

# **MONTEREY COUNTY ANNUAL SPEND REPORT**

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## **FY16/17**

**PRESENTED BY: MICHAEL R. DERR- CONTRACTS/PURCHASING OFFICER**

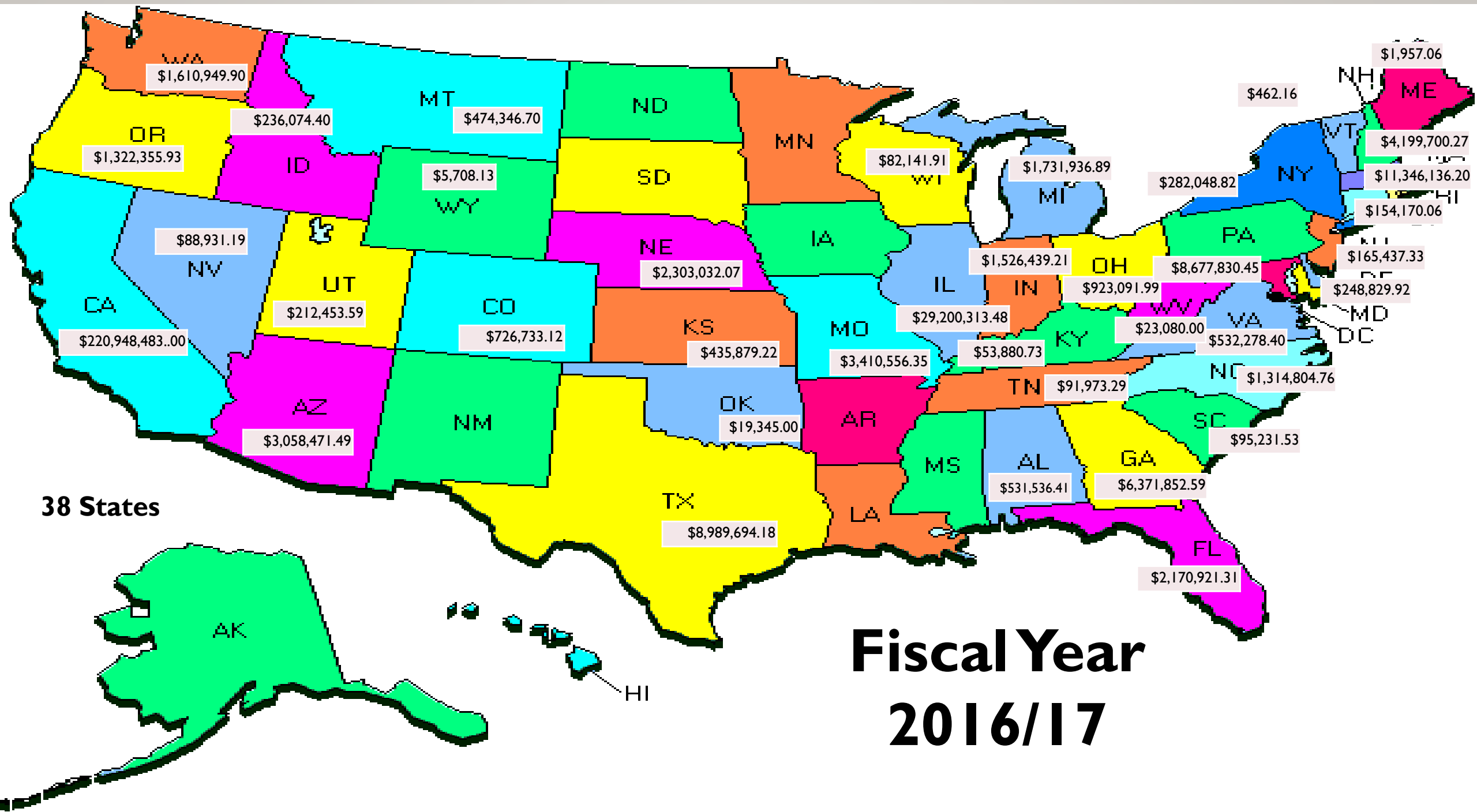


# PROCUREMENT SUMMARY: FY2016/17

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Total FY 2016/17 Procurement (goods & services)	\$303.6 Million
Total FY 2016/17 Procurement within Monterey County	\$112.5 Million
Total FY 2016/17 Procurement within Tri-County Area	\$127.1 Million
Total FY 2016/17 Procurement for Small Local & Minority Businesses	\$ 24.5 Million





