



Local Vendor Outreach

COUNTY OF SANTA BARBARA



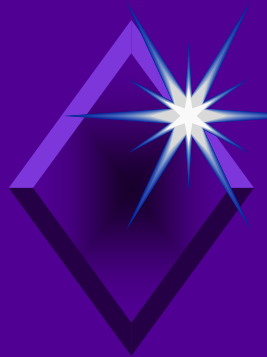
OBJECTIVES

- ◆ 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:

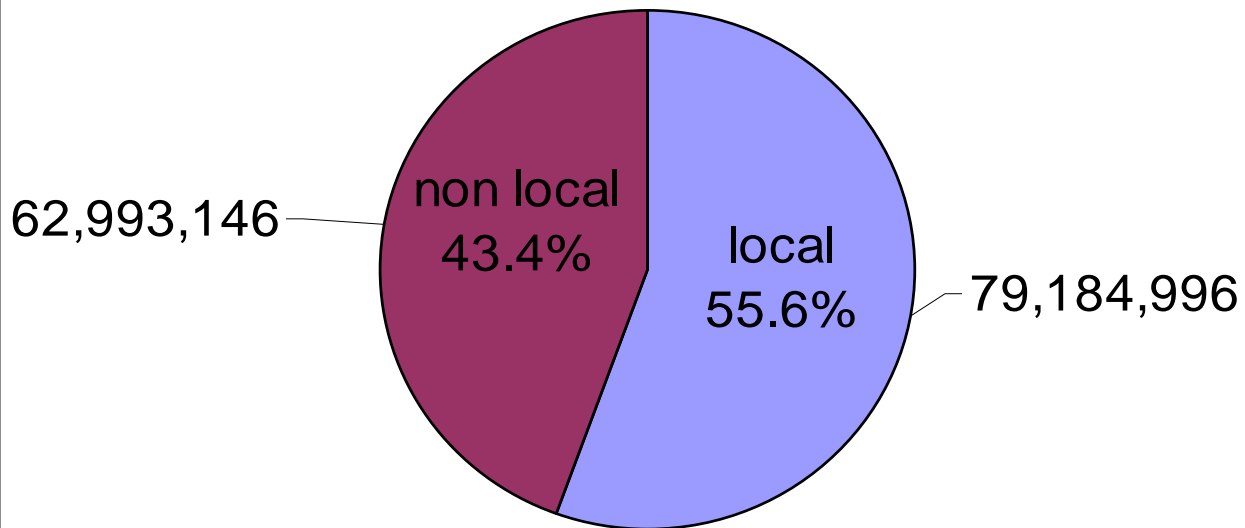
- ◆ Many expensive items have no local maker or distributor
- ◆ Loss of vendors
- ◆ Low margins not attractive to vendors
- ◆ Limits of Time, Staff, and Money
- ◆ Limited discretion
 - ◆ Public Projects
 - ◆ Preferences Vs fiduciary responsibility



RESULTS OF OUR EFFORTS



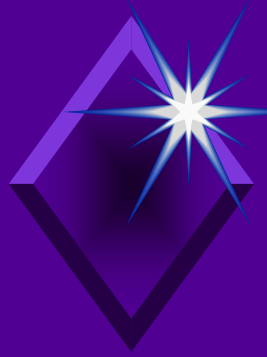
Total Discretionary Purchases--\$142 Million





Top 10 In-County Purchasing Contracts in FY 05/06

- ◆ **Quinn Company and Caterpillar Financial-- \$3,148,260**
- ◆ **Corporate Express-- \$1,120,023**
- ◆ **Mel Clayton Ford-- \$1,162,976**
- ◆ **Tri County Office Furniture-- \$885,110**
- ◆ **GE Capital (Coastal Copy) -- \$679,650**
- ◆ **Jordano's-- \$599,476**
- ◆ **The Pacific Pride Foundation-- \$573,167**
- ◆ **Union Asphalt - \$461,166**
- ◆ **Stowasser Moters:-\$453,040**
- ◆ **Community Action Commission-- \$420,448**



