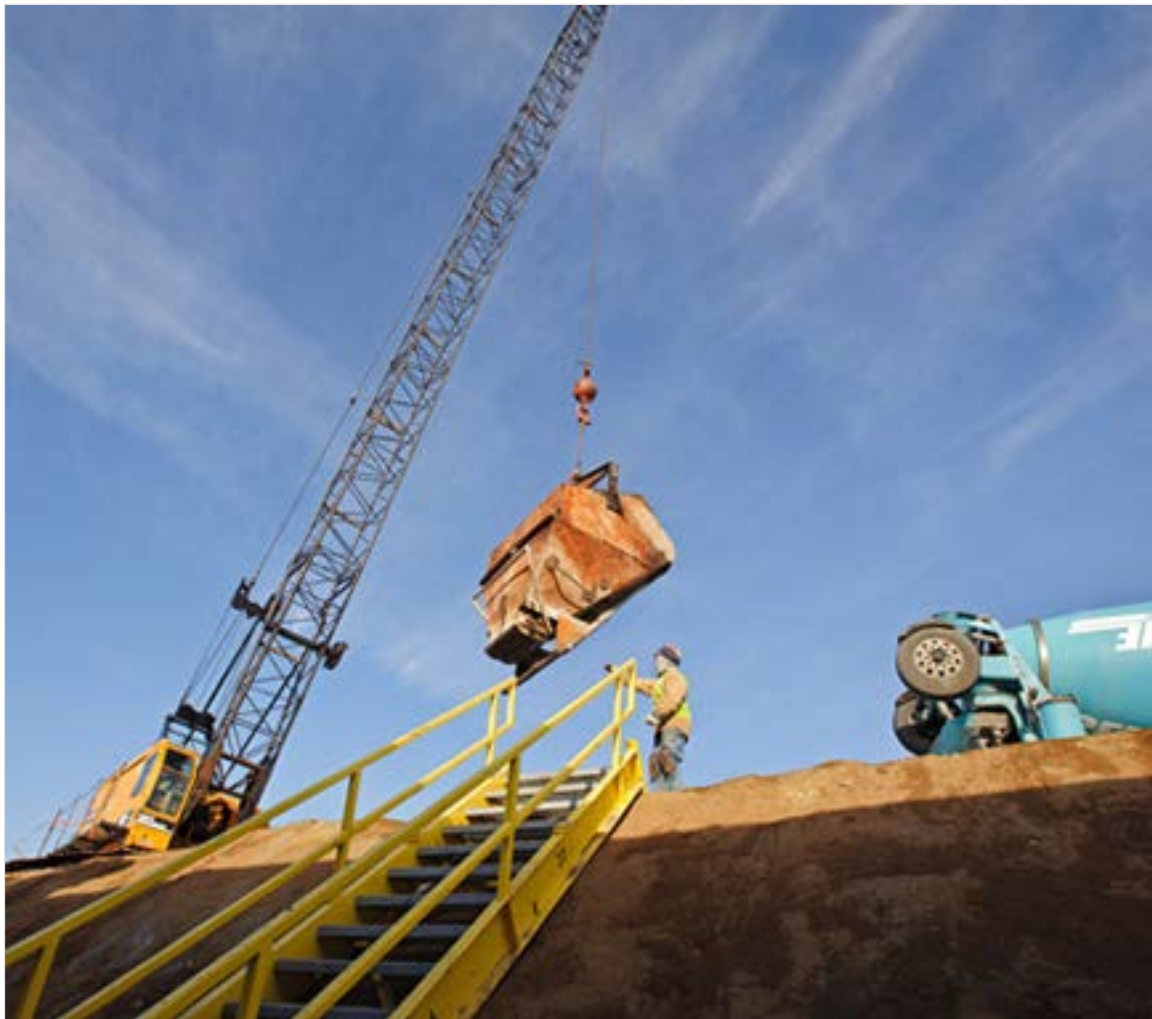




Targeted Group Business and Veteran-Owned Small Business Programs

March 2014



Prepared by

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Legislative request

This report is issued to comply with Minn. Stat. 161.321, subdivision 8.

Reporting

(a) The commissioner shall report to the commissioner of administration on compliance with this section. The information must be reported at the time and in the manner requested by the commissioner of administration.

(b) By February 1 of each even-numbered year, the commissioner of transportation shall submit a report to the chairs and ranking minority members of the legislative committees with jurisdiction over transportation policy and finance and Veterans policy and finance concerning contract awards during the preceding biennium under this section. At a minimum, the report must include:

(1) a summary of the program;

(2) a review of the use of preferences for contracting during the preceding biennium, including frequency of establishment of a preference and frequency and amount of contract awards to:

(i) small targeted group businesses; and

(ii) Veteran small businesses;

(3) a review of goals and good faith efforts to use small targeted group businesses and Veteran small businesses in subcontracts, including analysis of methods used for, and effectiveness of, good faith efforts;

(4) a summary of any financial incentives used or sanctions imposed;

(5) agency commentary on any perceived impediments, whether statutory, administrative, or otherwise, that may be limiting the participation of small targeted group businesses and Veteran small businesses in the agency's contract preference program;

(6) information on each reevaluation under subdivision 4a, including details on the methodology for reevaluation; and

(7) any recommendations for legislative or programmatic changes.

The cost of preparing this report is under \$5,000.

Overview

The Targeted Group Business and Veteran Small Business contracting programs are part of MnDOT's overall initiative to increase small business participation on state-funded highway construction projects. The Disadvantaged Business Enterprise program serves a similar purpose for federally-funded projects and is not included in this report.

The TGB and Veteran contracting programs provide certified targeted group businesses and verified veteran small businesses increased access to state contracting opportunities.

Both of these programs have two primary mechanisms of action:

- Bid preferences for TGB and Veteran businesses bidding as prime contractors
- Participation goals for TGB and Veteran business subcontractors

The TGB and Veteran programs do not apply to federally-funded projects. Instead, the federal Disadvantaged Business Enterprise program applies to these projects.

Program History

The program for veteran-owned small businesses was enacted in 2010.

Statutory provisions governing the Targeted Group Business program for state-funded construction projects were revised in 2012. MnDOT began establishing subcontract goals for targeted group businesses in January 2013, with goals applied to state-funded projects advertised for letting in March 2013.

Program Eligibility

Eligibility requirements for both programs are established pursuant to Minn. Stats. 16C.16, 161.321 and Minn. Rules Parts 1230.1600-1820.

TGB Eligibility

The TGB program is only available to Minnesota-based small businesses. The definition of a small business is established by Department of Administration and varies by industry. For some industries the size limit is \$1 million in annual gross sales, while in others it may be \$10 million or more.

In addition to being a Minnesota-based small business, eligibility for MnDOT's TGB program requires the business to be certified as a targeted group business by the Department of Administration. To qualify, the business must be 51 percent owned and

operated by women, persons with a substantial physical disability, or specific minorities as determined by the Commissioner of Administration.

To participate in the TGB program, a business must be certified at the time the bid is submitted.

Rules regarding eligibility and the designation of targeted group businesses are established by the commissioner of the Minnesota Department of Administration and can be found at Minn. Rules Parts 1230.1600-1820. Contract qualifications and other contract requirements still apply.

Veteran Eligibility

The Veteran Small Business program applies to state-funded MnDOT highway construction projects. Veteran-owned small businesses are eligible for the Veteran program if they are verified by the U. S. Department of Veterans Affairs. The program includes contract preferences for Veteran firms bidding as prime contractors as well as subcontract participation goals for Veteran small businesses.

Contracting Preference

Both the TGB and Veteran programs offer a contracting preference in the form of an amount applied to a bid for the sole purpose of evaluating proposals. Under these programs, TGB and Veteran small businesses who bid as prime contractors and request a preference will receive a preference of up to 6 percent of the amount of their bid for the first \$1 million, not to exceed \$60,000. This preference amount is subtracted from the TGB or Veteran's bid proposal, and then the reduced amount is used to determine the low bid. This preference is used only to determine the low bid; it is not used to determine the contract award amount or payment due to the contractor under the contract.

To receive a preference under the TGB or Veteran program, the prime contractor must be a certified TGB or a verified veteran-owned small business.

Contract qualifications and other contract requirements still apply.

TGB Contracting Preferences

2013 TGB Contracting Preferences

During the 2013 calendar year, 93 state-funded MnDOT projects were subject to a TGB preference. One TGB prime contractor received the TGB preference in 2013.

2012 TGB Contracting Preferences

During the 2012 calendar year, there were no state-funded MnDOT projects with TGB participation goals or preferences. Implementation of the TGB program began in January 2013.

Veteran Contracting Preferences

2013 Veteran Contracting Preferences

During the 2013 calendar year, 138 state-funded MnDOT projects were subject to a Veteran preference. One Veteran prime contractor received the Veteran preference in 2013.

2012 Veteran Preferences for Contracting

During the 2012 calendar year, 130 state-funded MnDOT projects were subject to a Veteran preference. One Veteran prime contractor received the Veteran preference in 2012.