# PROCUREMENT TOTALS BY STATE

Fiscal Year: 2016/17

Fiscal Year: 2011/12

		Percentage
Alabama	\$531,536.41	0.1751%
Arizona	\$3,058,471.49	1.0073%
British Columbia	\$20,098.15	0.0066%
California	\$220,948,483.00	72.7679%
Colorado	\$726,733.12	0.2393%
Conneticut	\$154,170.06	0.0508%
District of Columbia	\$459,650.50	0.1514%
Florida	\$2,170,921.31	0.7150%
Georgia	\$6,371,852.59	2.0985%
Idaho	\$236,074.40	0.0777%
Illinois	\$29,200,313.48	9.6169%
Indiana	\$1,526,439.21	0.5027%
Kansas	\$435,879.22	0.1436%
Kentucky	\$53,880.73	0.0177%
Maine	\$1,957.06	0.0006%
Massachusetts	\$4,199,700.27	1.3831%
Maryland	\$1,149,016.14	0.3784%
Michigan	\$1,731,936.89	0.5704%
Montanna	\$474,346.70	0.1562%
Missouri	\$3,410,556.35	1.1232%

Monterey County \$112.5mil

		Percentage
Alabama	\$1,419,050.33	0.4556%
Arizona	\$546,625.55	0.1755%
British Columbia	\$3,700.00	0.0012%
California	\$245,535,078.47	78.8289%
Colorado	\$3,175,752.12	1.0196%
Conneticut	\$42,607.83	0.0137%
Florida	\$3,946,961.20	1.2672%
Georgia	\$3,221,270.44	1.0342%
Idaho	\$17,089.23	0.0055%
Illinois	\$24,515,252.80	7.8706%
Indiana	\$33,858.01	0.0109%
Kansas	\$791,977.16	0.2543%
Kentucky	\$74,135.45	0.0238%
Louisiana	\$5,759.60	0.0018%
Massachusetts	\$1,571,290.23	0.5045%
Maryland	\$81,943.74	0.0263%
Michigan	\$742,244.88	0.2383%
Montanna	\$142,222.71	0.0457%
Missouri	\$3,219,499.27	1.0336%

Monterey County \$109mil



# Procurement Totals by State

Fiscal Year: 2016/17

Nevada	\$88,931.19	0.0293%
North Carolina	\$1,314,804.76	0.4330%
Nebraska	\$2,303,032.07	0.7585%
New Hampshire	\$1,862.16	0.0006%
New Jersey	\$165,437.33	0.0545%
New York	\$282,048.82	0.0929%
Ohio	\$923,091.99	0.3040%
Oklohoma	\$19,345.00	0.0064%
Ontario (Canada)	\$33,606.04	0.0111%
Oregon	\$1,322,355.93	0.4355%
Pennsylvania	\$8,677,830.45	2.8580%
Quebec (Canada)	\$720.00	0.0002%
Rhode Island	\$1,475.00	0.0005%
South Carolina	\$95,231.53	0.0314%
Tennessee	\$91,973.29	0.0303%
Texas	\$8,989,694.18	2.9607%
Utah	\$212,453.59	0.0700%
Virginia	\$532,278.40	0.1753%
West Virginia	\$23,080.00	0.0076%
Washington	\$1,610,949.90	0.5306%
Wisconsin	\$82,141.91	0.0271%
Total	<b>\$303,634,360.62</b>	100.0000%

