



FY 2012

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

PROGRAM DIFFERENCES

Small Business Procurement Program (SBPP) (General Government)

Small Business Enterprise (SBE) (GRU)

- No greater than 100 Employees
- Net worth < \$3 million; < \$2 million after income taxes but excluding carry-over losses
- Net worth < \$3 million for sole proprietors includes personal and business investments
- Must be located in corporate limits of the City
- Independently owned and operated business
- Employs no greater than 200 permanent, F/T employees
- Together with its affiliates, has a net worth of not more than \$5 million

Office of Equal Opportunity (OEO)

- University of Florida Small Business Conference & Reverse Trade Fair - sponsor and attendee
- University of Florida Small Business Conference & Trade Show, sponsor and attendee
- Attended Pre-Bid Meetings
- North Central Florida Chapter of NIGP Reverse Trade Show, attendee
- Provided Technical Assistance to Vendors
- Florida Minority Supplier Diversity Council, corporate member
- Florida Minority Supplier Diversity Council, Annual Trade Fair, attendee

OUTREACH ACTIVITIES Con't

General Government

- Small Business Workshop-GRU, sponsor
- Small Business Vendor Forum, Cone Park, sponsor
- National Minority Supplier Diversity Council, Conference & Business Opportunity Fair, Atlanta, attendee
- Shaad Rehman networked with Santa Fe|CIED for Small Business Development efforts

GRU

- Florida Minority Supplier Diversity Council, 2012 Annual Meeting, attendee
- City of Gainesville Small Business Vendor Forum at Cone Park, presenter
- Small Business Workshop at GRU "Doing Business with GRU", presenter
- University of Florida Small Business Enterprise Construction Contracting Program, attendee
- Florida Department of Management Services - Office of Supplier Diversity Matchmaker Conference, attendee

SBPP (GG) - Total Amount Spent

Type of Business	Spend FY12	Spend FY11	Spend FY10
Minority-Owned	\$192,163 (.2%)	\$164,549 (.3%)	\$166,578 (.3%)
Women-Owned	\$579,550 (.6%)	\$369,407 (.6%)	\$253,479 (.4%)
Small Business-Other	\$7,230,664 (7.9%)	\$6,753,390 (11%)	\$7,076,228 (12%)
Local Small Business (with Visa)	\$8,002,377 (8.7%)	\$7,287,346 (12%)	\$7,967,740 (13%)
Other Business	\$83,750,231 (91%)	\$54,768,755 (88%)	\$53,327,200 (87%)
Totals	\$91,752,608	\$62,056,101	\$61,294,940

SBE (GRU) - Total Amount Spent

Type of Business	Non Visa Spend FY12	Visa Spend FY12	Total Spend FY12	Total Spend FY11	Total Spend FY10	Total Spend FY09
Small Business	\$23,012,111	\$240,695	\$23,252,806	\$19,314,165	\$14,555,927	\$11,575,854
Minority - Owned	\$1,208,362 (1%)	\$44,854 (1%)	\$1,253,216 (1%)	\$736,444 (.6%)	\$751,300 (.7%)	\$731,332 (.9%)
Women-Owned	\$2,821,254 (3%)	\$133,716 (3%)	\$2,954,970 (3%)	\$2,132,563 (2%)	\$1,788,298 (2%)	\$2,852,561 (4%)
Small Business	\$18,982,495 (20%)	\$62,125 (2%)	\$19,044,620 (19%)	\$16,445,158 (13%)	\$12,016,329 (11%)	\$7,991,961 (10%)
Other Business	\$71,075,666 (76%)	\$3,815,521 (94%)	\$74,891,187 (76%)	\$110,663,411 (85%)	\$92,181,254 (86%)	\$67,700,453 (85%)
Totals	\$94,087,777	\$4,056,216	\$98,143,993	\$129,977,576	\$106,737,181	\$79,276,307

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 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.
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. These costs are approx. *(\$17,809,839) or 19% of Total Spend computed to approx. \$91,752,607.*

FALL WORKSHOP

SAVE THE DATE!!

Office of Equal Opportunity
Small Business Workshop

October 10, 2013

4pm-7pm

Gainesville Regional Utilities Building
301 SE 4th Ave. Gainesville, FL.