Top 10 Local Board Contract vendors in FY 05/06

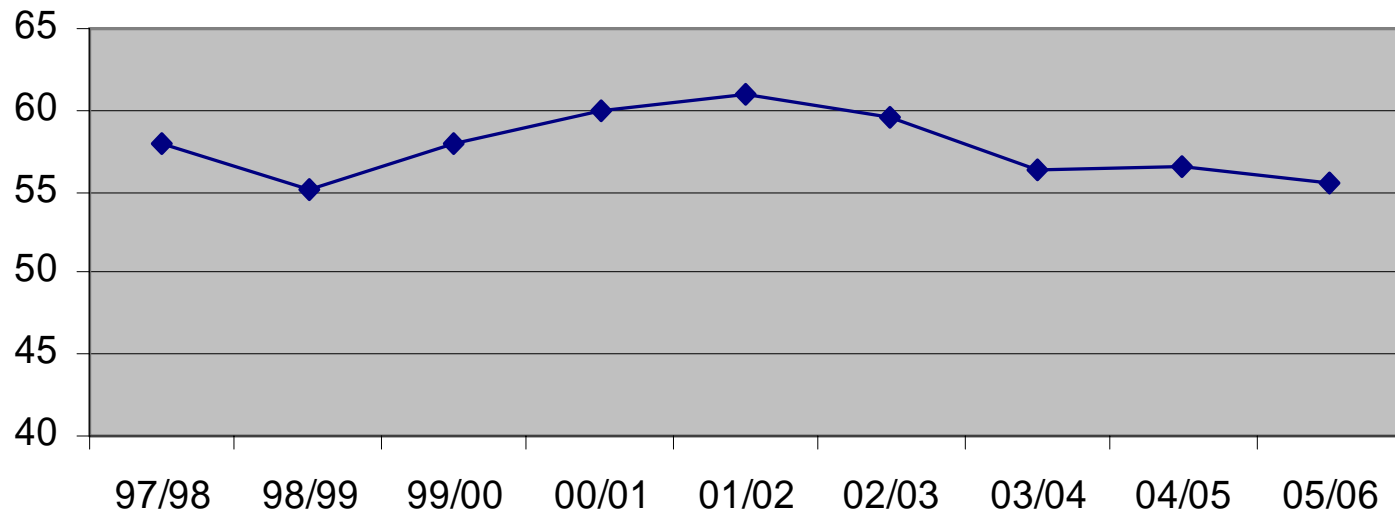
- ◆ **Prison Health Services, Inc.—\$3,929,779:** (Sheriff)
- ◆ **Community Action Commission--\$3,088,086**
(Probation, ADMHS, DSS)
- ◆ **Telecare Corporation--\$2,569,381:** (ADMHS)
- ◆ **Addus Health Care Inc--\$2,410,882** (DSS)
- ◆ **Work Training Program--\$1,730,284** (DSS-WRC)
- ◆ **Santa Barbara Cottage Hospital--\$1,682,876** (PH,
ADMHS)
- ◆ **Sojourn Services--\$1,603,702** (ADMHS) (PH)
- ◆ **AEGIS Medical Systems--\$1,104,123** (ADMHS)
- ◆ **Good Samaritan Shelter-\$1,078,848** (DSS)
- ◆ **S.B. Council on Alcoholism--\$1,026,938** (ADMHS)

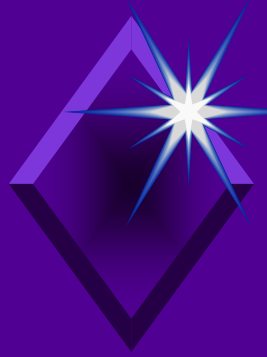


Nine Year Trend, Local Purchases



Local Vendor Expenditures--Nine-Year Trend





WHERE DO WE GO FROM HERE?

- ◆ INCREASE CHAMBER CONTACTS
- ◆ ASSIST BUSINESSES
- ◆ PUBLIC/PRIVATE PARTNERSHIP
EVENT SEPTEMBER 6th.
- ◆ 6% PREFERENCE
 - ◆ ONLY ONE CONTRACT SO FAR
 - ◆ DEFINITION OF LOCAL VENDOR



What is a “Local Vendor?”

- ◆ Physical Location
- ◆ Local employees and/or ownership
- ◆ In business at least 6 months
- ◆ Resale Permit (for taxable items)
- ◆ Need to describe physical location in more detail.



Place of Business?





GOAL:

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

- ◆ LOCAL VENDORS