



Local Vendor Outreach

COUNTY OF SANTA BARBARA



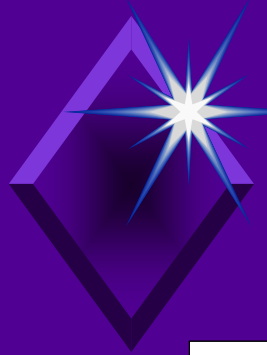
OBJECTIVES

- ◆ 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



Challenges:

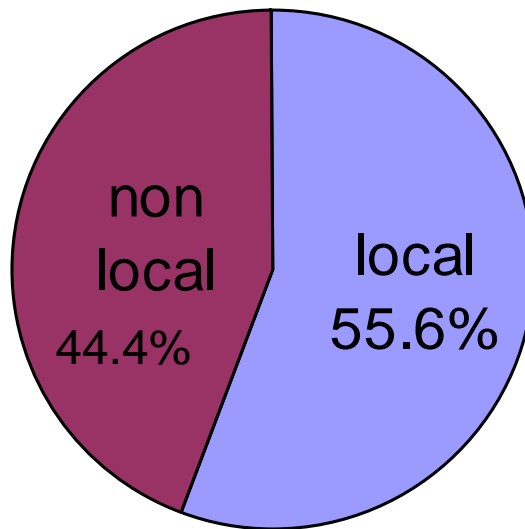
- ◆ Many expensive items have no local maker or distributor
- ◆ Low margins not attractive to vendors
- ◆ Limits of Time, Staff, and Money
- ◆ Limited discretion
 - ◆ Public Projects
 - ◆ Preferences Vs fiduciary responsibility



RESULTS OF OUR EFFORTS



Total Discretionary Purchases--\$158 Million



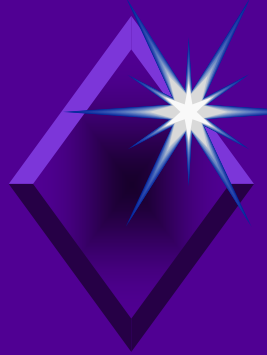
Local--\$87.9 M

Non-- \$70.1M



Top 10 In-County Purchasing Contracts in FY 06/07

- ◆ **Coastal Copy -- \$1,517,951 (G, SM)**
- ◆ **Corporate Express-- \$1,072,293 (Carp)**
- ◆ **Mel Clayton Ford-- \$1,016,997 (SB)**
- ◆ **Tri County Office Furn.-- \$791,185 (SB)**
- ◆ **Quinn Company and Caterpillar Financial--
\$766,248 (SM)**
- ◆ **Jordano's-- \$715,735 (G)**
- ◆ **Union Asphalt - \$555,515 (SM)**
- ◆ **The Pacific Pride Foundation-- \$551,200 (SB)**
- ◆ **Home Motors: --\$573,461 (SM)**
- ◆ **Community Action Commission--\$433,190 (G, SM)**



Top 10 Local Board Contract vendors in FY 06/07

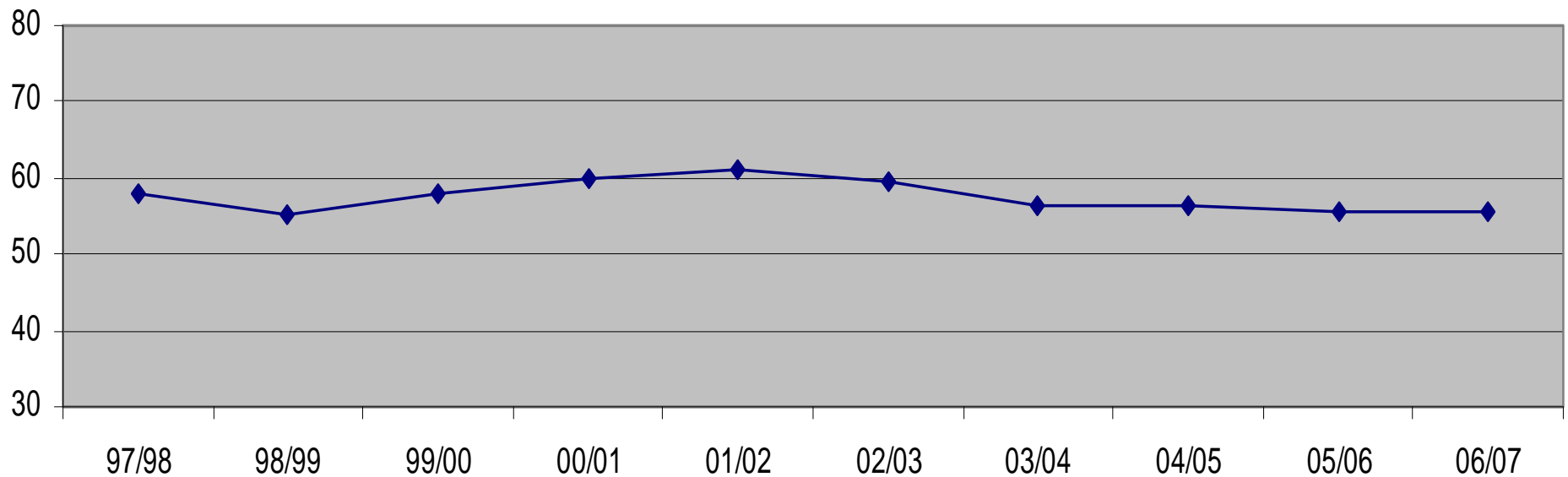
- ◆ **Prison Health Services, Inc.—\$2,974,449: (Sheriff)**
- ◆ **Community Action Commission--\$2,906,530
(Probation, ADMHS, DSS)**
- ◆ **Telecare Corporation--\$2,292,391: (ADMHS)**
- ◆ **Work Training Program--\$2,005,345 (DSS-WRC)**
- ◆ **Addus Health Care Inc--\$1,953,809 (DSS)**
- ◆ **Sojourn Services--\$1,892,037 (ADMHS) (PH)**
- ◆ **Santa Barbara Cottage Hospital--\$1,632,456 (PH,
ADMHS)**
- ◆ **Phoenix of Santa Barbara--\$1,393,003 (ADMHS)**
- ◆ **S.B. Council on Alcoholism--\$1,500,924 (ADMHS)**
- ◆ **CALM--\$1,196,032* (ADMHS, DSS)**



The Record



Local Expenditures--10-year Trend

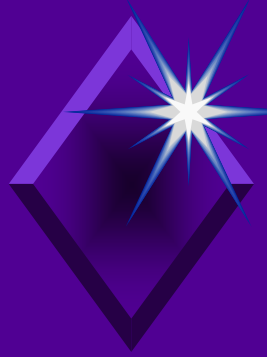




Large out-of County Purchases

- ◆ Bulk Pharmaceuticals--\$5 million
- ◆ KME Engines--\$3 million
- ◆ Dell software licenses--\$866 thousand

- ◆ These alone equal 5.5% of the total expended.



WHERE DO WE GO FROM HERE?

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



GOAL:

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