

Local Vendor Outreach Program

County of Santa Barbara

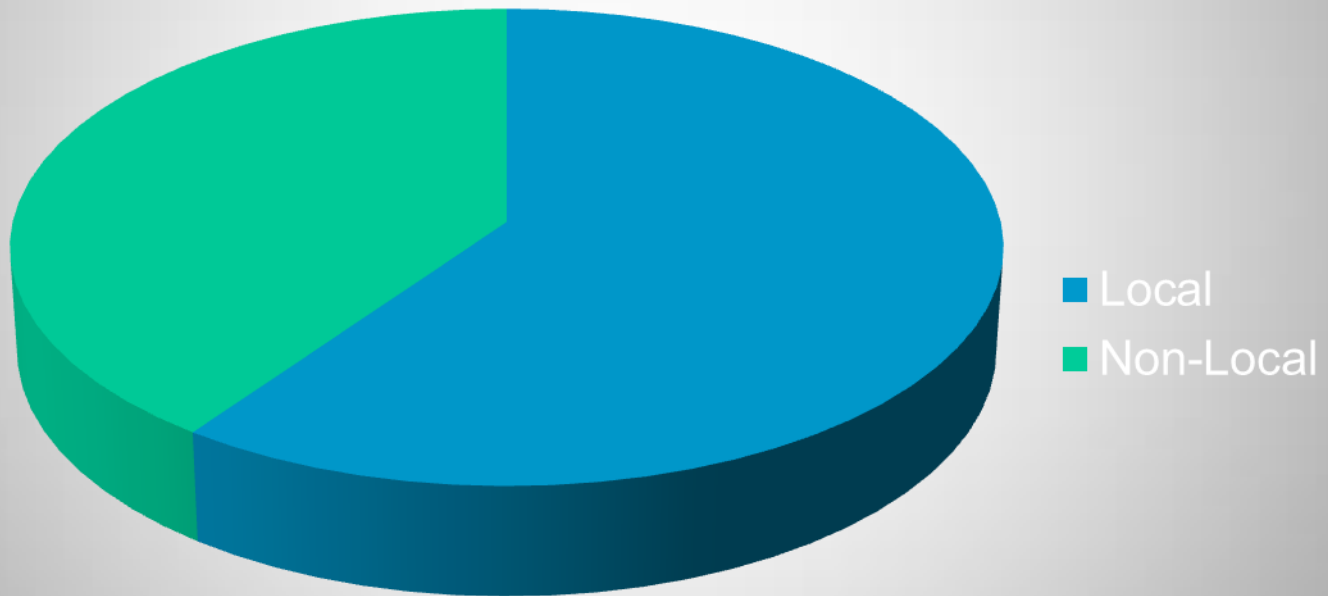
April 9, 2013

Program Objectives

- Increase the amount of goods & services we purchase from local vendors
- Goal is to spend 60% with local vendors
- Staff promotes this through outreach efforts
- Purchase items & services locally at the best price possible
- Create a community that is economically vital & sustainable

The Results

- 61% spent with local vendors (\$107 million)



