



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Department Name: General Services
Department No.: 063
For Agenda Of: March 4, 2008 to set
hearing for March 18,
2008
Placement: Set Hearing
Estimated Tme: 20 min
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors

FROM: Department Name & Phone Bob Nisbet 560-1011
Director(s)
Contact Info: Name & Phone Luci Rogers, Assistant Director, 568-2628

SUBJECT: Local Vendor Outreach

County Counsel Concurrence

As to form: N/A

Auditor-Controller Concurrence

As to form: N/A

Other Concurrence: Select_Other

As to form: No

Recommended Actions:

Set March 18, 2008 as the date to receive a report on the results of the local vendor outreach program for the fiscal year 06/07.

Summary Text:

In 1994, the Board established the Local Vendor Outreach program. Each year since then, the Board has received a report on the results.

Background:

The Local Vendor Outreach Program has, over the last 13 years, assisted numerous vendors in doing business with the County. The presentation shows the results over the past fiscal year and the results of the efforts to encourage local small business to compete for the County's business.

Two years ago, in order to further encourage local vendors to participate in the County's bidding process, the Board adopted a 6% vendor preference for local vendors, and later adopted some changes in the definition of Local Vendor to clarify who qualified for the preference. There has been some benefit to Local Vendors from this preference, and as longer term contracts come to an end and are rebid, some local vendors may find their opportunities enhanced.

In the past fiscal year, of the \$158 million dollars spent on services and supplies other than public projects, 87.9 million, or 55.6% was spent with vendors who have a place of business established within the County. In order to encourage local business, we have participated in trade shows, worked with local chambers of commerce, and participated in Assemblymember Nava's Business Resource Expo.

We will, in the near future, be conducting training for county departments and we will emphasize the importance of using local vendors whenever possible.

Fiscal and Facilities Impacts:

Budgeted: Yes

Fiscal Analysis:

<u>Funding Sources</u>	<u>Current FY Cost:</u>	<u>Annualized</u>	<u>Total One-Time</u>
		<u>On-going Cost:</u>	<u>Project Cost</u>
General Fund			
State			
Federal			
Fees			
Other:			
Total	\$ -	\$ -	\$ -

Narrative:

Staffing Impacts:

Legal Positions:

FTEs:

Special Instructions: None

Attachments: None