



Calvert County News

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FOR IMMEDIATE RELEASE

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Calvert County Launches Local Business Preference Program for County Contracts

PRINCE FREDERICK, Md. – Oct. 2, 2024 – The Calvert County Board of County Commissioners (BOCC) is pleased to announce the launch of the Local Business Preference Program, effective Oct. 1, 2024. This program is designed to support local businesses by providing a competitive advantage when bidding on county procurement contracts.

The Local Business Preference Program offers a percentage-based preference to Calvert County-based businesses in the bidding process, giving resident businesses a 5% deduction on their bid price when competing for contracts valued below \$30,000, and similarly, 5% up to \$25,000 on contracts over \$30,000. The program applies to both formal and informal solicitations for goods and services by the county.

To qualify, a business must have its principal office located in Calvert County. Businesses operating outside the county are considered non-resident businesses and are not eligible for the preference.

The program does not apply when federal or state law prohibits local preferences, or when contracts are awarded through cooperative agreements or emergency purchases.

The Local Business Preference Program is the culmination of a multi-year effort by the BOCC to ensure local businesses have a fair opportunity in the competitive bidding process. From 2022 to 2024, nonresident businesses prevailed in both participation and the amount awarded in county contracts, highlighting the need for a policy to support local entrepreneurs.

The program was developed with input from members of the public, as well as local business groups, including the Calvert County Chamber of Commerce, Southern Maryland Minority Chamber of Commerce and the Calvert County Minority Business Alliance, to ensure it

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aligns with the needs and concerns of the local business community. The BOCC approved the program on Sept. 24, 2024.

Any increased costs associated with implementing the program are expected to be offset by the increased tax revenues generated from thriving local businesses, including personal property and income taxes.

For more information about the Local Business Preference Program, please visit www.CalvertCountyMd.gov/LocalPreference or contact the Department of Finance & Budget at 410-535-1600 or procurement@calvertcountymd.gov.

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