Distribution of Local Purchases

Percentage of Local Purchases

Departmental Transactions

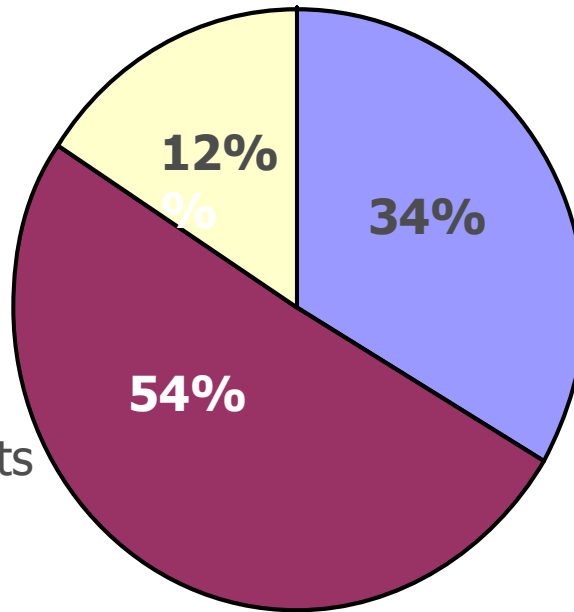
\$13 Million

Purchasing Contracts

\$37 Million

Board Contracts

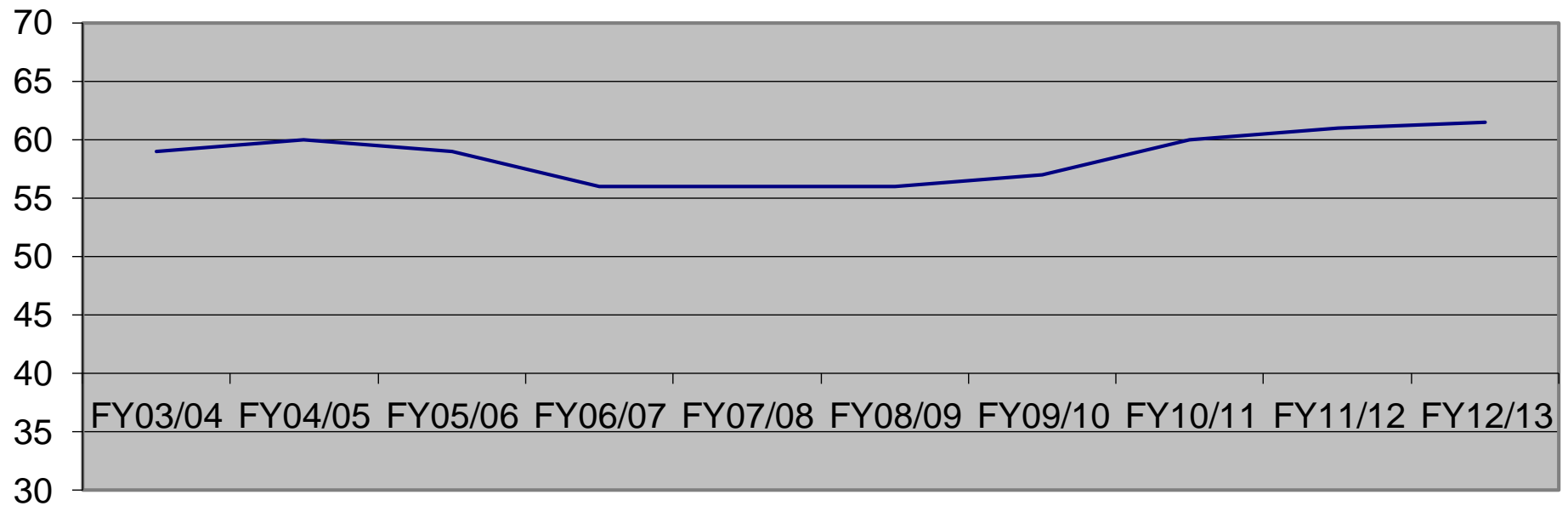
\$57 Million



10/Year Chart is Trending Higher



Local Vendor Outreach-10 year Trend as % of Purchases



Website Survey of California Counties

- 25 Counties: no preference or outreach
- 6 Counties: outreach, no preference
- 5 Counties: preference less than 5%
- 20 Counties: preference at 5%
- 2 Counties: preference over 5%
- Santa Barbara County is at 6%

CONCLUSION:

- The goal of the Local Vendor Outreach Program is to spend 60% with local vendors
- Due to Board policy & staff outreach efforts, we achieved 61% in 2012
- Evidence that the Program is working to the benefit of the County & our local vendors
- Any Questions?

To Reach County Purchasing:

- Phone: 568-2690
- Fax: 568-2705
- On the web: www.countyofsb.org
- We encourage local vendors to contact us