	\$3,014	282.62%	\$1,947	
		TOTAL	\$35,545	\$1,066	\$0	\$3,014	\$3,014	282.62%	\$1,947	
ITD	ITD	EXECUTIVE OFFICE OF TECHNOLOGY SERVICES AND SECURITY	\$75,263,314	\$2,257,899	\$288,468	\$1,754,257	\$2,042,725	90.47%	(\$215,174)	
		TOTAL	\$75,263,314	\$2,257,899	\$288,468	\$1,754,257	\$2,042,725	90.47%	(\$215,174)	
MCCA	MCCA	MASSACHUSETTS CONVENTION CENTER AUTHORITY	\$29,896,778	\$896,903	\$0	\$80,877	\$80,877	9.02%	(\$816,026)	
		TOTAL	\$29,896,778	\$896,903	\$0	\$80,877	\$80,877	9.02%	(\$816,026)	
MGC	MGC	MASSACHUSETTS GAMING COMMISSION	\$6,462,819	\$193,885	\$6,678	\$33,251	\$39,928	20.59%	(\$153,956)	
		TOTAL	\$6,462,819	\$193,885	\$6,678	\$33,251	\$39,928	20.59%	(\$153,956)	
MHA	MHA	MASSHOUSING	\$14,790,530	\$443,716	\$27,397	\$105,156	\$132,553	29.87%	(\$311,163)	
		TOTAL	\$14,790,530	\$443,716	\$27,397	\$105,156	\$132,553	29.87%	(\$311,163)	
		YEAR TO DATE GRAND TOTAL	\$4,745,418,806	\$142,362,564	\$17,495,657	\$22,426,980	\$39,922,636	28.04%	(\$102,439,928)	

## **Appendix E: SBPP Spending by Program Participant**

Secretariat Code	Agency Code	Department Name	Discretionary Budget	Benchmark	Direct Spending	Indirect Spending	Total Spending	% Benchmark Met	Variance from Benchmark
ANF	ADD	DEVELOPMENTAL DISABILITIES COUNCIL	\$22,918	\$756	\$1,826	\$0	\$1,826	241.42%	\$1,070
ANF	ALA	ADMINISTRATIVE LAW APPEALS DIVISION	\$117,718	\$3,885	\$53,794	\$0	\$53,794	1384.76%	\$49,909
ANF	ANF	EXECUTIVE OFFICE FOR ADMINISTRATION AND FINANCE	\$18,556,056	\$612,350	\$498,283	\$0	\$498,283	81.37%	(\$114,066)
ANF	ATB	APPELLATE TAX BOARD	\$1,621	\$54	\$0	\$0	\$0	0.00%	(\$54)
ANF	BSB	BUREAU OF THE STATE HOUSE	\$1,295,621	\$42,756	\$279,684	\$0	\$279,684	654.15%	\$236,929
ANF	CSC	CIVIL SERVICE COMMISSION	\$7,520	\$248	\$0	\$0	\$0	0.00%	(\$248)
ANF	DCP	CAPITAL ASSET MANAGEMENT AND MAINTENANCE DIVISION	\$136,973,213	\$4,520,116	\$5,963,131	\$0	\$5,963,131	131.92%	\$1,443,015
ANF	DOR	DEPARTMENT OF REVENUE	\$10,543,341	\$347,930	\$424,115	\$0	\$424,115	121.90%	\$76,185
ANF	GIC	GROUP INSURANCE COMMISSION	\$2,666,180	\$87,984	\$3,022	\$0	\$3,022	3.43%	(\$84,962)
ANF	HRD	HUMAN RESOURCES DIVISION	\$1,390,332	\$45,881	\$240,257	\$0	\$240,257	523.65%	\$194,376
ANF	LIB	GEORGE FINGOLD LIBRARY	\$5,551	\$183	\$1,987	\$0	\$1,987	1084.50%	\$1,803
ANF	OHA	MASSACHUSETTS OFFICE ON DISABILITY	\$47,000	\$1,551	\$6,833	\$0	\$6,833	440.54%	\$5,282
ANF	OSD	DIVISION OF OPERATIONAL SERVICES	\$5,273,555	\$174,027	\$1,240,205	\$0	\$1,240,205	712.65%	\$1,066,178
ANF	PER	PUBLIC EMPLOYEE RETIREMENT ADMINISTRATION	\$968,239	\$31,952	\$8,407	\$0	\$8,407	26.31%	(\$23,545)
ANF	TRB	TEACHERS RETIREMENT BOARD	\$2,051,728	\$67,707	\$26,146	\$0	\$26,146	38.62%	(\$41,561)
		TOTAL	\$179,920,595	\$5,937,380	\$8,747,689	\$0	\$8,747,689	147.33%	\$2,810,310
CAD	CAD	COMMISSION AGAINST DISCRIMINATION	\$401,275	\$13,242	\$3,977	\$0	\$3,977	30.04%	(\$9,265)
		TOTAL	\$401,275	\$13,242	\$3,977	\$0	\$3,977	30.04%	(\$9,265)
DAC	DAC	DISABLED PERSONS PROTECTION COMMISSION	\$503,071	\$16,601	\$94,428	\$0	\$94,428	568.80%	\$77,827
		TOTAL	\$503,071	\$16,601	\$94,428	\$0	\$94,428	568.80%	\$77,827
DOT	DOT	MASSACHUSETTS DEPARTMENT OF TRANSPORTATION	\$1,000,294,606	\$33,009,722	\$20,343,231	\$0	\$20,343,231	61.63%	(\$12,666,491)

		TOTAL	\$1,000,294,606	\$33,009,722	\$20,343,231	\$0	\$20,343,231	61.63%	(\$12,666,491)
EDU	DOE	DEPARTMENT OF ELEMENTARY & SECONDARY EDUCATION	\$50,671,162	\$1,672,148	\$1,486,722	\$0	\$1,486,722	88.91%	(\$185,426)
EDU	EDU	EXECUTIVE OFFICE OF EDUCATION	\$17,971,913	\$593,073	\$3,210,173	\$0	\$3,210,173	541.28%	\$2,617,100
EDU	EEC	DEPARTMENT OF EARLY EDUCATION & CARE	\$164,910,784	\$5,442,056	\$24,526,377	\$0	\$24,526,377	450.68%	\$19,084,321
EDU	RGT	DEPARTMENT OF HIGHER EDUCATION	\$4,939,035	\$162,988	\$2,161	\$0	\$2,161	1.33%	(\$160,827)
250		TOTAL	\$238,492,893	\$7,870,265	\$29,225,433	\$0	\$29,225,433	371.34%	\$21,355,167
EED	DOB	DIVISION OF BANKS	\$374,663	\$12,364	\$13,292	\$0	\$13,292	107.51%	\$929
EED	DOI	DIVISION OF INSURANCE	\$520,997	\$17,193	\$128,367	\$0	\$128,367	746.63%	\$111,174
EED	DOS	DIVISION OF STANDARDS	\$23,755	\$784	\$2,850	\$0	\$2,850	363.56%	\$2,066
EED	EED	EXECUTIVE OFFICE OF ECONOMIC DEVELOPMENT	\$743,059	\$24,521	\$0	\$0	\$0	0.00%	(\$24,521)
EED	MMP	MASSACHUSETTS MARKETING PARTNERSHIP	\$738,540	\$24,372	\$23,938	\$0	\$23,938	98.22%	(\$434)
EED	OCD	DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT	\$151,326,117	\$4,993,762	\$27,801,690	\$0	\$27,801,690	556.73%	\$22,807,929
EED	REG	DIVISION OF PROFESSIONAL LICENSURE	\$1,085,159	\$35,810	\$4,324	\$0	\$4,324	12.08%	(\$31,486)
EED	SCA	OFFICE OF CONSUMER AFFAIRS AND BUSINESS REGULATION	\$55,280	\$1,824	\$15,081	\$0	\$15,081	826.72%	\$13,257
EED	SEA	DEPARTMENT OF BUSINESS AND TECHNOLOGY	\$7,539	\$249	\$2,342	\$0	\$2,342	941.42%	\$2,093
EED	TAC	DEPARTMENT OF TELECOMMUNICATION AND CABLE	\$79,485	\$2,623	\$5,788	\$0	\$5,788	220.67%	\$3,165
		TOTAL	\$154,954,595	\$5,113,502	\$27,997,674	\$0	\$27,997,674	547.52%	\$22,884,172
EHS	CHE	SOLDIERS' HOME IN MASSACHUSETTS	\$1,727,618	\$57,011	\$243,441	\$0	\$243,441	427.00%	\$186,430
EHS	DMH	DEPARTMENT OF MENTAL HEALTH	\$374,054,506	\$12,343,799	\$6,337,550	\$0	\$6,337,550	51.34%	(\$6,006,249)
EHS	DMR	DEPARTMENT OF DEVELOPMENTAL SERVICES	\$1,082,703,850	\$35,729,227	\$27,036,188	\$0	\$27,036,188	75.67%	(\$8,693,039)
EHS	DPH	DEPARTMENT OF PUBLIC HEALTH	\$257,972,305	\$8,513,086	\$26,801,215	\$0	\$26,801,215	314.82%	\$18,288,129
EHS	DSS	DEPARTMENT OF CHILDREN AND FAMILIES	\$309,675,826	\$10,219,302	\$2,662,918	\$0	\$2,662,918	26.06%	(\$7,556,384)
EHS	DYS	DEPARTMENT OF YOUTH SERVICES	\$66,191,041	\$2,184,304	\$2,979,055	\$0	\$2,979,055	136.38%	\$794,751
EHS	EHS	EXECUTIVE OFFICE OF HEALTH AND HUMAN SERVICES	\$279,835,304	\$9,234,565	\$9,371,950	\$0	\$9,371,950	101.49%	\$137,385
EHS	ELD	DEPARTMENT OF ELDER AFFAIRS	\$356,129,393	\$11,752,270	\$13,274,823	\$0	\$13,274,823	112.96%	\$1,522,553
EHS	HLY	SOLDIERS' HOME IN HOLYOKE	\$1,794,099	\$59,205	\$72,981	\$0	\$72,981	123.27%	\$13,775
EHS	MCB	MASSACHUSETTS COMMISSION FOR THE BLIND	\$11,189,438	\$369,251	\$1,011,571	\$0	\$1,011,571	273.95%	\$642,319
EHS	MCD	COMMISSION FOR THE DEAF AND HARD OF HEARING	\$1,900,721	\$62,724	\$95,164	\$0	\$95,164	151.72%	\$32,440
EHS	MRC	MASSACHUSETTS REHABILITATION COMMISSION	\$55,746,700	\$1,839,641	\$8,468,732	\$0	\$8,468,732	460.35%	\$6,629,091
EHS	ORI	OFFICE FOR REFUGEES AND IMMIGRANTS	\$2,268,694	\$74,867	\$78,976	\$0	\$78,976	105.49%	\$4,109
EHS	VET	DEPARTMENT OF VETERANS SERVICES	\$702,151	\$23,171	\$78,940	\$0	\$78,940	340.68%	\$55,769
EHS	WEL	DEPARTMENT OF TRANSITIONAL ASSISTANCE	\$22,204,361	\$732,744	\$2,334,192	\$0	\$2,334,192	318.55%	\$1,601,448
		TOTAL	\$2,824,096,006	\$93,195,168	\$100,847,697	\$0	\$100,847,697	108.21%	\$7,652,529
ENV	AGR	DEPARTMENT OF AGRICULTURAL RESOURCES	\$946,347	\$31,229	\$114,800	\$0	\$114,800	367.60%	\$83,570
ENV	DCR	DEPARTMENT OF CONSERVATION AND RECREATION	\$79,007,201	\$2,607,238	\$6,953,236	\$0	\$6,953,236	266.69%	\$4,345,999
ENV	DPU	DEPARTMENT OF PUBLIC UTILITIES	\$1,659,504	\$54,764	\$16,310	\$0	\$16,310	29.78%	(\$38,454)
ENV	ENE	DEPARTMENT OF ENERGY RESOURCES	\$2,094,391	\$69,115	\$1,034,200	\$0	\$1,034,200	1496.35%	\$965,085
ENV	ENV	EXECUTIVE OFFICE OF ENERGY AND ENVIRONMENTAL AFFAIRS	\$8,661,052	\$285,815	\$262,842	\$0	\$262,842	91.96%	(\$22,973)
ENV	EQE	DEPARTMENT OF ENVIRONMENTAL PROTECTION	\$8,806,478	\$290,614	\$700,699	\$0	\$700,699	241.11%	\$410,085
ENV	FWE	DEPARTMENT OF FISH AND GAME	\$8,174,193	\$269,748	\$2,700,019	\$0	\$2,700,019	1000.94%	\$2,430,270
ENV	SRB	STATE RECLAMATION BOARD	\$1,393,384	\$45,982	\$10,708	\$0	\$10,708	23.29%	(\$35,273)
		TOTAL	\$110,742,550	\$3,654,504	\$11,792,813	\$0	\$11,792,813	322.69%	\$8,138,309
EOL	EOL	DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT	\$12,439,621	\$410,507	\$866,168	\$0	\$866,168	211.00%	\$455,661
		TOTAL	\$12,439,621	\$410,507	\$866,168	\$0	\$866,168	211.00%	\$455,661
EPS	CDA	EMERGENCY MANAGEMENT AGENCY	\$2,936,720	\$96,912	\$71,734	\$0	\$71,734	74.02%	(\$25,178)
EPS	CHS	CRIMINAL JUSTICE INFORMATION SERVICES DEPARTMENT	\$229,049	\$7,559	\$0	\$0	\$0	0.00%	(\$7,559)
EPS EPS	CJT CME	MUNICIPAL POLICE TRAINING COMMITTEE  CHIEF MEDICAL EXAMINER	\$875,834	\$28,903	\$45,764	\$0 \$0	\$45,764	158.34%	\$16,862 (\$48,457)
EPS	DFS	DEPARTMENT OF FIRE SERVICES	\$1,980,027 \$3,061,208	\$65,341 \$101,020	\$16,884 \$794,295	\$0 \$0	\$16,884 \$794,295	25.84% 786.28%	(\$48,457) \$693,275
EPS	DOC	DEPARTMENT OF FIRE SERVICES  DEPARTMENT OF CORRECTION	\$29,687,710	\$979,694	\$2,618,793	\$0	\$2,618,793	267.31%	\$1,639,098
EPS	EPS	EXECUTIVE OFFICE OF PUBLIC SAFETY & SECURITY	\$29,687,710	\$979,694 \$741,448	\$2,618,793	\$0	\$2,618,793	169.58%	\$1,639,098
EPS	MIL	MILITARY DIVISION	\$8,699,978	\$287,099	\$1,884,734	\$0	\$1,884,734	656.47%	\$1,597,635
EPS	PAR	PAROLE BOARD	\$1,232,402	\$40,669	\$3,103	\$0	\$3,103	7.63%	(\$37,567)
EPS	POL	DEPARTMENT OF STATE POLICE	\$25,457,484	\$840,097	\$3,235,509	\$0	\$3,235,509	385.14%	\$2,395,412
EPS	SOR	SEX OFFENDER REGISTRY	\$496,075	\$16,370	\$132,232	\$0	\$132,232	807.74%	\$115,861
2. 5	55.1	TOTAL	\$97,124,610	\$3,205,112	\$10,060,392	\$0	\$10,060,392	313.89%	\$6,855,280
GOV	GOV	GOVERNORS OFFICE	\$35,545	\$1,173	\$0	\$0	\$0	0.00%	(\$1,173)
55.		TOTAL	\$35,545	\$1,173	\$0	\$0	\$0	0.00%	(\$1,173)
ITD	ITD	EXECUTIVE OFFICE OF TECHNOLOGY SERVICES AND SECURITY	\$75,263,314	\$2,483,689	\$1,380,713	\$0	\$1,380,713	55.59%	(\$1,102,976)
		TOTAL	\$75,263,314	\$2,483,689	\$1,380,713	\$0	\$1,380,713	55.59%	(\$1,102,976)
MCCA	MCCA	MASSACHUSETTS CONVENTION CENTER AUTHORITY	\$29,896,778	\$986,594	N/A	\$80,877	N/A	N/A	N/A
		TOTAL	\$29,896,778	\$986,594	N/A	\$80,877	N/A	N/A	N/A
MGC	MGC	MASSACHUSETTS GAMING COMMISSION	\$6,462,819	\$213,273	\$1,764,509	\$0	\$1,764,509	827.35%	\$1,551,236
		TOTAL	\$6,462,819	\$213,273	\$1,764,509	\$0	\$1,764,509	827.35%	\$1,551,236
			30, <del>1</del> 02,013	7213,273	71,704,303	Į JU	¥1,70 <del>4</del> ,303	027.3370	71,331,230

MHA	١	MHA	MASSHOUSING	\$14,790,530	\$488,087	N/A	\$0	N/A	N/A	N/A
			TOTAL	\$14,790,530	\$488,087	N/A	\$0	N/A	N/A	N/A
			YEAR TO DATE GRAND TOTAL	\$4,745,418,806	\$156,598,821	\$213,124,725	\$80,877	\$213,124,725	136.10%	\$58,000,585

## Appendix F: Vendor List – Direct Spending

The following is a list of diverse and small businesses with which the Commonwealth departments did business directly in FY2019, including certifications held during the year. Additional notations:

\* Company certification no longer valid at the time of report publication. +PBE paid for a construction project awarded prior to April 12, 2016.

