



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: 03/01/11
Placement: Departmental
Estimated Tme: 20 Minutes
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors

FROM: General Services Robert Nisbet, Director, 560-1011
Contact Info: Mark Masoner, Dept. Business Specialist, 568-2692

SUBJECT: Local Vendor Outreach Annual Report

County Counsel Concurrence

As to form: N/A

Auditor-Controller Concurrence

As to form: N/A

Other Concurrence:

As to form: N/A

Recommended Actions:

That the Board of Supervisors receive the annual report on the results of the Local Vendor Outreach Program.

Summary Text:

While overall spending on non-construction discretionary services and supplies declined from the previous fiscal year, the County succeeded for its second consecutive year in meeting the established goal of directing 60% of those expenditures to vendors located within the County of Santa Barbara.

Background:

The Board of Supervisors established the Local Vendor Outreach Program in 1993 with the goal of increasing local vendor participation in the County's procurement process. The program began with a series of seminars for local businesses designed to acquaint them with the processes and procedures of County Government Procurement and to encourage their participation in selling goods and services to the County. The local business community received this information very well and the Program was off to an excellent start.

The Program also had reporting requirements whereas the Purchasing Manager was responsible for tracking the amount of money spent with local vendors and report annually on the progress made in increasing participation and meeting established goals. In 1997, a performance measure was adopted by the Purchasing Division with a goal that 60% of the County's non-construction discretionary

expenditures be spent locally. In fiscal year 09/10, and for the second consecutive year, the goal was surpassed with this year's percentage being 61%.

Performance Measure:

The Performance measure in this program is to spend a minimum of 60% of the County's discretionary non-construction funds on goods and services with Local Vendors.

Fiscal and Facilities Impacts:

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

Narrative:

The Local Vendor Outreach Program is accomplished within the existing budget of the Purchasing Division, General Services Department.

Staffing Impacts:

Legal Positions: **FTEs:**

Special Instructions: N/A

Attachments:

Local Vendor Outreach PowerPoint Report

Authored by:

Mark Masoner, Department Business Specialist