COUNTY OF SANTA BARBARA
GENERAL SERVICES

LOCAL VENDOR
PREFERENCE
on
Tangible Goods

February 12, 2019

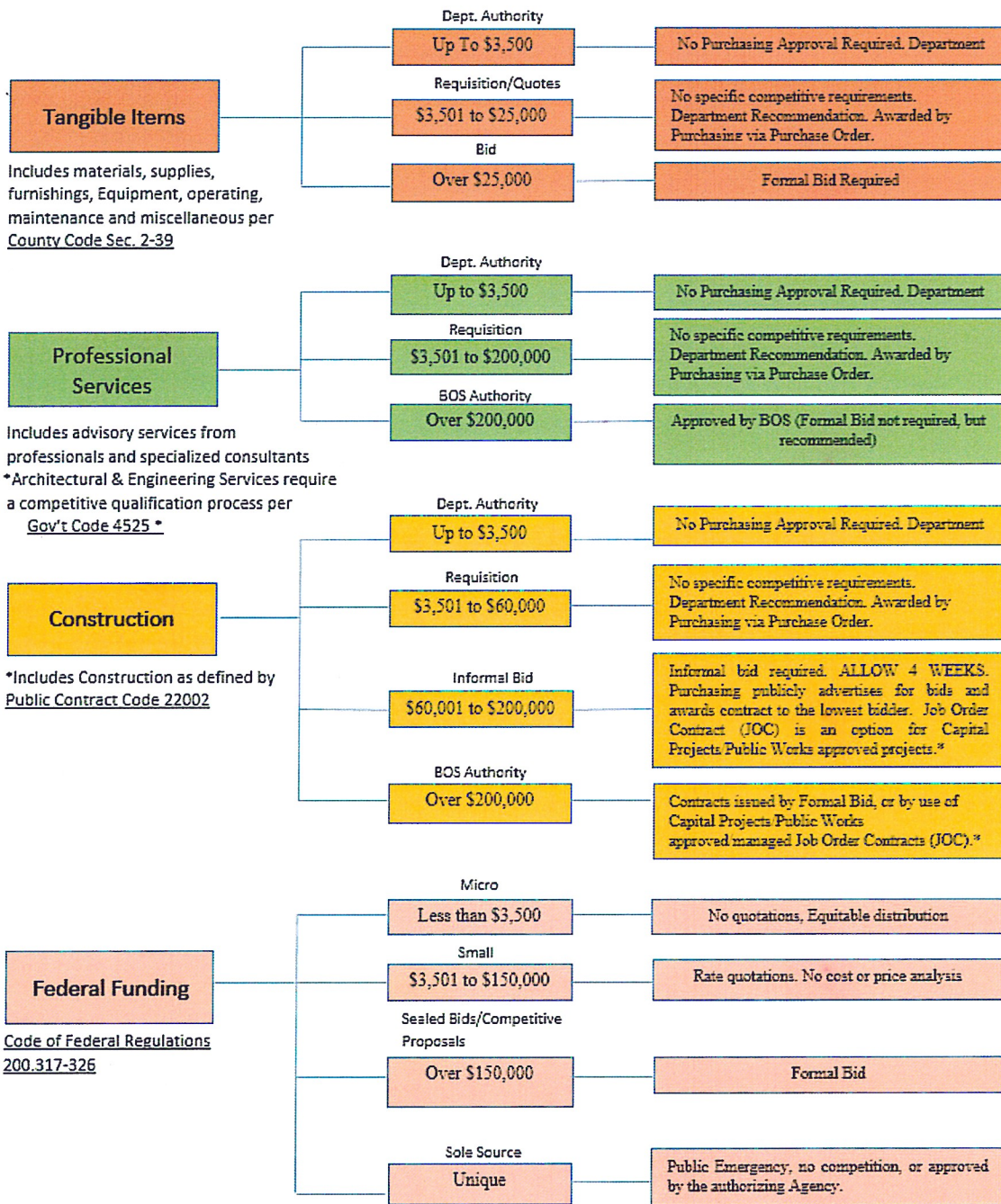GENERAL SERVICES

Modification

- Renew 2022 Initiative

- Maximize market competition and County spend

- Lowest responsive Local Vendor, within 6% of non-Local Vendor price, will have opportunity to match lowest bid

