

Local Vendor Outreach

COUNTY OF SANTA BARBARA

OBJECTIVES

- Increase amount of goods and services purchased from local vendors
 - Educate vendors on doing business with the County
 - Notify of performance, insurance and invoicing
 - Increase their awareness of our needs
- Procure quality commodities at the best price
- Implement Strategic Goals
 - Goal IV Implement Strategies for Economic Vitality and Sustainable Growth
 - Goal VI Make Santa Barbara County Government Citizen-Friendly

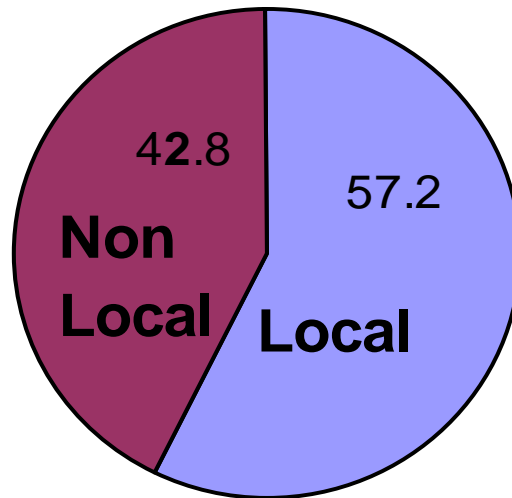
How we Buy

- Departments: Goods and services of less than \$1000 value.
- Purchasing
 - All tangible goods (purchase orders)
 - Professional Services to \$100,000.
 - Public Projects less than \$125,000 (with Public works)
- Your Board:
 - Professional Services greater than \$100,000
 - Public Projects greater than \$125,000
 - Real Estate
- Others: Elections Officer, DA, PHD (with board approval)

RESULTS OF OUR EFFORTS

Percentage of Discretionary Purchases \$160 Million Total

Purch. \$30.9 M 45%
Board \$46.1 M 66%
Other \$14.6 M

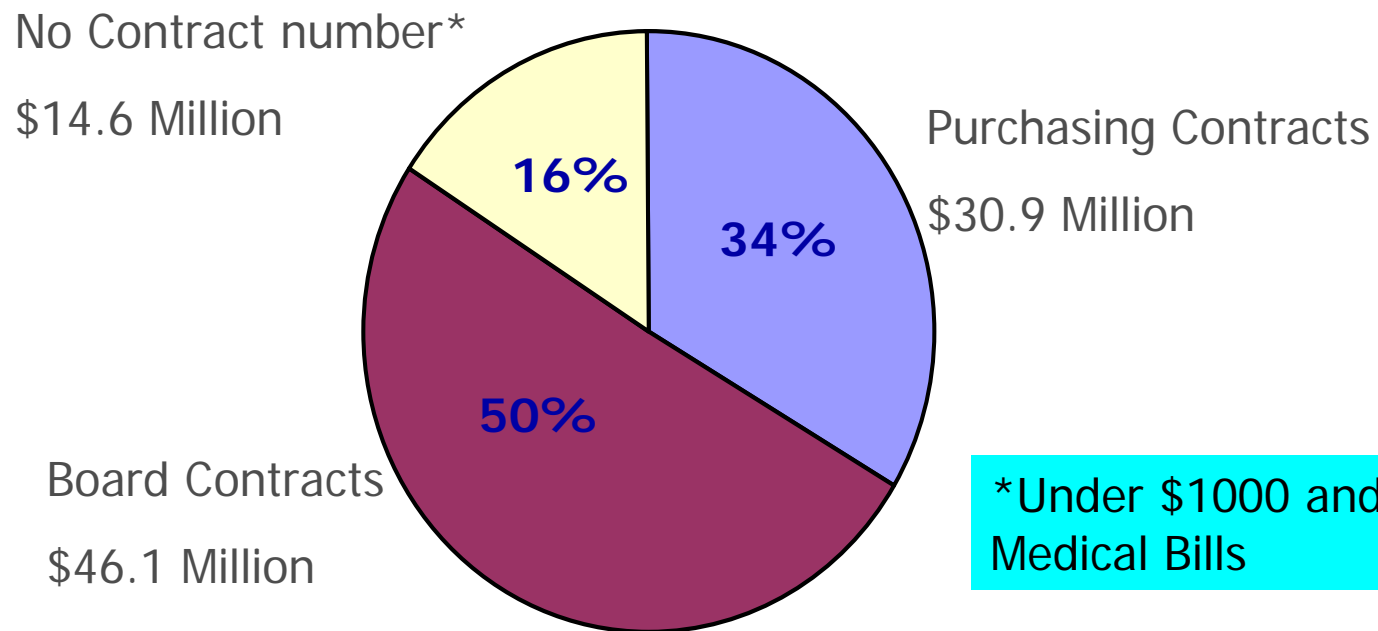


Local—\$91.6
Million

Non-Local—\$68.5
Million

Makeup of Local Purchases

Percentage of Local Purchases



*Under \$1000 and
Medical Bills

Challenges:

- Purchasing Contracts:
 - Many items have no local maker or distributor
 - Low margins vs. higher overhead not attractive to local vendors
 - Limited staff and resources for outreach programs.
- Board Contracts:
 - No Preference for Services
 - Comparisons are difficult
 - Public Projects must go to low bidder
 - State and Federal requirements not geared to local suppliers