21ST CENTURY HOME CARE INC (MBE/WBE, SBPP) 3LPLACE INC (SBPP) 4 SEASONS PROPERTY MANAGEMENT LLC (VBE, SBPP) 495 TRUCK & AUTO RECYLCLERS (SBPP) 908 DEVICES INC. (SBPP) A & D COLD STORAGE, INC. (SBPP) A BOILARD SONS INC (SBPP) A M APPRAISAL ASSOCIATES, INC (SBPP) A PEREIRA CONSTRUCTION CO INC (PBE+) A PLUS CONSTRUCTION SERVICES CORP (SBPP) A R BELLI INC (WBE) A W GIFFORD INC (SBPP) A-1 BATTERY & ELECTRIC INC (SBPP) A1 DATASHRED, LLC (WBE) ABBEY RD HOME CARE SERVICES INC (WBE, SBPP) ABIDE INC (WBE) ABRIDGE INFO SYSTEMS INC (MBE, SBPP) AC & R SUPPLY CO (SBPP) AC&M FIRE EQUIPMENT INC (SBPP) ACCELARE INC (SBPP) ACCENT BANNER LLC (WBE) ACCESS INVESTIGATIONS INC (SBPP) ACCURATE TERMITE & PEST CONTROL CO INC (SBPP) ACE MEDICAL SERVICES INC (MBE) ACE TEMPERATURE CONTROL (SBPP) ACIRON CONSULTING INC (MBE) ACK MARINE & GENERAL CONTRACTING LLC (WBE) ACT VEHICLE EQUIPMENT INC (SBPP) ACTION APPAREL INC. (SBPP) ACTION FOR BOSTON COMMUNITY (MBE/WBE) ACTION INC (SBPP) ACTION MARINE & WATER SPORTS INC (SBPP) ADAMS PLUMBING & HEATING, INC. (WBE) ADAMSON INDUSTRIES CORP (WBE, SBPP) ADAPTIVE SPORTS NEW ENGLAND (SBPP) ADAPTIVISION INC (SBPP) ADOLESCENT CONSULTATION (SBPP) ADS ENVIRONMENTAL ENGINEERING, LLC (SBPP) ADVANCE AIR & HEAT CO INC (WBE, SBPP) ADVANCED ALARM SYSTEMS INC (SBPP) ADVANCED PRESENTATION SYSTEMS INC (MBE/WBE) ADVERTISING PRODUCTS CORP (WBE, SBPP) AETNA CORPORATION (SBPP) AHEARN EQUIPMENT INC (WBE) AI ENGINEERS INC (MBE) AIDS PROJECT WORCESTER INC (SBPP) AIR CLEANING SPECIALISTS OF NE (SBPP) ALDORE TETREAULT & SONS INC (WBE) ALICE GRAHAM-BROWN (SBPP) ALL COMM TECHNOLOGIES INC (SBPP) ALL OUT ADVENTURES INC (SBPP) ALL SPORTS HEROES UNIFORMS (WBE) ALL STATE WASTE INC (WBE, SBPP) ALLEN & MAJOR ASSOCIATES INC. (SDVOBE, SBPP) ALLIANCE DETECTIVE & SECURITY (WBE) ALLIANCE HM CARE VSTG NURSE AGENCY (MBE/WBE, SBPP) ALLIED COLLISION CTR OF MIDDLE (SBPP) ALLIED HOME HEALTH CARE INC (SBPP) ALLSTATE FIRE EQUIPMENT INC (SBPP)

ALPHA IDENTIFICATION INC (MBE/WBE, SBPP)

AMDA ENTERPRISES INC (WBE, SBPP)

AMERICAN CHINESE CHRISTIAN (MBE, SBPP) AMERICAN DOCTORS ONLINE (SBPP) AMERICAN ENVIRONMENTAL, INC. (MBE) AMERICAN FIRE EQUIPMENT CO INC (SBPP) AMERICAN MOVING & INSTALLATION INC (WBE) AMERICAN PEST SOLUTIONS INC (SBPP) AMERICAN SERVICE CO INC (SBPP) AMERICAN TRANSMEDIA LLC (SBPP) AMERICAN VETERANS TRUCKING, INC. (SDVOBE) AMY SELTZER HEDISON (SBPP) AMY SOBEL (SBPP) AMY STAMM (SBPP) AMY WELLS (SBPP) ANALYTICAL BALANCE CORP (SBPP) ANDERSEN & SCOLARI INC (SBPP) ANDREAS POLICE SUPPLY INC (WBE, SBPP) ANDY RAMOS ELECTRIC LLC (MBE,SDVOBE, SBPP) ANGELA M BENSON (SBPP) ANN BEHA ARCHITECTS INC (MBE) ANTONELLIS CONSTRUCTION INC (MBE, SBPP) APC DEVELOPMENT GROUP, INC (VBE) APEX HEALTHCARE SERVICES INC (WBE) APOLLO SAFETY INC (VBE, SBPP) APPLIED FORM + SPACE LLC (MBE) AQUATIC RESTORATION CONSULTING LLC (WBE) ARCAND SALES & SERVICE INC (SBPP) ARCHAEOLOGICAL & HISTORICAL SERVICES INC (WBE) ARCHITECTURAL ENGINEERS INC (WBE) ARCHITERRA INC (WBE) ARGUS COMMUNICATIONS INC (MBE) ARIDELL ASSOCIATES LLC (SBPP) ARMOR DOOR & LOCK INC (SBPP) ARROW SECURITY CO. INC (SDVOBE, VBE\*) ARVEST PRESS INC (WBE) ASAP FIRE & SAFETY CORP INC (SBPP) ASIAN COMMUNITY DEVELOPMENT CORPORAT (MBE, SBPP) ASIAN TASK FORCE AGAINST (MBE/WBE) ASSABET MACK SERVICE INC (SBPP) ASSOCIATION OF GOVERNMENT (SBPP) ASSOCIATION OF HAITIAN WOMEN (SBPP) ATANE ENGINEERS PC (MBE) ATKINSON CARPET INSTALLATION (WBE) ATL CONST INC (SBPP) ATLANTIC EQUIPMENT LLC (SBPP) ATLANTIC HEARING CARE INC (SBPP) ATTENTIVE HOME CARE INC (MBE/WBE, SBPP) AUDIOLOGY & HEARING SOLUTIONS INC (SBPP) AULSON CO INC (SDVOBE, SBPP) AXIOM COLLABORATIVE INC (MBE/WBE) AXIOM PARTNERS INC (SBPP) AYALA LIVNY (SBPP) B C CONSTRUCTION CO INC (SDVOBE) B2B HOLDINGS INC (WBE, SBPP) BANKS II QUAN ASSOCIATES (WBE, SBPP) BANNER ENVIRONMENTAL SERVICES INC (WBE) BARABARA KROL-SINCLAIR (SBPP) BARGMANN HENDRIE & ARCHETYPE INC. (WBE) BAY COLONY GROUP INC (VBE, SBPP) BAY STATE ALARM SECURITY INC (SDVOBE) BAY STATE BUILDING SPECIALTIES INC (SBPP) BAY STATE ENVELOPE INC (WBE)

BAYADA HOME HEALTH CARE INC (SBPP) BAYLINE INC (SBPP) BAYSIDE ENGINEERING INC (SBPP) BAYSTATE DRIVER LICENSING CONSULTNTS INC (SBPP) BAYSTATE MOBILE VETERINARY SERVICES (SBPP) BBE CORPORATION (WBE) BC TENT & AWNING CO INC (SBPP) BEAVERBROOK STEP INC (WBE) BEHAVIORAL HEALTH NETWORK INC (WBE) BELCHERTOWN AUTO PARTS INC (SBPP) BELCHERTOWN DAY SCHOOL (SBPP) BELGRAVE BUSINESS GROUP INC (MBE, VBE, SBPP) BEME WATER SYSTEM SOL INC (SBPP) BERKSHIRE AREA HEALTH (WBE, SBPP) BERKSHIRE FAMILY YOUNG MENS CHRSTN ASSOC (SBPP) BERKSHIRE HILLS MUSIC ACADEMY (SBPP) BERKSHIRE HOME CARE, INC (SBPP) BERKSHIRE SOUTH REGIONAL (SBPP) BERKSHIRE TRAINING AND EMPLOYMENT, INC. (SBPP) BERKSHIRE UNITED WAY (SBPP) BEST PAINT CORPORATION (SBPP) BESTPRO CLEANING LLC (MBE/WBE, SBPP) BETTS PLUMBING & HEATING SUPPLY INC (WBE, SBPP) BEVCO ASSOCIATES INC (MBE/WBE) BEVERLY CHILDRENS LEARNING CTR INC (WBE, SBPP) BIDDOCS ONLINE INC. (WBE, SBPP) BIERMANN SERVICES INC (WBE) BIG FOOT MOVING & STORAGE INC (SBPP) BIGELOW NURSERIES INC (WBE) BILL TOMPKINS CORP (WBE, SBPP) BIOMARINE RESEARCH CORP (SBPP) BMC CORPORATION (SBPP) BMCA INC (VBE, SBPP) BOSHCO INC (SBPP) BOSTON ALCOHOLISMAND SUBSTANCE (SBPP) BOSTON ASIAN YOUTH ESSENTIAL (MBE) BOSTON AUTOMATIC TIME CLOCK CO (SBPP) BOSTON BENEFIT PARTNERS LLC (WBE\*) BOSTON BUSINESS PRINTING INC (SBPP) BOSTON CHINATOWN NEIGHBORHOOD CENTER (MBE, SBPP) BOSTON MAILING COMPANY INC (WBE) BOSTON RESCUE MISSION INC (SBPP) BOYDEN & PERRON GARAGE, INC (SBPP) BOYS & GIRLS CLUB FAMILY CENTER, INC. (MBE) BOYS & GIRLS CLUB OF (SBPP) BOYS & GIRLS CLUB OF WOBURN INC (SBPP) BOYS & GIRLS CLUBS OF METRO SOUTH (SBPP) BOYS AND GIRLS CLUB OF GREATER LOWELL (SBPP) BOYS AND GIRLS CLUBS OF METROWEST INC (SBPP) BRAND COMPANY INC (SBPP) BREDY NETWORK MANAGEMENT CORPORATION (MBE) BRIECOR INC (SBPP) BRIGHAM INDÚSTRIÉS INC (WBE) BRISTOL ELDER SERVICES INC (WBE) BRITE-LITE ELEC CO INC (SBPP) BROCKTON AREA MULTI-SERVS INC (MBE) BROOKVIEW HOUSE INC (MBE) BROWN RICHARDSON & ROWE INC (WBE) BRUSH HILL TRANSPORTATION COMPANY (SBPP) BRYAN HORCH (SBPP) BULLDOG FIRE APPARATUS (SBPP)

BURNELL CONTROLS INC (SBPP) BUSINESS INK CO (WBE) BUYER ADVERTISING INC (WBE) C & A CONSTRUCTION CO (WBE/PBE+) C & C CONSULTING ENGINEERS LLC (MBE) C A CROWLEY ENGINEERING INC (WBE) C W DOUGLAS CO INC (SBPP) CAIN 176 CORP (SBPP) CAM OFFICE SERVICES INC (MBE/WBE) CAMBRIDGE COMMUNITY CENTER INC (SBPP) CAMPROMO PARTNERS LLC (SBPP) CANDACE SAUNDERS (SBPP) CAPE ANN TRANSPORT AUTHORITY (SBPP) CAPE COD BATTERY INC (SBPP) CAPE COD CHILDREN S PLACE INC (WBE) CAPEWAY ROOFING SYSTEMS INC (PBE) CAPUANO PRIVATE HOME CARE INC (SBPP) CARACAS CONSTRUCTION CORP (MBE) CAREY AUTO INC (SBPP) CARIBBEAN FOUND OF BOSTON INC (SBPP) CARING HEALTH CENTER INC (MBE) CARROLL COMMUNICATIONS GROUP LLC (SBPP) CASA ESPERANZA INC. (MBE) CASA MYRNA VAZQUEZ INC (WBE) CASES CASES INC (SBPP) CASSIDY CORP. (SBPP) CATHERINE M GALLAGHER (SBPP) CATHERINE RAHILLY-TIERNEY MD (WBE) CAUSEMEDIA INC (MBE/WBE) CAVALIER COACH CORPORATION (WBE) CAVENDISH SCOTT EAST INC (SBPP) CDW CONSULTANTS INC (WBE, SBPP) CELESTE J CROXTON (MBE/WBE) CELESTE N DERECHO PHD (WBE, SBPP) CELESTE R WILSON (SBPP) CENTER FOR HUMAN (WBÉ) CENTER OF HOPE FOUNDATION, INCORPORATED (WBE) CENTRAL BOSTON ELDER SERVICES INC (MBE) CENTRAL BUREAU OF INVESTIGATION INC (WBE, SBPP) CENTRAL CEILINGS INC (VBE) CENTRAL MASS AREA HEALTH (WBE) CENTRO LAS AMERICAS INC (MBE) CENTURY HOMECARE LLC (MBE/WBE) CENTURY PAVING & CONST CORP (SBPP) CF MEDICAL INC (WBE) CFP LAW GRP CALNAN FREELEY&PELLEGRINI PC (WBE) CHARLES G. GIFFORD (SBPP) CHARTER CONTRACTING COMPANY LLC (MBE) CHELMSFORD AUTO ELECTRIC INC (SBPP) CHEM NUT EQUIPMENT INC. (SBPP) CHEVIN FLEET SOLUTIONS LLC (SBPP) CHICOPEE CHILD DEVELOPMENT (SBPP) CHILD WELFARE LEAGUE OF (SBPP) CHILDREN'S SERVICES OF ROXBURY, INC. (MBE) CHILDREN'S TRUST, INC. (SBPP) CHOICE COMMUNITY SUPPORTS INC (SBPP) CHOPCHOP FAMILY, INC. (WBE, SBPP) CHRISTINE MILLER (WBE) CICORIA TREE & CRANE SERVICE I (SBPP) CINDY MURPHY (SBPP) CITIWORKS, CORP. (SBPP)