- Coincides with rollout of new online bidding system
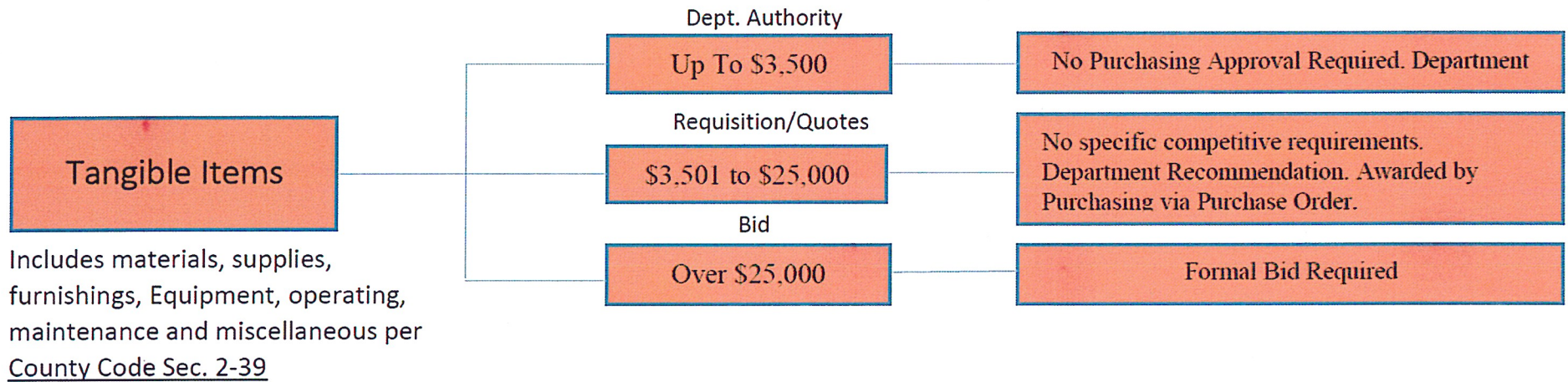
GENERAL SERVICES

Local Vendor Definition

- Address is within the County

- Valid business license within County

- Valid resale license from the Franchise Tax Board

- Staffed with employees during normal business hours, have utility services, and office is operational.
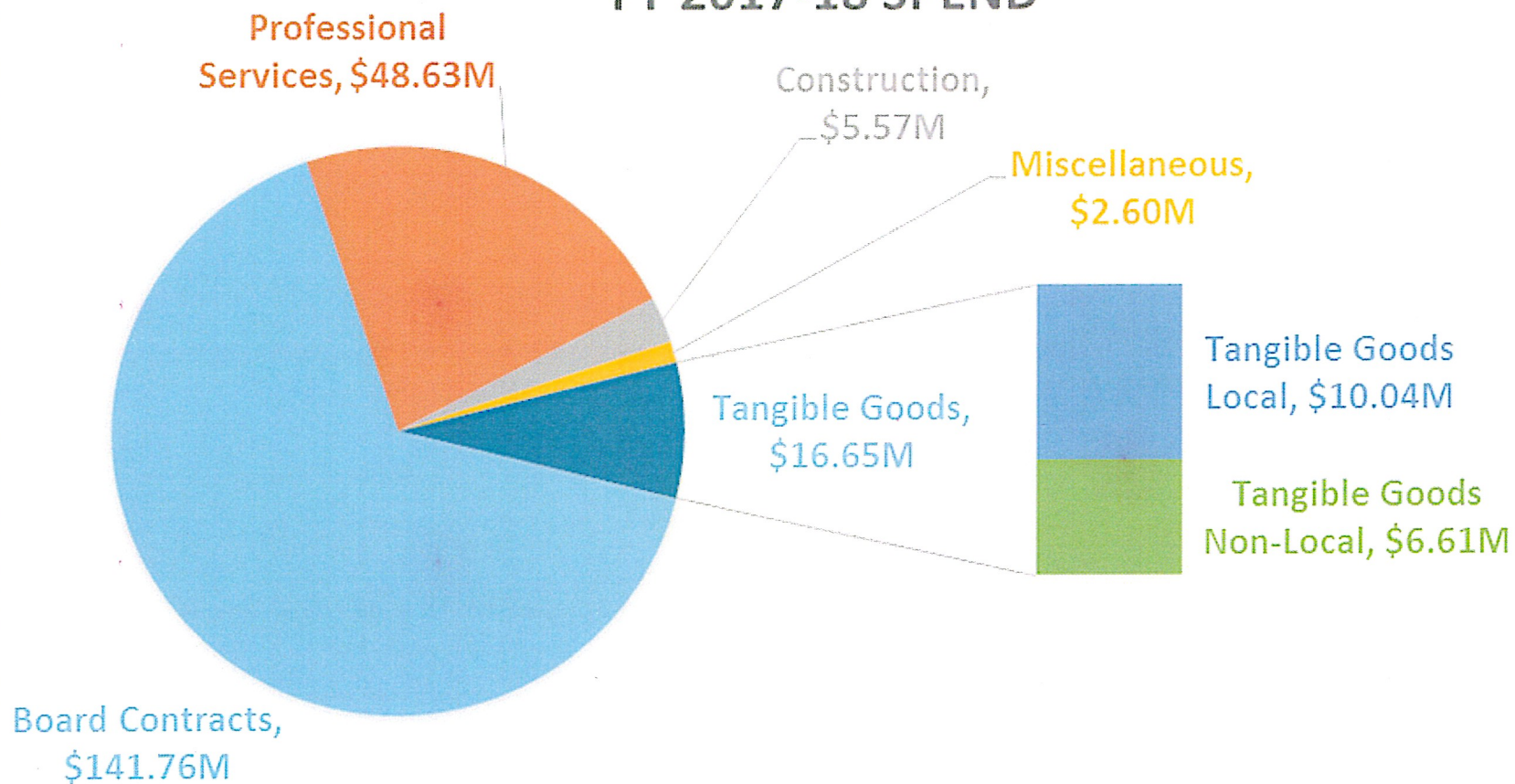
GENERAL SERVICES