Top 10 Local Purchasing Contracts in FY 07/08

- Quinn Company and Caterpillar Financial-- \$2,835,940 (SM)
- Perry Motors- \$1,493,984 (SB)
- Tri County Office Furn.-- \$1,340,876 (SB)
- Corporate Express-- \$956,165 (Goleta, Lom., SM)
- Jordano's-- \$880,315 (G)
- **Lebard's Computer Ctr. - \$678,395 (SM)**
- The Pacific Pride Foundation-- \$644,197 (SB)
- **Milpas Rental: --\$593,636 (SB)**
- Community Action Commission--\$544,017 (G, SM)
- Casa Esperanza Homeless Shelter--\$410,550 (SB)

- **Total : \$10,378,075 33.6% of the total Local Purchasing Contracts.**

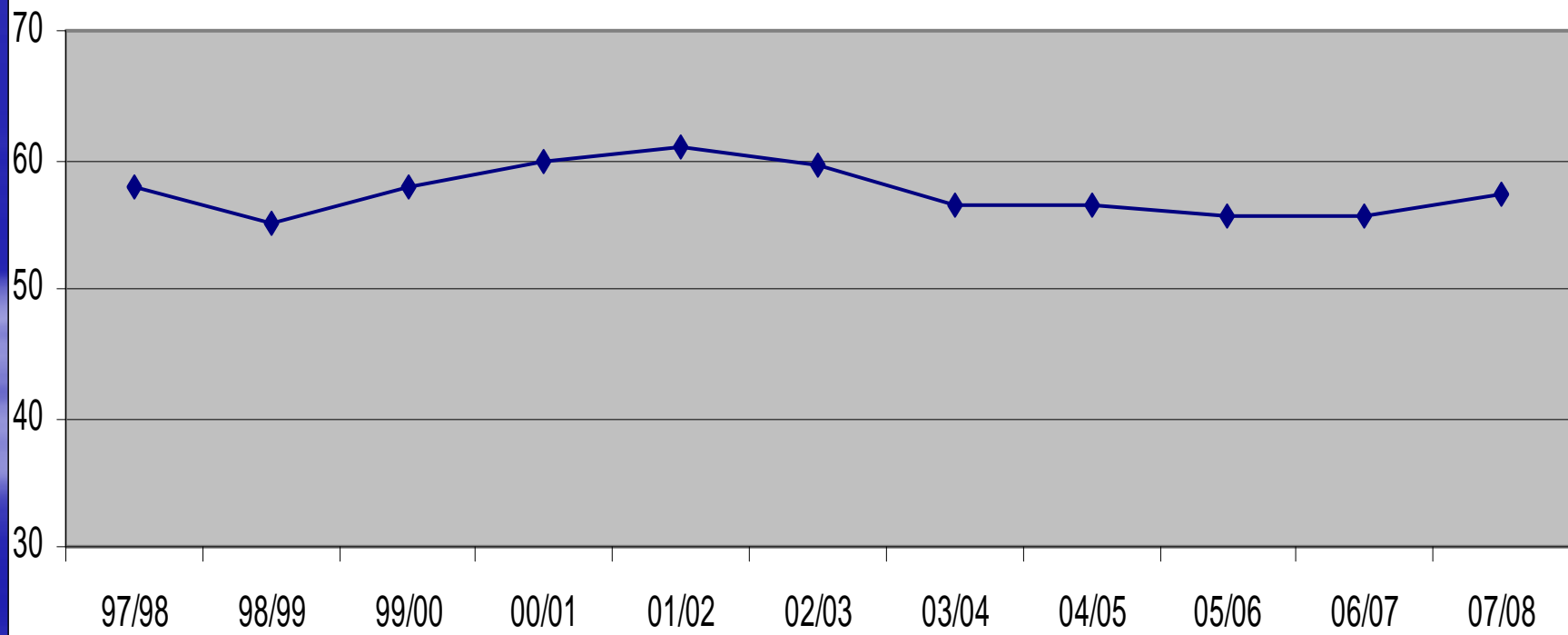
Top 10 Local Board Contract vendors in FY 07/08

- **Prison Health Services, Inc.—\$3,367,395:** (Sheriff, Probation)
- **Telecare Corporation--\$3,327,202:** (ADMHS)
- **C A C--\$2,879,990** (Probation, ADMHS, DSS)
- **Work Training Program--\$1,953,795** (DSS-WRC)
- **Addus Health Care Inc--\$1,921,171** (DSS)
- **Transitions MH Assn-\$1,686,300** (ADMHS)
- **Sojourn Services--\$1,613,310** (ADMHS, PH)
- **CALM--\$1,583,320** (ADMHS, DSS)
- **S.B. Council on Alcoholism--\$1,414,516** (ADMHS)
- **Good Samaritan Shelter--\$1,413,059** (ADMHS, Sheriff)

- **Total: \$21,169,058 45.8% of Local Board Contracts**

The Record

Local Vendor Expenditures 11-Year Trend



Large out-of County Purchases

- Bulk Pharmaceuticals--\$5.1 million
- Fuel--\$3.7 million
- Dell software licenses--\$793 thousand
- These alone equal over 5% of the total expended.

WHERE DO WE GO FROM HERE?

- CONTINUE CHAMBER CONTACTS
- EDUCATE DEPARTMENTS
- Revive CO-OPP
 - Meeting scheduled October 20th
 - All Vendors and interested public invited
- 6% PREFERENCE
 - Mostly affects auto dealers
 - Tangible goods only, not services
 - Benefits will increase over time.
- Video



To Reach County Purchasing:

- We encourage local vendors to contact us at any time
- Phone: 568-2690
- Fax: 568-2705
- On the web: www.gs-cares.com
 - Click on Purchasing



GOAL:

- 60% OF ALL SANTA BARBARA COUNTY PURCHASES OF GOODS AND SERVICES WILL GO TO
 - LOCAL VENDORS