Goals and Good Faith Efforts

Goals for Subcontractor Participation

MnDOT establishes numerical goals for TGB and Veteran subcontractor participation on state-funded highway construction projects. Contracts less than \$250,000 typically are assigned a goal of zero percent. Each project includes both TGB and Veteran subcontractor goals based on the availability of TGB and Veteran-owned small businesses to do the work. A goal of zero percent may be assigned if a project has no significant subcontracting opportunities for TGB and Veteran businesses. There are no overall participation goals for either program.

The apparent low bidder on a contract must meet applicable TGB and Veteran subcontractor goals or make adequate good faith efforts to meet the goals by demonstrating that TGB or veteran businesses were not reasonably available. Apparent low bidders who do not meet these requirements will not be awarded the contract.

All bidders on state-funded MnDOT highway construction projects must state their commitment to use TGB and Veteran-owned small businesses in their bid documents. These documents are evaluated at the time of bid.

Enforcement

Good Faith Efforts Reconsideration

Apparent low bidders who do not meet TGB or Veteran subcontractor goals, or who do not show adequate good faith efforts to meet the goal(s) are not awarded the contract. However, the apparent low bidder can request an administrative review of this determination.

An administrative review is an informal hearing before a reconsideration panel comprised of MnDOT managers and other staff who were not involved in the initial decision. The panel reviews the decision to ensure it was reasonable.

In 2012 and 2013 there were no administrative reconsiderations for the TGB or Veteran programs.

Financial Incentives

Minn. Stat. 161.321 allows for the establishment of financial incentives for prime contractors who exceed the TGB or Veteran subcontractor goals for a project. At this time MnDOT's programs do not provide for financial incentives.

Sanctions

If a contractor does not fulfill TGB and Veteran subcontracting commitments, the contractor may be subject to appropriate administrative sanctions. Sanctions may include, but are not limited to, MnDOT withholding progress payments and monetary deductions from the contract proceeds.

In 2012 and 2013 there were no sanctions imposed for failure to fulfill TGB or Veteran subcontracting commitments.

Re-evaluation

The TGB and veteran programs are both relatively new programs. MnDOT will cooperate with the Department of Administration to periodically re-evaluate these programs when applicable.

TGB Contract Goals

The majority of MnDOT contracts are awarded to TGB firms through the establishment of subcontractor participation goals. These goals are attained by subcontracting with eligible TGB firms, leasing equipment from eligible TGB firms, entering into a joint venture with eligible TGB firms or purchasing materials and supplies from eligible TGB firms. Generally, 60 percent of a supplier's contracted amount will be credited toward the TGB small business subcontractor goals.

2013 TGB Contract Goals

During calendar year 2013, 93 state-funded MnDOT projects included TGB participation goals. The total value of these projects was \$153,421,983. Of these projects:

- 22 projects had a goal of zero percent because they were identified as having no significant subcontracting opportunities for TGB firms
 - Despite a goal of zero, TGB firms participated on three of these projects.
- 71 projects had a TGB subcontractor goal above zero
 - 59 projects with a goal greater than zero met or exceeded goals
- 141 contracts with a total value of \$8,239,228 were awarded to TGB firms

Detailed project information is attached as Appendix A.

2012 TGB Contract Goals

No projects had TGB participation goals in 2012 because the TGB program was still under development.

Veteran Contract Goals

The majority of MnDOT contracts are awarded to Veteran small businesses through subcontractor participation goals for highway construction contracts. The goals are attained by subcontracting with eligible Veteran businesses, leasing equipment from eligible Veteran businesses, entering into a joint venture with eligible Veteran businesses, and purchasing materials and supplies from eligible Veteran businesses. Generally, 60 percent of a supplier's contracted amount will be credited toward the veteran small business subcontractor goals.

2013 Veteran Contract Goals

During the 2013 calendar year, 138 state-funded MnDOT projects had veteran small business participation goals. The total value of these projects was \$187,621,129. Of these projects:

- 67 projects had a goal of zero percent because they were identified as having no significant subcontracting opportunities for veteran-owned small businesses
- 71 projects had a goal above zero
 - 53 projects with a goal greater than zero met or exceeded their goal
 - 117 contracts with a total value of \$3,664,879 were awarded to Veteran-owned small businesses

Detailed project information is attached as Appendix B.

2012 Veteran Contract Goals

During the 2012 calendar year, 130 state-funded MnDOT projects had Veteran small business participation goals and were subject to a Veteran preference. The total value of these projects was \$210,648,038. Of the 130 projects with a Veteran subcontracting goal:

- Seven projects included a goal of zero percent because they were identified as having no significant subcontracting opportunities for Veteran businesses
- 123 projects had a goal above zero
 - 74 projects met or exceeded their goal
 - 153 contracts with a total value of \$4,696,821 were awarded to Veteran-owned small businesses

Detailed project information is attached as Appendix C.

Program Implementation and Considerations

MnDOT Efforts to Increase TGB and Veteran Participation

MnDOT's efforts to increase TGB and Veteran business participation fall within three major categories:

- Business development for TGB and Veteran-owned small businesses to develop the business skills needed to successfully bid for and be awarded work on MnDOT projects
- Education for all contractors about the TGB and Veteran programs to ensure prime contractors and subcontractors understand the TGB and Veteran programs
- Outreach to identify small businesses who meet the criteria to participate in the TGB and Veteran programs and promote expansion of firms participating in the program

Within these categories, MnDOT has done the following to increase participation by TGB and Veteran businesses:

- Consider recommendations from TGB and Veteran businesses, including project teams of the DBE and Workforce Development Collaborative
- Assess the effectiveness of different project management approaches for increasing TGB and Veteran participation as prime contractors or subcontractors
- Train TGB and Veteran businesses on the use of Bid Express, MnDOT's electronic procurement tool
- Sponsor training workshops throughout the state to promote the TGB and Veteran programs
- Retain ~~the~~ Procurement Technical Assistance Center as a marketing and outreach consultant to identify eligible small businesses and assist them in the TGB application process
- Retain Duff Consulting to identify veteran-owned small businesses and assist them through the application process.
- Hire personnel specifically to develop, implement and administer the TGB program
- Simplify solicitations by combining TGB special provisions, Veteran special provisions and related forms
- Prepare TGB and Veteran special provisions specifically for state-funded professional/technical consultant service contracts to be implemented in early 2014.

Program Outlook

The TGB and Veteran business programs are relatively new in MnDOT's highway heavy construction program. One challenge to participation by TGB and Veteran businesses is the limited number of firms that bid as prime contractors or subcontractors on MnDOT highway construction projects. MnDOT is actively working with the contracting community to increase the number of small businesses participating on MnDOT highway construction projects through a variety of efforts, including those listed above.

The certification process for the Veteran program is administered by the U. S. Department of Veterans Affairs. Therefore, expansion of the pool of certified Veteran businesses is subject to this federal process. MnDOT was informed the process can be long and difficult, so MnDOT hired consultants to assist with the certification application process.

Finally, the scope of the TGB and Veteran programs is currently limited to state-funded highway construction projects let by MnDOT. In 2014, MnDOT will expand the program to include its professional/technical projects to provide additional opportunities to TGB and Veteran firms.

Recommendations

The TGB and Veteran contracting programs are a critical part of the MnDOT initiative to increase small business participation on state-funded highway construction projects. Expanding access to MnDOT contracting opportunities is a powerful small business tool. Each percentage increase in contracts with small businesses reflects millions of dollars flowing to Minnesota's small businesses. Continued support for these and other small business initiatives will help Minnesota's small businesses grow and prosper as crucial contributors to job creation and economic vitality.

MnDOT has no recommendations at this time since implementation of these programs is just now fully under way

