

## SBE/SBPP

## Report &amp; Analysis

During the fiscal year 2009-2010, the Office of Equal Opportunity has worked with the Small Business Enterprise Program at GRU and the Small Business Procurement Program at General Government in an effort to expand the efforts of both programs. It has been our main effort to specifically enhance the areas of minority and women-owned businesses.

In an effort to better understand the programs and to assist by speaking with interested parties, we participated in the Small Business Resource Fair, held at Littlewood Elementary School. This office served as an exhibitor and assisted both programs with their exhibits. Noting that members of the SBE Program have spent a great deal of time participating in benchmarking efforts over the past year, it was decided that this would also be an excellent area for the SBP Program to concentrate.

As such, we worked together to develop a peer-city review survey. In cooperation with the SBPP Coordinator, we wrote the questions for the survey instrument and determined the cities most closely resembling ours from whom to solicit a response. We hope to discover ways of benchmarking to determine what amount of spending on small businesses, women owned and minority owned businesses are considered good, fair or average. In addition, we are hoping to find innovative ways of marketing our programs to make them more successful. An intern in the SBPP office was tasked with sending out the surveys, collecting the responses and is currently tabulating the results.

This office has partnered with the SBE Program to be co-sponsors at the University of Florida's 20<sup>th</sup> Annual Small Business Conference and Reverse Trade Fair. This event, to be held at the UF Hilton, will give the City an opportunity to advertise our programs to local small businesses in an effort to encourage them to become members of our programs.

An event planned for the fall will be the City's annual Career Fair. This event is held each year in September and until this year has only been open to City of Gainesville Departments. However, this year we plan to invite businesses other than City Department's to participate and the first group we plan to invite will be those businesses that are listed in our small business directories, on both sides of the house.

With the reorganization in General Government and the relocation of the SBPP Coordinator to the CRA, there may have to be some changes to this program during this fiscal year. This office will work closely with the coordinator, purchasing and CRA to determine the most efficient and effective way to handle any changes that need to occur. Understanding that during the Commission's most recent Strategic Planning Retreat a new strategy was established to develop strategies to support small local businesses. This will continue to be a priority that this office will promote through its support of both the SBPP and the SBE programs.

The analysis of GRU's SBE figures shows that: between FY 09 and FY 10, overall spending on all Small Businesses increased over 24 % while spending on other businesses increased over 36%. Minority Owned spending during the same period was up over 2% and Woman-Owned spending was down over 37%.

The analysis of GG's SGPP shows during the same period that: overall local Small Business spending is up over 49% while spending on other businesses is up over 16%. At the same time, Minority-Owned spending is down over 32% and Women-Owned spending is down over 23%. This is the first time Minority-Owned spending has declined following a steady incline for three consecutive years. Women-Owned spending has continued its trend of sliding for the past four years; and the overall Local Small Business spending has increased for the past three years.

It should be noted that this is the first year that GG has been able to include Visa spending in its totals, however, it is unable to differentiate between Women-Owned or Minority-Owned in this category. Therefore, all Visa spending, while some may fall within these categories, is not depicted in them.



SMALL BUSINESS PROCUREMENT PROGRAM  
FOR FISCAL YEAR 2010  
OCTOBER 1, 2009 - SEPTEMBER 30, 2010

Type of Business	Spend FY10	Non-Visa Spend FY09	Non-Visa Spend FY08	Non-Visa Spend FY07	Non-Visa Spend FY06
<b>Local Small Business*</b>	<b>\$ 7,967,740</b>	<b>\$ 5,317,482</b>	<b>\$ 6,992,398</b>	<b>\$ 3,774,575</b>	<b>\$ 4,350,380</b>
<i>Minority - Owned</i>	\$ 166,578	\$ 247,211	\$ 184,482	\$ 173,390	\$ 160,874
<i>Women - Owned</i>	\$ 253,479	\$ 330,471	\$ 521,977	\$ 670,874	\$ 730,586
<i>Small Business**</i>	\$ 7,076,228	\$ 4,739,799	\$ 6,285,938	\$ 2,930,311	\$ 3,458,921
<i>VISA Local Small Business Spending***</i>	\$ 471,455				
<b>Other Business</b>	<b>\$ 53,327,200</b>	<b>\$ 45,736,435</b>	<b>\$ 56,093,839</b>	<b>\$ 53,846,246</b>	<b>\$ 52,587,479</b>
<b>Totals</b>	<b>\$ 61,294,940</b>	<b>\$ 51,053,916</b>	<b>\$ 63,086,237</b>	<b>\$ 57,620,821</b>	<b>\$ 56,937,859</b>

\*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.