CITIZEN SECURITY CORP (SBPP) DEFTHANDS (SBPP) E-SQUARED CONSULTING CORPORATION (MBE) HARBORCOV INC (WBE) DELECTABLE DESIRES PASTRIES INC (MBE/WBE) HARMONY HEALTHCARE INTERNATIONAL INC (WBE, SBPP) CITIZENS INN INC (SBPP) ESS GROUP INC (SBPP) CITY POINT PARTNERS LLC (WBE) DELUCCA FENCE COMPANY INC (WBE) EVALOGIC SERVICES, INC. (SBPP) HAWKINS POINT PARTNERS LLC (WBE) CITY SEALCOATING INC (SBPP) DENNISON MEMORIAL COMMUNITY CENTER (SBPP) EVE BASSETT (SBPP) HAYDEN SAFE & LOCK CO INC (SBPP) CITYWIDE MASS PAINTING INC (MBE/WBE, SBPP) DESCHAMPS PRINTING CO INC (SBPP) EXPERTCON INC (MBE, SBPP) HAYWOOD ASSOCIATES INC (SBPP) CLARENDON HILL CONSULTING LLC (WBE) DESIGN DIVISION INC (SBPP) EXPORT ENTERPRISES OF MA INC (SBPP) HEALING ABUSED WORKING FOR CHANGE, INC. (WBE) CLAUDINE GAJ (WBE) DEVALLES MEMORIAL FAMILY (WBE) FAIRFAX DATA SYSTEMS INC (MBE, VBE) HEALTH IMPERATIVES, INC (WBE) CLE ENGINEERING INC (WBE, SBPP) DEVELOPMENTAL DISABILITIES (SBPP) FAMILY DAY CARE PROGRAM (MBE/WBE) HEALTH QUARTERS INC (WBE, SBPP) CLEAN CUT SOLUTIONS, LLC (SBPP) DEVELOPMENTAL EVALUATION (WBE) FDR CENTER FOR P & O (SBPP) HEALTH TRAINING EDUCATIONAL SERVS INC (SBPP) CLIVUS NEW ENGLAND INC (SBPP) DEVON LANE FARM SUPPLY INC (SBPP) FELIX A MARINO CO INC (SBPP) HEALTHY CHILDREN PROJECT INC (WBE) FENNICK MCCREDIE ARCHITECTURE LTD (WBE) CODMAN SQUARE HEALTH CENTER (MBE) DG MARSHALL ASSOCIATES INC (SBPP) HELEN JONES (SBPP) COHEN CLEARY, PC (SBPP) DHK ARCHITECTS, INC. (MBE, SBPP) FERRARA SPRING WORKS INC (WBE) HELENE KARL ARCHITECTS INC (WBE, SBPP) FIELD TO TABLE INC (SBPP) COLD SPRING ENV CONSULT (SBPP) DIETZ & COMPANY ARCHITECTS INC (WBE) HELP SERVICES FOR THE (MBE) DIGITAL PROSPECTORS CORP (WBE) COLORTRIEVE SYSTEMS INC. (VBE\*, SBPP) FINEGOLD ALEXANDER ARCHITECTS, INC. (WBE) HERCULES SLR (US) INC (SBPP) COMEAU EXCAVATING INC (WBE) DILLON BOILER SERVICES CO INC (VBE) FINEPOINT ASSOCIATES LLC (WBE) HFSE INC (WBE, SBPP) COMMODORE BUILDERS CORPORATION (VBE) DIMOCK COMMUNITY HEALTH CTR (MBE) FIRE SYSTEMS INC (SBPP) HIGGINS ENERGY ALTERNATIVES (SBPP) DISABILITY POLICY CONSORTIUM INC (SBPP) FIRST CHURCH IN CAMBRIDGE (SBPP) HIGH 5 ADVENTURE LEARNING (SBPP) COMMONWEALTH FAMILY (WBE) COMMONWEALTH INFORMATICS, INC. (SBPP) DISABILITY RESOURCE CENTER INC (SBPP) FIRST WORLD USA INC (MBE, SBPP) HIGH COUNTRY WORKWEAR INC (SBPP) COMM-TRACT CORP (SBPP) DISMAS HOUSE OF MASS., INC. (SBPP) FLETCHER SEWER & DRAIN INC (WBE) HILDEBRAND FAM SELF HELP CTR (SBPP) COMMUNITY ACTION OF THE FRANKLIN HAM (WBE) DIVERSIFIED TECHNOLOGY CONSLTS (MBE) FLN-MAR RUBBER & PLASTICS INC (SBPP) HINES DERM, ASSOC, INC. (MBE/WBE) COMMUNITY ACTION PIONEER VALLEY, INC. (W/NPO) DODSON & FLINKER INC (SBPP) FLOWETIK, LLC (SBPP) HI-WAY SAFETY SYSTEMS INC (WBE) COMMUNITY ADOLESCENT RESOURCE (WBE, SBPP) DOMENIC QUARAGLIA ENGINEERING, INC. (SBPP) FOLAN WATERPROOFING (WBE) HOLYOKE HEALTH CENTER INC (MBÉ) COMMUNITY AUTISM RESOURCES INC (WBE, SBPP) DOMINIC J GERVASI (SBPP) FORTRESS INC (MBE) HOMES FOR FAMILIES INC (SBPP) COMMUNITY FIRE & POLICE (SBPP) DONALD ROCKHEAD (MBE) FOWLER PRINTING & GRAPHICS INC (WBE) HOPE RESTORED HUMAN SERVICES (MBE, SBPP) COMMUNITY HEALTH PROG INC (W/NPO\*) DONLON DRAPER INC (SBPP) FRANKLIN II INC (SBPP) HOPE W KENEFICK (WBE) COMMUNITY NETWORKS CORPORATION (SBPP) DONNA JACKSON (SBPP) FRANKLIN LAND TRUST INC (SBPP) HORSLEY & WITTEN INC (SBPP) COMMUNITY REHAB CARE INC (WBE\*, SBPP) DORIS O WONG ASSOCIATES INC (MBE/WBE, SBPP) FRIENDS OF CHILDREN INC (SBPP) HOUSE OF WAX TOUCHFREE CARWASH INC (SBPP) COMMUNITY SERVICE NETWORK INC (WBE) DOROTHEA M ROURKE (SBPP) FULLERTON HEATING INC (SBPP) HOUSING FAMILIES INC. (SBPP) HRV CONFORMANCE VERIFICATION ASSOC INC (WBE)
HUB GLASS SERVICES INC (WBE) COMMUNITY WORKSHOPS INC (SBPP) DOVE, INC. (WBE, SBPP) G & L LABS, INC. (SBPP) COMPREHENSIVE ENVIRONMENTL INC (WBE, SBPP) DPV TRANSPORTATION INC (MBE) G A BLANCO & SONS INC (MBE, SBPP) COMTRONICS CORP (WBE) DRAIN SHOOTER INC (WBE) G T EXCAVATING CORP (WBE) HUMAN SERVICE FORUM, INC (WBE) CONECO ENGINEERS & SCIENTISTS INC (SBPP) DURFEE PLUMBING AND HEATING LLC (SBPP) GAAMHA INCORPORATED (WBE, SBPP) HUNTER SYSTEMS GROUP INC (SBPP) HURST LANDSCAPE AND SITE SERVICES INC (SBPP) CONGREGACION LEON DE JUDA (SBPP) E C DIVERS INC (SBPP) GANDARA MENTAL HEALTH CENTER INC (MBE) E T & L CORP (WBE\*) E W SYKES (SBPP) CONLON PRODUCTS INC (SBPP) GANGI PRINTING INC (WBE) HYDRA TECH, INC (SBPP) GENERAL ENVIRONMENTAL SERVICES INC (WBE, SBPP) IBC OFFSHORE INC (WBE) CONSERVE THRU CONTROL, INC. (SBPP) CONSIDER IT DUNN INC (SBPP) E5 BUILDERS LLC (MBE, VBE, SDVOBE, SBPP) GENERAL SUPPLY & METALS INC (SBPP) ICON ARCHITECTUREINC (WBE) EAGLE FLAG OF AMERICA INC (SBPP) GENESIS CLUB HOUSE INC (SBPP) IDEAL OFFICE SOLUTIONS LLC (SBPP) CONSOLIDATED UTILITIES CORP (SBPP) CONTINENTAL RESOURCES INC (WBE) EAGLE POINT BUILDERS (WBE, SBPP) GERALDINE K SHEA (SBPP) INDEPENDENCE ASSOCIATES INC (SBPP) CONVENTURES INC (WBE) EARLY LEARNING CHILD CARE INC (WBE, SBPP) GFM ENTEPRISES INC (WBE) INDEPENDENCE FARM, INC (SBPP) GIFFORD STREET WELLNESS CENTER, LLC (SBPP) COOK FOREST PRODUCTS INC (WBE) EAST BOSTON ECUMENICAL (SBPP) INDEPENDENCE HOUSE INC (WBE COOLSOFT LLC (MBE) EAST BOSTON SOCIAL CENTERS INC (SBPP) GIRL SCOUTS OF CENTRAL & WESTERN MA INC (SBPP) INDEPENDENT ROOFING COMPANY (SBPP) GIRLS CLUB OF GREENFIELDINC (SBPP) COPLEY COURT REPORTING INC (SBPP) EAST COAST AERO CLUB INC (SBPP) INDUSTRIAL PROTECTION PRODUCTS (SBPP) CORAL M GROUT (SBPP) EAST END HOUSE (SBPP) INDUSTRIAL STEEL & BOIL SERV (SBPP) GIRLS INC OF THE VALLEY (SBPP) COREY A ELIAS (SBPP) EASTERN BAG & PAPER CO INC (WBE) GIRLS INCORPORATED OF GREATER LOWELL (SBPP) INFINART INC (WBE, SBPP) CORNERSTONE CONSTRUCTION SERVICES LLC (SDVOBE, SBPP) ECOLOGIC ENTOMOLOGY LLC (LGBTBE, SBPP) ECONOMIC DEVELOP RESEARCH GRP (SBPP) GIRLS INCORPORATED OF LYNN (WBE) INFRASTRUCTURE LTD (VBE) GLADYS ALLEN BRIGHAM COMMUNITY CTR (WBE) CORPORATION FOR PUBLIC MGMT (SBPP) INNO4 LLC (SBPP) CORRTECH INC. (SBPP) ECONOMIC MOBILITY PATHWAYS INC (WBE) GLASS AND MIRROR (WBE, SBPP) INQUILINOS BORÍCUAS EN ACCION (MBE, SBPP) COUNSEL & ASSÈSS CLINIC & WORCESTER LLC (MBE/WBE) GLOBAL LINK LANGUAGE SERVICES, INC. (WBE, SBPP) INSTITUTE FOR HEALTH AND (WBE) EDCO COLLABORATIVE (SBPP) CRAYON CAMPUS INC. (SBPP) EDGEMERE CONSULTING CORPORATION (SBPP) GLOUCESTER MARINE RAILWAYS CO (SBPP) INSURANCEONE INSURANCE AGENCY INC (MBE, VBE) EDM SERVICES INC. (SBPP) INTEGRATED WILDLIFT CONTROL (WBE)
INTELLIGENT SYS & CONTROLS CONT LLC (SBPP) CRAYON CAMPUS LEARNING CTR INC. (SBPP) GM2 ASSOCIATES INC (MBE) CRIPSUS ATTUCKS CHILDRENS (MBE) GOLDEN HEART HOME HEALTHCARE LLC (MBE) EDUARDO BERINSTEIN TRÁNSLATIONS LLC (MBE) CROSBY SCHLESSINGER & (WBE) EDWARD M. KENNEDY COM HLTH CTR. INC (WBE) GOMES CONSTRUCTION CO INC (WBE/PBE+, SBPP) INTERACTION INSTITUTE FOR (SBPP) CROSS CULTURAL COMM SYSTEM INC (WBE/PBE) EDWARD PAIGE CORPORATION (WBE) INTERCULTURAL PRODUCTIONS, LLC (MBE) GOODWILL INDUSTRIES (SBPP) EDWARD V CASEY (SBPP) GORDON INDUSTRIES INC. (SBPP) INTERNATIONAL BAR-TECH SOLUTIO (SBPP) CROSSROADS FOR KIDS INC (SBPP) CURRY WATERPROOFING & MASONRY REST INC (MBE) ELECTRICAL ENGINEERING & SVC CO (SBPP) GORMAN ACTUARIAL, INC (MBE/WBE, SBPP) INTERNATIONAL INSTITUTE OF GR LAWR (SBPP) INTERPRETERS & TRANSLATORS INC (MBE/WBE) ELECTRICAL INSTALLATIONS INC (WBE) GOVERNMENT SCIENTIFIC SOURCE (VBE) CYNTHIA BANFIELD-WEIR (SBPP) D B I WASTE SYSTEMS INC (SDVOBE) ELECTRONIC SECURTIY & CONTROL (WBE) GRANT STEEL CO INC (SBPP) INTERPRETERS ASSOCIATES INC (MBÈ/WBE, SBPP) D.N. BROTHERS INC (SBPP) ELEVATE BOSTON FOUNDATION INC (SBPP) GRAVES AND DOYLE, ATTORNEYS AT LAW (SBPP) INTERSEMINARIAN-PROJECT PLACE (SBPP) DAGLE ELECTRICAL CONSTR CORP (WBE) ELITE ENVELOPE AND GRAPHICS (SBPP) GREAT GETAWAYS INC (WBE, SBPP) IRON HORSE STRUCTURES (SBPP) ELIX CINTRON (SBPP) GREATER BOSTON MANUFACTURING (SBPP) IRON TREE SERVICE LLC (SBPP) ELIZABETH A. NADOLSKI (SBPP) ELIZABETH STONE HOUSE INC (MBE) DALKIA ENERGY SOLUTIONS, LLC (SBPP) GREATER HOLYOKE YMCA (SBPP)
GREATER LAWRENCE FAMILY HEALTH CENTER (W/NPO\*) ISLAND HEALTH INC. (SBPP) IT MANTRA LLC (MBE/WBE) DANA ANSEL (WBE, SBPP) DANDREO BROS GEN CONTRACT & MASONRY LLC (SBPP) ELLIE'S PET BARN INC (SBPP) GREATER MILFORD EYE ASSOC INC (SBPP) IZ SCHWARTZ APPLIANCE (WBE) GREATER NORTH SHORE LINK, INC. (SBPP) DANIEL P BELANGER II (SBPP) ELLIS MEMORIAL & ELDREDGE (SBPP) J & R PRE-CAST INC (SBPP) DANIEL PENN ASSOCIATES LLC (MBE) EMBREE & WHITE INC (SBPP) GREEN CASTLE BUSINESS SOLUTIONS (MBE, VBE, SBPP) J F GRIFFIN PUBLISHING LLC (SBPP) J J WILMOT CORP (SBPP) DARCY L SCHRAMN (WBE) EMH RECOVERY INC (SBPP) GREEN INTERNATL AFFILIATES INC (MBE) DARTER SPECIALTIES INC (WBE) GREEN STREETS INITIATIVE (SBPP J L RAYMAAKERS & SONS INC (WBE) EMIL FARJO (SBPP) GUARDIAN ENERGY MANAGEMENT SOLUTIONS (SBPP) DAVEN CORP (WBE) EMMAUS INC (WBE) J M BOOTH & ASSOCIATES, INC (SBPP) ENCORE IMAGES INC (WBE) END MASS OVERDOSE, INC (SBPP) J M EQUIPMENT CO INC (SBPP) DAYMARK ENERGY ADVISORS, INC (SBPP) GUERRIERE & HALNON INC (SBPP) DEBOISE CONTRACTORS CO (MBE) GUIDEWIRE, INC. (WBE) J P RIVARD TRAILER SALES INC (SBPP) DEBORAH H. STEVENS (SBPP) ENERGY ENGINEERING & DESIGN INC (VBE) GURNEYS SAW MILL (SBPP) J TROPEANO INC (WBE) ENERGY TECHNOLOGY CO INC (SBPP) HAITIAN AMERICAN PUBLIC HEALTH (MBE) J&J CONTRACTORS INC (MBE) DEBORAH REIDY (WBE) DEBRA POASTER (SBPP) ENLACE DE FAMILIAS DE HOLYOKE (MBE) HALYARD, LLC (SBPP) JACKRABBIT DESIGN, INC. (SBPP) ENVIRONMENTAL INTEGRITY COMPANY LLC (MBE, WBE\*) HAMPSHIRE-FRANKLIN CHILLDRENS (SBPP) JAMAICA PLAIN NEIGHBORHOOD DEVEL CORP (MBE) DEBRA S. BLOCK (SBPP) DECONTAMINATION DECOMMISSION & ENV SVCS (SBPP) EOS APPROACH LLC (WBE) HANRAHAN CONSULTING LLC (SBPP) JAMES E LARKIN INC (SBPP) DEDHAM SPORTSMENS CENTER INC (SBPP) EPSILON ASSOCIATES INC (SBPP) HAPPY DAY CHILD CARE (SBPP) JANE DOE INC MASS COALITION (SBPP) DEFENSE INVESTIGATORS GROUP INC (VBE, SBPP) EPXRESS YOURSELF (MBE) HARBOR HEALTH SERVICES INC (WBE) JBL CONSTRUCTION COMPANY INC (PBE)

JEANNE GEIGER CRISIS CTR INC (WBE) LIFE NEEDS CO-OP INC (SBPP) MENTAL HEALTH ASSOCIATION INC (WBE) NORTH SHORE MOTOR SPORTS (SBPP) JEFF OLLIVIERRE (MBE) LIFE SKILLS INC (WBE) MERRILL C TRUE JR (SBPP) NORTH SHORE VET COUNSELING SER (SBPP) JEFFREY M PERROTTI (SBPP) LIFT & CARE SYSTEMS INC (SBPP) METRO EQUIPMENT CORP (WBE, SBPP) NORTH SUFFOLK MENTAL (WBE) JENNIFER BETH HASHLEY (SBPP) LIFTTRUCK PARTS & SVC II INC (SBPP) METROPOLITAN TELEPHONE CO INC (SBPP) NORTHEAST DOCUMENT CONSERVATION CENTER (SBPP) JENNIFER LEIGH VORCE (SBPP) LIGHTHOUSE WELLNESS AND HEALTH EDUCATION (WBE, SBPP) METROWEST LEGAL SERVICES INC (SBPP) NORTHEAST ENVIROMENTAL LABORAT (WBE, SBPP) NORTHEAST FOREST & FIRE MGMT (VBE, SBPP)
NORTHEAST TRAFFIC CONTROL (SBPP) MG PRODUCTS LLC (WBE, SBPP) JENNIFER LEONARD (SBPP) LIKARR INC (SBPP) JENNIFER TUOMALA (WBE, SBPP) LIM CONSULTANTS INC (MBE/WBE, SBPP) MICHAEL A HARVEY (SBPP) LIN ASSOCIATES INC (MBE, SBPP)
LINDA M PALMER APRN BC LLC (SBPP) NORTHEAST WASTE MANAGEMENT (SBPP)
NORTHERN BERKSHIRE COMMUNITY (SBPP) JENNY LY SHEEHAN (SBPP) MICHAEL J SHEPARD, P.C. (SBPP) JG HOME HEALTH CARE SERVICES (SBPP) MICHAEL P DAVIDS (MBE) JKH ENTERPRISES LLC (SBPP) LIONHEART FOUNDATION (SBPP) MICHAEL R JOHNSON (SBPP) NORTHERN LIGHT PRODUCTIONS (SBPP) LITTLE FOLKS COMMUNITY (SBPP)
LITTLE PEOPLES COLLEGE INC (WBE) NORTHSTAR LEARNING CENTERS INC (MBE, SBPP) JOHN ASHFORD LINK HOUSE INC (SBPP) MICROCAD TRAINING & CONSULTING (MBE) JOHN C CARTWRIGHT (SBPP) MICROTEK INC (WBE)
MIDTOWN HOME HEALTH SERVICE (MBE/WBE) NOW BUSINESS INTELLIGENCE INC (SBPP) JOHN CANTO LANDSCAP & BOBCAT (MBE) LITTLE SISTERS OF ASSUMPTION (SBPP) NPC REPROGRAPHICS CO INC (SBPP) JOHN F KENNEDY FAMILY SERV CENTER INC (SBPP) LIVING IN FREEDOM TOGETHER INC. (SBPP) MILFORD AUDIOLOGYCENTER (SBPP) NU-CHECKER INC (MBE/WBE) JOHN F URATO (SBPP) LIVING INDEPENDENTLY FOR EQUALITY INC (SBPP) MILHENCH INC (WBE) NWI INVESTIGATIVE GROUP INC (SBPP) JOHN GRAHAM (SBPP)
JOHN LEONARD EMPLOYMENT SERVICES INC (WBE) LIZAK BUS SERVICE INC (SBPP) MILLENNIUM PRINTING CORP (WBE) OAKDALE FOUNDATION INC (WBE) LJG ASSOCIATES INC (SBPP) MILLER DYER SPEARS INC (WBE, SBPP) OCCUHEALTH INC (SBPP) JOHN S TUOHY (SBPP) LML GREEN DRY CLEANING LLC (SBPP) MINI WAREHOUSING INC (PBE, SBPP) OCCUPATIONAL REHAB GROUP (SBPP) JOHNSON PAINT COMPANY INC (SBPP) LOWELL ASSOC FOR THE BLIND (SBPP) MINUTEMAN PEST CONTROL CO INC (SBPP) OCEAN STATE SIGNAL CO (WBE/PBE) JONES & FULLER REPORTING INC (SBPP) LOWELL DAY NURSERY ASSOC (SBPP) MINUTEMAN TRUCKS INC (MBE) OCONNOR REAL ESTATE ASSOCS INC (SBPP) JONES ARCHITECTURE INC (SBPP) LOWELL HOUSE INC (SBPP) MJ HENRY & ASSOCIATES, INC (SBPP) OCONNORS AWARDS UNLIMITED INC (SBPP) OHRENBERGER COMMUNITY SCHOOL COUNCIL INC (SBPP) JORDAN ENTERPRISES (MBE, SBPP) LUDLOW CONSTRUCTION CO INC (PBE) ML SCHMITT INC (SBPP) MNJ TECHNOLOGIES DIRECT INC (WBE) JOSEPH A LAVALLEE (SBPP) LUMINOSITY BEHAVIORAL HEALTH SVĆS INC (SBPP) OHS TRAINING & CONSULTING INC (WBE, SBPP) MODERN MARKING PRODUCTS INC (SBPP)
M-O-N LANDSCAPING INC (PBE) ON THE RISE INC (SBPP)
ONE LIFE AT A TIME, INC. (WBE) JS CONTRACTORS INC (SBPP) LVJ TRAILERS & EQUIPMENT LLC (SBPP) LYNN COMMUNITY HEALTH INC (MBE) JSSJR ENTERPRISES INC (SBPP) JULES CATERING INC (WBE) LYNN SHELTER ASSOCIATION INC (SBPP) MONAGHAN PRINTING INC (WBE) ONE SOURCE CONSTRUCTION LLC (WBE/PBE) M & M CONTRACT CLEANING INC (MBE) MONAHANS MARINE INC (SBPP) JULIE ALBETSKI (SBPP) OPPED INC (MBE) OREILLY TALBOT & OKUN ASSOCINC (SBPP)
ORION COMMUNICATIONS INC (WBE) JUSTICE RESOURCE INSTITUTE INC (WBE) M & R CONSULTANTS CORPORATION (MBE) MONROE TRACTOR & IMPL CO INC (WBE) K N E CORPORATION (SBPP) M E OBRIEN & SONS INC (WBE) MORAIS CONCRETE SERVICE INC (WBE/PBE, SBPP) MOSS ELECTRICAL SERVICE INC (SBPP) ORTHOPEDIC TRAUMA P C (SBPP) KANAAN CONSULTING US INC (SBPP) M FRANK HIGGINS & CO INC (WBE) KAREN L SANDLER (SBPP) MOLIFEINC (WBE) MOTHERS FOR JUSTICE AND EQUALITY (MBE/WBE, SBPP) ORTHOTICS & PROSTHETICS LABS (SBPP) KARLA GAGNON (SBPP) M&G HARBOR SERVICES LLC (SBPP) MOURAS CLEANING SERVICE INC (PBE) OUR DEAF SURVIVORS CENTER, INC (SBPP) KATHERINE FLAHERTY (SBPP) MACKAY CONST SERVICES INC (SBPP) MUJERES UNIDAS AVANZANDO (SBPP) OUR FATHERS HOUSE (SBPP OUR SPACE OUR PLACE INC (SBPP) OVERTURE PARTNERS LLC (WBE) KATHRYN C LUSSIER (SBPP) MADISON PARK DEVELOPMENT CORP (MBE, SBPP) MULTI-CULTURAL INDEPENDENT (SBPP) KATIE BROWN EDUCATIONAL PROGRAM (SBPP) MAESTRANZI BROS INC (SBPP) MULTICULTURAL NEURBEHAVIORAL (SBPP) KEANE FIRE & SAFETY EQUIPMENT CO INC (WBE) MAGIC SPOON (WBE) MULTICULTURAL WELLNESS CTR (MBE/WBE) OX BOW MARINA INC (SBPP) KEATING CONSULTING INC (WBE, SBPP) MALLORY HEADSETS INC (MBE/WBE, SBPP) MURPHY HESSE TOOMEY & LEHANE (SBPP) PAIXAO INC (PBE)
PARALLAX CONSULTING LLC (SBPP) MANET COMMUNITY HEALTH CENTER (W/NPO\*) MURPHY SPECIALTY INC (SBPP KEITH L WALKER (SBPP) KENNETH J URATO (MBE) MANSFIELD PAPER CO INC (VBE) MY MARKETING SOLUTIONS INC (WBE) PARENTS HELPING PARENTS (SBPP KENNEY MASONRY LLC (WBE)
KEVILLE ENTERPRISES INC (WBE) MYRNA S GREENFIELD (SBPP)
MYRTISE KRETSEDEMAS (SBPP) MARC KERBLE (SBPP)
MARGARET FULLER (SBPP) PARTNERS FOR HEALTHIER COMMUNITY INC (SBPP) PARTNERS INTERPRETING (SBPP) KHJ INTEGRATED MARKETING INC (WBE) MARIANNE F O'CONNOR (SBPP) MYSTIC LEARNING CENTER INC (SBPP) PATHWAYS FOR CHANGE, INC (WBE, SBPP) KIDDIE KAMPAS INC (WBE) MARIE R DUNN (SBPP) NABS BINDERY SERVICE INC (SBPP) PATHWAYS FOR CHILDREN INC (WBE) KIDS ARE PEOPLE ELEMENTARY (SBPP) MARKET MENTORS LLC (WBE, SBPP) NAMI OF MASSACHUSETTS (SBPP) PATIENT CENTERED MEDICAL CARE INC (MBE/WBE) KIDS UNLIMITED SERVICES INC (WBE, SBPP) MARKET STREET RESEARCH INC (SBPP) NATIONAL OFFICE SYSTEMS NEW ENGLAND INC (SBPP) PATRICIA A FORD (SBPP) KING OPTICAL CO INC (SBPP) MARKETING DOCTOR INC (WBE, SBPP) NATIONAL VAN BUILDERS INC (SBPP) PATRIOT PLUMBING & HEATING, INC. (SBPP) KITTREDGE EQUIPMENT COMPANY INC (WBE) MARTHA'S VINEYARD CENTER FOR LIVING (SBPP) NEAL STEPHEN GLICKMAN (SBPP) PC SURVIVORS OF MASS LLC (WBE, SBPP) MARY C CAPKANIS (W/NPO, SBPP)
MARY JO SCHWIE LOUGHRAN (SBPP) NEPTUNE UNIFORMS & EQUIPMENT INC (SBPP) NEURO REHAB MANAGEMENT INC. (WBE) PEOPLEGIS INC (SBPP) KJP PARTNERS LLP (SBPP) PEOPLESERVE PRS INC (SBPP) KMF SUPPLY INC. (SBPP) MARYANN THOMPSON (WBE)
MASS ASSOC OF EARLY EDUCATION AND CARE (SBPP) NEW BEDFORD FLOOR (MBE, SBPP)
NEW BEDFORD WOMENS CTR INC (WBE) PEREGRINE ENERGY GROUP INC (SBPP)
PERRY DEAN ROGERS & PARTNERS (WBE) KNEELAND CONSTRUCTION COMPANY (SBPP) KOBO UTILITY CONSTRUCTION CORP (SBPP) KOSMOS CONSTRUCTION INC (SBPP) MASS ASSOC OF HEALTH BOARDSINC (SBPP) NEW ECOLOGY INC (SBPP) PEST END INC (WBE) KYRAN RESEARCH ASSOCIATES INC (WBE) MASS COALITION PREVENTION MEDICAL ERRORS (SBPP) NEW ENGLAND AFTERCARE (SBPP) PETERSEN LACHANCE REGAN PINO, LLC (SBPP) MASS CRANE & HOIST SERVICE INC (SBPP) NEW ENGLAND BUILDERS AND (SBPP) PICKET FENCES INCORPORATED (SBPP) KYYBA INC (MBE) NEW ENGLAND FARM WORKERS (MBE)
NEW ENGLAND LABORERS TRAINING (SBPP)
NEW ENGLAND LEARNING CENTER (SBPP) L & L CONTRACTING INC (WBE) L & R SALES INC (SBPP) MASS MENTORING PARTNERSHIP (SBPP) PIONEER LANDSCAPES INC (SBPP) MASS PIPELINE SERVICES INC. (WBE)
MASSACHUSETTS ASSOCIATION OF (SBPP) PIONEER VALLEY EYE ASSOC P C (SBPP) L B WHEATON INC (SBPP) PITTSFIELD LAWN & TRACTOR INC (SBPP) L P COLLEGE INC (WBE) MASSACHUSETTS COASTAL RAILROAD, LLC (SBPP) NEW ENGLAND SCHOOL SERVICESINC (SBPP) PITTSFIELD TIRE & AUTO SERVICE (SBPP) L R FAVREAU SEPTIC SERVICE LLC (WBE) MASSACHUSETTS COUNCIL ON COMPU (SBPP) NEW ENGLAND SIGN SERVICES INC (WBE, SBPP) PJ SYSTEMS INC dba HIQ COMPUTERS (MBE) NEW ENGLAND TIME SOLUTIONS, INC. (SBPP) PJ SYSTEMS INCORPORATED (MBE) LABUR LLC (SBPP) MASSACHUSETTS HEALTH OFFICERS (SBPP) LAILONNIE J KEENE (WBE)
LAL CONSTRUCTION CO INC (PBE) MASSACHUSETTS PUBLIC HEALTH (SBPP)
MASSACHUSETTS WOODLANDS INSTITUTE (SBPP) NEW ENGLAND TRACTOR TRAILER (SBPP) NEW ENGLAND WHEELS INC (SBPP) PLASTIC CARD SYSTEMS INC (WBE, SBPP) PLYMOUTH AREA COALITION FOR (SBPP) LAMOUR COMMUNITY HEALTHE INST (M/W/NPO\*) MASS-WEST CONSTRUCTION INC (PBE) NEW HOPE INC (WBE) PMA CONSULTANTS LLC (MBE) NEW NORTH CITIZENS COUNCIL (MBE) NEW ORLEANS TELEPORT INC (MBE/WBE) PODGURSKI CORPORATION (SBPP) LAMSON ENGINEERING CORP (MBE) MATTAPAN COMMUNITY (MBE) POSITIVE ACTION AGAINST (WBE, SBPP) LANCASTER PACKAGING INC (MBE/WBE) MAUREEN A DEVINE (SBPP) POWDER HORN PRESS INC (WBE, SBPP) POWER WASHER SALES, LLC (SBPP) LAND STEWARDSHIP INC (SBPP) MAX & JASON ENTERPRISES, INC. (SBPP) NEWROADS ENVIRONMENTAL SERVICES LLC (SBPP) LANDSCAPEXPRESS INC (SBPP) MAXIMOS INC (SBPP) NIEMIEC MARINE INC (SBPP) LANE PRINTING CO INC (WBE, SBPP) MCDERMOTT-PALLOTTA INC (SBPP) NITSCH ENGINEERING, INC (WBE) PRECISE PAVING INC. (SBPP) PRECISION FITNESS EQUIPMENT INC (SBPP)
PREMIER ABATEMENT & LABOR SERVICES, INC. (MBE) LANGUAGE BRIDGE LLC (WBE) MCELROY SCENIC SERVICES LLC (WBE)
MCGRORY EQUIPMENT CORP (WBE) NOBIS ENGINEERING INC (MBE) NOLAN SHEEHAN PATTEN LLP (SBPP) LAST CALL MEDIA INC (SBPP) NORFOLK POWER EQUIPMENT INC (WBE) LATIN AMERICAN HLTH (MBE) MCI CONTRACTING INC (SBPP) PRIME AE GROUP INC (MBE) MD STETSON COMPANY INC (WBE\*)
MEDEX HEALTH CARE INC (MBE/WBE) NORRAPRO LLC (SBPP)
NORTH ADAMS TOWER COMPANY INC (SBPP) PRO DISPLAYS NORTHEAST INC (SBPP LEDGES SCHOOL & RESIDENT INC (SBPP) PRO PAVING & EXCAVATING INC (PBE\*) LEERS WEINZAPFEL ASSOCS INC (WBE) LEMELIN ENVIRONMENTAL SERVICES INC (WBE) MEDICAL EVALUATION (SBPP) NORTH CHARLES MENTAL HEALTH (SBPP) PRO SOUND SERVICE INC (SBPP) LESLIE STEIN-DABUSH (WBE) MEDICAL RESOURCES GROUP, LLC (SBPP) NORTH SHORE HEALTH PROJECT INC (SBPP) PROAV SYSTEMS INC (MBE/WBE) LETS GO TECHNOLOGY INC (SBPP) MEDUVI LLC (MBE/WBE, SBPP) NORTH SHORE COUNSELING CENTER (SBPP) PROJECT ADVENTURE INC (SBPP) LEVITAN & ASSOCIATES INC (SBPP) MELISSA BETH VISCOVICH (SBPP) NORTH SHORE FAMILY DAYCARE INC (WBE) PROJECT RIGHT INC (SBPP)

