

GENERAL INFORMATION ABOUT GRU'S SBE PROGRAM

- The objective of GRU's program is to encourage small and local businesses to participate in GRU's procurement process
- Minority Businesses are a subset of Small Businesses which include African American, Asian American, Hispanic American, Native American and Woman-Owned businesses

FY 2009 Purchasing Spend

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|--------------------|--------------|------------------------|
| ▪ Small Businesses | \$11,575,854 | (14.6% of total spend) |
| ▪ Other Businesses | \$67,700,453 | |
| ▪ Total Spend | \$79,276,307 | |

MBE Spend (10.6% increase from FY08 to FY09)

FY08	\$3,240,834	(3.44% of total FY08 spend)
FY09	\$3,583,893	(4.52% of total FY09 spend)

MBE BENCHMARKING

- Benchmarked against three peer municipal utilities in the Southeast (2 in Florida)
- GRU percentage of spend for MBE is higher than two of the three
- GRU percentage of spend for MBE is slightly lower than one of the three
- GRU will continue to benchmark against other utilities

GRU OUTREACH ACTIVITIES**Current Activities:**

- Sponsor and participate at UF Small & Minority Business Conference & Reverse Trade Fair (Spring)
- Participate at the North Central Florida Chapter of NIGP Reverse Trade Fair (Summer)
- Provide one-on-one assistance to vendors as requested
- Attend ISM Institute for Supply Management (ISM) and National Institute of Governmental Purchasing (NIGP) Meetings, Webinars and Conferences
- Educate potential vendors about contacting both General Government and GRU for procurement opportunities

Proposed Activities:

- Review and update Small Business Enterprise (SBE) Program
- Review and update Purchasing Procedures for SBE Program
- GruPerNet - Create a link from the home page regarding the SBE program for GRU department's reference
- Communicate through GRU E-Line to departments about information on GRUPerNet about SBE program and available vendor database which can be used to search for businesses for purchase requirements (including P-card purchases)
- Review and update GRU website for vendor information about small and local businesses
- Communicate through Customer Bulletin about SBE program
- Participate in Reverse Trade Show with General Government at MLK

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