APPENDIX A

2013 Targeted Group Business Contract Awards

Letting Date	State Project #	District	Project Low Bid Amout	Contract Amount	Goal	Achieved
3/8/2013	1906-0064	ME	\$ 54,382	No TGB Participation	0.00%	0.00%
3/8/2013	2789-0131	MW	\$ 1,293,230	\$ 94,050	9.20%	9.20%
3/8/2013	2789-0131	MW	\$ -	\$ 16,252	9.00%	9.00%
3/8/2013	2789-0131	MW	\$ -	\$ 9,100	9.20%	9.20%
3/8/2013	8825-0465	ME	\$ 569,141	No TGB Participation	5.00%	0.00%
3/15/2013	8214-0114AJ	ME	\$ 649,379	\$ 10,660	4.50%	5.10%
3/15/2013	8214-0114AJ	ME	\$ -	\$ 20,643	4.50%	5.10%
3/15/2013	8214-0114AJ	ME	\$ -	\$ 2,250	4.50%	5.10%
3/22/2013	0207-0098	MW	\$ 1,954,027	\$ 56,704	4.40%	4.70%
3/22/2013	0207-0098	MW	\$ -	\$ 12,000	4.40%	4.70%
3/22/2013	0207-0098	MW	\$ -	\$ 3,000	4.40%	4.70%
3/22/2013	0207-0098	MW	\$ -	\$ 3,137	4.40%	4.70%
3/22/2013	0207-0098	MW	\$ -	\$ 17,000	4.40%	4.70%
3/22/2013	0702-0120	7	\$ 239,749	\$ 2,500	3.50%	10.70%
3/22/2013	0702-0120	7	\$ -	\$ 11,008	3.50%	10.70%
3/22/2013	0702-0120	7	\$ -	\$ 13,945	3.50%	10.70%
3/22/2013	1115-0027	3	\$ 2,295,551	\$ 19,471	3.30%	3.58%
3/22/2013	1115-0027	3	\$ -	\$ 117,725	3.30%	3.58%
3/22/2013	1201-0030	8	\$ 2,311,060	\$ 25,583	1.00%	1.10%
3/22/2013	1209-0024	8	\$ 897,019	\$ 17,567	4.40%	4.50%
3/22/2013	1209-0024	8	\$ -	\$ 38,400	4.40%	4.50%
3/22/2013	2614-0007	4	\$ 1,454,631	\$ 5,600	2.00%	0.43%
3/22/2013	2614-0007	4	\$ -	\$ 1,263	2.00%	0.43%
3/22/2013	2781-0439	MW	\$ 5,045,676	\$ 1,000	9.40%	8.71%
3/22/2013	2781-0439	MW	\$ -	\$ 1,000	9.40%	8.71%
3/22/2013	2781-0439	MW	\$ -	\$ 178,446	9.40%	8.71%
3/22/2013	2781-0439	MW	\$ -	\$ 5,172	9.40%	8.71%
3/22/2013	2781-0439	MW	\$ -	\$ 16,600	9.40%	8.71%
3/22/2013	2781-0439	MW	\$ -	\$ 4,500	9.40%	8.71%
3/22/2013	2781-0439	MW	\$ -	\$ 209,684	9.40%	8.71%
3/22/2013	2781-0439	MW	\$ -	\$ 4,433	9.40%	8.71%
3/22/2013	2781-0439	MW	\$ -	\$ 17,603	9.40%	8.71%
3/22/2013	2781-0439	MW	\$ -	\$ 1,266	9.40%	8.71%
3/22/2013	3307-0041	3	\$ 923,663	\$ 17,550	2.40%	4.10%
3/22/2013	3307-0041	3	\$ -	\$ 20,295	2.40%	4.10%
3/22/2013	4810-0020	3	\$ 24,383	No TGB Participation	0.00%	0.00%
3/22/2013	8204-0066	ME	\$ 909,846	\$ 25,209.00	4.00%	7.20%
3/22/2013	8204-0066	ME	\$ -	\$ 40,715.00	4.00%	7.20%
4/5/2013	2304-0048	6	\$ 8,106,678	\$ 247,878.00	4.00%	4.00%
4/5/2013	2304-0048	6	\$ -	\$ 76,440.00	4.00%	4.00%

Letting Date	State Project #	District	Project Low Bid Amout	Contract Amount	Goal	Achieved
4/5/2013	2508-0031	6	\$ 6,930,619	\$ 245,000.00	3.70%	3.70%
4/5/2013	2508-0031	6	\$ -	\$ 10,462.38	3.70%	3.70%
4/5/2013	2776-27624A	MW	\$ 37,770	No TGB Participation	0.00%	0.00%
4/26/2013	0109-0019	3	\$ 5,348,531	\$ 7,600	5.20%	5.50%
4/26/2013	0109-0019	3	\$ -	\$ 290,285	5.20%	5.50%
4/26/2013	0414-0025	2	\$ 1,479,548	No TGB Participation	0.00%	0.00%
4/26/2013	2180-0102	4	\$ 68,498	No TGB Participation	0.00%	0.00%
4/26/2013	2406-0048	6	\$ 129,105	\$ 1,750	0.00%	36.20%
4/26/2013	2406-0048	6	\$ -	\$ 44,999	0.00%	36.20%
4/26/2013	2772-0096	MW	\$ 3,850,844	\$ 200,645	6.00%	6.00%
4/26/2013	2772-0096	MW	\$ -	\$ 26,689	6.00%	6.00%
4/26/2013	5109-0006	8	\$ 643,283	No TGB Participation	0.00%	0.00%
4/26/2013	5804-0056	1	\$ 4,688,697	\$ 11,480	2.40%	2.75%
4/26/2013	5804-0056	1	\$ -	\$ 117,250	2.40%	2.75%
4/26/2013	6283-0174	ME	\$ 1,099,734	\$ 65,232	6.30%	8.10%
4/26/2013	6283-0174	ME	\$ -	\$ 24,577	6.30%	8.10%
4/26/2013	6286-0055	ME	\$ 324,900	\$ 7,534	7.00%	7.10%
4/26/2013	6286-0055	ME	\$ -	\$ 7,800	7.00%	7.10%
4/26/2013	6286-0055	ME	\$ -	\$ 8,000	7.00%	7.10%
4/26/2013	7101-0061	3	\$ 4,586,692	\$ 102,285	1.30%	2.20%
4/26/2013	8821-0243		\$ 1,167,959	\$ 31,535	2.70%	2.70%
4/26/2013	8822-0123	2	\$ 687,829	No TGB Participation	0.00%	0.00%
4/26/2013	8822-0150	2	\$ 477,360	\$ 22,000	4.60%	4.60%
4/26/2013	8822-0151	2	\$ 1,409,767	No TGB Participation	0.00%	0.00%
4/26/2013	8822-0152	2	\$ 1,068,205	\$ 32,100	3.00%	3.00%
4/26/2013	8823-0242	3	\$ 616,424	\$ 89,880	8.10%	14.50%
4/26/2013	8823-0269	3	\$ 1,068,205	\$ 49,195	3.80%	3.80%
4/26/2013	8825-0430	MW	\$ 302,916	\$ 73,179	8.30%	14.50%
4/26/2013	8825-0435	ME	\$ 753,374	\$ 44,000	8.20%	12.90%
4/26/2013	8825-0435	ME	\$ -	\$ 53,625	8.20%	12.90%
4/26/2013	8827-0170	7	\$ 365,757	\$ 72,008	11.80%	11.80%
5/3/2013	6002-0071	2	\$ 212,688	No TGB Participation	0.00%	0.00%
5/3/2013	8822-0157	2	\$ 3,031,470	\$ 21,418	4.80%	0.70%
5/3/2013	8823-0267	3	\$ 810,248	No TGB Participation	0.00%	0.00%
5/3/2013	8823-0272	3	\$ 999,951	\$ 15,000	3.60%	1.50%
5/3/2013	8823-0273	3	\$ 608,535	No TGB Participation	0.00%	0.00%
5/3/2013	8824-0109	4	\$ 1,509,157	\$ 1,509,157	3.20%	100.00%
5/3/2013	8828-0146	8	\$ 349,744	\$ 10,500	9.60%	5.80%
5/3/2013	8828-0146	8	\$ -	\$ 10,000	9.60%	5.80%
5/3/2013	8828-0147	8	\$ 1,065,018	\$ 7,900	1.60%	1.80%
5/3/2013	8828-0147	8	\$ -	\$ 12,000	1.60%	1.80%
5/17/2013	0502-0096	3	\$ 11,256,470	\$ 155,700	5.20%	5.30%
5/17/2013	0502-0096	3	\$ -	\$ 89,630	5.20%	5.30%

