

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

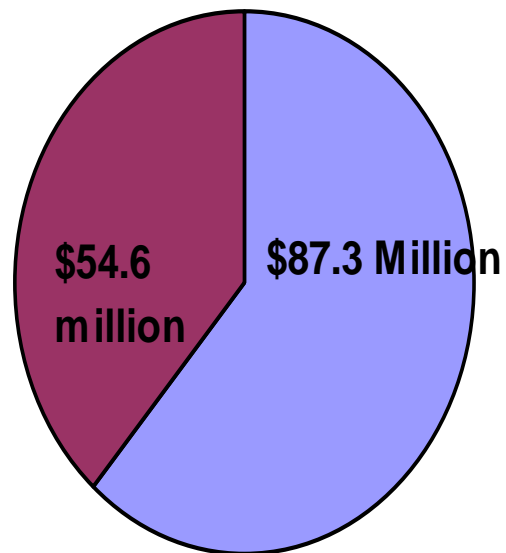
How we Buy

- 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
 - Contractors on Payroll
- Others: Elections Officer, DA, PHD (with board approval)

RESULTS OF OUR EFFORTS

**County Purchases, Fiscal Year 2009/2010.
\$141.9 Million Total**

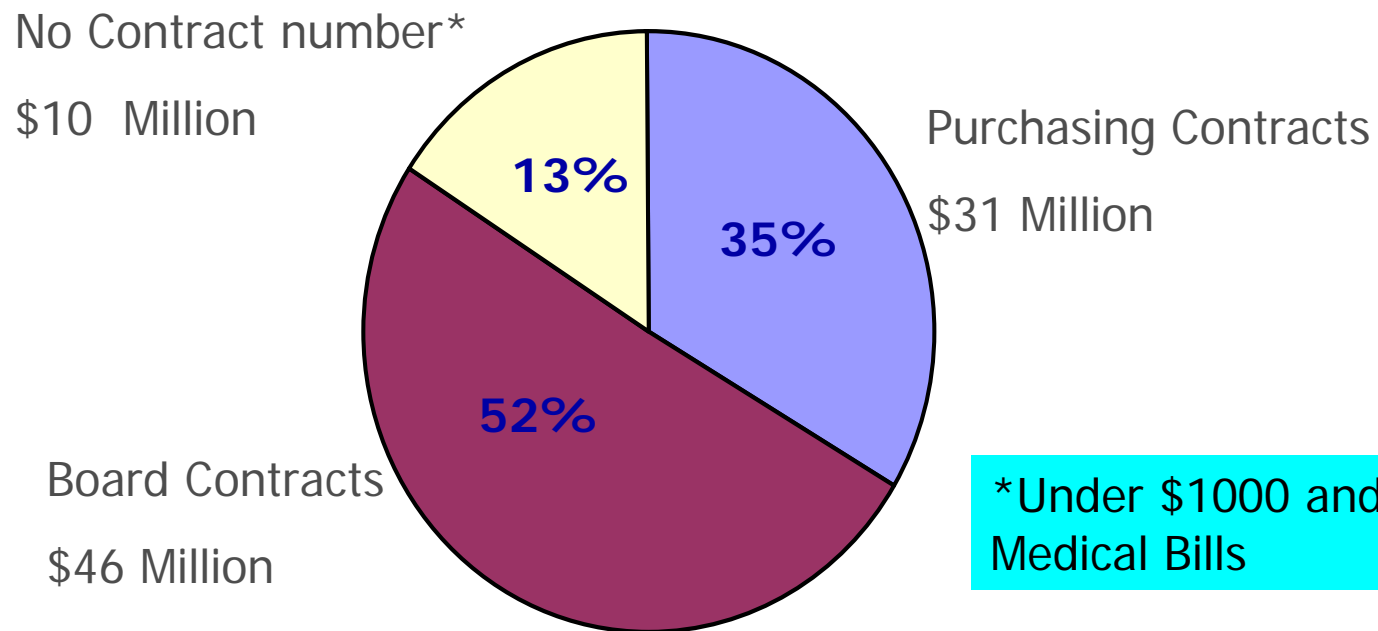
Non-local 39%



Local 61%

Makeup of Local Purchases

Percentage of Local Purchases



Challenges:

- Purchasing Contracts:
 - Many items not available through local distribution
 - Local Vendors have relatively high overhead costs and may not be as competitive as vendors in lower overhead areas who can survive on lower margins
- Board Contracts:
 - No Preference for Services
 - Comparisons are difficult
 - No requirement to bid services
 - Public Projects must go to low bidder
 - State and Federal requirements do not support local vendor incentive programs

