

County Executive
of
Howard County, Maryland

Executive Order: 2021 - 15
Dated: August 12, 2021
Subject: Howard County Local Business Initiative 2021

WHEREAS, local businesses in Howard County are a pivotal driver to our local economy, Howard County created the local businesses initiative in 2015 to promote the growth and success of local businesses and increase the percentage of county procurement dollars flowing to local businesses; and

WHEREAS, Howard County is committed to creating a competitive and balanced economic environment within the County by ensuring community growth through the Local Business Initiative (Order 2015-11); and

WHEREAS, for purposes of the Local Business Initiative, a local business is defined as an Applicant that maintains its principal place of business in Howard County; and

WHEREAS, under the Local Business Initiative, County Departments and agencies are encouraged to select local businesses when purchasing goods or services that are under \$10,000.00; and

WHEREAS, this Administration has increased procurement opportunities within the County for both the government and other businesses, meaning more money being spent within the County; and

WHEREAS, there are currently 237 firms certified with the Office of Procurement and Contract Administration under the Local Business Initiative, which represents an increase of over 100% since 2018; and

WHEREAS, under the Local Business Initiative, solicitations conducted under the formal competitive sealed proposals procurement method may contain an evaluation factor for a local business, when appropriate, based on the supplies or services being procured, as the Office determines; and

WHEREAS, local businesses are strongly encouraged to participate in every procurement solicited by the County.

NOW, THEREFORE, BE IT ORDERED, that I am repealing Executive Order No. 2015-11 and reestablishing and amending the Local Business Initiative. The repeal does not abrogate any

of the actions taken based on the prior order and those actions continue without interruption to include the following incentives to continue to grow the local business economy.

AND BE IT FURTHER ORDERED, that the Office of Procurement and Contract Administration may award a contract to certified local businesses that submit a competitive sealed bid within 10% of a low bid by a non-local firm.

AND BE IT FURTHER ORDERED, that the Office of Procurement and Contract Administration will obtain written quotations for Informal Quotes (\$10,001 - \$29,999) from local certified businesses whenever possible.

AND BE IT FURTHER ORDERED, that solicitations conducted under the formal competitive sealed proposals procurement method will contain an evaluation factor up to 10% of the total points for firms certified within the Local Business Initiative, based on the goods or services being procured.

AND BE IT FURTHER ORDERED, that the Office of Procurement and Contract Administration shall otherwise strongly encourage local businesses to participate in every procurement solicited by the County.

AND BE IT FURTHER ORDERED, that County Departments and agencies are reminded that low bid awards for non-capital projects should go to a local business if there is a tie for lowest bid with a non-local business and quality and service are equal in accordance with the Howard County Purchasing Manual.

IN WITNESS WHEREOF, I, Calvin Ball, as County Executive of Howard County, Maryland have hereunto set my hand and caused the seal of Howard County to be affixed this 12th day of August, 2021.



Calvin Ball
County Executive