Tangible Items

Includes materials, supplies, furnishings, Equipment, operating, maintenance and miscellaneous per County Code Sec. 2-39

Dept. Authority		
Up To $3,500	→	No Purchasing Approval Required. Department
Requisition/Quotes		
$3,501 to $25,000	→	No specific competitive requirements. Department Recommendation. Awarded by Purchasing via Purchase Order.
Bid		
Over $25,000	→	Formal Bid Required

Professional Services

Includes advisory services from professionals and specialized consultants
*Architectural & Engineering Services require a competitive qualification process per Gov't Code 4525 *

Dept. Authority		
Up to $3,500	→	No Purchasing Approval Required. Department
Requisition		
$3,501 to $200,000	→	No specific competitive requirements. Department Recommendation. Awarded by Purchasing via Purchase Order.
BOS Authority		
Over $200,000	→	Approved by BOS (Formal Bid not required, but recommended)

Construction

*Includes Construction as defined by Public Contract Code 22002

Dept. Authority		
Up to $3,500	→	No Purchasing Approval Required. Department
Requisition		
$3,501 to $60,000	→	No specific competitive requirements. Department Recommendation. Awarded by Purchasing via Purchase Order.
Informal Bid		
$60,001 to $200,000	→	Informal bid required. ALLOW 4 WEEKS. Purchasing publicly advertises for bids and awards contract to the lowest bidder. Job Order Contract (JOC) is an option for Capital Projects Public Works approved projects.*
BOS Authority		
Over $200,000	→	Contracts issued by Formal Bid, or by use of Capital Projects Public Works approved managed Job Order Contracts (JOC).*

Federal Funding

Code of Federal Regulations 200.317-326

Micro		
Less than $3,500	→	No quotations, Equitable distribution
Small		
$3,501 to $150,000	→	Rate quotations. No cost or price analysis
Sealed Bids/Competitive Proposals		
Over $150,000	→	Formal Bid
Sole Source		
Unique	→	Public Emergency, no competition, or approved by the authorizing Agency.

COUNTY OF SANTA BARBARA CALIFORNIA

GENERAL SERVICES

Purchasing Thresholds

Tangible Items

Includes materials, supplies, furnishings, Equipment, operating, maintenance and miscellaneous per County Code Sec. 2-39

Dept. Authority
Up To $3,500 → No Purchasing Approval Required. Department

Requisition/Quotes
$3,501 to $25,000 → No specific competitive requirements. Department Recommendation. Awarded by Purchasing via Purchase Order.

Bid
Over $25,000 → Formal Bid Required

GENERAL SERVICES

FY 2017-18 SPEND

Professional Services, $48.63M

Construction, $5.57M

Miscellaneous, $2.60M

Tangible Goods, $16.65M

Tangible Goods Local, $10.04M

Tangible Goods Non-Local, $6.61M

Board Contracts, $141.76M

GENERAL SERVICES

Process

- Non-local vendor proposes lowest technically compliant bid, and Local Vendor submits technically compliant bid within 6%

- Local vendor will be given 72 hours to match

- Both vendors will be notified after either 72 hours have elapsed or response from Local Vendor has been received

GENERAL SERVICES

Comparable Agencies

Agency	Preference	Notes
County of Santa Barbara	*6%*	*Tangible Goods*
Marin	5%	Tangible Goods and Services
Placer	5%	Services and Supplies 5% local vendor preference not to exceed $5,000 in additional cost
San Luis Obisbo	5%	
Sanislaus	5%	Tangible Goods and Services: 5% local vendor preference not to exceed $5,000 in additional cost
Santa Cruz	5%	Tangible Goods and Services: When local supplier is within 5%, local vendor has a chance to match lowest bid
Solano	5%	Tangible Goods and Services; When local supplier is within 5%, local vendor has a chance to match lowest bid
Sonoma	5%	Services 5% Local Vendor Preference
Kern	5%	Tangible Goods and Services: When local supplier is within 5%, local vendor has a chance to match lowest bid
Contra Costa	5%	Tangible Goods and Services: When local supplier is within 5%, local vendor has a chance to match lowest bid
City of Santa Barbara	N/A	No Local Vendor preference

Recommended Actions

- Approve the recommended update to the Local Vendor Preference; and

- Determine not a project under CEQA

GENERAL SERVICES