Letting Date	State Project #	District	Project Low Bid Amout	Contract Amount	Goal	Achieved
5/17/2013	0502-0096	3	\$ -	\$ 351,528	5.20%	5.30%
5/17/2013	1301-0109	ME	\$ 173,197	No TGB Participation	0.00%	0.00%
5/17/2013	1306-0048	ME	\$ 1,240,727	No TGB Participation	0.00%	0.00%
5/17/2013	2318-0012	6	\$ 1,350,572	No TGB Participation	0.00%	0.00%
5/17/2013	2713-0102	MW	\$ 654,160	\$ 400	7.60%	7.60%
5/17/2013	2713-0102	MW	\$ -	\$ 1,950	7.60%	7.60%
5/17/2013	2713-0102	MW	\$ -	\$ 48,000	7.60%	7.60%
5/17/2013	2726-0069	MW	\$ 1,596,455	\$ 74,500	5.70%	6.00%
5/17/2013	2726-0069	MW	\$ -	\$ 21,900	5.70%	6.00%
5/17/2013	2763-0050	ME	\$ 1,240,727	No TGB Participation	0.00%	0.00%
5/17/2013	2771-0100	ME	\$ 308,109	No TGB Participation	0.00%	0.00%
5/17/2013	2776-0103	MW	\$ 4,618,216	\$ 8,940	7.60%	4.80%
5/17/2013	2776-0103	MW	\$ -	\$ 54,858	7.60%	4.80%
5/17/2013	2776-0103	MW	\$ -	\$ 149,863	7.60%	4.80%
5/17/2013	2776-0103	MW	\$ -	\$ 6,000	7.60%	4.80%
5/17/2013	2789-0133	MW	\$ 1,076,110	\$ 65,958	2.70%	3.68%
5/17/2013	3004-0059	3	\$ 78,578	\$ 3,500	0.00%	4.00%
5/17/2013	3803-0033	1	\$ 499,989	\$ 15,177	5.80%	3.10%
5/17/2013	3803-0033	1	\$ -	\$ 6,825	5.80%	3.10%
5/17/2013	6283-0238	ME	\$ 132,903	No TGB Participation	0.00%	0.00%
5/17/2013	8824-0107	4	\$ 840,001	\$ 9,100	5.50%	1.00%
5/17/2013	8825-0468	Metro	\$ 363,184	\$ 18,750	3.40%	17.30%
5/17/2013	8825-0468	Metro	\$ -	\$ 51,600	3.40%	17.30%
5/17/2013	8825-0470	Metro	\$ 6,098,925	\$ 122,700	4.30%	4.30%
5/17/2013	8825-0470	Metro	\$ -	\$ 130,075	4.30%	4.30%
5/17/2013	8825-0470	Metro	\$ -	\$ 10,150	4.30%	4.30%
5/17/2013	8825-0471	Metro	\$ 3,049,368	\$ 17,000	1.40%	1.70%
5/17/2013	8825-0471	Metro	\$ -	\$ 35,700	1.40%	1.70%
5/17/2013	8826-0127	6	\$ 3,495,748	\$ 85,000	1.20%	1.50%
5/17/2013	8826-0137	6	\$ 1,951,744	\$ 47,500	1.70%	2.46%
5/17/2013	8826-0137	6	\$ -	\$ 440	1.70%	2.46%
5/17/2013	8826-0138	6	\$ 1,044,970	No TGB Participation	0.00%	0.00%
5/17/2013	8827-0202	7	\$ 893,337	\$ 9,000	1.00%	1.00%
5/17/2013	8827-201	7	\$ 2,750,350	\$ 27,550	1.00%	1.00%
6/7/2013	0206-0068	MW	\$ 1,059,243	\$ 44,500	4.30%	4.20%
6/7/2013	2774-0016	MW	\$ 2,093,947	\$ 33,570	3.00%	2.66%
6/7/2013	2774-0016	MW	\$ -	\$ 4,320	3.00%	2.66%
6/7/2013	2774-0016	MW	\$ -	\$ 3,800	3.00%	2.66%
6/7/2013	2774-0016	MW	\$ -	\$ 3,200	3.00%	2.66%
6/7/2013	2774-0016	MW	\$ -	\$ 1,200	3.00%	2.66%
6/7/2013	2774-0016	MW	\$ -	\$ 5,550	3.00%	2.66%
6/7/2013	2774-0016	MW	\$ -	\$ 2,996	3.00%	2.66%
6/7/2013	2774-0016	MW	\$ -	\$ 1,200.00	3.00%	2.66%

Letting Date	State Project #	District	Project Low Bid Amout	Contract Amount	Goal	Achieved
6/7/2013	2783-0134	MW	\$ 3,205,546	\$ 9,800	0.00%	0.02%
6/7/2013	4802-0022	3	\$ 415,798	\$ 20,176	1.70%	4.80%
6/7/2013	8214-0163	ME	\$ 2,345,694	\$ 60,467	1.80%	2.57%
6/7/2013	8821-0242	1	\$ 2,447,079	\$ 157,780	4.50%	6.44%
6/7/2013	8825-0366	MW	\$ 436,595	\$ 24,103	2.00%	12.40%
6/7/2013	8825-0366	MW	\$ -	\$ 29,900	2.00%	12.40%
6/7/2013	8825-0445	Metro	\$ 621,613	\$ 125,581	1.30%	20.20%
6/7/2013	8825-0466	Metro	\$ 680,794	\$ 28,475	2.70%	4.10%
6/12/2013	7201-0112	7	\$ 4,266,842	\$ 148,264	3.30%	3.40%
6/28/2013	8823-0278	3	\$ 2,692,140	\$ 80,000	5.10%	5.20%
6/28/2013	8823-0278	3	\$ -	\$ 60,400	5.10%	5.20%
9/27/2013	0280-0068	MW	\$ 251,567	\$ 53,741	3.60%	12.80%
9/27/2013	8214-0168	ME	\$ 26,352	No TGB Participation	0.00%	0.00%
10/25/2013	1401-0152	4	\$ 1,197,640	\$ 1,323	3.90%	4.79%
10/25/2013	1401-0152	4	\$ -	\$ 54,969	3.90%	4.79%
10/25/2013	1401-0152	4	\$ -	\$ 23,610	3.90%	4.79%
10/25/2013	5618-0113	4	\$ 678,845	\$ 25,369	1.80%	1.80%
10/25/2013	8280-0046	ME	\$ 258,903	\$ 141,848	3.60%	98.30%
10/25/2013	8280-0046	ME	\$ -	\$ 112,800	3.60%	98.30%
11/22/2013	1007-0019	MW	\$ 437,208	\$ 10,000	2.20%	2.20%
11/22/2013	2723-0120	MW	\$ 741,849	\$ 29,624	3.40%	3.90%
11/22/2013	7003-0013	MW	\$ 170,624	\$ 7,267	3.60%	12.80%
11/22/2013	7003-0013	MW	\$ -	\$ 14,700	3.60%	12.80%
11/22/2013	7480-0120	6	\$ 833,245	\$ 208,352	1.30%	25.00%
11/22/2013	7903-0045	6	\$ 624,675	\$ 12,485	4.80%	13.30%
11/22/2013	7903-0045	6	\$ -	\$ 70,596	4.80%	13.30%
12/18/2013	2506-0072	6	\$ 6,715,927	\$ 4,500	1.70%	1.89%
12/18/2013	2506-0072	6	\$ -	\$ 91,740	1.70%	1.89%
12/18/2013	2506-0072	6	\$ -	\$ 31,000	1.70%	1.89%
12/20/2013	1201-0032	8	\$ 2,259,511	\$ 66,549	1.20%	2.90%
12/20/2013	2781-0438	MW	\$ 692,574	\$ 69,500	5.40%	10.00%
12/20/2013	8309-0047	7	\$ 583,786	\$ 81,109	2.50%	13.90%
12/20/2013	8825-0498	ME	\$ 548,901	\$ 42,840	4.40%	10.10%
12/20/2013	8825-0498	ME	\$ -	\$ 30,000	4.40%	10.10%

APPENDIX B

2013 Veteran-Owned Small Business Contract Awards

Letting Date	State Project #	District	Project Low Bid Amount	Contract Amount	Goal	Achieved
2/8/2013	1306-0040	MW	\$ 8,200,844	\$ 1,370	4.00%	1.72%
2/8/2013	1306-0040	MW	\$ -	\$ 27,164	4.00%	1.72%
2/8/2013	1306-0040	MW	\$ -	\$ 8,800	4.00%	1.72%
2/8/2013	1306-0040	MW	\$ -	\$ 24,450	4.00%	1.72%
2/8/2013	1306-0040	MW	\$ -	\$ 80,000	4.00%	1.72%
2/8/2013	2776-27624AA	MW	\$ 429,345	No Veteran Preference	0.00%	0.00%
2/8/2013	2782-0293	MW	\$ 311,833	No Veteran Preference	0.00%	0.00%
2/8/2013	2782-0319	MW	\$ 319,890	No Veteran Preference	0.00%	0.00%
2/22/2013	2680-0042	4	\$ 97,789	No Veteran Preference	0.00%	0.00%
2/22/2013	5203-0103	7	\$ 7,847,506	\$ 187,129	2.60%	2.60%
2/22/2013	5203-0103	7	\$ -	\$ 2,030	2.60%	2.60%
2/22/2013	5203-0103	7	\$ -	\$ 15,200	2.60%	2.60%
2/22/2013	5705-0057	2	\$ 252,336	No Veteran Preference	0.00%	0.00%
2/22/2013	8209-0101	ME	\$ 272,783	No Veteran Preference	3.13%	0.00%
2/22/2013	8680-0169	3	\$ 437,689	\$ 6,002	3.00%	5.61%
2/22/2013	8680-0169	3	\$ -	\$ 18,564	3.00%	5.61%
2/22/2013	8825-0212	MW	\$ 477,766	No Veteran Preference	3.70%	0.00%
2/22/2013	8828-0143	V	\$ 1,618,589	No Veteran Preference	0.00%	0.00%
3/8/2013	1906-0064	ME	\$ 54,382	No Veteran Preference	0.00%	0.00%
3/8/2013	2789-0131	MW	\$ 1,293,230	\$ 8,228	5.15%	1.86%
3/8/2013	2789-0131	MW	\$ -	\$ 15,880	5.15%	1.86%
3/8/2013	8825-0465	ME	\$ 569,141	\$ 17,074	3.00%	3.00%
3/15/2013	8214-0114AJ	ME	\$ 649,379	\$ 28,047	4.50%	6.70%
3/15/2013	8214-0114AJ	ME	\$ -	\$ 2,000	4.50%	6.70%
3/15/2013	8214-0114AJ	ME	\$ -	\$ 13,813	4.50%	6.70%
3/22/2013	0207-0098	MW	\$ 1,954,027	\$ 7,327	1.70%	1.40%
3/22/2013	0207-0098	MW	\$ -	\$ 12,320	1.70%	1.40%
3/22/2013	0207-0098	MW	\$ -	\$ 8,580	1.70%	1.40%
3/22/2013	0207-0098	MW	\$ -	\$ 321	1.70%	1.40%
3/22/2013	1115-0027	3	\$ 2,295,551	\$ 23,230	2.90%	5.40%
3/22/2013	1115-0027	3	\$ -	\$ 168,600	2.90%	5.40%
3/22/2013	1201-0030	8	\$ 2,311,060	\$ 7,700	3.80%	3.80%
3/22/2013	1201-0030	8	\$ -	\$ 37,000	3.80%	3.80%
3/22/2013	1201-0030	8	\$ -	\$ 43,400	3.80%	3.80%
3/22/2013	1209-0024	8	\$ 897,019	\$ 8,683	3.73%	3.78%
3/22/2013	1209-0024	8	\$ -	\$ 9,265	3.73%	3.78%
3/22/2013	1209-0024	8	\$ -	\$ 2,153	3.73%	3.78%
3/22/2013	1209-0024	8	\$ -	\$ 8,836	3.73%	3.78%
3/22/2013	1209-0024	8	\$ -	\$ 5,000	3.73%	3.78%
3/22/2013	2614-0007	4	\$ 1,454,632	\$ 15,315	2.50%	2.50%
3/22/2013	2614-0007	4	\$ -	\$ 22,144	2.50%	2.50%

