



# FY25 County of Monterey Procurement of Goods and Services

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# Spend Report

## Goods and Services

- Fiscal Year 2025 (July 1, 2024 – June 30, 2025)



# Business Types

- Disabled Veteran Business Enterprise (DVBE)
- Certified Green (GRN)
- Local Business (LOCL)
- Minority Business Enterprise (MBE)
- Non-Profit (NPO)
- Small Business (SMAL)
- Woman-Owned Business Enterprise (WBE)



# FY2025 Business Type Report

Type of Business**	# of Vendors per Business Type*
Certified Green Business	74
Disabled Veteran Business	5
Local Business	242
Minority Business	108
Non-Profit Organization	42
Small Business	289
Women Business Enterprise	74

\*Business Type is self reported by vendor upon registering via Vendor Self Service.

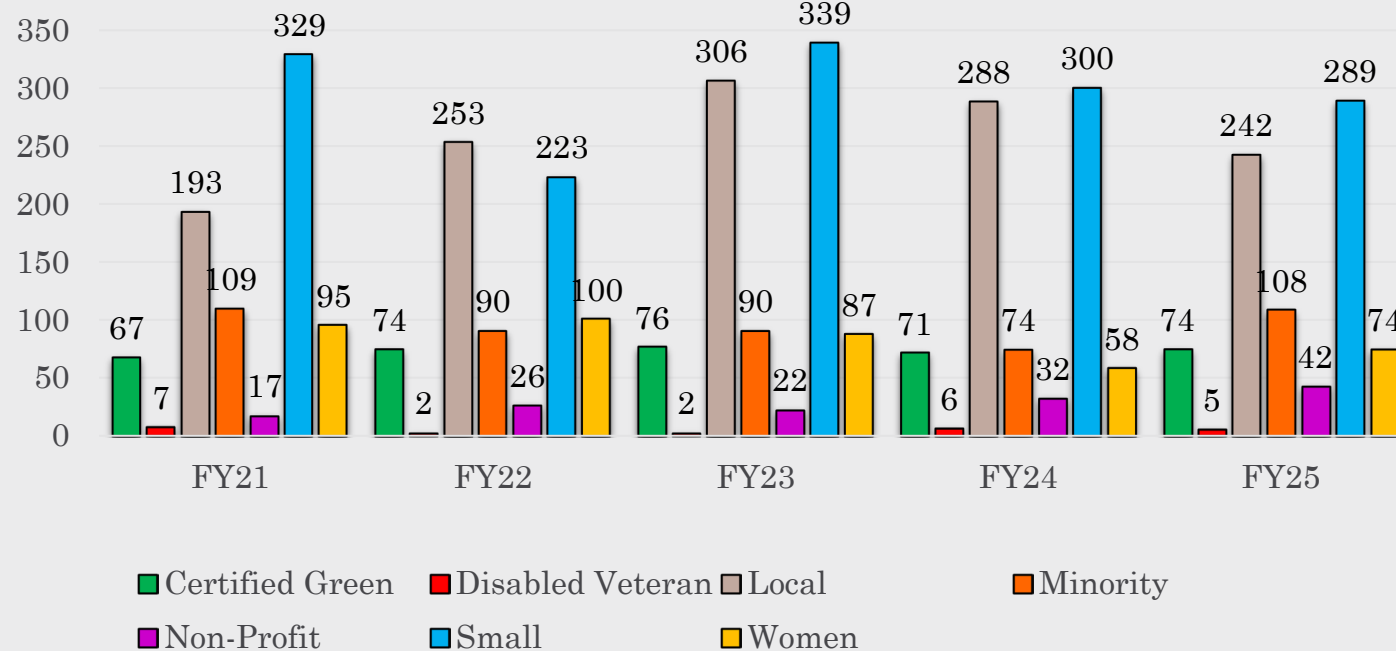
**\*\* Vendors may choose multiple Types of Business status.**



# TRENDS – FY21-25 Business Type Report

		# of Vendors per Business Type*				
	Type of Business**	FY21	FY22	FY23	FY24	FY25
	Certified Green Business	67	74	76	71	74
	Disabled Veteran Business	7	2	2	6	5
	Local Business	193	253	306	288	242
	Minority Business	109	90	90	74	108
	Non-Profit Organization	17	26	22	32	42
	Small Business	329	332	339	300	289
	Women Business Enterprise	95	100	87	58	74

FY21-25 Business Type Report



\*Business Type is self reported by vendor upon registering via Vendor Self Service.

\*\* Vendors may choose multiple Types of Business status.



# FY2025 PROCUREMENT OF GOODS AND SERVICES

Total Procurement (goods & services).....	\$ 490.7 Million*
Total Procurement within California.....	\$ 340.8 Million (69.5% of Total Procurement)
Total Procurement within Monterey County(MC)...	\$ 158.8 Million (32.4% of Total Procurement)
Total Procurement by Business Type.....	\$ 52.5 Million** (10.7% of Total Procurement)

\*Total Procurement does not include P-Card spend amounts.  
\*\*Total Procurement by reported business. Not all vendors self-report a business type.



