



SMALL BUSINESS PROCUREMENT PROGRAM & SMALL BUSINESS ENTERPRISE

ANNUAL SUMMARY REPORT

Office of Equal Opportunity

PROGRAM DIFFERENCES

Small Business Procurement Program (SBPP) (General Government)

- No greater than 100 Employees
- Net worth < \$3 million; < \$2 million after income taxes but excluding carry-over losses
- Net worth < \$3 million for sole proprietors includes personal and business investments
- Must be located in corporate limits of the City

Small Business Enterprise (SBE) (GRU)

- Independently owned and operated business
- Employs no greater than 200 permanent, F/T employees
- Together with its affiliates, has a net worth of not more than \$5 million

OUTREACH ACTIVITIES

Office of Equal Opportunity (OEO)

- University of Florida
Small Business
Conference & Reverse
Trade Fair – co-sponsor
and attendee
- Florida Minority Supplier
Diversity Council,
Orlando - attendee
- National Minority Supplier
Diversity Council,
Atlanta - attendee

OUTREACH ACTIVITIES Con't

General Government

- University of Florida Small Business Conference & Reverse Trade Fair - sponsor and attendee
- Gainesville Small Business Resource Fair - exhibitor
- Attended Pre-Bid Meetings
- Provided Technical Assistance to Vendors
- Participated in National Institute of Governmental Purchasing (NIGP) meetings & trainings

GRU

- University of Florida Small Business Conference & Reverse Trade Fair - co-sponsor and attendee
- North Central Florida Chapter of NIGP Reverse Trade Show - attendee
- Small Business Resource Fair, Gainesville - exhibitor
- Bank of America Benchmarking Study
- ISM and NIGP Meetings, Webinars and Conferences
- UMPG Utility Supply Chain Benchmarking Study

SBPP (GG) - Total Amount Spent

	FY11	FY10	FY09
	\$62,529,887	\$61,294,940	\$50,806,705
▪ Small Business	\$ 7,761,132 (12.4%)	7,967,740 (13%)	5,070,271 (10%)
○ Minority	\$ 164,549 (0.3%)	166,578 (0.3%)	247,211 (.05%)
○ Women	\$ 369,407 (0.6%)	253,479 (0.4%)	330,471 (0.7%)
▪ Other Business	\$ 54,768,755 (87.6%)	53,327,200 (87%)	51,053,916 (90%)

SBE (GRU) - Total Amount Spent

	FY11	FY10	FY09
	\$129,977,576	\$106,737,181	\$79,276,307
▪ Small Business	\$ 19,314,165 (14.9%)	14,555,927 (13.6%)	11,575,854 (14.6%)
○ Minority	\$ 736,444 (0.6%)	751,300 (0.7%)	731,332 (0.9%)
○ Women	\$ 2,132,563 (1.64%)	1,788,298 (1.68%)	2,852,561 (3.6%)
▪ Other Business	\$110,663,411 (85.1%)	92,181,254 (86.4%)	67,700,453 (85.4%)

Factors Impacting Numbers:

1. Business type is designated by business owner – Small Business may include minority and female.
2. In GG, Visa spending is not captured due to limited resources and technical capability.
3. Figures may reflect sole source or purchasing under existing contracts.
4. Spending figures do not capture subcontracting dollars paid directly to prime contractors.

EOC Actions

- **Motion 1:**

Office of Equal Opportunity work with procurement offices to develop a system in which the hiring of subcontractors can be monitored as it pertains to MBEs and SBEs.

- **Motion 2:**

Prior to awarding contracts on federally funded projects, the City's EO Director shall meet with GG and GRU contract managers and assist in establishing required Disadvantaged Business Enterprise (DBE) goals for those projects, while utilizing the methodology and formula described in federal regulations.

- **Recommendation: Adopt EOC Actions**

Potential EOC Actions

Future EOC Discussion will address:

- **Goal Setting for Non-DBE projects**
- **Disparity Study**