



**DEPARTMENT OF GENERAL SERVICES**  
**OFFICE OF STATE PROCUREMENT**  
**ACTION AGENDA**  
**April 3, 2024**



**SUPPLEMENTAL**

*Contact: Rachel Cruse 443-467-8549  
 rachel.cruse1@maryland.gov*

**100-S.      SERVICES CONTRACT**  
***Department of Commerce***

**Contract ID:** Small Business Development Financing Authority Lending Program;  
 T00B4600008; T00B4600009  
 ADPICS No.: T00B4600008; T00B4600009

**Contract Description:** Manage the Maryland Small Business Development Financing Authority (MSBDF) Program.

**Awards:** Meridian Management Group, Inc., Baltimore, MD (FA 1, FA III and FA IV)

Prince George's Financial Services Corporation T/A FSC First, Largo, MD (FA II)

**Contract Term:** 04/15/2024 - 12/31/2026

**Amount:** \$1,910,461.50 - Meridian Management Group, Inc.  
 \$ 399,800.00 - Prince George's Financial Services Corporation  
 T/A FSC First  
 \$2,310,261.50 Total

**Procurement Method:** Competitive Sealed Proposals (*Single Proposal Received for Functional Area III [FA III]*)

**Proposals:**

**Functional Area I: Contract Finance Lending Services**

Offerors	<i>Technical Rankings</i>	<i>Financial Offer/ Rankings</i>	<i>Overall Rankings</i>
Meridian Management Group, Inc. Baltimore, MD	1	\$636,820.46 (2)	1
Prince George's Financial Services Corporation T/A FSC First, Largo, MD	2	\$400,200 (1)	2

*\*Technical and financial proposals were weighted equally.*



**DEPARTMENT OF GENERAL SERVICES**  
**OFFICE OF STATE PROCUREMENT**  
**ACTION AGENDA**  
**April 3, 2024**



**SUPPLEMENTAL**

**100-S.      SERVICES CONTRACT (cont'd)**

**Functional Area II: Equity Participation Lending Services**

<b>Offerors</b>	<b>Technical Rankings</b>	<b>Financial Offer/ Rankings</b>	<b>Overall Rankings</b>
Prince George's Financial Services Corporation T/A FSC First, Largo, MD	2	\$399,800 (1)	1
Meridian Management Group, Inc. Baltimore, MD	1	\$4,457,743.27 (2)	2

*\*Technical and financial proposals were weighted equally.*

**Functional Area III: Loan Guarantee Lending Services (Single proposal received.)**

<b>Offerors</b>	<b>Technical Rankings</b>	<b>Financial Offer/ Rankings</b>	<b>Overall Rankings</b>
Meridian Management Group, Inc. Baltimore, MD	1	\$636,820.52 (1)	1

*\*Technical and financial proposals were weighted equally.*

**Functional Area IV: Surety Bond Services**

<b>Offerors</b>	<b>Technical Rankings</b>	<b>Financial Offer/ Rankings</b>	<b>Overall Rankings</b>
Meridian Management Group, Inc. Baltimore, MD	1	\$636,820.52 (2)	1
Prince George's Financial Services Corporation T/A FSC First, Largo, MD	2	\$300,000 (1)	2

*\*Technical and financial proposals were weighted equally.*

**Living Wage Eligible:**      Yes

**MBE/VSBE Participation:**    15% / 0%

**Performance Security:**      No

**Hiring Agreement Eligible:**    Yes

**Incumbents:**                      Meridian Management Group, Inc. Baltimore, MD