PROSCIENCE ANALYTICAL SVCS INC (SBPP) SHARP TOOL COMPANY INC. (SBPP) TECEDGE, LLC (WBE, SBPP) US ENVIRONMENTAL RENTAL CORP (SBPP) PUMP COAT INC (WBE, SBPP) SHEKAR & ASSOCIATES INC (MBE) TERRENCE A BLANCHARD (SBPP) USA COURIERS INC (WBE, SBPP) TETREAULT & SON FOREST MANAGEMENT, INC (SBPP) QUABBIN MEDIATION INC (WBE, SBPP) SHEPLEY BULFINCH RICHARDSON & ABBOTT INC (WBE) USNE. INC (SBPP) UTEC, INC. (SBPP) QUALITY PHYSICAL THERAPY INC (WBE\*) SHEREE L ESTES (SBPP) THE ACORN GROUP INC (WBE) QUICK PRINT LTD INC (WBE, SBPP) SHI INTERNATIONAL CORP (MBE/WBE) THE ADDICTION TREATMENT OF NE (SBPP) VALLEY GREEN SHREDDING LLC (VBE) QUINCY SMALL ENGINE REPAIR INC (SBPP) SHREWSBURY YOUTH & FAM SRVCS INC (SBPP) THE AMERICAN CITY COALITION (SBPP) VALLEY WELDING & EQUIPMT INC (SBPP) R I BAKER CO INC (SBPP) SIGMA SYSTEMS INC (MBE/WBE, SBPP) THE ARC OF CAPE COD INC (SBPP) VALUING OUR CHILDREN INC (WBE) R P OCONNELL INC (SBPP) SIGN DESIGN INC (WBE) THE BASIL TREE INC (WBE) VAV INTERNATIONAL INC (MBE) SILVIA WOODGETT (MBE/WBE) THE BOAT GUY INC (SBPP) VENILIA GARDENS INC (MBE) RAINBOW CHILD (SBPP) RANSFORD ENVIRONMENTAL SOLUTIONS INC (WBE) SIRUM EQUIPMENT CO INC (SBPP) THE CENTER FOR HOPE AND HEALING, INC. (SBPP) VENTURA GRAIN CO INC (SBPP) RAPID FLOW INC (SBPP) THE COMMUNITY ARTCENTER INC (SBPP) VENTURE COMMUNITY SERVICES, INC (WBE) SITE SPECIFICS, LLC (WBE/PBE) RAPPORT INTERNATIONAL LLC (WBE, SBPP) SJ MEDSAV SOLUTIONS LLC (SDVOBE, SBPP) THE COMPUTER MERCHANT LTD (VBE) VERACLOUD TECHNOLOGIES INC (SBPP) RAPS AUTO PARTS SUPPLY INC (SBPP SKYLINE COMMUNICATIONS INC dba SKYCO (WBE) THE EDINBURG CENTER INC (WBE) VETERANS BUSINESS SUPPLY, INC. (SDVOBE, SBPP) SOFTWARE PEOPLE INC (MBE/WBE) THE EDWARDS GROUP LLC (MBE) VETERANS NORTHEAST OUTREACH (SBPP) RAW MATERIAL RECOVERY CORPORATION (SBPP) RAY HALUCH INC (WBE, SBPP) SOJOURNER HOUSE INC (SBPP) THE GREATER NEW LIFE CHRISTIAN CNTR (SBPP) VICTOR A LEWIS (SBPP) RAYMOND A BELANGER JR (SBPP) SOLOMON MCCOWN & COMPANY, INC. (WBE, SBPP) SOMERVILLE HOMELESS COALITION (SBPP) THE GUN PARLOR INC (SBPP) VICTORY HUMAN SERVICES INC (MBE) RAZZ-M-TAZZ PROMOTIONS LLC (WBE) THE LIFE EXPERIENCE SCHOOL (SBPP) VILLAGE PRESCHOOLING (SBPP) REACH INC (SBPP) SORENSEN PARTNERS ARCHITECTS AND PLA (MBE/WBE) THE MAVERICK GROUP INC (MBE, SBPP) VISI FLASH RENTALS EASTERN INC (SBPP) READY 2 RUN GRAPHICS & SIGNS INC (SDVOBE, SBPP) THE NARROW GATE ARCHITECTURE LTD (SBPP) SOUTH COASTAL COUNTIES LEGAL SRVCS INC (SBPP) VISION'S SOWN AN ANCIENT BAKING CO INC (MBE/WBE, SBPP) REBECCA D EDMONDSON (SBPP)
RECOVERY HOMES COLLABORATIVE INC (SBPP) SOUTH COVE COMMUNITY HEALTH CENTER (MBE) THE NORTHEAST INDEPENDENT (SBPP) VLINK INC (MBE) SOUTH SHORE DIVERS INC (SBPP) THE RESOURCE CONNECTION INC (WBE) VOLTREK, LLC (WBE) RECREATIONAL DIMENSIONS (SBPP) SOUTH SHORE GENERATOR (WBE) THE RIPPLES GROUP, LLC (SBPP) W C D GARAGE INC (SBPP) SOUTH SHORE RECOVERY HOME, INC. (SBPP) SOUTH SHORE SUPPORT SERV INC (WBE) SOUTHERN WORCESTER COUNTY (WBE) W.S. ANDERSON INC (MBE)
WAKEFIELD MOVING AND STORAGE (SBPP)
WAYPOINT ADVENDTURE INC (SBPP) REFUGEE & IMMIGRANT ASSIST. CENTER (SBPP) THE SALEM MISSION INC (SBPP) THE SALVATION ARMY (SBPP)
THE SUBURBAN HOMEMAKING & MATE (SBPP) REGINA VILLA ASSOCIATES INC (WBE, SBPP) REHABILITATION AND HEALTH (WBE) REIDARS MANUFACTURING INC (SBPP) SOVEREIGN CONSULTING INC (MBE) THE TRAINING ASSOCIATES CORPORATION (WBE) WEBJECT SYSTEMS INC (MBE) RENAUD ELECTRIC & COMMUNICATIONS INC (SBPP) SPALDING TOUGIAS ARCHITECTS (WBE, SBPP) THE TRANSFORMATION CENTER INC (SBPP WEBSTER SQUARE DAY CARE (SBPP) RENAUD HVAC & CONTROLS INC (SBPP) SPANISH AMERICAN CENTER INC (MBE/WBE, SBPP) THE VOCATIONAL ADVANCEMENT CENTER (SBPP) WELDERS SUPP OF WORCESTER INC (SBPP) RENE L COTE SONS INC (SBPP) SPINELLI RAVIOLI MFG CO INC (SBPP) THIRD SECTOR CAPITAL PARTNERS, INC. (SBPP) WELLSPRING FARM LLC (WBE) THIRD SECTOR NEW ENGLAND, INC. (WBE) RENNIE CTR ED RESEARCH & POLICY (SBPP) SPRINGFIELD DAY NURSERY CORP (WBE) WELLSPRING HOUSE INC (SBPP) RESOURCESOFT INC (MBE/WBE) SPRINGFIELD PARTNERS FOR (MBE) THOMAS A SHANNON (SBPP) WESCOR PARKING CONTROLS INC (SBPP) RESTORATION PROJECT INC (WBE, SBPP) SPRUCE TECHNOLOGY INC (MBE) THOMAS A VINCENT (SBPP) WEST END DAY NURSERY OF NEW (MBE, SBPP) WESTERN MASSACHUSETTS TRAINING (WBE) RICHCO PRODUCTS INC (SBPP) SQUASH AUTOMOTIVECORPORATION (SBPP) THOMAS J BROTHERS JR. (SBPP) RIVERBROOK RESIDENCE INC (WBE)
RJ NARDONE CONSTRUCTION INC (WBE, SBPP) SRCPI, INC. (WBE) THOMAS P. RYLAND CO, INC. (SBPP) WESTNET INC (MBE) STANDARD MODERN CO INC (WBE)
STANLEY STREET TREATMENT & RESOURCES INC (WBE) THOMPSON WATERPROOFING INC (WBE) WESTON & SAMPSON CMR, INC. (SBPP) WHITE BRIDGE SOLUTIONS LLC (SBPP) ROAD-WAY MAINTENANCE SERVICES INC (WBE) THREE LANTERN MARINE AND FISHING CO. INC (SBPP) ROBBINS CHILDREN'S PROGRAMS, INC. (SBPP) STAR BUILDING SERVICES INC (MBE/WBE, SBPP) TIMOTHY BRIAN RIKER (SBPP) WHITTIER STREET HEALTH CTR COMMITTEE INC (MBE) STARBURST PRINTING AND GRAPHICS INC (MBE) TITAN ROOFING COMPANY (MBE) WICKED WATTS INC (WBE, SBPP) ROBERT FERNANDES (MBE) ROBERT M RYAN (SBPP) STATEMENT OUTSOURCING LLC (WBE, SBPP) TITAN ROOFING INC (MBE) WILKEM SCIENTIFIC LTD (WBE) STEERE ENGINEERING INC (WBE) STELLAR CORP (MBE, SBPP) ROBERT MCGILLIVRAY (SBPP) TLC TRUST (SBPP) WILLIAM SANCHEZ (SBPP) TOBIAS & BATTITE INC (SBPP) ROBERT T MERCERS SEA & SKI INC (SBPP) WILLIAMSON ELECTRICAL COMPANY, INC. (SBPP) ROBERT W CARTER (SBPP) STEPHEN AYER (SBPP) TOMMYS TAXI INC (SBPP) WINDWALKER GROUP LLC (MBE) ROBERTO F FELIZ (SBPP) STEPHEN P REYNOLDS (SBPP) TOOL & EQUIPMENT CONNECTIONINC (SBPP) WINTERGREEN KENNELS LTD (SBPP) TOOLE DESIGN GROUP LLC (WBE) ROBIN F LUBEROFF (SBPP) STERLING BUSINESS PRODUCTS INC (MBE, SBPP) WOLF MECHANICAL, LLC (SBPP) ROGERSON ORTHOPEDIC APPLIANCE (SBPP)
ROLLAS MOTOR PARTS INC (SBPP) STEVE'S SHOP, INC. (SBPP) TOOLS UNLIMITED INC (WBE, SBPP) WOLPERT DISPOSAL INC (SBPP) STILES COMPANY INC (WBE) TOPAZ ENGINEERINGSUPPLY INC (SBPP) WOMANSHELTER COMPANERAS INC (WBE, SBPP) ROSE M PERRIZO dba RP REALTY (WBE) STONE & BERG COMPANY, INC. (WBE, SBPP) TOWN TRANSPORTATION LLC (SBPP) WOODS HOLE GROUP INC (SBPP) TR ADVISORS LLC (SBPP) ROXBURY YOUTHWORKS INC (MBE) STONEWALL SOLUTIONS INC (SBPP) WORAD INC (SBPP) RTD LOGISTICS LLC (MBE, SBPP) RUSTIC FIRE PROTECTION INC (SBPP) RUTH ANNE BRIGHTON SC (SBPP) STRATEGIC SOLUTIONS GROUP LLC (SBPP) TRACKER SYSTEMS INC (SBPP) WORCESTER COMPREHENSIVE ED & CARE INC (SBPP)
WORCESTER COUNTY MECHANICS ASSOCIATION (SBPP) STRATEGY MATTERS LLC (WBE, SBPP) STUART A ANFANG (SBPP) TRACY SHEEHAN (SBPP)
TRAFINFO COMMUNICATIONS INC (MBE, SBPP) WORCESTER ELEVATOR CO INC (SBPP) RUTH SHEETS WILSON (WBE, SBPP) STUDIO G ARCHITECTS INC (WBE) TRANSACTION ASSOCIATES INC (WBE) WORK OPPORTUNITY CENTER INC (SBPP) SAAM ARCHITECTURE LLC (WBE, SBPP) SAHASRA TECHNOLOGIES CORP (MBE/WBE) STUTMAN CONTRACTING INC (SBPP)
SULLIVAN & COGLIANO DESIGNERS (SBPP) TRANSFLUENCI LLC (MBE/WBE) WORKPLACE RESOURCE LTD (WBE, SBPP) WORLDTECH ENGINEERING LLC (SBPP) TRANSITION HOUSE INC (MBE/WBE, SBPP) SALEM COMMUNITY CHILD CARE INC (MBE/WBE) SUMCO ECO-CONTRACTING LLC (SBPP) TRANSITIONS CENTERS INC (SBPP) WRAPAROUND FAMILY SERVICES INC. (SBPP) TRAVIS NGUYEN (SBPP)
TRIPPIS UNIFORMS INC (SBPP) SALS CUSTOM DRY CLEANING INC (SBPP) SANDWICH SHIP SUPPLY (SBPP) SUN SPECIALTIES INC. (WBE) WSI MANUFACTURING INC (SBPP) XCEL FIRE PROTECTION INC (WBE) SUNRISE PROSTHETICS & ORTHOTICS INC (WBE, SBPP) SCOPE MEDICAL LLC (WBE, SBPP) SUPPORT GROUP INC (SBPP) TRIVEDI ADVANCED TECHNOLOGIES LLC (SBPP) XFACT INC (MBE) SCORE4MORE, INC (SBPP) SUPPORTIVE CARE INC (MBE/WBE) TROIANO TRUCKING INC (SBPP) XL HYBRIDS, INC. (SBPP) YMCA OF THE NORTH SHORE INC (SBPP) SURFLAND BAIT & TACKLE LLC (SBPP) SCOTT D BURNS (SBPP) TROY R BROWN (SBPP) TUCK'S TRUCKS, INC (SBPP)
TULLY CONSTRUCTION CORP (SBPP) YOUNG ELECTRICAL SERVICES INC (SBPP)
YOUNG WOMEN'S CHRIST ASSOC LOWELL (SBPP) SDG AUTO BODY INC (SBPP) SUSAN B BRAUS (SBPP) SUZUKI OF WESTERN MA INC (SBPP) SDG DIRECT LTD (WBE) SEACOAST SUPPLY INC (SBPP) SWBAILEY CONSULTING LLC (WBE) TUNG'S TASTE INC (SBPP) YOUNG WOMENS CHRISTIAN ASSOC (WBE, SBPP) SECOND SOLUTIONS, INC (SBPP) SWISSBAKERS (SBPP) TURNER STEEL CO INC (SBPP) YOUTHBUILD BOSTON INC (MBE, SBPP) SECOND STEP INC (WBE, SBPP) SYNAPSE ENERGY ECONOMICS INC (SBPP) TYBURSKI APPRAISAL & CONSULTANT SERVS (SBPP) YWCA BOSTON (WBE) SECURITY DETECTION INC (SBPP)
SELF ESTEEM BOSTON EDUC INS IN (WBE, SBPP) YWCA CENTRAL MA INC (WBE) UCP OF WESTERN MASSACHUSETTS INC (SBPP) T & M LANDSCAPE INC (WBE) TAIREIKI WELLNESS CENTER LLC (MBE, SBPP)
TALVY FLORIST OF ASHLAND INC (SBPP) UEL CONTRACTORS INC (WBE) YWCA NORTHEASTERN MASSACHUSETTTS, INC. (WBE) YWCA OF SOUTHEASTERN MASSACHUSETTS (WBE) SENIOR CARE INC (SBPP) UNITED ELEVATOR COMPANY, INC. (WBE, SBPP) SERAPHIC SPRINGS HEALTH CARE (MBE/WBE, SBPP) TAPESTRY HEALTH SYSTEMS INC (WBE) UNITED PROSTHETICS INC (SBPP) YWCA OF WESTERN MASS (WBE) TAYLOR & BURNS INC (WBE) SERVICENET INC (WBE) UPHAMS CORNER COMMUNITY CENTER (SBPP) ZAGARAN INC (SBPP) SERV-U STORES OF WESTERN MASS (SBPP) TAYLOR & LLOYD INC (WBE) URBAN EDGE HOUSING CORPORATION (MBE. SBPP) ZELL BUILDERS (SBPP) SHADLEY ASSOCIATES PC (WBE, SBPP) TAYLOR DAVIS LANDSCAPE CO (WBE, SBPP) URBAN INSULATION INC (WBE) ZELUS CONSULTING GROUP LLC (WBE) SHAFIIS INC (WBE) TBM CONSULTING LLC (MBE/WBE) URBAN LEAGUE OF EASTERN MA (SBPP) ZENERGY BUILDING TECHNOLOGIES INC (SBPP) SHAHEEN & ASSOCIATES INC (WBE) TEACH PLUS, INC (SBPP) US BEDDING INC (MBE, SBPP)