Fiscal Year: 2011/12

Mississippi	\$1,554.58	0.0005%
North Carolina	\$396,601.50	0.1273%
Nebraska	\$2,445,403.95	0.7851%
New Hampshire	\$1,350.00	0.0004%
New York	\$1,289,570.99	0.4140%
Ohio	\$761,182.93	0.2444%
Toronto Canada	\$15,000.00	0.0048%
Oregon	\$1,599,819.67	0.5136%
Pennsylvania	\$5,543,278.07	1.7797%
South Carolina	\$22,384.30	0.0072%
Tennessee	\$71,960.00	0.0231%
Texas	\$8,146,282.18	2.6154%
Utah	\$458,700.10	0.1473%
Virginia	\$164,208.84	0.0527%
Washington	\$1,440,041.78	0.4623%
Wisconsin	\$34,681.34	0.0111%
Total	<b>\$311,478,339.25</b>	100.0000%



# Procurement Totals for California Counties: FY 2016/2017

County	Total Spend \$
ALAMEDA	\$9,019,251.16
CONTRA COSTA	\$2,392,130.98
EL DORADO	\$171,735.22
FRESNO	\$1,366,193.71
KERN	\$42,966.04
KINGS	\$69,603.00
LOS ANGELES	\$27,073,750.27
MADERA	\$35,000.00
MARIN	\$72,965.37
MERCED	\$2,236,518.60
<b>MONTEREY</b>	<b>\$112,579,832.90</b>
NAPA	\$32,237.40
NEVADA	\$839,827.90
ORANGE	\$1,387,701.09
PLACER	\$1,757,681.56
PLUMAS	\$26,886.00
RIVERSIDE	\$820,995.07
SACRAMENTO	\$9,725,020.17
SAN BENITO	\$801,729.31
SAN BERNARDINO	\$690,747.48
SAN DIEGO	\$595,053.13

SAN FRANCISCO	\$5,109,212.57
SAN JOAQUIN	\$555,311.07
SAN LUIS OBISPO	\$1,426,985.30
SAN MATEO	\$6,565,823.30
SANTA BARBARA	\$1,979,801.65
SANTA CLARA	\$10,117,255.64
SANTA CRUZ	\$13,727,699.13
SIERRA	\$252,226.46
SISKIYOU	\$1,500.00
SOLANO	\$110,542.93
SONOMA	\$159,562.90
STANISLAUS	\$1,041,162.56
TEHAMA	\$10,611.46
TULARE	\$792,703.63
VENTURA	\$7,288,812.32
YOLO	\$22,681.72
YUBA	\$9,075.00
	<b>\$220,908,794.00</b>

# PROCUREMENT TOTALS BY CITIES WITHIN MONTEREY COUNTY

## Fiscal Year: 2016/17

Individual City Summary Totals		
Big Sur	\$154,174.18	0.14%
Carmel	\$1,839,173.12	1.63%
Carmel By The Sea	\$64,052.38	0.06%
Carmel Valley	\$326,956.71	0.29%
Castroville	\$16,204,057.90	14.39%
Del Rey oaks	\$270,466.24	0.24%
Gonzales	\$175,845.00	0.16%
King City	\$365,965.42	0.33%
Marina	\$1,350,256.21	1.20%
Monterey	\$31,810,700.60	28.26%
Moss Landing	\$29,272.21	0.03%
Pacific Grove	\$1,033,114.15	0.92%
Pebble Beach	\$12,000.00	0.01%
Prunedale	\$20,000.00	0.02%
Salinas	\$55,112,720.26	48.95%
Sand City	\$85,469.32	0.08%
Seaside	\$3,534,225.57	3.14%
Soledad	\$176,061.23	0.16%
Spreckels	\$15,322.40	0.01%
Total	<b>\$112,579,832.90</b>	<b>100.00%</b>

## Fiscal Year: 2011/12

Individual City Summary Totals		
Salinas	\$53,089,583.69	48.33%
Big Sur	\$4,900.00	0.00%
Carmel	\$592,386.77	0.54%
Carmel Valley	\$260,753.35	0.24%
Greenfield	\$413.17	0.00%
King City	\$272,845.13	0.25%
Marina	\$659,752.64	0.60%
Monterey	\$50,533,390.98	46.00%
Pacific Grove	\$912,771.51	0.83%
Pebble Beach	\$4,572.75	0.00%
Seaside	\$2,380,505.02	2.17%
Soledad	\$46,190.15	0.04%
Spreckels	\$12,290.34	0.01%
Castroville	\$1,080,213.04	0.98%
Total	<b>\$109,850,568.54</b>	<b>100.00%</b>

Tracking and reporting for FY16/17 in support of the county's Local Preference Policy, the total below includes Monterey, San Benito, and Santa Cruz Counties:

**\$127,109mil**



# SPECIAL NOTE:

This report is based on both **Corporate Office Addresses** and/or **Payment Zip Codes** as registered by each individual vendor.



