

**Roger L. Barnes**  
**10227 Wincopin Circle**  
**P. O. Box 1236**  
**Columbia, MD 21044**

**To: Members of The Howard County Council**

**Subject: Request To Table Resolution 121-2017**


**Date: October 19, 2017**

It is clearly recognized and understood that all segments of our Howard County community appreciate the sacrifice and service of the veterans who have served this country so well. The contributions and dedication of all veterans are key to the democratic principles we all hold so dear. However, in well-intentioned efforts to provide incentives, economic development benefits and to reward veterans for the service rendered, great care should be taken to carefully consider the impact of revising the EBOC Program Manual to add veterans as a disadvantaged category.

The primary mission of the EBOC, is to “foster equal business opportunity for businesses owned by minority individuals, women and individuals with disabilities” who have historically and consistently been denied equal opportunity, been disadvantaged in seeking equal footing in business development or face ongoing barriers to business success. Veterans have not been so historically disadvantaged and do not face the ongoing obstacles suffered by the others noted. Careful study and analysis is needed on all aspects of the EBOC mission, namely; (a) the certification process, (b) contracting opportunities, and (c) the size of the Howard County contracting marketplace, to ensure the well-intentioned desire to benefit veterans does not negatively impact the already challenged and disadvantaged business options and contracting success of women, minorities and disabled business owners within the Howard County community.

I respectfully ask the Howard County Council to table consideration of Resolution No. 121-2017 until more thorough assessments can be performed, implementation impacts can be identified and broader input be received from those affected by the proposed changes to the EBOC Program Manual.

Sincerely,

  
Rogers L. Barnes, CPA, MBA  
Business Consultant

**Sayers, Margery**

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**From:** Roger Barnes <lewrox1@gmail.com>  
**Sent:** Thursday, October 19, 2017 11:25 PM  
**To:** CouncilMail  
**Cc:** Nathaniel Nat Alston; Roger Barnes  
**Subject:** Request To Table Resolution 121-2017 For Further Consideration  
**Attachments:** Request To Table Resolution 121-2017 For Further Consideration.pdf

Dear Howard County Council Chairman and Members of the Council,  
Resolution 121-2017 is of great importance due to potential adverse impact and limited feedback to date of Resolution 121-201. I respectfully request, as a member of the Equal Business Opportunity Commission, which is evaluating the resolution, and as a private citizen of Howard County, that the resolution be tabled as noted in the attached letter.

Roger Barnes, CPA, MBA  
Equal Business Opportunity Commissioner

## Sayers, Margery

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**From:** Roger Barnes <lewrox1@gmail.com>  
**Sent:** Thursday, October 19, 2017 11:10 PM  
**To:** CouncilMail  
**Cc:** Nathaniel Nat Alston; Roger Barnes  
**Subject:** Response To Resolution 121-2017 to Revise the EBOC Program To Add Veterans

Dear Howard County Council Chairman and Members of the Howard County Council,

As a long-term citizen of Howard County with a lifelong passion for uplifting our community, I continue to find it a pleasure to serve the citizens of Howard County as a member of the Equal Business Opportunity Commission (EBOC).

Please see my concerns below regarding Resolution 121-2017. I oppose the resolution for the numerous negative impacts probable on the disadvantaged business community and the un-intended adverse consequences, I believe, of adding veterans as a category.

As noted during my recent testimony during the Howard County Council working session on October 16, 2017. I expressed concern, as a member of the EBOC, about the proposed Resolution 121-2017 which seeks to revise the EBOC Program Manual to add veterans as a "group that may be counted towards Equal Business Opportunity Goals". Upon careful consideration, it is my belief that while good intentioned, the impact of making the suggested change will have an adverse impact on the very disadvantaged categories of women-owned, minority and disabled owned businesses within Howard County which are the subject of the EBOC mission.

Specifically, the following impacts are cause for concern:

1. The mission of the EBOC is to foster equal business opportunity for those historically disadvantaged and facing unjustified obstacles to business growth and development. Veterans, regardless of how much appreciated, do not serve that mission and do not suffer those same obstacles.
2. There is a persistent problem in reducing the number of waivers requested by prime contractors and other large businesses. Many incorrectly claim qualified women and minority businesses cannot be found in Howard County. The tendency for large firms and general contractors is still to utilize "other resources with whom there are pre-existing relationships" and make waiver claims. The inclusion of veterans and counting of veterans toward Equal Business Opportunity goals would allow an easy alternative to large firms while decreasing opportunities for the disadvantaged local businesses. Genuine research for and solicitation of disadvantaged small businesses would suffer. The result would significantly undercut the very mission of the EBOC. Waiver statistics would dramatically decline but not due to increased success of disadvantaged and small local businesses.
3. The demographics of the area appear to include a huge population of veterans. The size of that demographic could be overwhelming in the limited realm of Howard County.
4. There is a huge federal contracting arena, where veterans are provided set-asides available only to veterans. The size of the federal contracting marketplace surrounding the much smaller Howard County business opportunity marketplace could have a major negative impact on the already existing local statistics which do not have such protections.
5. Existing competition and lack of capital are major obstacles for the disadvantaged business community in Howard County. The magnitude of more favorable federal capital acquisition options available to veterans compounds an already non-level playing field. This disparity would likely increase the competition further while straining the limited funding options already facing local small businesses.

