

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

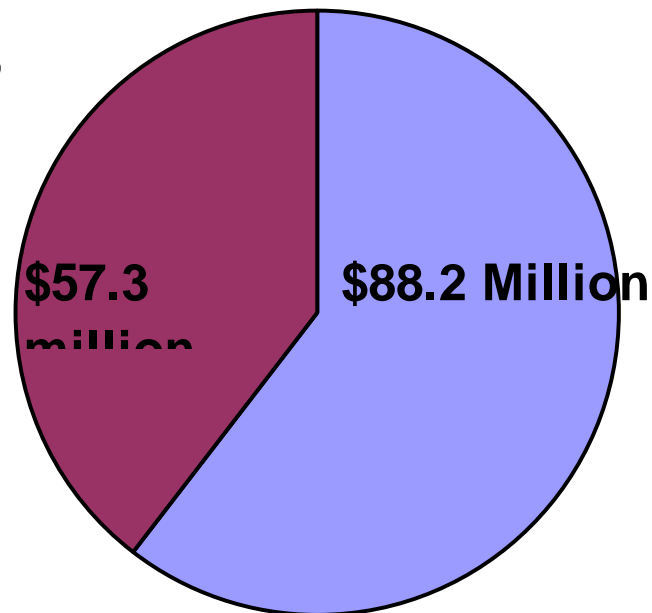
How we Buy

- 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

**County Purchases, Fiscal Year 2008/2009.
\$145.5 Million Total**

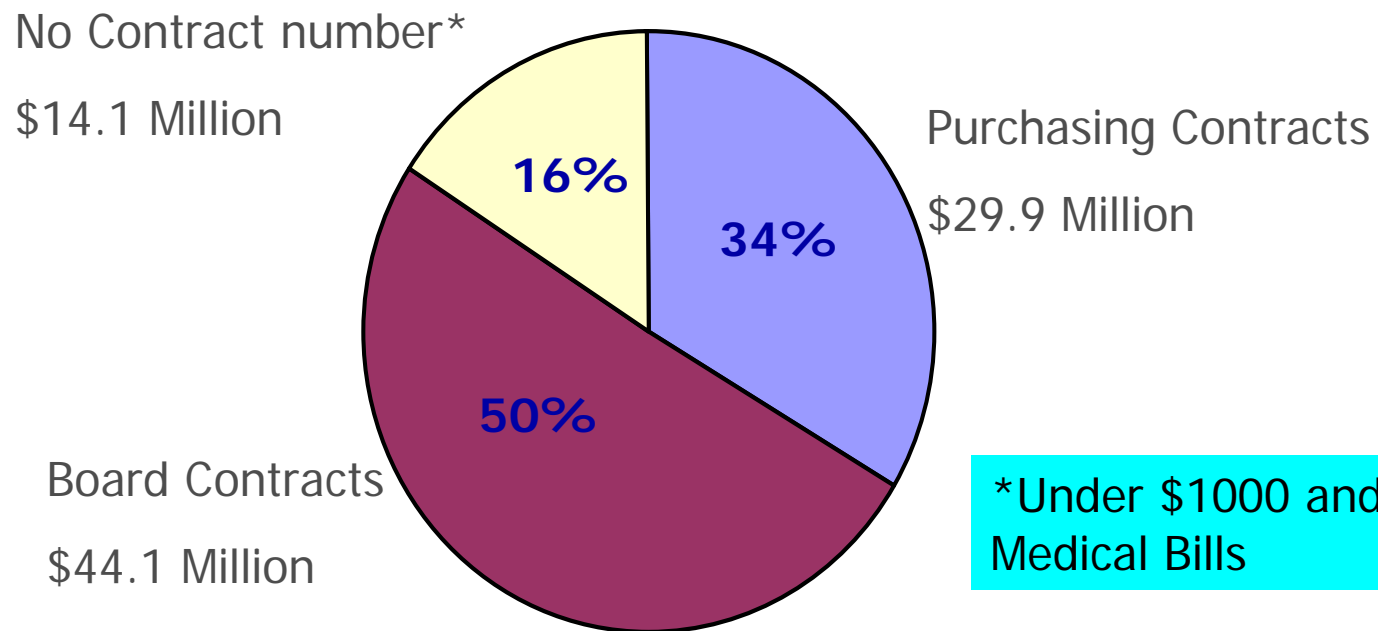
Non-local 39.4%



Local 60.6%

Makeup of Local Purchases

Percentage of Local Purchases



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 08/09

- Quinn Company and Caterpillar Financial-- \$3,147,217 (SM)
- Corporate Express/Staples-- \$1,065,904 (Goleta, Lom., SM)
- Jordano's-- \$1,052,587 (G)
- Penfield and Smith--\$678,592 (SB)
- Community Action Commission--\$592,696 (G, SM)
- Perry Motors- \$557,982 (SB)
- Lebard's Computer Ctr. - \$524,136 (SM)
- The Pacific Pride Foundation-- \$503,834 (SB)
- Casa Esperanza Homeless Shelter--\$481,044 (SB)
- Tri County Office Furn.-- \$405,260 (SB)
- Total : \$8,576,363 9.7% of the total Local Purchasing Contracts.