Letting Date	State Project #	District	Project Low Bid Amount	Contract Amount	Goal	Achieved
3/22/2013	2781-0439	MW	\$ 5,045,676	\$ 8,233	3.20%	0.77%
3/22/2013	2781-0439	MW	\$ -	\$ 5,880	3.20%	0.77%
3/22/2013	2781-0439	MW	\$ -	\$ 25,038	3.20%	0.77%
3/22/2013	3307-0041	3	\$ 923,550	\$ 1,630	2.84%	2.40%
3/22/2013	3307-0041	3	\$ -	\$ 3,652	2.84%	2.40%
3/22/2013	3307-0041	3	\$ -	\$ 17,000	2.84%	2.40%
3/22/2013	4810-0020	3	\$ 24,383	No Veteran Preference	0.00%	0.00%
4/5/2013	0702-0120	7	\$ 239,749	\$ 154,958	4.50%	64.60%
4/5/2013	1305-0024	ME	\$ 169,487	No Veteran Preference	0.00%	0.00%
4/5/2013	2304-0048	6	\$ 8,106,678	\$ 66,500	3.20%	1.99%
4/5/2013	2304-0048	6	\$ -	\$ 13,035	3.20%	1.99%
4/5/2013	2304-0048	6	\$ -	\$ 10,857	3.20%	1.99%
4/5/2013	2304-0048	6	\$ -	\$ 71,125	3.20%	1.99%
4/5/2013	2508-0031	6	\$ 6,930,619	\$ 58,000	3.50%	3.70%
4/5/2013	2508-0031	6	\$ -	\$ 5,770	3.50%	3.70%
4/5/2013	2508-0031	6	\$ -	\$ 137,758	3.50%	3.70%
4/5/2013	2508-0031	6	\$ -	\$ 57,881	3.50%	3.70%
4/5/2013	2776-27624AB	MW	\$ 281,622	No Veteran Preference	0.00%	0.00%
4/5/2013	2776-27624AC	MW	\$ 37,770	No Veteran Preference	0.00%	0.00%
4/5/2013	7503-0034	4	\$ 111,939	No Veteran Preference	0.00%	0.00%
4/5/2013	8204-0066	ME	\$ 909,846	\$ 65,899	5.90%	7.20%
4/26/2013	0109-0019	3	\$ 5,348,531	\$ 33,580	1.80%	0.62%
4/26/2013	0414-0025	2	\$ 1,479,548	No Veteran Preference	0.00%	0.00%
4/26/2013	2180-0102	4	\$ 68,498	No Veteran Preference	0.00%	0.00%
4/26/2013	2406-0048	6	\$ 129,105	No Veteran Preference	0.00%	0.00%
4/26/2013	2772-0096	MW	\$ 3,850,844	\$ 153,324	2.00%	3.90%
4/26/2013	5109-0006	8	\$ 643,283	No Veteran Preference	0.00%	0.00%
4/26/2013	5804-0056	1	\$ 4,688,697	\$ 56,560	2.00%	2.01%
4/26/2013	5804-0056	1	\$ -	\$ 24,000	2.00%	2.01%
4/26/2013	5804-0056	1	\$ -	\$ 13,743	2.00%	2.01%
4/26/2013	7101-0061	3	\$ 4,586,692	\$ 22,880	1.80%	0.86%
4/26/2013	7101-0061	3	\$ -	\$ 16,896	1.80%	0.86%
4/26/2013	8821-0243	1	\$ 1,167,959	No Veteran Preference	0.00%	0.00%
4/26/2013	8822-0123	2	\$ 687,829	\$ 18,500	2.45%	2.69%
4/26/2013	8822-0150	2	\$ 477,360	No Veteran Preference	0.00%	0.00%
4/26/2013	8822-0151	2	\$ 1,409,767	\$ 22,500	2.50%	3.40%
4/26/2013	8822-0151	2	\$ -	\$ 26,000	2.50%	3.40%
4/26/2013	8822-0152	2	\$ 1,068,205	\$ 22,000	2.00%	2.05%
4/26/2013	8823-0242	3	\$ 616,424	\$ 35,000	2.00%	5.60%
4/26/2013	8823-0269	2	\$ 1,294,537	\$ 33,500	1.50%	2.60%
4/26/2013	8825-0435	ME	\$ 753,374	\$ 3,734	1.00%	1.47%
4/26/2013	8825-0435	ME	\$ -	\$ 7,399	1.00%	1.47%
4/26/2013	8827-0170	7	\$ 365,757	No Veteran Preference	0.90%	0.00%
5/3/2013	0208-0150	MW	\$ 109,917	No Veteran Preference	0.00%	0.00%
5/3/2013	1306-0048	ME	\$ 99,912	No Veteran Preference	0.00%	0.00%

Letting Date	State Project #	District	Project Low Bid Amount	Contract Amount	Goal	Achieved
5/3/2013	6002-0071	2	\$ 212,688	No Veteran Preference	0.00%	0.00%
5/3/2013	6283-0174	MW	\$ 1,099,734	\$ 17,594	1.00%	1.50%
5/3/2013	6286-0055	MW	\$ 324,900	\$ 4,000	1.00%	1.20%
5/3/2013	8209-0046	ME	\$ 155,674	No Veteran Preference	0.00%	0.00%
5/3/2013	8822-0157	2	\$ 3,031,470	\$ 11,840	1.60%	0.39%
5/3/2013	8823-0272	3	\$ 999,951	\$ 12,000	1.20%	1.20%
5/3/2013	8823-0273	3	\$ 608,535	No Veteran Preference	0.00%	0.00%
5/3/2013	8824-0109	4	\$ 1,509,157	\$ 31,500	1.50%	2.00%
5/3/2013	8825-0430	MW	\$ 302,916	\$ 4,550	1.50%	1.50%
5/3/2013	8825-0461	MW	\$ 432,650	No Veteran Preference	0.00%	0.00%
5/3/2013	8828-0146	8	\$ 349,744	No Veteran Preference	0.00%	0.00%
5/3/2013	8828-0147	8	\$ 1,065,018	No Veteran Preference	0.00%	0.00%
5/17/2013	0502-0096	3	\$ 11,256,470	\$ 27,724	2.00%	1.40%
5/17/2013	0502-0096	3	\$ -	\$ 94,500	2.00%	1.40%
5/17/2013	0502-0096	3	\$ -	\$ 39,600	2.00%	1.40%
5/17/2013	1301-0109	ME	\$ 173,197	No Veteran Preference	0.00%	0.00%
5/17/2013	2318-0012	6	\$ 1,350,572	\$ 17,600	1.30%	1.30%
5/17/2013	2713-0102	MW	\$ 654,160	\$ 8,600	1.30%	1.30%
5/17/2013	2726-0069	MW	\$ 1,596,455	\$ 32,568	1.70%	2.00%
5/17/2013	2763-0050	MW	\$ 1,240,727	No Veteran Preference	0.00%	0.00%
5/17/2013	2771-0100	MW	\$ 308,109	No Veteran Preference	0.00%	0.00%
5/17/2013	2776-0103	MW	\$ 4,618,216	\$ 77,234	1.40%	1.60%
5/17/2013	2789-0133	MW	\$ 1,076,110	\$ 25,626	2.00%	2.30%
5/17/2013	3004-0059	3	\$ 78,578	No Veteran Preference	0.00%	0.00%
5/17/2013	3803-0033	1	\$ 499,989	No Veteran Preference	3.00%	0.00%
5/17/2013	6283-0238	ME	\$ 132,903	No Veteran Preference	0.00%	0.00%
5/17/2013	8823-0267	3	\$ 810,248	\$ 8,232	1.00%	1.00%
5/17/2013	8823-0267	7	\$ 2,750,350	No Veteran Preference	0.00%	0.00%
5/17/2013	8824-0107	4	\$ 840,001	\$ 120,400	2.00%	14.30%
5/17/2013	8825-0468	Metro	\$ 363,184	No Veteran Preference	0.00%	0.00%
5/17/2013	8825-0469	Metro	\$ 363,184	No Veteran Preference	1.80%	0.00%
5/17/2013	8825-0470	Metro	\$ 6,098,925	\$ 79,640	1.30%	1.30%
5/17/2013	8825-0471	Metro	\$ 3,049,391	\$ 42,700	1.30%	1.40%
5/17/2013	8826-0127	6	\$ 3,495,748	\$ 35,350	1.00%	1.00%
5/17/2013	8826-0137	6	\$ 1,951,744	\$ 66,364	2.50%	3.40%
5/17/2013	8826-0138	6	\$ 1,044,970	\$ 10,450	1.00%	1.00%
5/17/2013	8827-0202	7	\$ 893,337	\$ 9,000	1.00%	1.00%
5/17/2013	8828-0131	8	\$ 348,067	No Veteran Preference	0.00%	0.00%
6/7/2013	0206-0068	MW	\$ 1,059,243	No Veteran Preference	0.00%	0.00%
6/7/2013	0282-0036	MW	\$ 11,999	No Veteran Preference	0.00%	0.00%
6/7/2013	1905-0038	ME	\$ 100,000	No Veteran Preference	0.00%	0.00%
6/7/2013	2704-0035	MW	\$ 80,943	No Veteran Preference	0.00%	0.00%
6/7/2013	2774-0016	MW	\$ 2,093,947	\$ 9,693	3.00%	2.03%
6/7/2013	2774-0016	MW	\$ -	\$ 29,778	3.00%	2.03%
6/7/2013	2774-0016	MW	\$ -	\$ 3,189	3.00%	2.03%

