



SMALL BUSINESS PROCUREMENT PROGRAM & SMALL BUSINESS ENTERPRISE

ANNUAL SUMMARY REPORT

Office of Equal Opportunity

PROGRAM DIFFERENCES

SBPP

- 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

SBE

- 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

SBPP – (GG)

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

SBE – (GRU)

- 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—exhibitor
- Florida Minority Supplier Diversity Council, Orlando—attendee
- Bank of America Benchmarking Study

SBPP - Total Amount Spent

\$ 61,294,940

- Small Business \$ 7,496,285 (12.2%)
 - Women \$ 253,479 (.04%)
 - Minority \$ 166,578 (.02%)

- Other Business \$53, 327,200

SBE - Total Amount Spent

\$106,737,181

- Small Business: \$ 14,555,927 (13.6%)
 - Women \$ 1,788,298 (1.68%)
 - Minority \$ 751,300 (.70%)

- Other Business; \$ 92,181,254

ANALYSIS OF SBPP SPENDING

- Local business spending from FY '09 to FY '10 up over 49%
- Spending on other businesses for the same period is up over 16%
- Minority-owned spending is down over 32%
- Woman-owned spending is down over 23%

ANALYSIS OF SBE SPENDING

- FY '09 and FY '10 SBE spending increased over 24%
- Spending on other businesses during this same period increased over 36%
- Minority-owned spending was up over 2%
- Woman-owned spending was down over 37%

The End