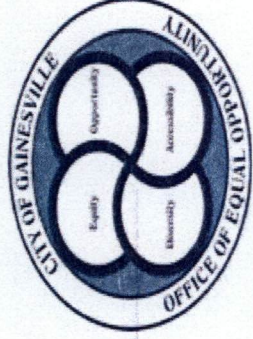


Small Business Procurement Program for Fiscal Year 2012
 October 1, 2013-September 30, 2014



Type of Business	Spend FY14	Spend FY13	Spend FY12
Small Business Total	\$7,691,775 (7%)	\$7,642,635 (7%)	\$8,002,377 (9%)
Minority-Owned	\$23,263 (.02)	\$66,404 (.06%)	\$192,163 (.2%)
Women-Owned	\$419,834 (.4)	\$642,932 (.6%)	\$579,550 (.6%)
Small Business-Other	\$7,248,677 (6.6%)	\$6,933,299 (6%)	\$7,230,664 (8%)
Other Business	\$ 101,970,274 (93%)	\$106,013,157 (93%)	\$83,750,231 (91%)
Totals	\$109,662,049	\$113,655,792	\$91,752,608

****Note** City of Gainesville Small Businesses by definition are 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 based upon how the owner registers the business.

Participation in outreach Activities

University of Florida Small Business Conference & Reverse Trade Fair – co-sponsor and attendee
Fall & Spring Small Business Workshop-Sponsor
Small Business Workshop at Gainesville Housing Authority for JTEP participants & graduates, Sponsor
Florida Minority Supplier Diversity Council, Annual Trade Fair, attendee
City of Gainesville Pre-Bid Conferences
Satellite Office @Gainesville Housing every 1st & 3rd Tuesday

Visa Spending cannot be accessed in City database due to limited resources and technical capabilities. There may be Small, Minority, and Women-Owned Business that are not captured for this reason.

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 *all* 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.

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 included in the total City spend and will skew numbers significantly.