## Appendix G: Vendor List – Indirect Spending

The following is a list of diverse businesses which Commonwealth contractors reported as their Supplier Diversity Program (SDP) Partners. These business relationships resulted in Commonwealth indirect spending detailed in this report. Additional notations: \*Company certification no longer valid at the time of report publication. + PBE paid for a construction project awarded prior to April 12, 2016. # Spending with this SDP partner was not included in the indirect spending total, because the participating organization did not issue payments to the prime contractor that reported spending with this SDP partner.

1 STOP DESIGN SHOP, INC. (WBE) 110 TECHNOLOGY, LLC (MBÈ/WBÉ) 813 CONSULTANTS, LLC (WBE) 84 LUMBER COMPANY (WBE) A & D CONSTRUCTION SERVICE, CORP (MBE) A & J DEMOLITION SERVICES, CORPORATION (MBE/WBE) A & M BUSINESS SOLUTIONS, LLC (MBE/WBE, VBE ) A I ENGINEERS, INC. (MBE) A J LETOURNEAU, INC. (WBE) A.R. BELLI, INC. (WBE) A.R. PLANTE LAND CLEARING & EXCAVATION, LLC (WBE) A1 DATASHRED, LLC (WBE) AAXIOM CONCRETE SAWING, LLC (WBE) ABACUS GROUP, INC. (WBE) ABC HOME & HEALTHCARE PROFESSIONALS, INC. (WBE) ABC SPECIALTEES (WBE) ABIDE, INC. (WBE) ABLE ASSOCIATES, INC. (WBE) ABLE INDUSTRIAL SWEEPING, INC. (MBE) ABRIDGE INFO SYSTEMS, INC. (MBE) ABSOLUTE RENEWABLE ENERGY, LLC (WBE\*) ABSOLUTE RESOURCE ASSOCIATES, LLC (WBE) ACADA COMMUNICATIONS, LLC (WBE) ACCENT BANNER, LLC (WBE) ACCOUNTAIDES, INC. (WBE) ACCOUNTING SOLUTIONS CONSULTING, INC. D/B/A: ASC PARTNERS ACCREDITED FUNDING & INVESTING, INC. D/B/A: A.F.I. (WBE#) ACCU-CLEAN, INC. (WBE, LGBTBE) ACE MEDICAL SERVICES, INC. (MBE) ACM GROUP, INC. D/B/A: ATLANTIC-ACM (WBE) ACME ABATEMENT CONTRACTOR, INC. (MBE) ACORN RECORDING SOLUTIONS, INC. (WBE) ACP FACILITY SERVICES, INC. (MBE) ACTION FOR BOSTON COMMUNITY DEVELOPMENT, INC. (ABCD) (MBE/WBE) ACTION STEEL, LLC (WBE) ADAM GRAPHIC CORPORATION (WBE) ADAMS PLUMBING & HEATING, INC. (WBE) ADAMSON INDUSTRIES CORP. (WBE) ADCOTRON EMS, INC. (MBE) ADF CLEANING SERVICES (WBE) ADONAI SPRING WATER, INC. (MBE/WBE) ADROIT MEDICAL SYSTEMS, INC. (VBE) ADROIT SOFTWARE, INC. (MBE) ADVANCE AIR & HEAT CO., INC. (WBE) ADVANCED DETAIL CLEANING SERVICE, INC. (MBE) ADVANCED PRESENTATION SYSTEMS, INC. D/B/A: CCS PRESENTATION SYSTEMS (MBE/WBE) AD-VANTAGE, INC. (WBE) ADVERTISING PRODUCTS CORPORATION (WBE) ADVOQT, LLC (MBE#) AHC ALLIED HEALTHCARE OF NEW ENGLAND, INC. (WBE) AHEARN EQUIPMENT, INC. (WBE) AKAL ENGINEERING, INC. (MBE) ALAN R. WILLIAMS D/B/A: SYNCOM (MBE\*) ALBANY INFORMATION TECHNOLOGY GROUP, LLC (MBE) ALEXIS DESIGN (WBE) ALGAR CONSTRUCTION CORPORATION (PBE+) ALISON DOWD MARKETING, INC. (WBE) ALISTE, INC. D/B/A ALISTE MARKETING, INC. (WBE) ALL CITY GLASS & MIRROR CO., INC. (WBE\*) ALL SPORTS HEROES UNIFORMS, SPORTING GOODS & PROMOTIONS,

ALL STAR STAFFING, LLC (WBE)

ALL STATE WASTE, INC. (WBE)
ALL TIME SERVICE, INC. (MBE/WBE) ALLEZ CONSULTING, INC. D/B/A: Z-TECH (MBE) ALLIANCE DETECTIVE & SECURITY SERVICE, INC. (WBE) ALLIANCE HOME CARE VISITING NURSE AGENCY, INC. (MBE/WBE) ALLIED BUILDING SERVICES (MBE/WBE) ALMEIDA FAMILY CLEANING COMPANY (WBE) ALPHA IDENTIFICATION, INC. (MBE/WBE) ALPHA OFFICE SUPPLIES, INC. (MBE) ALPHA PROFESSIONAL SOLUTIONS, INC. (MBE) AM CLEANING, INC. (WBE) AM ENTERPRISES CORP (MBE) AMDA ENTERPRISES, INC. D/B/A: NEPM (WBE) AMERICA ONE TECHNOLOGIES, INC. (MBE) AMERICAN ELECTRICAL CONSTRUCTION, INC. (WBE) AMERICAN ENVIRONMENTAL, INC. (MBE) AMERICAN TELE-CONNECT SERVICES, INC. (WBE) AMERICAN TRANSLATION PARTNERS, INC. (MBE/WBE) AMK ELECTRIC, LLC (WBE) AMRO ENVIRONMENTAL LABS CORP. (WBE) AMY D CONNER D/B/A: PREMIUMS 'R US (WBE) AMY KVISTAD DESIGN (WBE) ANALYTICAL EVALUATION CONSULTANTS, LLC (WBE, SDVOBE) ANALYTIX BUSINESS SOLUTIONS, LLC (MBE) ANDELLA IRON, INC. (MBE) ANDERSON CLEANING, INC. (WBE) ANDREA'S POLICE SUPPLY, INC. (WBE) ANDREW ASSOCIATES, INC. (WBE) ANGELINI PLASTERING, INC. (WBE) ANNESE ELECTRICAL SERVICES, INC. (WBE) ANNETTE FAMOLARE D/B/A: CODE RED FIRST AID & SAFETY (WBE) ANTONELLIS CONSTRUCTION, INC. (MBE) APEX HEALTHCARE SERVICES, INC. (WBÉ) APOLLO SAFETY, INC. (VBE) APPLE HOMECARE ASSOCIATES, INC. (WBE\*) APPLIED FAB & MACHINING, INC. (SDVOBE) AQUENT, LLC (MBE) ARCHIPELAGO STRATEGIES GROUP, INC. D/B/A: ASG (MBE/WBE. ARCHITECTURAL ENGINEERS, INC. (WBE) ARGUS COMMUNICATIONS, INC. (MBE#) ARIGATO SUSHI, INC. (MBE/WBE\*#) ARIMANN BUILDING SERVICES, INC. (MBE) ARMANDS CARPET & LINOLEUM CO., INC. (WBE\*) ARMOR ELECTRONICS, INC. D/B/A: DIAMOND ADVANCED COMPONENTS (WBE) ART ENGINEERING CORPORATION (MBE) ARVEST PRESS, INC. (WBE) ASA ENVIRONMENTAL PRODUCTS, INC. (WBE) ASIA TRADING INT'L, LLC D/B/A UNIPRO INTERNATIONAL (WBE) ASIAN AMERICAN CIVIC ASSOCIATION, INC. (MBE) ASIAN COMMUNITY DEVELOPMENT CORPORATION (MBE) ASIAN TASK FORCE AGAINST DOMESTIC VIOLENCE (MBE/WBE) ASSOCIATED ALARM SYSTEMS, INC. (WBE) ASSOCIATED CAREER NETWORK, LLC (WBE) ASSURANCE HOMECARE, LLC (MBE/WBE) ASSURED BUILDING CLEANING CO., INC. (WBE) ATKINSON CARPET INSTALLATION CO., INC. (WBE) ATKINSON-WHITWORTH CORPORATION D/B/A: JET-A-WAY (MBE/WBE\*) ATLANTIC BRIDGE & ENGINEERING, INC. (WBE)

ATLANTIC CONSTRUCTION & MANAGEMENT, INC. (MBE)

ATLAS RELIEF STAFFING, LLC (WBE)

ATTENTIVE HOME CARE, INC. (MBE/WBE)

AULSON COMPANY, INC. (THE) (SDVOBE#)

ATLANTIC DIVERSIFIED MASON CONTRACTORS, INC. D/B/A: ADM (WBE)

AVCO CONSULTING, INC. (MBE) AVID IRONWORKS, INC. (WBE) AXESS MEDICAL, LLC (MBE) AXXION COMPANY, LLC, THE (MBE) AYALA EXCAVATING AND TRUCKING, LLC (MBE) AZTEC STEEL, INC. (WBE\*) AZTEC TECHNOLOGIES, INC. (MBE) AZTEC TECHNOLOGIES, LLC (WBE#) B+AC, LLC (MBE) B2B HOLDINGS, INC. D/B/A: ALPHA IDENTIFICATION/ALPHA CUSTOM PRINT/ALPHA OFFICE FURNITURE (WBE) BACK BAY CONCRETE, CORP. (WBE) BANNER ENVIRONMENTAL SERVICÉS, INC. (WBE) BARTON'S ANGELS, INC. (WBE) BASIL TREE INC., THE (WBE) BATALLAS ELECTRIC, INC. (MBE) BAY COLONY GROUP, INC. (VBE) BAY STATE ENVELOPE, INC. (WBE) BAY STATE PROPERTY SERVICES, INC. D/B/A: CITY WIDE OF BOSTON BAY STATE TRANSPORTATION COMPANY (WBE\*) BAYTECH SERVICES, INC. (MBE\*) BAYTOWNIES, LLC (MBE/WBE) BBCG, LLC D/B/A: VANTAGE GRAPHICS (MBE) BE SAFER AT HOME, INC. (WBE\*) BEACON LIGHT & SUPPLY, CO., THE (MBE) BEAVERBROOK STEP, INC. (WBE) BEETRIX, LLC (WBE) BEHAVIORAL HEALTH INDUSTRY NEWS, INC. D/B/A: OPEN MINDS (WBE) BEHAVIORAL HEALTH NETWORK, INC. (WBE) BELLAMY GROUP, INC. (WBE#) BENCHMARK OFFICE SYSTEMS, INC. (WBE) BERKSHIRE AREA HEALTH EDUCATION CENTER, INC. (WBE) BERKSHIRE CONCRETE CUTTING, LLC (WBE) BERKSHIRE ENVIRONMENTAL CONSULTANTS, INC. (WBE#) BERKSHIRE INDUSTRIAL SERVICES, LLC (WBE) BERKSHIRE RESOURCES FOR INTEGRATION OF DIVERSE GROUPS AND EDUCATION, INC. (MBE/WBE) BERNICE F. LORD, CPA (WBE) BESTPRO CLEANING, LLC (MBE/WBE) BETIS GROUP, INC. (MBE) BETSY GOLD DESIGN (WBE) BETTS PLUMBING & HEATING SUPPLY, INC. (WBE#) BEVERLY CHILDREN'S LEARNING CENTER, INC. (WBE) BIG GAME OUTFITTERS, INC. (WBE) BIGELOW NURSERIES, INC. (WBE) BIMSHA CORPORATION (MBE) BLEST CONSULTING, INC. (MBE) BLUE MONKEY PROMOTIONS, LLC (WBE) BOSTON BRIDGE SERVICES, INC. (WBE) BOSTON CHAIR MASSAGE, INC. (WBE, LGBTBE) BOSTON ELECTRICAL SOLUTIONS, INC. (WBE) BOSTON INDIA HOLDINGS, INC. D/B/A: TALENTBURST, INC. (MBE) BOSTONTECH PARTNERS, INC. (MBE) BRAVA ELECTRIC & TELECOM, INC. (MBE) BREDY NETWORK MANAGEMENT CORPORATION (MBE) BRENNAN CONSULTING, INC. (WBE) BRICKLOGIX, INC. (MBE) BRIGHAM INDUSTRIES, INC. (WBE) BRIGHT CLEANING SERVICES, INC. (MBE/WBE) BRING CARE HOME, INC. (WBE) BRISTOL ELDER SERVICES, INC. (WBE) BROADSIDE BOOKSHOP, INC. (WBE)

BROCKTON AREA MULTI SERVICES, INC. (MBE)

BROCO OIL, INC. (SDVOBE\*)

BRONNER GROUP, LLC (WBE) BROOKVIEW HOUSE, INC. (MBE) BRYANT ASSOCIATES, INC. (MBE) BSST SOFTWARE GROUP, INC. D/B/A: BOSTON GROUP, THE (MBE) BUCHER AND CHRISTIAN CONSULTING, INC. (MBE) BUILDING ENCLOSURE ASSOCIATES, LLC (MBE) BULLDOG, INC. (WBE) BUYER ADVERTISING, INC. (WBE) C & A CONSTRUCTION COMPANY, INC. (WBE) C & C CONSULTING ENGINEERS, LLC (MBE) C & S GROUP, INC. D/B/A: CAROL'S LIGHTING & SUPPLY COMPANY (MBE/WBE) CTS SERVICES, INC. (WBE) C&C JANITORIAL SUPPLIES, INC. (WBE)
C&D ELECTRONICS, INC. (MBE) C. R. LEVESQUE TRUCKING CORP. (WBE) C.E. COMMUNICATION SERVICES, INC. (WBE) C.F. MEDICAL, INC. (WBE) C.M. CLEANING COMPANY, INC. (WBE) CADAN CORPORATION (WBE) CALENDAR PRESS, INC. (WBÉ) CALLOWAY GRAPHIX MARKETING PRINTING, INC. (MBE) CAM OFFICE SERVICES, INC. (MBE/WBE) CAMBRIDGE COMPUTER SERVICES, INC. D/B/A: FOURTH HAT ASSOCIATES , CCS, CAMBRIDGE COMPUTER (WBE) CAPACCIO ENVIRONMENTAL ENGINEERING, INC. (WBE) CAPASSO RESTORATION, INC. (WBE) CARACAS CONSTRUCTION CORPORATION (MBE) CARBON COLORS, LLC (WBE) CARIBBEAN FOUNDATION OF BOSTON, INC., THE (MBE) CARIBOU SYSTEMS, INC. (WBE) CARING HANDS HEALTH EQUIPMENT & SUPPLIES.LLC (SDVOBE) CARING HEALTH CENTER, INC. (MBE) CARMEL MOVERS, INC. (WBE) CARPET BARN, INC. (WBE#) CARROLL COMMUNICATIONS GROUP, LLC (MBE\*) CASA ESPERANZA, INC. (MBE) CASA MYRNA VAZQUEZ, INC. (WBE) CASTLE GROUP, INC., THE (WBE) CASUAL GOURMET, INC., THE (WBE#) CAULFIELD ENVIRONMENTAL (WBE) CCK2 CLEANING SERVICES (MBE/WBE) CDS CONTRACTING SERVICES, LLC (MBE) CDW CONSULTANTS, INC. (WBE) CEC BUSINESS SOLUTIONS, INC. (MBE/WBE) CENTER FOR HUMAN DEVELOPMENT, INC. (WBE) CENTER OF HOPE FOUNDATION, INC. (WBE#) CENTRAL BOSTON ELDER SERVICES, INC. (MBE) CENTRAL BUREAU OF INVESTIGATION, INC. (WBE) CENTRAL ELECTRICAL SPECIALTY, CORP. (WBE) CENTRAL MASSACHUSETTS AREA HEALTH EDUCATION CENTER, INC. CENTRAL SOURCE, INC. (WBE) CENTRO COMMUNAL HISPANO, INC. D/B/A; CENTRO LAS AMERICAS CENTURY HOMECARE, LLC (MBE/WBE) CERTIFIED CONNECTIONS, INC. (MBE) CGKV ARCHITECTS, INC. (MBE) CHAPMAN CONSTRUCTION GROUP, INC. (WBE, VBE) CHARDONNAY DIALYSIS, INC. (WBE) CHARLES GEORGE COMPANIES, INC. (WBE\*) CHARTER CONTRACTING COMPANY, LLC (MBE) CHASE LANDSCAPE, INC. (WBE)