Leading Examples of Local Purchasing Division Activity in FY 09/10

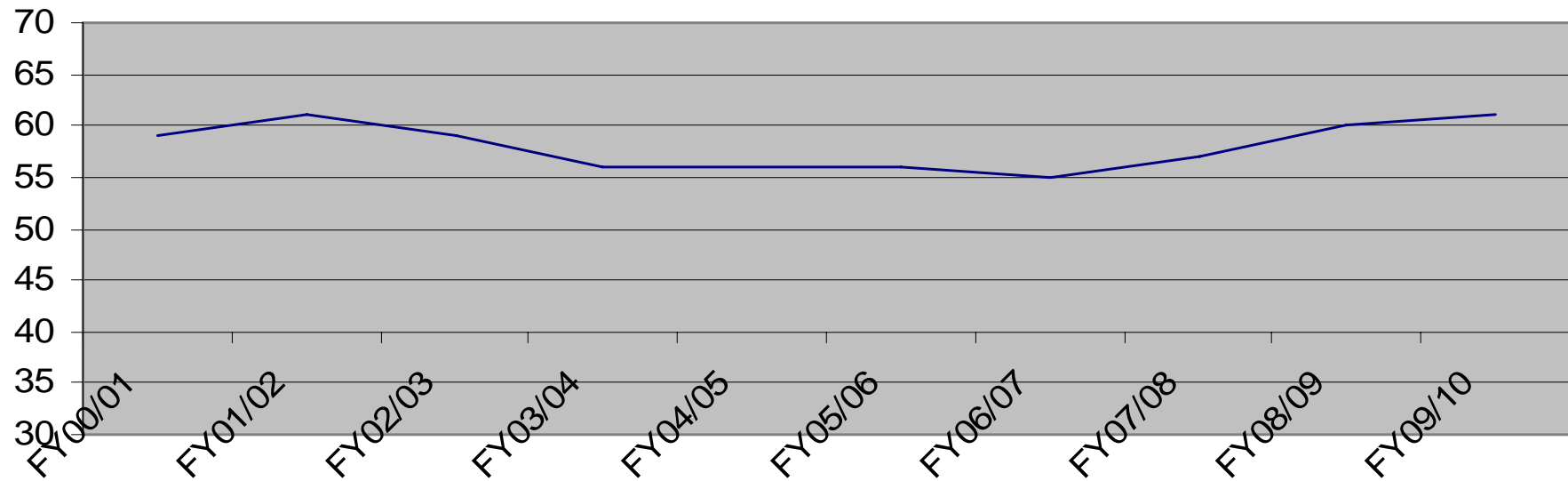
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|--|--------------|
| ■ Perry Auto-Center - | \$ 1,318,593 |
| ■ Quinn Company - | \$ 1,311,061 |
| ■ Jordanos - | \$ 1,198,688 |
| ■ Penfield & Smith - | \$ 1,053,075 |
| ■ Staples - | \$ 990,312 |
| ■ Lebard's Computer - | \$ 986,468 |
| ■ Casa Esperanza Homeless Center - | \$ 548,472 |
| ■ Pacific Pride Foundation - | \$ 541,252 |
| ■ Tri County Office Furniture - | \$ 398,616 |
| ■ Marborg Industries - | \$ 366,339 |
| ■ Total: \$ 8,712,876, 28% of Local Purchasing Contracts | |

Leading Examples of Local BOS Activity in FY 09/10

- Casa Pacifica - \$4,358,453
 - Prison Health Svcs. - \$4,122,327
 - Community Action Comm. - \$4,109,465
 - Telecare Corporation - \$2,769,641
 - Transitions MH Assoc. - \$2,192,864
 - Good Samaritan Shelter - \$1,990,699
 - Cencal Health - \$1,735,154
 - Sojourn Services - \$1,493,196
 - Addus Healthcare - \$1,483,826
 - SB Council on Alcoholsim - \$1,433,371
-
- Total: \$25,688,996 57% of Local Board Contracts

The Record

Local Vendor Outreach--10 year Trend



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 OUTREACH EFFORTS
- EDUCATE DEPARTMENTS
- ASSIST VENDORS
- PARTICIPATE IN CONSORTIUMS
 - U.S. Communities, WSCA, Local Agencies
 - Gain nationwide purchasing power without bidding
 - Local vendors can participate
- 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