\*\*\*VISA spending numbers could only be generated manually, by a visual screening of all VISA purchases. Numbers reflect spending with businesses that appeared to be local and small.

**Participation in Outreach Activities**

University of Florida Small Business Conference & Reverse Tradeshow  
Gainesville Small Business Resource Expo

**Participant in Other Activities**

Attended Pre-Bid Meetings  
Provided Technical Assistance to Vendors on Doing Business with the City  
Participation in NIGP meetings/trainings

**NOTES:**

- Staff has not able to acutal capture VISA spending with businesses in the Small Business Procurement Program due to limited resources and technical capability.
- Total spending figures do not reflect all procurement opportunities available to all vendors. For example, some purchases were sole-sourced or made under existing contracts, providing little opportunity for other vendors.
- Spending figures do not capture subcontracting dollars as the payment is made to the business through the prime contractor.
- Spending totals do not necessarily correlate to dollars spent with all small/minority/women-owned firms or local firms. The numbers reflect strictly the number of dollars spent with businesses in the Small Business Procurement Program. Not all small/minority/women-owned firms that participate in the City's procurement are in the program.

Prepared by:

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Shaad Rehman  
Small & Minority Business Development Coordinator



## PURCHASING DEPARTMENT

SMALL BUSINESS ENTERPRISE PROGRAM  
FOR FISCAL YEAR 2010  
OCTOBER 1, 2009 - SEPTEMBER 30, 2010

Type of Business	Non Visa Spend FY10	Visa Spend FY10	Total Spend FY10	Total Spend FY09	Total Spend FY08
<b>Small Business</b>	<b>\$14,284,244</b>	<b>\$271,683</b>	<b>\$14,555,927</b>	<b>\$11,575,854</b>	<b>\$22,460,043</b>
<i>Minority - Owned</i>	\$705,581	\$45,719	\$751,300	\$731,332	\$1,359,562
<i>Women-Owned</i>	\$1,682,133	\$106,165	\$1,788,298	\$2,852,561	\$1,881,272
<i>Small Business</i>	\$11,896,530	\$119,799	\$12,016,329	\$7,991,961	\$19,219,209
<b>Other Business</b>	<b>\$89,054,696</b>	<b>\$3,126,558</b>	<b>\$92,181,254</b>	<b>\$67,700,453</b>	<b>\$71,761,127</b>
<b>Totals</b>	<b>\$103,338,940</b>	<b>\$3,398,241</b>	<b>\$106,737,181</b>	<b>\$79,276,307</b>	<b>\$94,221,170</b>

**NOTES:**

- A small business is an independently owned and operated business concern that employs 200 or fewer permanent full-time employees and that, together with its affiliates, has a net worth of not more than \$5 million (F.S. 288.703).
- Spend with women-owned minority businesses is included with 'Minority - Owned'.
- Non Visa spend with businesses located in Gainesville corporate City limits:
  - Small \$3,030,932 [Minority - owned \$182,757; Women - owned \$955,273; Other \$1,892,902].
  - Large \$6,388,259 [Minority - owned \$94,349; Women - owned \$116,334; Other \$6,177,576].
- Report does not include fuel purchases.

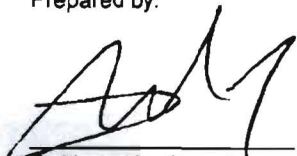
**Participant in Outreach Activities**

University of Florida Small Business Conference & Reverse Trade Fair, sponsor and attendee  
North Central Florida Chapter of NIGP Reverse Trade Show, attendee  
Small Business Resource Fair, Gainesville, FL, exhibitor  
Florida Minority Supplier Diversity Council, Orlando, FL, attendee

**Participant in Other Activities**

Bank of America Benchmarking Study  
ISM and NIGP Meetings, Webinars and Conferences  
UPMG Utility Supply Chain Benchmarking Study

Prepared by:



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