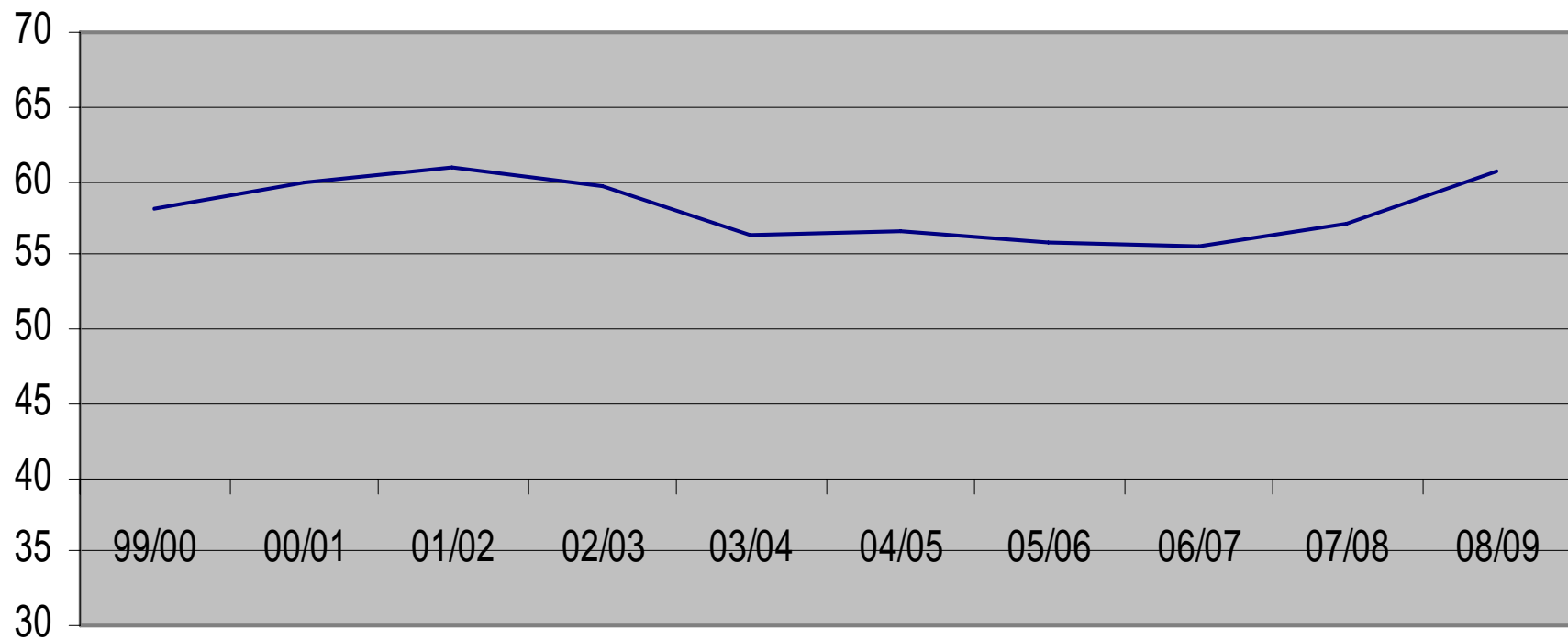
Top 10 Local Board Contract vendors in FY 08/09

- Casa Pacifica – 4,202,894 (DSS, ADMHS)
- Community Action Comm. -- \$3,620,460: (Prob., ADMHS, DSS)
- Prison Health Services, Inc.—\$3,468,752: (Sheriff, Probation)
- Telecare Corporation--\$3,112,107: (ADMHS)
- Addus Health Care Inc--\$1,721,713 (DSS)
- Transitions MH Assn-\$1,939,966 (ADMHS)
- Sojourn Services--\$1,442,883 (ADMHS, PH)
- S.B. Council on Alcoholism--\$1,393,315 (ADMHS)
- Good Samaritan Shelter--\$1,918,166 (ADMHS, Sheriff)
- Cencal Health -- \$1,487,065: (ADMHS)

- Total: \$24,307,321 55.1% of Local Board Contracts

The Record

Local Vendor Outreach--10 year Trend



Large out-of County Purchases

- Bulk Pharmaceuticals--\$5 million
- Fuel--\$3.1 million
- Dell software licenses--\$683 thousand
- These alone equal over 6% of the total expended.

Web site Survey of California Counties

- 25 Counties do not have a preference
- 6 Counties have outreach, no preference
- 5 Counties are at less than 5%
- 20 Counties @ 5%
- 2 Counties over 5%

WHERE DO WE GO FROM HERE?

- CONTINUE CHAMBER CONTACTS
- EDUCATE DEPARTMENTS
- 6% PREFERENCE
 - Mostly affects auto dealers
 - Tangible goods only, not services
 - Benefits will increase over time.

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