Letting Date	State Project #	District	Project Low Bid Amout	Contract Amount	Goal	Achieved
6/7/2013	2783-0134	MW	\$ 3,205,546	No Veteran Preference	0.00%	0.00%
6/7/2013	3108-0077	1	\$ 338,270	No Veteran Preference	0.00%	0.00%
6/7/2013	4802-0022	3	\$ 415,798	No Veteran Preference	2.80%	0.00%
6/7/2013	5803-0036	1	\$ 3,173,646	\$ 32,968	1.00%	1.00%
6/7/2013	6227-0075	ME	\$ 168,776	No Veteran Preference	0.00%	0.00%
6/7/2013	6282-0205	ME	\$ 68,965	No Veteran Preference	0.00%	0.00%
6/7/2013	6947-0051	1	\$ 2,335,223	\$ 46,710	5.00%	5.00%
6/7/2013	6947-0051	1	\$ -	\$ 70,200	5.00%	5.00%
6/7/2013	7910-0015	6	\$ 401,939	\$ 6,117	5.10%	5.20%
6/7/2013	7910-0015	6	\$ -	\$ 15,000	5.10%	5.20%
6/7/2013	8214-0163	ME	\$ 2,345,694	\$ 49,902	4.10%	2.79%
6/7/2013	8214-0163	ME	\$ -	\$ 9,587	4.10%	2.79%
6/7/2013	8214-0163	ME	\$ -	\$ 6,143	4.10%	2.79%
6/7/2013	8503-0047	6	\$ 448,802	No Veteran Preference	0.00%	0.00%
6/7/2013	8816-1901	Metro	\$ 487,107	No Veteran Preference	0.00%	0.00%
6/7/2013	8821-0242	1	\$ 2,447,079	No Veteran Preference	0.00%	0.00%
6/7/2013	8825-0366	Metro	\$ 436,595	No Veteran Preference	0.00%	0.00%
6/7/2013	8825-0445	Metro	\$ 621,613	\$ 98,835	3.70%	15.80%
6/7/2013	8825-0463	MW	\$ 241,501	No Veteran Preference	0.00%	0.00%
6/7/2013	8825-0466	Metro	\$ 680,794	No Veteran Preference	0.00%	0.00%
6/12/2013	7201-0112	7	\$ 4,266,842	\$ 12,000	2.30%	0.28%
6/28/2013	8680-0170	3	\$ 63,922	No Veteran Preference	0.00%	0.00%
6/28/2013	8823-0278	3	\$ 2,692,140	\$ 41,000	1.50%	1.50%
6/28/2013	8826-0135	6	\$ 359,683	No Veteran Preference	0.00%	0.00%
7/26/2013	0208-0136	ME	\$ 249,176	No Veteran Preference	0.00%	0.00%
7/26/2013	8821-0218	1	\$ 736,063	\$ 26,849	2.40%	3.60%
7/26/2013	8823-0274	3	\$ 274,588	No Veteran Preference	0.00%	0.00%
8/23/2013	2706-0227	MW	\$ 283,683	No Veteran Preference	0.00%	0.00%
8/23/2013	2710-27236A	MW	\$ 2,113,969	No Veteran Preference	0.00%	0.00%
8/23/2013	4209-0025	8	\$ 76,042	No Veteran Preference	0.00%	0.00%
8/23/2013	6282-0207	ME	\$ 346,859	No Veteran Preference	0.00%	0.00%
9/27/2013	0280-0068	MW	\$ 251,567	\$ 4,025	1.60%	1.60%
9/27/2013	8214-0168	ME	\$ 26,352	No Veteran Preference	0.00%	0.00%
10/2/2013	2515-0021B	6	\$ 80,100	No Veteran Preference	0.00%	0.00%
10/25/2013	1401-0152	4	\$ 1,197,640	\$ 34,790	2.70%	2.90%
10/25/2013	5618-0113	4	\$ 678,845	\$ 15,965	3.70%	6.40%
10/25/2013	5618-0113	4	\$ -	\$ 27,500	3.70%	6.40%
10/25/2013	8280-0046	ME	\$ 258,903	\$ 4,255	1.60%	1.60%
11/22/2013	1007-0019	MW	\$ 437,208	No Veteran Preference	0.00%	0.00%
11/22/2013	2723-0120	MW	\$ 741,849	\$ 6,412	3.20%	3.30%
11/22/2013	2723-0120	MW	\$ -	\$ 18,571	3.20%	3.30%
11/22/2013	2775-0015	MW	\$ 239,541	No Veteran Preference	0.00%	0.00%
11/22/2013	7003-0013	MW	\$ 170,625	No Veteran Preference	0.00%	0.00%
11/22/2013	7480-0120	6	\$ 833,245	\$ 14,285	1.80%	1.80%
11/22/2013	7480-0120	6	\$ -	\$ 1,000	1.80%	1.80%

Letting Date	State Project #	District	Project Low Bid Amout	Contract Amount	Goal	Achieved
11/22/2013	7903-0045	6	\$ 624,675	\$ 25,536	1.50%	4.08%
12/18/2013	2506-0072	6	\$ 6,715,927	\$ 22,001	2.60%	2.70%
12/18/2013	2506-0072	6	\$ -	\$ 35,916	2.60%	2.70%
12/18/2013	2506-0072	6	\$ -	\$ 128,226	2.60%	2.70%
12/20/2013	1201-0032	8	\$ 2,259,511	\$ 17,940	1.40%	1.40%
12/20/2013	1201-0032	8	\$ -	\$ 11,045	1.40%	1.40%
12/20/2013	1201-0032	8	\$ -	\$ 4,912	1.40%	1.40%
12/20/2013	1918-0108	ME	\$ 190,261	No Veteran Preference	0.00%	0.00%
12/20/2013	2783-0150	MW	\$ 164,815	No Veteran Preference	0.00%	0.00%
12/20/2013	6201-9300D	ME	\$ 480,335	No Veteran Preference	0.00%	0.00%
12/20/2013	7001-0110	MW	\$ 51,175	No Veteran Preference	0.00%	0.00%
12/20/2013	8309-0047	7	\$ 583,786	\$ 29,000	2.40%	5.00%
12/20/2013	8825-0498	ME	\$ 548,901	No Veteran Preference	0.00%	0.00%