CHB EXCAVATION, INC. (MBE)

CHICOPEE INDUSTRIAL CONTRACTORS, INC. (WBE)

CHRISTINE R. MILLER D/B/A: OCEANS PROMOTIONS (WBE) DAWN KENNEDY D/B/A: VITAL MILK (MBE/WBE) ENVISION PERFORMANCE SOLUTIONS, INC. (WBE) GREATER LAWRENCE FAMILY HEALTH CENTER, INC. (W/NPO\*) CITY FRESH FOODS, INC. (MBE) DB HEALTHCARE, INC. (MBE/WBE) EOS APPROACH, LLC D/B/A: PROSHRED SECURITY (WBE) GREEN CASTLE BUSINESS SOLUTIONS, INC (MBE, VBE) CITY POINT PARTNERS, LLC (WBE) DEBOISE AUTO BODY, INC. (MBE) ERA HEALTH, LLC (SDVOBE) GREEN INSULATION, INC. (WBE) CITYSCAPES PLANTCARE, INC. (WBE) DEBOISE CONTRACTORS COMPANY, INC. (MBE) ERB INDUSTRIES, INC. (WBÉ) GREEN INTERNATIONAL AFFILIATES, INC. (MBE) CITYWIDE MASS PAINTING, INC. (MBE/WBE) DEBRA BLATT D/B/A: GROUP RESTORATION (WBE\*) ERGONOMIC GROUP, INC., THE (WBE) GREEN SEAL ENVIRONMENTAL, INC. (MBE/WBE) CJ & LUKE ASSOCIATES (WBE) DELUCCA FENCE COMPANY, INC. (WBE) ESENSE INCORPORATED (MBE) GREENFIELD GLASS CO, INC. (WBE) CK FLOORING SOLUTIONS, INC. (WBE\*) DENTERLEIN WORLDWIDE, INC. (WBE) ETEAM, INC. (MBE) GREENOUGH PACKAGING & MAINTÉNANCE SUPPLIES, INC. (WBE) DEPAOLI MOSAIC COMPANY, INC. (WBE) CKM CONSTRUCTION, LLC (WBE) EVELYN HILL, LLC (WBE) GRIMES OIL CO., INC. (MBE) DEPENDABLE CLEANERS, INC. (WBE) EVERETT APPLIANCE SÉRVICE (MBE) GRINNELL APPRECIATIVE CONSULTING, LLC (WBE) CKS INTERIORS, INC. (WBE) CLARK LAU, LLC (MBE) DEPENDABLE MASONRY CONSTRUCTION COMPANY, INC. (MBE) EVERMORE LIGHT AND POWER, INC. (MBE/WBE) G'S ULTIMATE OFFICE CLEANING SVC., LLC (MBE/WBE) CLASSROOM OUTFITTERS, LLC (VBE) DERENZY DOCUMENT SOLUTIONS, INC. (WBE) EXCEL NURSING SERVICES, INC. (WBE) GUARDIAN HEALTHCARE, LLC (MBE/WBE) EXECUTIVE PARKING, INC. (MBE) CLAYTON, LLC (MBE) DESIGN PRINCIPLES, INC. (WBE) GUSTIN ADVERTISING GROUP, INC. (WBE) CLEAN PROPERTIES ENGINEERING, INC. F/K/A: ABC SOILS, INC. (WBE) DEWEY SERVICE CORP. (MBE) EXPEDITED TRANSPORTATION SERVICES, INC. (WBE#) GUY BROWN, LLC (MBE/WBE) DIANE B. MULLAHY D/B/A: TRAVEL LEADERS/HAPPY HOLIDAYS TRAVEL EXPRESS YOURSELF, INC. (MBE) CLEAN TEAM, THE (WBE) GVC CONSTRUCTION, INC. (MBE/WBE) CLEAN TECH SYSTEMS, INC. (MBE) F C CONSTRUCTION CORPORATION (PBE+ H B WELDING, INC. (WBE, VBE) DIETZ & COMPANY ARCHITECTS, INC. (WBE) DILLON BOILER SERVICES CO., INC. (VBE) F L & A TRANSPORTATION COMPANY, INC. (MBE) F.H. CANN & ASSOCIATES, INC. (WBE) CLEANX, INC. (MBE) H&A STEEL, LLC (MBE) H.T. BERRY COMPANY, INC. (WBE) CLIMATECH SÈRVICE, LLC (MBE, VBE) CMC SHADES AND SPECIALTIES, LLC (WBE) DIMOCK COMMUNITY HEALTH CENTER (MBE) FABIANO OIL CORP. (WBE) H2O APPLIED TECHNOLOGIES, LLC (WBE) COASTAL MARINE CONSTRUCTION, LLC (WBE) DIVERSIFIED MARKETING GROUP, LLC (WBE) FACILITYONE NEW ENGLAND, INC. (MBE) HAGER GEOSCIENCE, INC. (WBE) CODMAN SQUARE HEALTH CENTER, INC. (MBE) DIVERSIFIED TECHNOLOGY CONSULTANTS, INC. (MBE#) FAMILY DAY CARE PROGRAM, INC. (MBE/WBE) HARBOR CONNECTIONS, INC. (WBE) CODMAN SQUARE NEIGHBORHOOD DEVELOPMENT CORP (MBE/WBE) DIVERSITY STUDIO, INC. D/B/A: BLUE BUMBLE CREATIVE (WBE) FEDERAL CONCRETE, INC. (WBE\*) HARBOR HEALTH SERVICES, INC. (WBE) FELICITY HARDEE LAW PRACTICE (WBE) COGHLIN ELECTRICAL CONTRACTORS, INC. (WBE) HARDING BOTANICALS, LLC (WBE\* DIVING SERVICES, INC. (WBE) COLLINS-CROCHIERE CONSTRUCTION SERVICES, INC. (WBE) DIVISION 10 SPECIALTIES, INC. (WBE) FENNICK MCCREDIE ARCHITECTURE, LTD. (WBE) HARMONICA INTERPRETING (WBE COLONIAL SYSTEMS, INC. (WBE) COLUMBIA AUTO BODY, INC. (WBE) FERNANDEZ & ASSOCIATES (MBE) DL WAREHAM, INC. D/B/A: FIRST CALL TRUCKING & COURIER (WBE) HARRIS MILLER MILLER & HANSON, INC. D/B/A: HMMH (WBE) DM SYSTEMS, INCORPORATED (VBE) FERREIRA TOWING, INC. (WBE) HCH ENTERPRISES, LLC (MBE) COMMERCIAL CLEANING SERVICE, INC. (WBE) DOCUMENT TECHNOLOGIES, INC. (WBE\*) FILLION ASSOCIATES, INC. (WBE) HEALTH CARE PHARMACY, INC. (WBE) COMMON SENSE ENVIRONMENTAL, INC. (WBE) DOLPHIN RESOURCE GROUP, INC. (WBE) FILLION'S LANDSCAPING, INC. (WBE) HEALTH IMPERATIVES, INC. (WBE) COMMONWEALTH OFFICE SUPPLY, LLC (MBE, VBE) DON MARTIN CORPORATION (MBE) FIRSTWORLD USA, INC. D/B/A: TERMINAL EXCHANGE SYSTEMS (MBE) HEALTH QUARTERS (WBE) COMMUNICATEHEALTH, INC. (WBE, LGBTBE) DONE RIGHT BUILDING SERVICES, INC. (MBE) FISHBONE PROJECT MANAGEMENT (WBE#) HEALTHCARE RESOLUTION SERVICES, INC. (MBE/WBE\*) COMMUNITY ACTION PIONEER VALLEY, INC. F/K/A: COMMUNITY FITZGERALD & HALLIDAY, INC. (WBE) DORIS O. WONG ASSOCIATES, INC. (MBE/WBE) HEALTHTRIO, LLC (MBE) ACTION OF THE FRANKLIN HAMPSHIRE AND NORTH QUABBIN REGIONS DOTCOM TEAM, LLC, THE (MBE) FLETCHER SEWER & DRAIN, INC. (WBE) HEARTH, INC. (WBE) HELCO SAFETY EQUIPMENT CORPORATION (WBE) DOVE, INC. D/B/A: DOMESTIC VIOLENCE ENDED INC. (WBE) FLOOR WORKS, INC. (WBE#) HELP SERVICES NETWORK, INC. (MBE) COMMUNITY AUTISM RESOURCES, INC. (WBE) DOW COMPANY, INC., THE (WBE\*) FLUOROLITE PLASTICS, INC. (WBE\*) COMMUNITY HEALTH PROGRAMS, INC. (W/NPO\*) DPV TRANSPORTATION, INC. (MBE) FOLAN WATERPROOFING & CONSTRUCTION COMPANY, INC. (WBE) HENRY GENERAL CONTRACTORS, INC. (MBE) COMMUNITY REHAB CARE, INC. (WBE\* DRAIN SHOOTER, INC. (WBE) HERITAGE CONSTRUCTION & SUPPLY (WBE) FORM 10 GROUP, INC. (SDVOBE) COMPASS RESTORATION SERVICES, LLC (WBE) DUSEAU TRUCKING, LLC (WBE) FORTRESS, INC. D/B/A: FORTRESS EMERGENCY PREPAREDNESS HICKS AUTO BODY, INC. (MBE) COMPETITIVE EDGE SERVICES, LTD. (WBE) DYNAMIC JANITORIAL CLEANING, INC. (MBE/WBE) SERVICES (MBE) HIMANSHU BHATNAGAR DBA: HB SOFTWARE SOLUTIONS (MBE\*) FOSTER'S ELECTRIC SERVICES, INC. (MBE) HINES DERMATOLOGY ASSOCIATES, INC. (MBE/WBE) COMPLETE CLEANING SYSTEM, LLC (MBE) DYNAMIC SCHEDULING SOLUTIONS, INC. (WBE) COMPLETE TRANSPORTATION, LLC (WBE) E ALVES CLEANING SERVICE, INC. (WBE) FOUR SEASONS LANDSCAPING SERVICES, LLC (WBE\*) HIRE PARTNERSHIP, LLC (MBE/WBE) HISPANIC RESOURCES, INC. (MBE) HOLLISTER STAFFING, INC. (WBE) COMPREHENSIVE ENVIRONMENTAL, INC. D/B/A: CEI (WBE) E.T.& L. CORP. (WBE) FOWLER PRINTING & GRAPHICS, INC. (WBE) COMPU-CALL, INC. (WBE) EARLYBIRD POWER, LLC (MBE) FRANKLIN ANALYTICAL SERVICES, INC. (WBE) COMTRONICS CORPORATION (WBE\*) EAST COAST AIR BARRIER & RESTORATION, INC. (WBE) FRANQUI SERVICES (MBE) HOLYOKE HEALTH CENTER, INC. (MBE) CONSOLIDATED MARKETING SERVICES, INC. (WBE) EAST COAST SYSTEMS ENGINEERING, INC. (WBE) FRASER ENGINEERING COMPANY, INC. (WBE) HOME HEALTH RESOURCES, INC. (WBE) CONTEMPORARIES, INC. (WBE) EASTERN BAG & PAPER COMPANY, INC. D/B/A: EBP SUPPLY FRONT LINE, INC. (WBE) HORIZON SERVICES CORPORATION (MBE) FT. HILL SIGN PRODUCTS COMPANY (WBE)
FULLERTON ENGINEERING CONSULTANTS, INC. (MBE\*) CONTINENTAL RESOURCES, INC. (WBE) SOLUTIONS (WBE) HOW'S WORK, INC. (WBE)
HUMAN CAPITAL CONSULTANTS, LLC (MBE) CONVENIENT HOME CARE SERVICES, INC. (MBE/WBE) EASTERN BRIDGE WORKS (WBE) CONVENTURES, INC. (WBE) EASTWIND CORPORATION (MBE) FURNITURE SYSTEMS MANAGEMENT, INC. (WBE) HUMAN SERVICE FORUM, INC. (WBE) COOPERSTOWN ENVIRONMENTAL, LLC (WBE) EBERT ENTERPRISES, INC.D/B/A: CURRY PRINTING & COPY CENTER FUSION INTEGRATED SOLUTIONS, LLC (MBE) HWK CONSULTING, LLC (WBE) COPLEY WOLFF DESIGN GROUP, INC. (WBE\*) G A BLANCO & SONS, INC. (MBE) I & R MECHANICAL, INC. (WBE\*) ECIN INDUSTRIES, INC. (WBE) ECLINICALWORKS, LLC (MBE) GAAMHA, INC. (WBE)
GANDARA MENTAL HEALTH CENTER, INC. (MBE) ICE WORLDWIDE, LLC (WBE)
ICON ARCHITECTURE, INC. (WBE) COPY MASTERS, INC. (MBE#) CORBO CONSTRUCTION (MBE) CORE ENERGY INSIGHTS, INC. (WBE) ECO SYSTEMS PEST CONTROL. INC. (VBE) GANGI PRINTING, INC. (WBE) IDEAL RESIDENCES OF NEW ENGLAND, LLC (WBE) CORI M. CONNOR-MORSE, CPA (WBE) ECO WASTE DISPOSAL & CONTAINER STORAGE, INC. (MBE) GENERAL AIR CONDITIONING & HEATING, INC. (MBE) IDS HIGHWAY SAFETY, INC. (WBE) GENERAL ENVIRONMENTAL SERVICES, INC. (WBE) CORPORATE ENVIRONMENTAL ADVISORS, INC. (WBE\*) ECOLOGIC ENTOMOLOGY, LLC (LGBTBE) IMMI INTERNATIONAL MARKETING MANAGEMENT, INC. (MBE/WBE\*) CORRUGATED PACKAGING, INC. (MBE/WBE) ECONOMIC MOBILITY PATHWAYS, INC. (WBE) GENERAL SAFETY SERVICES, CORP. (WBE\* IMPRINT EXPRESS, INC. (WBE) ECOSERVICES, LLC (WBE) GEOLOGIC-EARTH EXPLORATION, INC. (WBE) GEO-MED, LLC (SDVOBE) INDEPENDENCE HOUSE, INC. (WBE#) COSCO, INC. (WBE) EDM CONSTRUCTION, INC. (WBE) COULTER CONSTRUCTION, LLC (MBE) INDUSTRIAL STAFFING SERVICES, INC. (WBE) CP INDUSTRIES, LLC (WBE) EDUARDO BERINSTEIN TRANSLATIONS, LLC (MBE) GEOTEK ENGINEERING, INC. (WBE) INDUSTRY SOLUTIONS, LLC (MBE) CQ FLUENCY, INC. (MBE/WBE) EDWARD M. KENNEDY COMMUNITY HEALTH CENTER, INC. (WBE) GILLETTE RESTAURANT EQUIPMENT, INC. (WBE) INFINART, INC. (WBE) GIRLS INCORPORATED OF LYNN (WBE) CREATIVE FUTURES, LLC (MBE/WBE#) EES SILVER, LLC D/B/A: HOMEWATCH CAREGIVERS (MBE/WBE) INNOVATE!, INC. (MBE/WBE) CREATIVE TOUCH DESIGNS, LLC (WBE)
CRISPUS ATTUCKS CHILDREN'S CENTER (MBE) GLADDEN & METZ, INC. (SDVOBE)
GLADYS ALLEN BRIGHAM COMMUNITY CENTER (WBE) INNOVATIONS GROUP, INCORPORATED, THE (WBE)
INNOVATIVE PROMOTIONAL CONCEPTS (WBE) EKG NETWORKING, INC. (WBE) ELAD INDUSTRIAL INSULATION, INC. (WBE) CROSS CULTURAL COMMUNICATION SYSTEMS, INC. (WBE) ELAINE RENZI, CPA, LLC (WBE) GLOBAL BLUE DVBE, INC. (SDVOBE\*) INNOVATIVE SAFETY SERVICES, INC. (WBE) CROSSLAND GROUP LTD. THE (WBE) ELECTRONIC SECURITY & CONTROL SYSTEMS, INC. (WBE) GLOBAL CARE PROVIDERS, LLC (MBE) INQUILINOS BORICUAS EN ACCION, INC. (MBE) CROWLEY COTTRELL, LLC (WBE) ELLANA, INC. (WBE) GLOBAL LINK LANGUAGE SERVICES, INC. (WBE) INSIDE OUT COMMUNICATIONS, INC. (MBE/WBE) CRUZ MANAGEMENT CO., INC. (MBE) ELLCO PROMOTIONS, INC. (WBE) GLOBAL VIEW COMMUNICATIONS, INC. (MBE) INSPIRATION ZONE, LLC (MBE/WBE) GOMES CONSTRUCTION COMPANY, INC. (WBE) EMERALD EXCAVATING CO, INC. (WBE) INSTITUTE FOR EDUCATION AND PROFESSIONAL DEVELOPMENT, INC., CSL, INC. (WBE) EMILY ROTHSCHILD D/B/A: ROTHSCHILD & ASSOCIATES (WBE) GOOD AS GOLD COFFEE SYSTEMS, INC. (WBE) CSW, INC. (WBÉ) CUSTOM BUSINESS PRODUCTS (WBE#) GOOD LIFE PRODUCTIONS, LLC (MBE/WBE)
GORMAN ACTUARIAL, INC. (MBE/WBE) INSTITUTE FOR HEALTH AND RECOVERY (WBE)
INSURANCEONE INSURANCE AGENCY, INC. D/B/A: WEST INSURANCE EMMAUS, INC. (WBE) ENCOMPASS PREMIUMS & APPAREL (WBE) CUTTING EDGE PROMOTIONAL PRODUCTS (WBE) CX ASSOCIATES, LLC (WBE) ENCORE CONSULTING SERVICES, INC. (MBE/WBE) GP3 CREATIVE (MBE) AGENCY, INC. (MBE, VBE) INTEGRITY HOME CARE SOLUTIONS, LLC (MBE/WBE) DAGLE ELECTRICAL CONSTRUCTION CORP. (WBE) ENCORE CONTRACTING SERVICES, INC. (MBE) GRANITE CITY ELECTRIC SUPPLY COMPANY, INC. (WBE\*) DATASYS CORPORATION (WBE) ENCORE IMAGES, INC. (WBE) GRANITE PRINT, LLC (WBE) INTERCONNECT COMPUTER CABLING SERVICES, INC. (WBE) DAVEN CORP. (WBE) ENERGY FEDERATION, INC. (WBE) GRAPHIC TOUCH, INC. (WBE) INTERGLOBAL COMMUNICATION GROUP, LLC (MBE) ENGINEERS DESIGN GROUP, INC. (MBE) GREAT IN COUNTERS, INC. (WBE) INTERIOR RESOURCES GROUP, LLC (WBE) DAVISKELLY, LLC (WBE) DAVISKELLY, LLP F/K/A: RANDALL S. DAVIS & COMPANY, LLP (MBE) ENVIRONMENTAL INTEGRITY COMPANY, LLC (MBE/WBE\*) GREAT LAKES CASE AND CABINET CO., INC. (WBE) INTERNATIONAL HEALTH SERVICES, INC. (WBE) DAWN BAXTER (WBE) ENVIROX, LLC (WBE) GREATER BOSTON CHINESE GOLDEN AGE CENTER, INC. (MBE) INTERNATIONAL TRANSLATION COMPANY (MBE/WBE)

