



FY 2013

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

SBPP (GG) - Total Amount Spent

Excluding dollars manually captured for subcontractor spending on active City projects

Type of Business	Spend FY13	Spend FY12	Spend FY11
Small Business Total	\$7,642,635 (7%)	\$8,002,377 (9%)	\$7,287,346 (12%)
Minority-Owned	\$66,404 (.06%)	\$192,163 (.2%)	\$164,549 (.3%)
Women-Owned	\$642,932 (.6%)	\$579,550 (.6%)	\$369,407 (.6%)
Small Business-Other	\$6,933,299 (6%)	\$7,230,664 (8%)	\$6,753,390 (11%)
Other Business	\$106,013,157 (93%)	\$83,750,231 (91%)	\$54,768,755 (88%)
Totals	\$113,655,792	\$91,752,608	\$62,056,101

FY13 ACTIVE PROJECTS

Spend manually captured on Small, Minority, and Women-Owned Businesses

Business Type	Depot Park	GPD	Materials Maintenance Facility & Related Projects (Women included with Minority on this project)	RTS	Project Combined Totals
Minority-Owned	None Reported	\$150,741	\$148,417	\$2,783,194	\$3,082,352
Women-Owned	\$27,529	\$33,312	N/A	\$2,239,649	\$2,300,490
Small Business-Other	None Reported	\$1,679,853	\$1,486,328	\$1,238,570	\$4,404,751
Totals	\$27,529	\$1,863,906	\$1,634,745	\$6,261,413	\$9,787,593

SBPP (GG) - Total Amount Spent

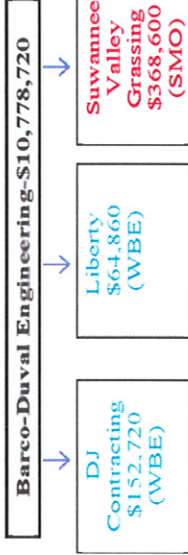
Including dollars manually captured for subcontractor spending on active City projects

Type of Business	Spend FY13	Spend FY12	Spend FY11
Small Business Total	\$17,430,228 (15%)	\$8,002,377 (9%)	\$7,287,346 (12%)
Minority-Owned	\$3,148,756 (3%)	\$192,163 (.2%)	\$164,549 (.3%)
Women-Owned	\$2,943,422 (3%)	\$579,550 (.6%)	\$369,407 (.6%)
Small Business-Other	\$11,338,050 (10%)	\$7,230,664 (8%)	\$6,753,390 (11%)
Other Business	\$96,119,248 (85%)	\$83,750,231 (91%)	\$54,768,755 (88%)
Totals	\$113,549,476	\$91,752,608	\$62,056,101

Identifying Additional Dollars Spent on Subcontractors



General Contractor
Wharton Smith, Inc.



- 1) Aero Photo-\$3444 (WBE)
- 2) Mobile Modular-Tropical-\$15,000
- 3) Tropical Recycling-\$15,000 (SBO)
- 4) Dampier Septic-\$20,000 (SBO)
- 5) Coast Machinery-\$20,000 (SBO)
- 6) Lapin Services-\$229,750 (SBO)
- 7) Florida Green Keepers-\$1,079,783
- 8) Contech Engineering-\$115,782
- 9) Banner-\$233,902 (SBO)
- 10) Hal Jones-\$168,923
- 11) Southern Precast-\$154,765
- 12) CDM Contracting-\$187,236 (SBO)
- 13) **VMG \$151,124 (SMO)**
- 14) Division 5-\$152,095
- 15) LaFrontier Builders-\$740,000
- 16) Quality Metals-\$42,900 (SBO)
- 17) Hudson Everly-\$10,093
- 18) Perfection Spec. Painting-\$33,370
- 19) Florida Specialty Products: \$10,074
- 20) Ross Plumbing-\$12,862
- 21) United Electrical-\$150,155
- 22.) Causseaux, Hewett, & Walpole- 7,500(SBO)

Business Descriptions

- ▲ Women's Business Enterprise
- ▲ **Small Minority-Owned**
- ▲ Small Business-Other
- ▲ **Large Woman-Owned**
- ▲ **Large Minority-Owned**
- ▲ Other (Not highlighted in color)

SBE (GRU) - Total Amount Spent

Type of Business	Total Spend FY13	Total Spend FY12	Total Spend FY11
Small Business	\$19,668,783 (18%)	\$23,252,806 (24%)	\$19,314,165 (15%)
Minority - Owned	\$592,114 (.6%)	\$1,253,216 (1%)	\$736,444 (.6%)
Women-Owned	\$3,076,272 (3%)	\$2,954,970 (3%)	\$2,132,563 (2%)
Small Business	\$16,000,397 (15%)	\$19,044,620 (19%)	\$16,445,158 (13%)
Other Business	\$87,422,227 (82%)	\$74,891,187 (76%)	\$110,663,411 (85%)
Totals	\$107,091,010	\$98,143,993	\$129,977,576

GRU-Additional Active Project Paynes Prairie

Business Types

Business Types	Paynes Prairie
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Minority

\$519,724

Women

\$2,050,881

Small

\$869,721

Totals

\$3,440,326

Outreach Efforts and Plans

- Trade Fairs
- EO Staff presence at pre-bid conferences
- Project Mixers-Cultivating Positive Relationships
- Small Business Technical Workshops
- Systematic Monitoring of City Spending on Small, Minority, or Women-Owned Businesses (Gov. 2.0)
- Small Business Mentoring Program
- EO Presence on Bid Panels
- EO Collaborating with Purchasing & Simplifying Presentation of ITB's, RFP's. and RFQ's

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.

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