

Small Business Procurement Program for Fiscal Year 2012
October 1, 2011-September 30, 2012



Type of Business	Spend FY12	Spend FY11	Spend FY10
Minority-Owned	\$192,163	\$164,549	\$166,578
Women-Owned	\$579,550	\$369,407	\$253,479
Small Business-Other	\$7,230,664	\$6,753,390	\$7,076,228
Local Small Business (with Visa)	\$8,002,377	\$7,287,346	\$7,967,740
Other Business	\$83,750,231	\$54,768,755	\$53,327,200
Totals	\$91,752,608	\$62,056,101	\$61,294,940

****Note**** Businesses that are:

- 1) Located within the corporate limits of the City of Gainesville
- 2) Have paid the business tax

3) Employ no more than 100 employees; and 5) Have a net worth of less than \$3 million and an average net income of less than \$2 million (after federal income taxes, excluding carry-over losses). For sole proprietors, the \$3 million net worth includes personal and business investments.

Business Type is self-designated by business owner. For example, the Small Business category may include women and minorities. Lewis Oil, for example is technically qualified as woman-owned, but reported as a small business. \$6,131,728 was spent with this business. Had this business been reported as **Woman-Owned**, the percentage for the Women-Owned category would change from \$579,550 (.6%) to \$6,711,278 or 7.3%.

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Participation in outreach Activities

University of Florida Small Business Conference & Reverse Trade Fair – co-sponsor and attendee

Small Business Workshop-GRU, Sponsor

Small Business Vendor Forum-Cone Park, Sponsor

National Minority Supplier Diversity Council, Conference & Business Opportunity Fair, Atlanta, attendee

Shaad Rehman networked with Santa Fe Center for Innovation and Economic Development which is a Small Business Development Center

Visa Spending cannot be accessed in City database due to limited resources and technical capabilities. There may be Small, Minority, and Women-Owned Business utilization as it relates to Visa purchases that would have to be obtained through a manual research of all entries which consisted of over 2700 transactions in 2012.

Notes:

Total spending figures do not reflect all procurement opportunities available to all vendors.

For example:

(1) Some purchases were sole-sourced or made under existing contracts, providing little opportunity for other vendors.

(2) Spending figures do not capture subcontracting dollars due to payments being made directly through the Prime Contractor.

(3) Spending totals primarily reflect spending with businesses in the Small Business Procurement Program; however, not all firms in the City's procurement are in this program.

Percentages of business usage: Minority-Owned: \$192,163 (.2%) Women-Owned: \$579,550 (.6%)

Business Other: \$7,230,664 (7.9%) Other Business: \$83,750,231 (91%)

Small

Fixed Costs such as property taxes, market value reimbursement, utilities, and insurance premiums, do not allow an opportunity for other vendors. These costs are however are included in the total City spend and will skew numbers significantly. These costs are approx. **(\$17,809,839) or 19.4% of Total spend computed to approx. \$91,752,607.**