APPENDIX C

2012 Veteran-Owned Small Business Contract Awards

Letting Date	State Project #	District	Project Low Bid Amount	Contract Amount	Goal	Achieved
1/13/2012	8825-0427	MW	\$ 247,325	\$4,992	1.50%	1.81%
1/26/2012	6286-0056	ME	\$ 20,377,400	\$31,340	3.50%	0.19%
1/26/2012	6286-0056	ME	\$ -	\$6,900	3.50%	0.19%
2/14/2012	2774-0020	MW	\$ 634,770	\$49,208	4.10%	7.75%
2/24/2012	1986-0037	MW	\$ 88,276	NO VETERAN PARTICIPATION	1.00%	0.00%
2/24/2012	6285-0150	ME	\$ 1,296,625	\$40,020	3.70%	3.10%
2/27/2012	2782-0300	MW	\$ 253,506	\$6,560	1.20%	2.60%
2/27/2012	2783-0140	MW	\$ 27,990	NO VETERAN PARTICIPATION	27.00%	0.00%
2/27/2012	6105-0025	4	\$ 894,883	NO VETERAN PARTICIPATION	2.40%	0.00%
2/27/2012	6602-0029	6	\$ 2,186,115	\$13,897	4.50%	1.30%
2/27/2012	6602-0029	6	\$ -	\$13,080	4.50%	1.30%
2/27/2012	6602-0029	6	\$ -	\$3,174	4.50%	1.30%
3/8/2012	8826-0118	6	\$ 482,695	\$15,000	3.00%	3.10%
3/13/2012	0207-0095	ME	\$ 3,812,604	\$33,400	2.90%	1.80%
3/13/2012	0207-0095	ME	\$ -	\$17,200	2.90%	1.80%
3/13/2012	0207-0095	ME	\$ -	\$9,120	2.90%	1.80%
3/13/2012	0207-0095	ME	\$ -	\$8,789	2.90%	1.80%
3/13/2012	0207-0095	ME	\$ -	\$1,100	2.90%	1.80%
3/13/2012	6211-0101	ME	\$ 478,968	\$17,000	3.50%	3.50%
3/13/2012	6680-0108	6	\$ 2,819,327	\$51,908	2.00%	1.80%
3/19/2012	1982-0148	ME	\$ 233,604	\$8,402	8.80%	4.00%
3/26/2012	8827-0154	7	\$ 419,115	\$47,500	4.50%	11.30%
3/27/2012	0207-0093	MW	\$ 238,481	\$3,500	1.20%	1.40%
3/27/2012	1380-0067	ME	\$ 349,900	\$9,015	2.50%	2.50%
3/27/2012	8825-0385	ME	\$ 1,107,186	\$23,610	5.00%	3.60%
3/27/2012	8825-0385	ME	\$ -	\$16,750	5.00%	3.60%
3/27/2012	8827-0166	7	\$ 78,647	\$1,548	1.50%	2.00%
3/29/2012	2713-0110	MW	\$ 90,338	\$4,969	5.50%	5.50%
3/29/2012	3614-0021	1	\$ 88,189	\$4,200	1.50%	4.80%
3/29/2012	5203-0085	7	\$ 8,595,091	NO VETERAN PARTICIPATION	1.60%	0.00%
3/29/2012	6110-0019	4	\$ 1,984,640	\$29,117	2.00%	2.02%
3/29/2012	6110-0019	4	\$ -	\$11,036	2.00%	2.02%
3/29/2012	8823-0255	3	\$ 1,478,432	\$10,500	4.20%	1.70%
3/29/2012	8823-0255	3	\$ -	\$14,830	4.20%	1.70%
3/30/2012	0602-0024	4	\$ 1,393,966	\$7,100	2.00%	2.02%
3/30/2012	0602-0024	4	\$ -	\$21,143	2.00%	2.02%
3/30/2012	0916-09001	1	\$ 1,924,078	\$3,900	1.10%	0.20%
3/30/2012	0980-0139	1	\$ 30,107,574	\$98,400	1.40%	1.30%
3/30/2012	0980-0139	1	\$ -	\$211,122	1.40%	1.30%
3/30/2012	0980-0139	1	\$ -	\$57,219	1.40%	1.30%
3/30/2012	0980-0139	1	\$ -	\$15,801	1.40%	1.30%
3/30/2012	0980-0139	1	\$ -	\$5,000	1.40%	1.30%
3/30/2012	1505-0023	2	\$ 698,330	\$2,150	1.20%	0.30%

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3/30/2012	2180-21815A	4	\$ 662,184	\$23,000	4.00%	3.50%
3/30/2012	2750-0079	MW	\$ 126,714	\$0	1.20%	0.00%
3/30/2012	2770-0001	MW	\$ 426,361	\$27,620	4.00%	6.40%
3/30/2012	2782-0294	MW	\$ 195,797	\$1,958	1.00%	1.00%
3/30/2012	2785-0390	MW	\$ 745,512	\$3,000	5.20%	5.90%
3/30/2012	2785-0390	MW	\$ -	\$30,775	5.20%	5.90%
3/30/2012	2785-0390	MW	\$ -	\$6,500	5.20%	5.90%
3/30/2012	2785-0390	MW	\$ -	\$2,700	5.20%	5.90%
3/30/2012	2785-0390	MW	\$ -	\$1,200	5.20%	5.90%
3/30/2012	2789-0140	MW	\$ 223,335	\$0	4.30%	0.00%
3/30/2012	3309-0014	3	\$ 2,543,835	\$36,019	1.80%	2.00%
3/30/2012	3309-0014	3	\$ -	\$15,955	1.80%	2.00%
3/30/2012	5602-0021	4	\$ 586,049	\$6,728	3.10%	3.40%
3/30/2012	5602-0021	4	\$ -	\$13,050	3.10%	3.40%
3/30/2012	8823-0257	3	\$ 277,948	\$17,418	7.40%	6.30%
3/30/2012	8825-0420	MW	\$ 333,995	\$49,917	3.00%	14.90%
4/2/2012	3901-0042	2	\$ 709,277	\$2,300	1.00%	1.30%
4/2/2012	3901-0042	2	\$ -	\$6,750	1.00%	1.30%
4/13/2012	1907-0073	ME	\$ 1,559,092	\$10,800	6.00%	2.80%
4/13/2012	1907-0073	ME	\$ -	\$18,200	6.00%	2.80%
4/13/2012	1907-0073	ME	\$ -	\$15,836	6.00%	2.80%
4/17/2012	6284-0159	ME	\$ 8,592,177	NO VETERAN PARTICIPATION	7.00%	0.00%
4/20/2012	2763-0048	MW	\$ 3,393,154	\$12,464	2.70%	2.60%
4/20/2012	2763-0048	MW	\$ -	\$75,015	2.70%	2.60%
4/20/2012	8217-0018	ME	\$ 3,484,000	NO VETERAN PARTICIPATION	1.30%	0.00%
4/27/2012	3805-0101	1	\$ 989,423	NO VETERAN PARTICIPATION	1.12%	0.00%
5/1/2012	7008-0105	MW	\$ 318,243	\$10,278	2.80%	3.20%
5/1/2012	8825-0431	MW	\$ 977,800	\$73,080	4.20%	7.50%
5/2/2012	2511-0047	6	\$ 312,272	\$3,200	1.00%	1.02%
5/3/2012	6215-0091	ME	\$ 3,142,261	\$16,459	4.70%	5.05%
5/3/2012	6215-0091	ME	\$ -	\$33,351	4.70%	5.05%
5/3/2012	6215-0091	ME	\$ -	\$8,789	4.70%	5.05%
5/3/2012	6215-0091	ME	\$ -	\$10,688	4.70%	5.05%
5/3/2012	6215-0091	ME	\$ -	\$33,750	4.70%	5.05%
5/3/2012	6215-0091	ME	\$ -	\$55,715	4.70%	5.05%
5/4/2012	0207-0101	MW	\$ 244,726	NO VETERAN PARTICIPATION	5.50%	0.00%
5/4/2012	1206-0089	8	\$ 866,986	\$4,400	1.00%	1.30%
5/4/2012	1206-0089	8	\$ -	\$7,350	1.00%	1.30%
5/4/2012	1906-0055	ME	\$ 3,379,124	\$120,000	6.60%	7.20%
5/4/2012	1906-0055	ME	\$ -	\$26,000	6.60%	7.20%
5/4/2012	1906-0055	ME	\$ -	\$25,000	6.60%	7.20%
5/4/2012	1906-0055	ME	\$ -	\$72,000	6.60%	7.20%
5/4/2012	1912-0057	ME	\$ 162,152	NO VETERAN PARTICIPATION	1.60%	0.00%
5/4/2012	2001-0034	6	\$ 262,471	NO VETERAN PARTICIPATION	2.80%	0.00%
5/4/2012	2506-0071	6	\$ 55,906	NO VETERAN PARTICIPATION	2.60%	0.00%
5/4/2012	2713-0088	MW	\$ 1,247,978	\$4,693	4.00%	4.60%