# LOCAL/SMALL/WBE/MBE/DVBE Vendor Update

## Policy Adopted August 29, 2012

- Disabled Veteran Business Enterprise (DVBE)
- Local Small Business (LOCL)
- Minority Business Enterprise (MBE)
- Small-Local Business (SMAL)
- Woman-Owned Business Enterprise (WBE)

### **Small Local Business Policy:**

It is the County's policy to encourage greater availability, capacity development and contract participation by Small Local Businesses in County contracts.

The policy is intended to further the County's compelling interest to stimulate economic development through the support and empowerment of the local community. The County strives to ensure that it is neither an active nor passive participant in marketplace discrimination as well as to promote equal opportunity for all segments of the contracting community.





## SOLICITATION PROCESS

All County solicitations (RFP's, RFQ's, etc.) are advertised within local approved publications. The approved publications include the following:

- County Weekly
- Salinas Californian
- Monterey Herald

All Solicitations handled by the Contracts/Purchasing Division team are also posted on our department's webpage:

<http://www.co.monterey.ca.us/admin/solicitcenter.htm>

The documents are posted the day of the scheduled release date as identified within the calendar of events within the RFP, and remains posted during the duration of the bidding process. The RFP, as well as any issued Addenda's and Attachments are all posted and available for download by the general public directly from the website.

Monterey County's Local Preference Policy includes the Tri-County area which encompasses Monterey, San Benito, and Santa Cruz Counties.



## **CONTINUAL OUTREACH**

The Contracts/Purchasing TEAM regularly attends local Business Expos, Business Matchmaking Events, and special interest group events by invitation.

The following are a few of the events participated in by one or more team member in the last few years:

### **Calendar Year 2017:**

01/2016 California Association of Public Procurement Officials, Napa

10/2016 Monterey Bay Business Expo, Embassy Suites Seaside

5/2017 County of Monterey Vendor Showcase

Listed below is just a sample of the on-going daily One-on-One Business partnership meetings that take place between CP team members and local vendors:

- Smokey Key
- Placement Pros
- Slingshot
- Alvarez Technology
- AG Landscape
- Warp Hire
- Palace Office Supply
- Fallon Electric



Contracts/Purchasing continues to build and support a relationship with the Monterey Bay Procurement Technical Assistance Center (PTAC), who's main task is to connect small local and minority owned and operated businesses with a number of public entities for potential contracting opportunities.

The numbers tracked below are contributed to a number of factors.

	2014-2015	2015-2016	2016-2017	2016-2017
<b>Business Type</b>	# Registered	# Registered	# Registered	<b>Dollars \$</b>
<b>Disabled Veterans</b>	8	7	5	<b>\$22k</b>
<b>Local Business</b>	109	112	96	<b>\$4.1mil</b>
<b>Minority Business</b>	43	46	38	<b>\$3.1mil</b>
<b>Small Local Business</b>	288	247	261	<b>\$13.1mil</b>
<b>Women Business</b>	76	82	74	<b>\$4.2mil</b>
	524	494	474	<b>\$24.5mil</b>

Those factors are, but not limited to the following:

- Department needs and discretions
- Business Mergers
- Business Closures
- Improvements in the Verification & Registration Process (ERP System Upgrade)
- Self-Registration (registering vendor identifies business type)





