

**Expression of Support for SB 933/HB 747:**  
State and Local Procurement – Payment Practices

Dear Chairwoman Pendergrass and the Health & Government Operations Committee:

House Bill 747 shortens the time the State has to make a payment under a procurement contract or after receipt of a proper invoice to 15 days rather than the current policy of 30 days.

As a former certified Maryland Minority Business Enterprise (2005-2015), I can attest to the need for a change to how expeditiously payment is made to vendors. I have previously experienced frequent delinquent payments in excess of 30 days. It's a matter of fact, I actually grew accustomed to expecting not to receive payment for services rendered until at least 6 weeks after. Like the federal government, SB 933 creates a speedier and more reasonable procurement payment process for minority vendors engaged in procurement contracts within the state of Maryland. Delay in payment can spell disaster for any business in today's economy. The burn is even more intense for small disadvantaged businesses.

There is much buzz in the global marketplace about Supplier Diversity. HB 747 ensures that Maryland will meet the standards by continuing to grow its Small Minority and Disadvantaged businesses. We (SBEs and MBEs) work hard to provide a quality product. We know that our bottom line is dependent on our ability to attract and retain business.

A vote in support of HB 747 is a vote in support of Supplier Diversity.

HB 747 will level the playing field for hundreds of ambitious and capable minority and disadvantaged businesses in Maryland.

My former Maryland certified Minority business was recognized twice as a contender for the Maryland Top 100 MBEs. There are numerous other MBEs who are shining brightly in the business corridors of Maryland. Helping Minority business helps Maryland.

My Maryland MBE is closed due to NET-30. I respectfully urge a favorable report on Senate Bill 933/House Bill 747. Please, don't allow what has happened to my business to be the same fate for some young bright and anxious business leader of the future. Let's keep Maryland growing in diverse ways.

Sincerely,

Deborah Mosby