

*Economic Development*

SMALL BUSINESS PROCUREMENT PROGRAM
FOR FISCAL YEAR 2008
OCTOBER 1, 2007 - SEPTEMBER 30, 2008

Type of Business*	Non-Visa Spend FY08	Visa Spend FY08	Total Spend FY08	Total Spend FY07	Total Spend FY06
Small Business**	\$ 6,992,398	\$ -	\$ 6,992,398	\$ 3,774,575	\$ 4,350,380
<i>Minority - Owned</i>	\$ 184,482			\$ 173,390	\$ 160,874
<i>Women - Owned***</i>	\$ 521,977			\$ 670,874	\$ 730,586
<i>Small Business Owner</i>	\$ 6,285,938			\$ 2,930,311	\$ 3,458,921
Other Business			\$ 56,093,839	\$ 53,846,246	\$ 52,587,479
Totals		\$ -	\$ 63,086,237	\$ 57,620,821	\$ 56,937,859

*Prior FY data has been included for information purposes only. It does not form a basis for an accurate comparison. FY08 is the first year of the new reporting format and will serve as the baseline for subsequent years' reports.

**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.

***After October 1, 2008, all newly registering minority women-owned firms will be designated as Minority-Owned. Only non-minority Women-Owned firms will be designated Women-Owned.

Participation in Outreach Activities

University of Florida Small Business Conference & Reverse Tradeshow
North Central Florida Chapter of NIGP Reverse Trade Show

Participant in Other Activities

Attended Pre-Bid Meetings

Provided Technical Assistance to Vendors on Doing Business with the City

Participation in NIGP and FAMBEO meetings/trainings

NOTES:

- VISA spending numbers are generated by querying data sent by SunTrust. SunTrust recently changed the format and content of their data, invalidating the queries used to pull the numbers. Staff is working to resolve this issue.
- Total spending figures do not necessarily reflect all procurement opportunities available to vendors, as some purchases are sole sourced or made under existing contracts.
- 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:



Shaad Rehman
Small & Minority Business Development Coordinator