6. The federal marketplace and priority reserved for veteran businesses stabilize veteran businesses and strengthen growth. Without imposition of size limitations on veteran-owned firms, the impact would be negative for the local small and disadvantaged business community.

7. The lack of information on the demographics on the potential veteran business community raises concerns about the numbers of women, minorities and disabled among the veteran community. Dependent upon that composition, the potential result may be replacement of small local woman-owned, minority-owned and disable-owned businesses with veterans not meeting any of those disadvantaged categories. The unintended consequence may result in "pitting the disadvantaged businesses against veterans" for limited Howard County contracting opportunities.

Roger L. Barnes, CPA, MBA  
Equal Business Opportunity Commissioner

**Sayers, Margery**

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**From:** Wanda Riddle <wlriddle@mac.com>  
**Sent:** Monday, October 16, 2017 5:51 PM  
**To:** Moore, Robert  
**Cc:** CouncilMail; Terry, Lisa B.; Howard Mooney; Howard Mooney; Georgea Lee Moore (g89@umbc.edu)  
**Subject:** Re: Written Testamony for October 16, 2017 County Council Meeting Agenda Item CR121-2017

Bob - Thank you for submitting the written testimony. Both Howard and I will be there tonight to testify in person and we appreciate you sending your comments to the council!

Wanda

On Oct 16, 2017, at 4:13 PM, Moore, Robert <[Robert.Moore@va.gov](mailto:Robert.Moore@va.gov)> wrote:

Please except this written testimony in regards to the October 16, 2017 County Council agenda item CR121-2017, Equal Business Opportunity Program Manual - Approval. This testimony is in support of the resolution to revise and include Veterans in the Equal Business Opportunity Program Manual that governs the internal operating procedures of the County's Equal Business Opportunity Program.

<Testamony for Howard County Council Meeting Item CR121-2017.docx>

## Sayers, Margery

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**From:** Howard Mooney <howardmooneyjr@gmail.com>  
**Sent:** Monday, October 16, 2017 5:02 PM  
**To:** Moore, Robert  
**Cc:** CouncilMail; Wanda Riddle (wlriddle@mac.com); Terry, Lisa B.; Howard Mooney (howardmooneyjr@gmail.com); Georgea Lee Moore (g89@umbc.edu)  
**Subject:** Re: Written Testamony for October 16, 2017 County Council Meeting Agenda Item CR121-2017

BOB: Thanks. Howard

On Oct 16, 2017, at 4:13 PM, Moore, Robert <[Robert.Moore@va.gov](mailto:Robert.Moore@va.gov)> wrote:

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<Testamony for Howard County Council Meeting Item CR121-2017.docx>

**Sayers, Margery**

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**From:** Moore, Robert <Robert.Moore@va.gov>  
**Sent:** Monday, October 16, 2017 4:13 PM  
**To:** CouncilMail  
**Cc:** Wanda Riddle (wriddle@mac.com); Terry, Lisa B.; Howard Mooney (howard.t.mooney.jr@gmail.com); Howard Mooney (howardtmooneyjr@gmail.com); Georgea Lee Moore (g89@umbc.edu)  
**Subject:** Written Testamony for October 16, 2017 County Council Meeting Agenda Item CR121-2017  
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To: Howard County Council  
From: Robert Moore  
Howard County Commission for Veterans and Military Families  
Date: November 17, 2016  
Subject: October 16, 2017 County Council Meeting Agenda Item CR121-2017

I would like to thank you for the opportunity to provide written testimony in regards to the October 16, 2017 County Council agenda item CR121-2017, Equal Business Opportunity Program Manual - Approval. Please accept this testimony in support of the resolution to revise the Equal Business Opportunity Program Manual that governs the internal operating procedures of the County's Equal Business Opportunity Program.

As a member of the Howard County Commission for Veterans and Military Families, a resident of Howard County for 28 years, a father of a currently active duty Coast Guard Ensign and future Veteran; I support this initiative that includes United States Veterans in the County's Equal Business Opportunity Program. I highly recommend it get passed.

As a current employee of the U.S. Department of Veterans Affairs (VA), I work within a team that embodies the words that appear on the VA Corporate Offices building on Vermont Avenue in Washington DC. Those words, "To care for him who shall have borne the battle and for his widow and his orphan" were attributed to Abraham Lincoln and from an excerpt from his second inaugural address. By passing this initiative, the county shows that it cares for our Veterans by encouraging and promoting the development of businesses owned by Veterans. It benefits Howard County by creating opportunities for Veterans who will establish roots in our community, lead by example, and provide additional business tax revenue. It will help stimulate the small business community and create growth for our local economy.

With Washington DC, the federal hub of our country's government and an employer of thousands of active duty military that is a reasonable distance to Howard County, many of our active duty service members are looking for future opportunities upon their discharge from the military. These future Veterans would like to establish businesses within our County, to live in a safe area, and have access to good public schools and services. By including Veterans in the County's Equal Business Opportunity Program, Howard County has the opportunity to draw former residents who are now Veterans, and new Veterans to our community. These individuals and their families will continue to provide stability, integrity, respect, commitment and a sense of responsibility to an already existing civil and close community the maintains strong family values.

Robert Moore  
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Howard County Commission on Veterans and Military Families  
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