# **Tools Utilized by Contracts/Purchasing to Encourage Local Spend**

## **County Wide Service Agreements**



## County Wide Master Service Agreements

BEVERAGE & FOOD/ SNACK VENDING MACHINE SERVICES

CELLULAR/ PERSONAL COMMUNICATION SERVICES

COMPUTERS - DESKTOP & LAPTOP

COMPUTER TRAINING & CONSULTING SERVICES

COPIER SERVICE

CUSTODIAL MAINTENANCE SERVICES

DOCUMENT SHREDDING SERVICES

ELECTRICIAN SERVICES

HUMAN RESOURCES SERVICES

HVAC REPAIR SERVICES

LANDSCAPING SERVICES

LANGUAGE TRANSLATION/ INTERPRETATION SERVICES

LOCKSMITH SERVICES

MOVING/ RELOCATION SERVICES

OFFICE SUPPLIES

PLUMBING SERVICES

PORTABLE TOILET SITE SERVICES

PRINT SHOP & COPY SERVICES

SECURITY GUARD SERVICES (ARMED/UNARMED)

TEMPORARY HELP SERVICES

TOWING SERVICES

TREE PRUNING & REMOVAL SERVICES

**There are currently 22 different types of Service Agreements in place**

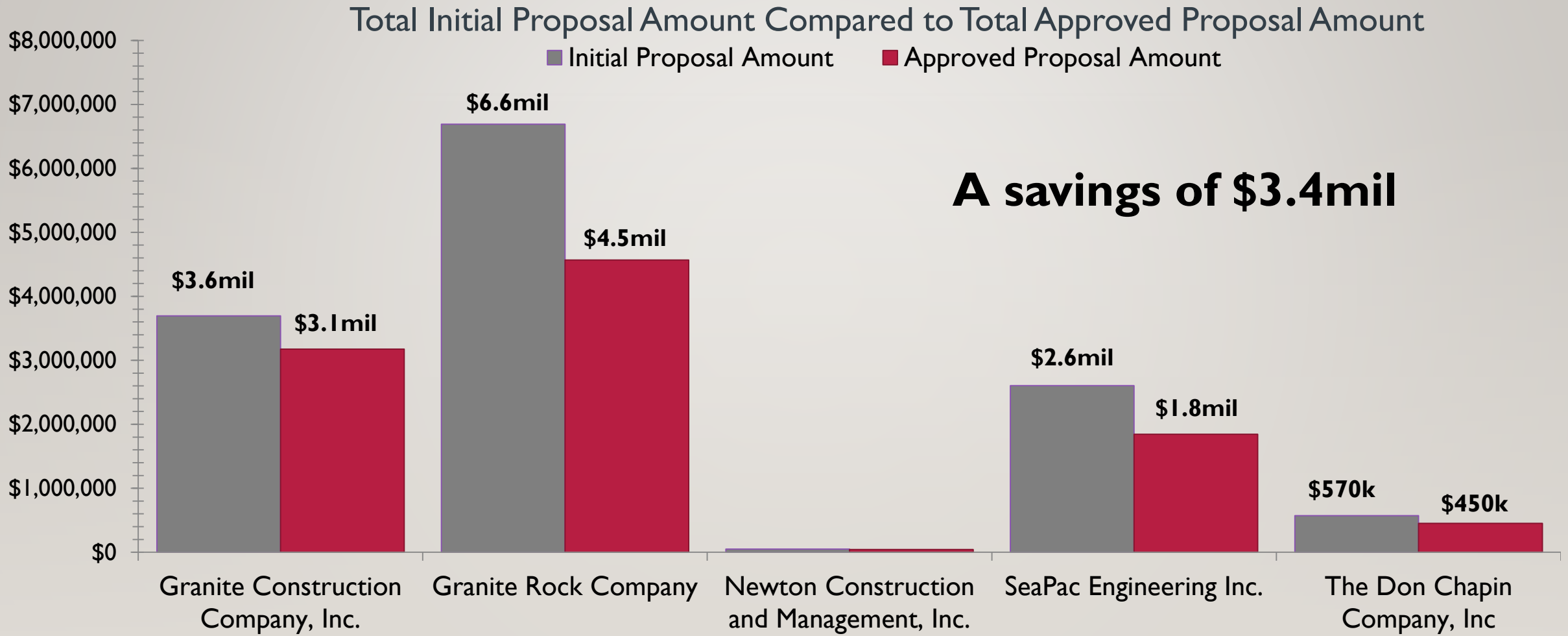
# COOPERATIVE AGREEMENTS

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# Job Order Contracting (JOC) Program (Implemented 2013) Roads & Bridges: Program Data – By Contractor



# Questions/Comments ?

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