INTERPRETERS AND TRANSLATORS, INC. (MBE/WBE\*) L.A.L. MASONRY CO., INC. (WBE\*) MAYFLOWER MAIDS, INC. (WBE) NOVEL IRON WORKS, INC. (WBE) INTERPRETERS ASSOCIATES, INC. (MBE/WBE) L.K. SHEET METAL, INC. (WBE) MCGARR SERVICE CORP. (WBE) NOVER-ARMSTRONG ASSOCIATES, INC. (WBE) ISLAND PAVEMENT CUTTING CO., INC. (WBE) L.SCHROEDER CONSULTING, INC. D/B/A: S1 FOOD SERVICE (WBE) MCRAEHILL CORPORATION (MBE/WBE) NU-CHECKER, INC., D/B/A: RED CAB (MBE/WBE) IT MANTRA, LLC (MBE/WBE) L1 ENTERPRISES INCORPORATED (SDVOBE) MCSORLEY-KERY DESIGN (WBE) NXTEVENT, INC. (WBE) IZ SCHWARTZ APPLIANCE WAREHOUSE, INC. (WBE) LA ALIANZA HISPANA, INC. (MBE) MEDEIROS HYDROSEEDING & LANDSCAPING CONSTRUCTION, INC. OCEAN STATE SIGNAL CO. INC. (WBE) LADYBUG PEST CONTROL SERVICES, INC. (WBE) O'DONNELL SAND & GRAVEL, INC. (WBE) J & S BUSINESS PRODUCTS, INC. (MBE) J & S CONCRETE PUMPING AND GROUTING, INC. (WBE) LAILONNIE J. KEENE D/B/A: KEENKUT LANDSCAPING (WBE) MEDUVI, LLC (MBE/WBE) OHS TRAINING & CONSULTING, INC. (WBE) LAING ENTERPRISES, INC. (MBE\*) MEL CHEEKS D/B/A: RELIABLE PRODUCTS (MBE#) OLD STATION OUTDOOR & LANDSCAPE SUPPLY, INC. (MBE) J COUGLER, INC. (WBE) J F SHINE MECHANICAL, INC. (WBE) LANCASTER PACKAGING, INC. (MBE/WBE) MELISSA GILROY, CPA (WBE) OLYMPIC SERVICES, INC. (WBE) J REGO TRUCKING, INC. (WBE) LANCO SCAFFOLDING, INC. (WBE) MELO'S RODBUSTERS, INC. (WBE) ONEUNITED BANK (MBE) MENTAL HEALTH ASSOCIATION, INC. (WBE) J TROPEANO, INC. (WBE) LANE PRINTING CO., INC. (WBE) ON-TIME PAYROLL SERVICES, LLC (WBE) LANGUAGE BRIDGE, LLC (WBE) J. L. ENTERPRISES, INC. (WBE) MERCANTILE DEVELOPMENT, INC. (WBE) OPUS DESIGN, LLC (WBE) OSBORNE B GAUGH, INC. (WBE)
OSCAR'S MOVING COMPANY, LLC (WBE) J. L. RAYMAAKERS & SONS, INC. (WBE#) LASER KARE TECHNOLOGY, INC. (WBE) MERRIMACK VALLEY TRAUMA SERVICES, INC. (WBE\*) LASER TECHNOLOGIES SERVICE, INC. (MBE) METROPOLITAN HOME HEALTH SERVICES, INC. (WBE) J.A.J. TILE COMPANY, INC. (WBE) J.C. SMITH, INC. (WBE) LAW OFFICES OF KATHLEEN A. MOORE (WBE) MG PRODUCTS, LLC (WBE) OSS, CORP, (SDVOBE) JACKSON GLASS, INC. (WBE) LAWHORN IRRIGATION, INC. (MBE) MICHAEL DAVIDS D/B/A: M P DAVIDS TRANSPORTATION (MBE)
MICHELE VAN BUREN KIEFER D/B/A: CAYUGA COMMUNICATIONS (WBE) OVERTURE PARTNERS, LLC (WBE)
P L KRYNICKI INSURANCE AGENCY (WBE) JACQUELINE ELECTRIC AND CONTRACTING, INC. (WBE) LC SYSTEMS (WBE\*#) JAKE NELLY AND ASSOCIATES (MBE\*) LDI/MOHEGAN, LLC D/B/A: KOTA (MBE) MIDDLESEX COMMERCIAL SALES, LLC (MBE) P&W ENTERPRISES, LLC D/B/A: IMAGE RESOLUTIONS (WBE) LEAD IT CORPORATION (MBE/WBE) MIDTOWN HOME HEALTH SERVICES, INC. (MBE/WBE) PACELLA ENTERPRISES, INC. (WBE) JAMA PROFESSIONAL CLEANING, INC. (MBE/WBE) JAMAICA PLAIN NEIGHBORHOOD DEVELOPMENT CORPORATION (MBE) LEC ENVIRONMENTAL CONSULTANTS, INC. (WBE) MIKYOUNG KIM DESIGN, LLC (MBE/WBE) PACKARD DESIGN, INC. (WBE\*) JANE FREEDMAN LAW. LLC (WBE) LEDGE LIGHT TECHNOLOGIES, INC. (MBE) MILHENCH, INC. D/B/A: MILHENCH SUPPLY (WBE) PALMER TRAILER SALES CO., INC. (WBE)
PAMELA SANDLER, AIA ARCHITECT (WBE) MILL CITY ENVIRONMENTAL CORPORATION (MBE) LEERS WEINZAPFEL ASSOCIATES, INC. (WBE) JANE P. O'HERN (WBE) JANUS SOFTWARE, INC. F/K/A: JANUS ASSOCIATES, INC. (WBE) LEMELIN ENVIRONMENTAL SERVICES, INC. (WBE) MILLENNIUM PRINTING CORPORATION (WBE) PANDA RUG COMPANY, LTD. (MBE/WBE) JASONICS SECURITY CORPORATION (WBE) LENOX CONSTRUCTION COMPANY, INC. (WBE)
LEONE MARKETING SOLUTIONS, INC. (WBE) PANTHER GROUP, INC., THE (MBE) PARADISE COPIES, INC. (WBE) MILLS CONSULTING GROUP, INC. (WBE) JAYDE CORPORATION (MBE) MINUTEMAN TRUCKS, INC. (MBE) JAZZY SPORTSWEAR PROMOTIONAL COMPANY, LLC (MBE) LESLIE & COMPANY - SOLUTIONS IN PRINTING (WBE) MIYAKODA CONSULTING (MBE/WBE) PAT GIBBS LANDSCAPE DESIGN & CONSTRUCTION, INC. (MBE) JEANNE GEIGER CRISIS CENTER, INC. (WBE) LIBERTY PRINTING CO., INC., THE (WBE\*) MJH COMMUNICATIONS (WBE\*) PATHWAYS FOR CHANGE, INC. (WBE) JEREZ, LLC (MBE/WBE) LIM CONSULTANTS, INC. (MBE/WBE) MJW MEDICAL SOLUTIONS, INC (SDVOBE)
MN & COMPANY MEDIA MANAGEMENT, INC. (WBE) PATHWAYS FOR CHILDREN, INC. (WBE) JIL-LYN WONOSKI D/B/A: JW CONSULTANTS (WBE)
JIMENEZ & SON CONSTRUCTION CO., INC. (MBE) LIN ASSOCIATES, INC. (MBE) PATIENT CENTERED MEDICAL CARE, INC. (MBE/WBE) LINDON GROUP, INC. (WBE) MNJ TECHNOLOGIES DIRECT, INC. (WBE) PATRIOT IRON CORP. (WBE) JKMUIR, LLC (WBE#) LITTLE PEOPLE'S COLLEGE, INC. (WBE) MOBILEMATICS, INC. (MBE/WBE) PATRIOT TRAFFIC, LLC (WBE) JLS MEDICAL PRODUCTS GROUP, LLC (VBE) MODULEASE CORPORATION (WBE) PBH PARALEGAL & TRANSCRIPTION SERVICES (WBE) LIZ PAGE ASSOCIATES (WBE) JM FISKE ENVIRONMENTAL (WBE) MOLARI, INC. D/B/A: MOLARI EMPLOYMENT AND HEALTH CARE PC SURVIVORS OF MA, LLC (WBE) LMN SERVICES, INC. (VBE#) JMA ARCHITECTS, INC. (MBE/WBE\*) LOGISTICO, LLC (MBE) SERVICES (WBE) PEABODY PROPERTIES, INC. (WBE) M-O-N LANDSCAPING, INC. (PBE+)
MONAGHAN PRINTING CO., INC. (WBE) JNB CONSTRUCTION, INC. (MBE) LOTUS TECHNICAL STAFFING SOLUTIONS, INC. (MBE/WBE) PEELER ASSOCIATES (WBE) LSL CLEANING COMPANY (MBE/WBE) JO ANN BENTLEY ARCHITECT, INC. (WBE) PEERLESS FINANCIAL SOLUTIONS, INC. (WBE) LUB-O-LINE INDUSTRIAL OIL CO., INC. (WBE)
LYNN COMMUNITY HEALTH CENTER, INC. (MBE) MONAHAN GROUP, INC. (THE) (WBE) PERFORMANCE TESTING AND BALANCING, LLC (SDVOBE) JOAN B. HONIG (WBE) MONTANA DATACOM, INC. (WBE) JOHN GALT STAFFING, INC. (WBE) PERFORMANCE TRANS., INC. (WBE) JOHN H. CANTO LANDSCAPE & BOBCAT SERVICES, INC. (MBE) LYNN LADDER & SCAFFOLDING CO., INC. (WBE) MOORE & ISHERWOOD COMMUNICATIONS, INC. (WBE) PEST END, INC. (WBE) JOHN K. DIETRICH & ASSOCIATES, INC. D/B/A: CLASSIC GRAPHX (WBE) JOHN LEONARD EMPLOYMENT SERVICES, INC. (WBE) MORAIS CONCRETE SERVICE, INC. (WBE)
MORLU MARVIE D/B/A: DURCLEAN SERVICES (MBE) PHOENIX ENVIRONMENTAL DESIGN INC. (SDVOBE)
PHOENIX GENERAL SERVICES (MBE) M & L PEST CONTROL SERVICES, INC. D/B/A: ENROUTE SERVICES M & M CONTRACT CLEANING, INC. (MBE)
M & R CONSULTANTS CORP. (MBE) MOTHERS FOR JUSTICE AND EQUALITY, INC. (MBE/WBE)
MSG STAFFING, INC. (MBE) JOHNSON & HILL STAFFING SERVICES, INC. (WBE) PIERSON COMPUTING CONNECTION, INC. (WBE) PINA CONTAINER SERVICE, LLC (MBE) JOHNSON LUMBER CO., INC. (WBE) JORDAN ENTERPRISES, INC. D/B/A: SD VISUAL IMAGES (MBE) M G DENSON ELECTRICAL SERVICES, INC. (MBE) MT SERVICES, LLC (MBE/WBE) PINCK & CO., INC. (WBE, LGBTBE\*) JOS HEALTHCARE STAFFING, INC. (MBE) M R ENTERPRISES, INC. (WBE)
M&A ARCHITECTURAL PRESERVATION, INC. (WBE) MURPHY, EDWARDS, GONCALVES AND FERRERA, PC (WBE) PIONARCH, LLC (WBE) PIPING SYSTEMS, INC. (WBE) JP ADVERTISING, INC. (WBE) MVP TESTING, LLC (MBE/WBE) JPL & ASSOCIATES, LLC (SDVOBE) M&M CONNECTIONS, LLC (MBE/WBE) MY MARKETING SOLUTIONS, INC. (WBE) PJ MECHANICAL, LLC (WBE#) JULES CATERING, INC. (WBE) M. S. PELTIER INSURANCE SERVICES, LLC (MBE) N & T MECHANICAL CONTRACTORS, INC. (VBE) PJ SPILLANE COMPANY, INC. (WBE) JUSTICE RESOURCE INSTITUTE, INC. (WBE) NALEY, INC. D/B/A: PALOMAR PRINTING (WBE, VBE) PJ SYSTEMS, INC. D/B/A: HIQ COMPUTERS (MBE) M.A.D. SIGNS (WBE) JVS AUTO SERVICE, INC. D/B/A: GIBBS AUTO SERVICE (MBE) K & M COMMUNICATIONS CORPORATION (VBE) M.D. STETSON COMPANY, INC. (WBE\*)
M.E. O'BRIEN & SONS, INC. (WBE) NAUGHTON ENERGY CORP (MBE/WBE)
NAYLOR TECHNOLOGY XCHANGE, LLC D/B/A: OFFICEWORKS (MBE) PJC & COMPANY, ECOLOGICAL LAND CARE, INC. (WBE)
PLASTIC CARD SYSTEMS, INC. (WBE) K DAPONTE CONSTRUCTION CORPORATION (PBE+) MABBETT & ASSOCIATES, INC. (SDVOBE) NEED-A-LIFT MEDI VAN. INC. (WBE) POLARIS DIRECT, LLC (WBE) K5 CORPORATION F/K/A: HI WAY SAFETY SYSTEMS, INC. (WBE) MACHADO CONSULTING, INC. (SDVOBE) MAESTRI CONSULTANTS, INC. (WBE) NEEDHAM CERTIFIED WELDING CORP. (WBE) POLVORA ADVERTISING, INC. (MBE)
POSITIVE ACTION AGAINST CHEMICAL ADDICTION, INC. (WBE) K-9 MERCANTILE PROTECTION, INC. (MBE/WBE#) NEUTRAL POSTURE, INC. (WBE) MAGANTI IT RESOURCES, LLC (MBE)
MALLORY HEADSETS, INC. (MBE/WBE)
MALONEY PROPERTIES, INC. (WBE) KARMA ENVIRONMENTAL SERVICES, INC. (WBE) NEW BEDFORD FLOOR COVERING SALES COMPANY, INC. (MBE) NEW BEDFORD PEST CONTROL, INC. (WBE) POWDER HORN PRESS, INC. (WBE) KATHRYN A. MICKLE D/B/A: NEW ENGLAND SECURITY (WBE\*) KEANE FIRE & SAFETY EQUIPMENT CO., INC. (WBE) POWER ENGINEERING CO., INC. (WBE) PRECISION ENGINEERING, INC. (WBE) NEW ENGLAND FARM WORKERS COUNCIL, INC. (MBE#) KEATING CONSULTING, INC. (WBE) MANSFIELD PAPER COMPANY, INC. (VBE) NEW ENGLAND HIGHWAY TECHNOLOGIES, LLC (MBE) PRECISION MARKETING GROUP, LLC (WBE#) KEMPER CORPORATION (WBE) MANUEL VEGA D/B/A: ALL DRAIN SERVICES, INC. (MBE\*) NEW ENGLAND PROFESSIONAL SYSTEMS, INC. (WBE) PREFERRED CONTRACTORS, INC. (WBE) KENNEDY & VIOLICH ARCHITECTURE, LTD. (MBE) MARATHON MEDICAL CORPORATION (SDVOBE) NEW ENGLAND SPECIALTY SERVICES, INC. (WBE) PREMIER ABATEMENT & LABOR SERVICES, INC. (MBE) KENNEY MASONRY, LLC (WBE)
KERMA MEDICAL PRODUCTS, INC. (VBE) MARION EDWARD ASSOCIATES, INC. (MBE) MARKET MENTORS, LLC (WBE) PRIDE ENVIRONMENTAL CONSTRUCTION, INC. (WBE)
PRIME AE GROUP, INC. (MBE) NEW ENGLAND STYLE, INC. (WBE) NEW HOPE, INC. (WBE#) NEWTON DISTRIBUTING COMPANY, INC. (WBE) KEVILLE ENTERPRISES, INC. (WBE) MARKINGS, INC. (WBE) PRINTABILITEES, LLC (MBE/WBE) KIESSLING TRANSIT, INC. (WBE\*) MARTINEZ COUCH & ASSOCIATES. LLC (MBE) NFALL, CORP. D/B/A: MINUTEMAN PRESS OF DEVENS (MBE/WBE) PRINTER SUPPORT CORPORATION (WBE\*) KITCHENMAKERS BCCS WINDOOR GROUP, LLC (MBE) MARTINO GLASS COMPANY, INC. (WBE) NINESTONE CORPORATION (WBE) PRISM CONSULTING INCORPORATED D/B/A: PRISM ENERGY SERVICES KITTREDGE EQUIPMENT COMPANY, INC. (WBE) MARY CASEY, INC. D/B/A: THE HARBOR LAW GROUP (WBE) NIR SALES (WBE) MARY HELEN MARINA, MSM, OTR/L (MBE/WBE) NITSCH ENGINEERING, INC. (WBE) KNF&T, INC. (WBE) PRISTINE ENGINEERS, INC. (MBE) PROAV SYSTEMS, INC. (MBE/WBE) KNOWLEDGE ARCHITECTS, LLC (MBE/WBE) NOBIS ENGINEERING, INC. (MBE) MARY NASH D/B/A: NASH INSIGHTS (WBE) NOBSCOT SUPPLY COMPANY, INC. (WBE)
NOREL SERVICE CO., INC. (VBE) PROCOAT PRODUCTS, INC. (WBE)
PRODUCTION LINE SUPPORT, INC. (MBE) MASS FIRE EXTINGUISHERS (WBE#) KO STONE, INC. (MBE) MASS JANITORIAL SUPPLIES, INC. (MBE/WBE) KOOL, INK., LLC D/B/A: SIR SPEEDY PRINTING OF BLOOMFIELD (MBE) KOYA LEADERSHIP PARTNERS, LLC (WBE) MASS STATE CLEANING, LLC (VBE) NORFOLK POWER EQUIPMENT, INC. (WBE) PROEDGE SKILLS, INC. (WBE\*) KREATE AND PRINT, INC. (MBE/WBE) MASSACHUSETTS PC SERVICES, INC. (MBE) NORTH BAY COMPANY, INC. (WBE) PROFESSIONAL FIRE & SECURITY, INC. (WBE\*) KROKIDAS & BLUESTEIN, LLP (WBE\*) MASTER MANUFACTURING CO. (WBE) NORTH EAST ROADS, INC. (MBE) PROFESSIONAL FIRE SYSTEMS, INC. (WBE) KT & T DISTRIBUTORS, INC. (MBE) MATTAPAN COMMUNITY HEALTH CENTER (MBE) NORTH SUFFOLK MENTAL HEALTH ASSOCIATION, INC. (WBE) PROFESSIONAL NURSE, INC. (WBE) NORTHEAST ENVIRONMENTAL LABORATORY, INC. (WBE) KUHN RIDDLE ARCHITECTS, INC. (WBE) MATTUCHIO CONSTRUCTION CO., INC. (WBE) PROFORMA PRINT & PROMOTIONAL SOLUTIONS (WBE\*#) KYYBA, INC. (MBE) MAUREEN C. HAYES, INC. D/B/A: HAYES DEVELOPMENT SERVICES NORTHEASTERN STEEL CORPORATION (MBE) PROVERB, LLC (MBE) L & L CONTRACTING, INC. (WBE) NORTHSTAR LEARNING CENTERS, INC. (MBE) PRUDENTIAL DOOR & WINDOW, INC. (WBE)

