

# Maryland Small Business Reserve Program

On October 1, 2004 the State of Maryland implemented the Small Business Reserve Program, requiring State agencies to set aside at least 10% of their procurement dollars to spend with State-certified small businesses. The University supports this program, designed to stimulate small business growth and strengthen the Maryland economy.

## PROGRAM SUCCESS:

Towson University has assisted numerous firms in becoming SBR certified. At least three of these firms have since graduated from the program due to their success! Those firms were paid a combined total of over \$100,000 in the SBR program's first year, and we are proud to be a part of the program's success!



**Towson University**

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## What is a small business in the State of Maryland ?

*Small business* means a for-profit business, other than a broker, certified by the Department of General Services as a small business that meets **all** the following criteria:

- Independently owned and operated.
- Not a subsidiary of another business.
- Not dominant in its field of operation.
- Its wholesale operations did not employ more than 50 persons and its gross sales did not exceed an average of \$4,000,000 in its most recently completed three fiscal years.
- Its retail operations did not employ more than 25 persons and its gross sales did not exceed an average of \$3,000,000 in its most recently completed three fiscal years.
- Its manufacturing operations did not employ more than 100 persons and its gross sales did not exceed an average of \$2,000,000 in its most recently completed three fiscal years.
- Its service operations did not employ more than 100 persons and its gross sales did not exceed an average of \$10,000,000 in its most recently completed three fiscal years.
- Its construction operations did not employ more than 50 persons and its gross sales did not exceed an average of \$7,000,000 in its most recently completed three fiscal years.
- The architectural and engineering services of the business did not employ more than 100 persons and the gross sales of the business did not exceed an average of \$4,500,000 in its most recently completed 3 fiscal years.

Visit the Department of General Services (DGS) webpage at: <https://www.smallbusinessreserve.maryland.gov/> to register online for the SBR program. You can also contact DGS directly at 410-767-4270 or by e-mail at [sbad\\_min@dgs.state.md.us](mailto:sbad_min@dgs.state.md.us). FAQ's and other resources for small business are online at the Governor's Office of Minority Affairs, [www.mdminoritybusiness.com](http://www.mdminoritybusiness.com). You may also contact the Towson University SBR Liaison, Barbara Hufnagel at 410-704-3486 or [bhufnagel@towson.edu](mailto:bhufnagel@towson.edu).