



FY 2014

SMALL BUSINESS PROCUREMENT  
PROGRAM  
&  
SMALL BUSINESS ENTERPRISE  
ANNUAL SUMMARY REPORT  
OFFICE OF EQUAL OPPORTUNITY

# SBPP (GG) - Total Amount Spent

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

## Factors Impacting Numbers:

1. Business type is designated by business owner – Small Business may include women and minorities.
2. In GG, Visa spending is not captured due to limited resources and technical capability.
3. Figures may reflect sole source or purchasing under existing contracts.
4. Spending figures do not capture all subcontracting dollars paid directly through prime contractors hence the reason EO is capturing this data.
5. Spending totals primarily reflect spending with businesses in the City's Small Business Procurement Program; however, not all firms in the City's procurement are in this program. Thus, additional spending with local and non-local (Small, Minority, Woman-Owned) businesses were captured manually in order to show a more accurate picture of City funds spent on these business types rather directly or indirectly.
6. Fixed Costs such as property taxes, market value reimbursement, utilities, insurance premiums etc., do not allow an opportunity for other vendors. These costs are, however, included in the total City spend and will skew numbers significantly.

## Equal Opportunity Outreach Efforts

- University of Florida Small Business Conference & Trade Show— co-sponsor and attendee
- Fall and Spring Small Business Workshop-Sponsor
- Small Business Workshop at Gainesville Housing Authority for JTEP participants and graduates, Sponsor
- Florida Minority Supplier Diversity Council, Annual Trade Fair, attendee
- City of Gainesville Pre-Bid Conferences
- Satellite Office at Gainesville Housing every 1st & 3rd Tuesday
- EO Staff presence at pre-bid conferences
- Small Business Mentoring Program

# SBE (GRU) - Total Amount Spent

Type of Business	Total Spend FY14	Total Spend FY13	Total Spend FY12
Small Business	<b>\$11,199,010 (15%)</b>	\$19,668,783 (18%)	\$23,252,806 (24%)
Minority - Owned	<b>\$372,193 (.5%)</b>	\$592,114 (.6%)	\$1,253,216 (1%)
Women-Owned	<b>\$2,156,209 (3%)</b>	\$3,076,272 (3%)	\$2,954,970 (3%)
Small Business	<b>\$8,670,608 (11.8%)</b>	\$16,000,397 (15%)	\$19,044,620 (19%)
Other Business	<b>\$61,996,747 (85%)</b>	\$87,422,227 (82%)	\$74,891,187 (76%)
Totals	<b>\$73,195,757</b>	\$107,091,010	\$98,143,993

## **Outreach Efforts**

- University of Florida Small Business Conference & Trade Show—  
Sponsor and attendee
- Central Florida Chapter of NIGP Reverse Trade Show, attendee
- Central Florida Chapter of NIGP Speed Buying Event, attendee
- Florida Minority Supplier Diversity Council, Annual Trade Fair,  
attendee
- EO Small Business Workshops at GRU “Doing Business with GRU” -  
Presenter

**END OF SLIDESHOW**