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5/4/2012	2713-0088	MW	\$ -	\$10,144	4.00%	4.60%
5/4/2012	2713-0088	MW	\$ -	\$32,289	4.00%	4.60%
5/4/2012	2713-0088	MW	\$ -	\$4,783	4.00%	4.60%
5/4/2012	2713-0088	MW	\$ -	\$5,000	4.00%	4.60%
5/4/2012	4512-0043/4501	2	\$ 761,541	\$3,800	1.00%	1.80%
5/4/2012	4512-0043/4501	2	\$ -	\$9,900	1.00%	1.80%
5/4/2012	8821-0222	1	\$ 92,000	\$1,600	1.70%	1.70%
5/4/2012	8823-0258	3	\$ 528,796	\$14,000	2.30%	2.60%
5/4/2012	8825-0277	MW	\$ 627,440	NO VETERAN PARTICIPATION	4.20%	0.00%
5/4/2012	8825-0433	MW	\$ 1,315,077	\$6,000	4.50%	1.40%
5/4/2012	8825-0433	MW	\$ -	\$12,350	4.50%	1.40%
5/4/2012	8827-0151	7	\$ 483,697	\$2,000	0.40%	0.40%
5/7/2012	2514-0116/2510	6	\$ 55,906	\$25,025	1.60%	4.50%
5/7/2012	8827-0153	7	\$ 100,558	\$68,002	6.70%	1.00%
5/21/2012	8826-0122	6	\$ 319,742	\$35,655	2.00%	11.20%
5/21/2012	8828-0130	8	\$ 265,643	\$6,905	1.70%	2.60%
5/22/2012	2785-0392	MW	\$ 247,214	NO VETERAN PARTICIPATION	1.60%	0.00%
5/23/2012	2401-0039	6	\$ 2,769,718	\$42,000	1.50%	1.50%
5/23/2012	8821-0221	1	\$ 858,375	\$48,720	2.00%	5.70%
5/24/2012	7002-0044	MW	\$ 717,970	\$24,123	3.10%	3.70%
5/24/2012	7002-0044	MW	\$ -	\$2,400	3.10%	3.70%
5/24/2012	8822-0136	2	\$ 1,678,475	NO VETERAN PARTICIPATION	1.50%	0.00%
5/24/2012	8826-0117	6	\$ 1,007,293	NO VETERAN PARTICIPATION	2.00%	0.00%
5/25/2012	4107-0018	8	\$ 1,316,246	NO VETERAN PARTICIPATION	3.00%	0.00%
5/25/2012	5305-0059	7	\$ 14,546,545	\$512,895	2.00%	5.10%
5/25/2012	5305-0059	7	\$ -	\$231,387	2.00%	5.10%
5/25/2012	5307-0028	7	\$ 494,356	NO VETERAN PARTICIPATION	1.70%	0.00%
5/25/2012	5607-0042	4	\$ 2,862,963	\$60,454	3.30%	2.90%
5/25/2012	5607-0042	4	\$ -	\$9,471	3.30%	2.90%
5/25/2012	5607-0042	4	\$ -	\$13,466	3.30%	2.90%
5/25/2012	6280-0359	MW	\$ 375,774	\$13,387	1.90%	3.60%
5/25/2012	8827-0144	7	\$ 662,433	\$4,719	2.50%	0.70%
5/29/2012	0202-0091	MW	\$ 505,514	\$49,500	2.00%	9.80%
5/29/2012	2713-0102	MW	\$ 196,076	\$2,712	1.00%	1.40%
5/29/2012	7321-0047	3	\$ 9,959,481	\$209,150	4.30%	2.10%
5/30/2012	0282-0035	ME	\$ 106,200	\$850	0.80%	0.80%
5/30/2012	2772-0083	MW	\$ 505,137	\$2,324	1.40%	0.50%
6/12/2012	2807-0021	6	\$ 1,335,601	\$34,000	2.50%	2.50%
6/13/2012	0980-0142	1	\$ 349,561	\$21,900	4.50%	6.30%
6/13/2012	1925-0053	ME	\$ 5,582,822	\$149,773	2.80%	2.80%
6/13/2012	1925-0053	ME	\$ -	\$8,500	2.80%	2.80%
6/13/2012	6980-0058	1	\$ 311,246	\$9,900	3.00%	3.20%
6/13/2012	7318-0037	3	\$ 727,058	\$8,804	1.30%	1.70%
6/13/2012	7318-0037	3	\$ -	\$3,626	1.30%	1.70%
6/13/2012	7326-0014	3	\$ 3,097,121	\$20,500	1.90%	1.90%
6/13/2012	7326-0014	3	\$ -	\$7,648	1.90%	1.90%

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6/13/2012	7326-0014	3	\$ -	\$31,680	1.90%	1.90%
6/13/2012	8825-0316	MW	\$ 879,572	\$14,810	1.10%	1.70%
6/14/2012	8821-0219	1	\$ 2,299,301	\$22,993	1.80%	1.00%
6/15/2012	6241-0060	ME	\$ 58,280	\$2,100	2.50%	3.60%
6/15/2012	6910-0090	1	\$ 327,470	\$14,952	2.00%	4.60%
6/15/2012	7009-0067	MW	\$ 68,199	\$1,913	2.50%	2.80%
6/15/2012	8823-0261	3	\$ 1,824,308	\$17,000	1.00%	1.10%
6/15/2012	8823-0261	3	\$ -	\$3,520	1.00%	1.10%
6/15/2012	8823-0262	3	\$ 1,745,241	\$17,600	1.00%	1.00%
6/15/2012	8826-0116	6	\$ 185,204	\$15,000	2.00%	8.10%
6/19/2012	0208-0140	MW	\$ 114,232	\$0	1.00%	0.00%
6/20/2012	1805-0076/1809	3	\$ 378,984	\$15,436	3.20%	4.10%
6/21/2012	1480-0162	4	\$ 1,582,325	NO VETERAN PARTICIPATION	1.10%	0.00%
6/28/2012	6212-0164	ME	\$ 311,767	\$6,101	1.00%	2.00%
7/21/2012	5508-0119	6	\$ 34,434	NO VETERAN PARTICIPATION	1.00%	0.00%
7/27/2012	8823-0248	3	\$ 280,136	\$5,977	1.70%	2.10%
7/27/2012	8827-0159	7	\$ 517,181	\$5,200	1.00%	1.00%
7/28/2012	2750-0071	MW	\$ 111,746	\$1,680	1.50%	1.50%
7/29/2012	0102-0023	3	\$ 304,016	NO VETERAN PARTICIPATION	2.00%	0.00%
7/29/2012	6220-0077	MW	\$ 304,913	\$6,347	2.00%	2.10%
8/2/2012	2180-0099	4	\$ 2,253,129	\$181,572	3.40%	8.00%
8/2/2012	8214-0114Q	ME	\$ 1,255,337	\$36,466	2.80%	2.90%
8/2/2012	9905-0006	M	\$ 17,794	NO VETERAN PARTICIPATION	0.00%	0.00%
8/6/2012	1380-0077	ME	\$ 207,769	\$2,005	2.40%	3.40%
8/6/2012	1380-0077	ME	\$ -	\$4,990	2.40%	3.40%
8/6/2012	8680-0168	3	\$ 136,930	\$4,000	2.00%	2.90%
8/6/2012	8825-0432	ME	\$ 275,056	\$26,625	3.00%	9.30%
8/7/2012	8825-0356	MW	\$ 113,801	NO VETERAN PARTICIPATION	0.90%	0.00%
8/10/2012	7380-0238	3	\$ 16,473,058	\$107,641	3.60%	3.70%
8/10/2012	7380-0238	3	\$ -	\$350,000	3.60%	3.70%
8/10/2012	7380-238	3	\$ -	\$160,518	3.60%	3.70%
8/24/2012	8221-0001	MW	\$ 84,400	NO VETERAN PARTICIPATION	0.00%	0.00%
8/31/2012	0502-0106	3	\$ 16,850	NO VETERAN PARTICIPATION	2.80%	0.00%
8/31/2012	5203-0101	7	\$ 2,501,821	\$6,120	3.80%	0.24%
9/28/2012	0205-0097	MW	\$ 476,276	\$16,952	3.00%	3.50%
9/28/2012	1913-0072	ME	\$ 254,936	\$2,200	3.00%	1.99%
9/28/2012	1913-0072	ME	\$ -	\$2,880	3.00%	1.99%
9/28/2012	8828-0142	8	\$ 223,412	\$1,000	2.50%	2.50%
9/28/2012	8828-0142	8	\$ -	\$4,560	2.50%	2.50%
10/10/2012	1308-0024	ME	\$ 181,535	\$1,750	3%	6%
10/10/2012	1308-0024	ME	\$ -	\$8,964	3%	6%
10/10/2012	8214-0114AB	ME	\$ 627,778	\$23,981	3%	4%
11/16/2012	1017-0100	MW	\$ 81,790	\$1,370	1%	2%
11/16/2012	2775-0021	MW	\$ 442,870	\$12,300	3%	3%
12/14/2012	1902-0058	ME	\$ 77,328	NO VETERAN PARTICIPATION	0.00%	0.00%
12/14/2012	1981-0126	ME	\$ 84,815	NO VETERAN PARTICIPATION	0.00%	0.00%

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12/14/2012	2280-0131	7	\$ 142,800	NO VETERAN PARTICIPATION	0.00%	0.00%
12/14/2012	2805-0069	6	\$ 197,122	NO VETERAN PARTICIPATION	0.00%	0.00%
12/14/2012	8105-0020	7	\$ 36,615	NO VETERAN PARTICIPATION	0.00%	0.00%
12/14/2012	8823-0260	ME	\$ 187,100	\$17,500	0.04%	9.30%