PSILU CORPORATION, INC. D/B/A/: WYNCO DISTRIBUTORS OF NEW ENGLAND (WBE\*) PSN CONSTRUCTION, INC. (MBE) PYRAMID PRINTING AND ADVERTISING, INC. (WBE) PYRAMID TECHNOLOGY SERVICES, INC. (WBE) QUADRANT HEALTH STRATEGIES, INC. (WBE) QUALITY MATRIX, INC. (MBE/WBE) QUICK PRINT LTD., INC., D/B/A: QPL, INC., THE IMAGE GROUP (WBE) QUICKPAY, INC. (MBE) QUINN CABLE TECHNOLOGY (WBE\*) R L ADAMS TILE CONTRACTING, INC. (WBE) R O U CONSTRUCTION, INC. (MBE) R. A. D. EMPLOYMENT SERVICES, INC. (WBE) R. A. MITCHELL CO., INC. (WBE) R.J. NARDONE CONSTRUCTION, INC. (WBE) RADAR SOLUTIONS INTERNATIONAL, INC. (WBE) RAINBOW MOVERS, INC. (WBE) RAMCO SURVEY STAKES CO., INC. (WBE) RANSFORD ENVIRONMENTAL SOLUTIONS, INC. (WBE) RAPPORT INTERNATIONAL, LLC (WBE) RAY HALUCH, INC. (WBE) RAYCO CORPORATION (MBE#) RAZZ-M-TAZZ PROMOTIONS, LLC (WBE) RBLA DESIGN, LLC (WBE#) RBV AND SONS INCORPORATED (MBE) RCAP SOLUTIONS, INC. (WBE) REAL COOL PRODUCTIONS, INC. (WBE) REALE ASSOCIATES, INC. (WBE) REBARS & MESH, INC. (WBE) REGINA VILLA ASSOCIÀTES, INC. (WBE) REGIS STEEL CORPORATION (MBE) REIDY ASSOCIATES (WBE) RELIABLE BUS LINES, INC. (MBE\*) RELIABLE TELECOM SUPPLY, INC. (WBE) RESOURCE MANAGEMENT, INC. (MBE) RE-STREAM CO. (WBE) RICHARD W REID ELECTRICAL CO., INC. (MBE) RICHARDSON ELECTRICAL COMPANY, INC. (WBE) RISE & SHINE CONTRACT CLEANING & CONSULTATION SERVICES, INC. (MBE/WBE) RIVERSIDÉ ASPHALT SERVICES, INC. (WBE) ROAD-WAY MAINTENANCE SERVICES, INC. (WBE) ROBT. W. HALL CONSULTING ENGINEERS, INC. (WBE) ROJAS DESIGN, INC. (MBE#) ROMAN MUSIC THERAPY SERVICES, LLC (WBE#) RONALD PIERRE-LOUIS, CPA LLC (MBE#) ROYAL, P.C. (WBE) RSE ASSOCIÀTES, INC. (MBE) RTD LOGISTICS, LLC D/B/A: SKYCOM COURIER (MBE) S & M TRANSPORTATION, INC. (MBE) S O S CORPORATION (WBE) S. BARZOLA CONSTRUCTION CORP. (MBE/WBE#) SAFETY LOCATORS, LLC (WBE) SAI SYSTEMS INTERNATIONAL, INC. (MBE) SALEM COMMUNITY CHILD CARE, INC. (MBE/WBE) SAMANTHA'S GARDENS, INC. (WBE) SAMBO OKOLO & COMPANY, LLC (MBE#) SAMIOTES CONSULTANTS, INC. (WBE) SAN, INC. D/B/A: OMNI DIGITAL PRINTERS (MBE) SANTINI BROTHERS IRON WORKS, INC. (WBE) SAR ENGINEERING, INC. (MBE\*) SARGENT & ASSOCIATES LOSS MANAGEMENT SERVICES, INC. (WBE) SARIAN COMPANY, INC. (WBE#) SAUGUS CONSTRUCTION CORPORATION (MBE/WBE) SAVIN PRODUCTS COMPANY, INC. (WBE\*) SAVVY STAFFING SOLUTIONS, LLC (WBE) SAWYER, LLC (WBE) SCHEDULE DYNAMICS, INC. (WBE) SCHMIDT PRINTING, INC. (MBE) SCHWARTZ HANNUM PC (WBE) SDA CONSULTING, INC. D/B/A: SDA (MBE/WBE) SDG DIRECT, LTD. D/B/A: SHIELDS DESIGN STUDIO (WBE) SEACOAST ASPHALT SERVICES, INC. (WBE) SEALCOATING, INC. (WBE\*) SERAPHIC SPRINGS HEALTH CARE AGENCY, INC. (MBE/WBE) SERPENTINO STAINED & LEADED GLASS, INC. (WBE) SERVICENET, INC. (WBE)

SEVENTEENTH ADDITION, LLC (WBE) SHADLEY ASSOCIATES, P.C. (WBE) SHAFIIS', INC. (WBE) SHANAHAN SOUND & ELECTRONICS, INC. (WBE) SHEKAR & ASSOCIATES, INC. (MBE) SHI INTERNATIONAL CORP. (MBE/WBE) SHOPLICK ASSOCIATES (WBE) SHRED KING CORPORATION (WBE) SHRI MAHAVIR, INC. D/B/A: MINUTÉMAN PRESS (MBE/WBE) SIGN DESIGN, INC. (WBE) SILVER LAKE PRODUCTIONS, INC. (WBE) SILVER SCREEN DESIGN, INC. (WBE) SIMONDS, INC. (WBE) SINGH ELECTRICAL, LLC (MBE) SITE SPECIFICS, LLC (WBE#) SITECON CORPORATION (WBE) SJB ENTERPRISES, INC. D/B/A: SANDRA NETWORK (WBE) SMART SOURCE TECHNOLOGIES, INC. (MBE/WBE) SMART TECH SKILLS, LLC (MBE) SMEAD MANUFACTURING COMPANY, (THE) (WBE) SMI DEMOLITION, INC. (MBE) SMITH MARINE, INC. (WBE) SMITH, SULLIVAN & BROWN, P.C. (WBE) SOFTWARE PEOPLE, INC. (MBE/WBE) SOIL EXPLORATION CORPORATION (WBE) SOLOMON MCCOWN & COMPANY, INC. (WBE) SOLTRIX TECHNOLOGY SOLUTIONS, INC. (MBE/WBE) SOOTHING TOUCH TO GO, LLC (WBE) SOUTH COVE COMMUNITY HEALTH CENTER, INC. (MBE) SOUTH END COMMUNITY HEALTH CENTER, INC. (M/NPO\*) SOUTH SHORE GENERATOR SERVICE, INC. (WBE) SOUTH SHORE PIPELINE SERVICES, INC. (WBE) SOUTH SHORE STAFFING, INC. (WBE) SOVEREIGN CONSULTING, INC. (MBE) SPANISH AMERICAN CENTER, INC. (MBE/WBE) SPINELLI CPA, PC (WBE) SPOTLIGHT GRAPHICS, INC. (WBE) SPRATLY GROUP LLC, THE (MBE) SPRINGFIELD DAY NURSERY CORPORATION D/B/A: SQUARE ONE SPRITZAL COOKIE COMPANY, LLC (WBE) SQUILLACE & ASSOCIATES, P. C. (LGBTBE) STACEY DEPASQUALE ENGINEERING, INC. (WBE) STADIUM OIL HEAT, INC. (WBE) STANDARD MODERN COMPANY, INC. (WBE) STANLEY STREET TREATMENT AND RESOURCES, INC. (WBE) STAR BRIGHT BOOKS, INC. (WBE) STAR BUILDING SERVICES, INC. (MBE/WBE) STARBURST PRINTING & GRAPHICS, INC. (MBE) STATE CLEANING SERVICE, INC. (WBE\*) STATEMENT OUTSOURCING, LLC (WBE) STEPHENSON & BROOK COMPANY (WBE) STERLING BUSINESS PRODUCTS, INC. D/B/A: STERLING PRINTING STEWART INTERNATIONAL, LTD. (WBE) STONE & BERG COMPANY, INC. (WBE) STRATEGIC ENVIRONMENTAL SERVICES, INC. (WBE) STRATEGIC TECHNOLOGY SOLUTIONS, INC. (WBE) STRATEGIS, LLC (MBE/WBE) STRATEGY GROUP, INC., THE (WBE) STRATEGY MATTERS, LLC (WBE) STUDIO 207 (WBE) STUDIO 2112 LANDSCAPE ARCHITECTURE, INC. (WBE) STUDIO UMBRA, LLC (MBE) SUBURBAN SERVICE CORPORATION OF NORWOOD (WBE) SUFFOLK COUNTY CONSTABLE'S OFFICE, INC. (WBE) SUMMIT PRESS, INC. (WBE) SUN SPECIALTIES, INC. (WBE) SUNRISE PROSTHETICS & ORTHOTICS, INC. (WBE) SUPPLIES EXCHANGE SYSTEMS (MBE) SUPPORTIVE CARE, INC. (MBE/WBE) SUPRA OFFICE SOLUTIONS, INC. (MBE) SUPREME SAFETY, INC. (WBE)

SUR CONSTRUCTION SERVICES CORP. (MBE/WBE)

SWAN CONSULTING & ASSOCIATES, INC. (WBE\*)

SWAN CONTRACTING, LLC (MBE/WBE)

SWBAILEY CONSULTING, LLC (WBE)

SWIFT STAFFING AGENCY, INC. (MBE) SYLVIA AND COMPANY INSURANCE AGENCY, INC. (WBE) SYMS TECHNOLOGY, INC. (MBE/WBE) T & J COMPUTER SERVICE, LLC (MBE/WBE) T & M LANDSCAPE, INC. (WBE)
T & T STEEL ERECTORS, INC. (MBE) T&A INDUSTRIAL LTD (VBE) TAIBBI EQUIPMENT CORP. (WBE) TALEVI AND HAESCHE, LLC (WBÉ) TANGO CONSTRUCTION, INC. (MBE) TANISHA SYSTEMS, INC. (MBE) TANTAR CORP. D/B/A: OPTAMARK PRINTING & MARKETING (MBE/WBE) TAPESTRY HEALTH SYSTEM, INC. (WBE) TAVARES, LLC (MBE) TAYLOR & LLOYD, INC. (WBE) TAYLOR DAVIS LANDSCAPE COMPANY, INC. D/B/A: NORTHEAST ENVIRONMENTAL SOLUTIONS (WBE) TCOGNITION, INC. (MBE) TCS OF AMERICA ENTERPRISES, LLC (MBE/WBE) TECH NETWORKS OF BOSTON, INC. (WBE) TECHQUISITE, INC. (MBE) TEKIZMA, INC. (MBE) TEN KEY ACCOUNTING AND BOOKKEEPING SERVICES, INC. (WBE) TERRAINK, INC. (WBE)
TFJ MANAGEMENT SERVICES (MBE) THAYER DISTRIBUTION, INC. (MBE) THINGS REPAIRED (WBE) THIRD SECTOR NEW ENGLAND, INC. (WBE) THOMAS BARRIERS, LLC (WBE) THOMPSON COMPANY, INC. (WBE) TIC BUSINESS CONSULTANTS, LTD (WBE) TITAN ROOFING, INC. (MBE) TLC CLEANING & JANITORIAL SUPPLY CO., INC. (WBE) TODD TSIANG (MBE)
TOMO360, LLC (MBE/WBE, LGBTBE) TOOLE DESIGN GROUP, LLC (WBE) TOOLS UNLIMITED. INC. (WBE) TOTAL MECHANICAL SERVICE CORP. (MBE) TOUCHPOINT MANAGEMENT SERVICES, LLC (MBE, VBE) TOWERWALL, INC. (WBE) TOWN SANITATION, INC. (WBE#) TRAFINFO COMMUNICATIONS, INC. (MBE) TRAINING ASSOCIATES CORPORATION, THE (WBE) TRAMM ELEVATOR COMPANY, INC. (MBE\*) TRANSCEND MAINTENANCE SERVICES, INC. (MBE/WBE) TRANSFLUENCI, LLC (MBE/WBE) TRANSITION HOUSE, INC. (MBE/WBE) TRAVERS PRINTING, INC. (WBE) TRAVERSE LANDSCAPE ARCHITECTS, LLC (WBE) TRIBAL CAPITAL MARKETS, LLC (MBE) TRILOGY INSURANCE GROUP, INC. (WBE) TRINITY HEALTH SERVICES, INC. (MBE) TRI-STATE PAINTING, INC. (WBE\*) TRUAX CORPORATION (WBE\*) TRULYCREATIVE NETWORK SOLUTIONS (SDVOBE\*) TSM DESIGN, INC. (WBE) TURTLE & HUGHES, INC. (WBE) UEL CONTRACTORS, INC. (WBE) UMANO AIR SYSTEMS, LLC (VBE) UNIC PRO, INC. (MBE/WBE) UNIQUE COMP, INC. (MBE/WBE)
UNITED ALLIANCE SERVICES CORPORATION (WBE) UNITED ELEVATOR COMPANY, INC. (WBE) UNITED PERSONNEL SERVICES, INC. (WBE) UNITED PRINT PARTNERS, INC. (WBE) UNITED STONE AND SITE, INC. (WBE)
UNITED VETERANS CONSTRUCTION INC (SDVOBE) UNIVERSAL PRINTING COMPANY, LLC (WBE) URBAN EDGE HOUSING CORPORATION, INC. (MBE) URBAN INSULATION, INC. (WBE) US INTERPRETATION & CONSULTING SERVICES, LLC (MBE/WBE) USA COURIERS, INC. (WBE) V&S FINISHING, INC. (WBE) V.J. ASSOCIATES, INC. OF SUFFOLK (MBE) VALICOM CORPORATION (WBE) VALLEY GREEN SHREDDING, LLC (VBE) VALUING OUR CHILDREN, INC. (WBE)

VAV INTERNATIONAL, INC. (MBE) VECNA TECHNOLOGIES, INC. (WBE\*#) VENILIA GARDENS, INC. (MBE) VENTURE COMMUNITY SERVICES, INC. (WBE) VESUME GROUP, LLC, THE (WBE) VETERAN OFFICE DESIGN LLC (SDVOBE) VETERANS CONSTRUCTION, LLC (SDVOBE) VETS M-TEC, LLC (SDVOBE) VICTORY HUMAN SERVICES, INC. (MBE) VIEWCREST ADVISORS, LTD, (WBE\*#) VIGIL ELECTRIC COMPANY, INC. (MBE) VINE BOOKKEEPING (WBE) VINE HOMECARE & STAFFING, INC. (MBE\*) VJ ASSOCIATES OF NEW ENGLAND, INC. (MBE\*) VLINK, INC. (MBE) VN ENGINEERS, INC. (WBE) VODAVI TECHNOLOGIES, LLC (WBE) VOLTREK, LLC (WBE) W. A. DESIGN, LLC D/B/A: WILD APPLE DESIGN GROUP (WBE) W.J. HOEY TIRE CO., INC. (WBE) W.L. COLLINS CORP. D/B/A: COLLINS SURGICAL (WBE#) W.S. ANDERSON, INC. (MBE) WALTECH, INC. (MBE) WAYSIDE PROFESSIONALS, INC. (WBE) WEBJECT SYSTEMS, INC. (MBE) WEB-TACTICS, INC. (WBE) WELCH ASSOCIATES LAND SURVEYORS, INC. (WBE) WELLSPRING FARM, LLC (WBE) WEST FLOOR COVERING, INC. (WBE)
WESTERN MASSACHUSETTS TRAINING CONSORTIUM (WBE) WESTNET, INC. (MBE) WESTPORT CURBSETTERS, INC. (WBE) WETLAND STRATEGIES, INC. (WBE) WHITTIER STREET HEALTH CENTER COMMITTEE, INC. (MBE) WICKED HEALTHY VENDING (WBE) WILKEM SCIENTIFIC, LTD, (WBE) WILLOW TREE OUTDOOR, LLC (WBE) WOMANSHELTER/COMPANERAS, INC. (WBE#) WOMEN'S INSTITUTE FOR HOUSING & ECONOMIC DEVELOPMENT WORKPLACE ESSENTIALS, INC. (WBE\*#) WORKPLACE RESOURCE, LTD (WBE) WORLD WIDE TECHNOLOGY, INC. (MBE) WORLDCOM EXCHANGE, INC. (MBE) WROBEL ENGINEERING COMPANY, INC. (WBE) XPERTTECH, INC. (MBE/WBE) XPRESSMAN TRUCKING & COURIER, INC. (WBE) YANKEE PEST CONTROL, INC. (SDVOBE\*) YELLOW RIBBON TRUCKING, INC. (SDVOBE) YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF GREATER NEWBURYPORT D/B/A: YWCA GREATER NEWBURYPORT (WBE) YOUR COLOR CONNECTION, INC. (WBE) YOUR PERSONAL BEST: WORKSHOPS FOR SUCCESS (WBE) YULIA DUBINCHIK D/B/A: D SOFTWARE SOLUTION (WBE) YWCA CENTRAL MASSACHUSETTS, INC. (WBE) YWCA OF CAMBRIDGE (WBE\*#) YWCA OF GREATER LAWRENCE (WBE) YWCA OF SOUTHEASTERN MASS (WBE) YWCA OF WESTERN MASS (WBE#)

## Appendix H: List of Abbreviations Used in the Report

A&F	Executive Office for Administration & Finance
DBE	Disadvantaged Business Enterprise
DCAMM	Division of Capital Asset Management and Maintenance
DOBE	Disability-Owned Business Enterprise
EOTSS	Executive Office of Technology Services and Security
LGBTBE	LGBT-Owned Business Enterprise
M/NPO	Minority Nonprofit Organization
M/W/NPO	Minority Women Nonprofit Organization
MassDevelopment	Massachusetts Development Finance Agency
MassHousing	Massachusetts Housing Finance Agency
Massport	Massachusetts Port Authority
MBE	Minority-Owned Business Enterprise
MCAMP	Municipal Construction Affirmative Marketing Program
MCCA	Massachusetts Convention Center Authority
MCE	OSD's Marketing Communications and Events Unit
MGC	Massachusetts Gaming Commission
MGCC	Massachusetts Growth Capital Corporation
MSBA	Massachusetts School Building Authority
MSCBA	Massachusetts State College Building Authority
MWRA	Massachusetts Water Resources Authority
OSD	Operational Services Division
PBE	Portuguese-Owned Business Enterprise
SBPP	Small Business Purchasing Program
SDO	OSD's Supplier Diversity Office
SDP	Supplier Diversity Program
SDVOBE	Service-Disabled Veteran-Owned Business Enterprise
UMass	University of Massachusetts
UMBA	University of Massachusetts Building Authority
VBE	Veteran-Owned Businesses Enterprise
W/NPO	Women Nonprofit Organization
WBE	Women-Owned Business Enterprise