# FY25 Total Procurement Spent by State

State	Procurement Amount	% of Total Procurement Amount
#MULTIVALUE	\$1,171,700	0.24%
AL	\$1,473,597	0.30%
AR	\$18,900	0.00%
AZ	\$5,350,923	1.09%
BC	\$19,264	0.00%
CA	\$340,773,323	69.44%
CO	\$1,177,701	0.24%
CT	\$61,352	0.01%
DC	\$43,647	0.01%
DE	\$100,000	0.02%
FL	\$1,963,417	0.40%
GA	\$15,059,501	3.07%
IA	\$161,458	0.03%
ID	\$452,436	0.09%
IL	\$38,880,812	7.92%
IN	\$87,708	0.02%
KS	\$223,637	0.05%
KY	\$106,191	0.02%
MA	\$2,008,268	0.41%
MD	\$671,284	0.14%
MI	\$1,149,203	0.23%
MN	\$1,387,859	0.28%
MO	\$4,330,430	0.88%
MS	\$84,205	0.02%
MT	\$269,204	0.05%
NC	\$1,544,058	0.31%
ND	\$5,986	0.00%

\$158.8 Million Procured in County of Monterey

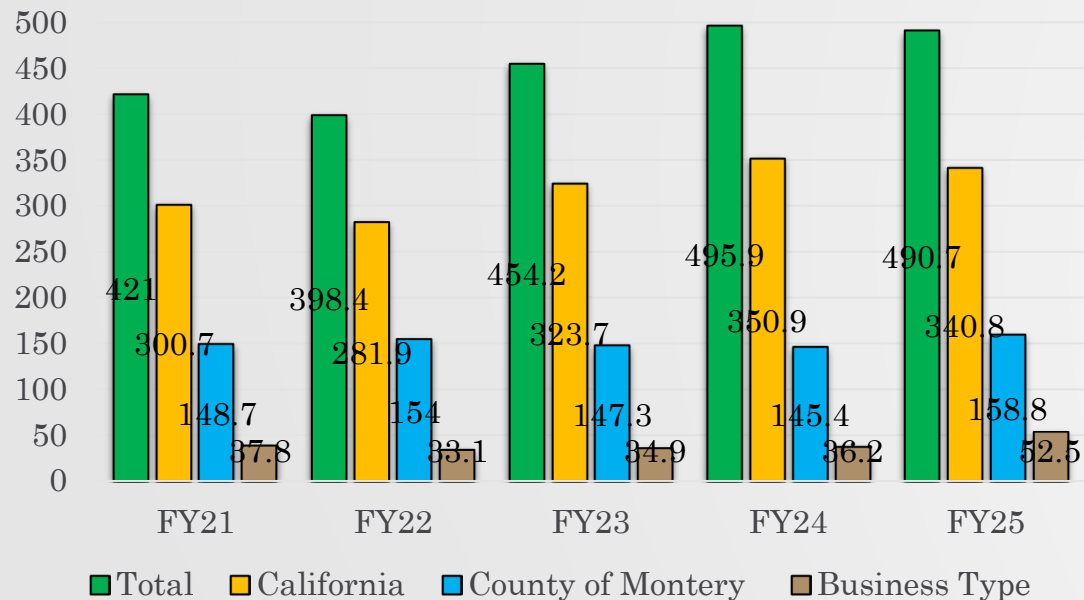
NE	\$3,180,098	0.65%
NH	\$1,059	0.00%
NJ	\$3,235,979	0.66%
NV	\$526,097	0.11%
NY	\$1,039,793	0.21%
OH	\$1,178,571	0.24%
OK	\$51,671	0.01%
ON	\$73,475	0.01%
OR	\$2,439,183	0.50%
PA	\$16,866,847	3.44%
RI	\$14,494	0.00%
SC	\$2,109,278	0.43%
SD	\$0	0.00%
TN	\$13,189,045	2.69%
TX	\$21,979,949	4.48%
UK	\$475	0.00%
UT	\$813,736	0.17%
VA	\$2,224,416	0.45%
WA	\$2,000,552	0.41%
WI	\$1,230,169	0.25%
Grand Total	\$490.7 Million	100.00%



# TRENDS – FY21-25 PROCUREMENT OF GOODS AND SERVICES

	# of Vendors per Business Type by Millions*				
	FY21	FY22	FY23	FY24	FY25
➤ Total Procurement (goods & services)	421.0	398.4	454.2	495.9	490.7
➤ Total Procurement within California	300.7	281.9	323.7	350.9	340.8
➤ Total Procurement within Monterey County	148.7	154.0	147.3	146.4	158.8
➤ Total Procurement by Businesses Type	37.8	33.1	34.9	36.2	52.5

FY21-25 Procurement of Goods and Services by Millions



## SUMMARY:

- Total procurement peaked in FY24 (\$495.9M); slight dip in FY25 (\$490.7M).
- California vendors consistently received the largest share (~\$282M–\$351M annually).
- Monterey County vendors held steady; FY25 highest at \$158.8M.
- Self-identified business types saw a 45% increase in FY25 to \$52.5M — highest in 5 years.
- Overall: Stable investment with growing inclusion of diverse businesses.



# FY25 Procurement by Districts in MC

Zip Codes	Monterey County Cities	Procurement \$
93901	Salinas	\$42,455,036
93902	Salinas	\$5,013,697
93905	Salinas	\$11,053,714
93906	Salinas	\$8,269,626
93907	Salinas	\$13,776,073
93908	Salinas	\$2,026,560
93912	Salinas	\$2,402,137
93920	Big Sur	\$79,605
93921	Carmel By The Sea	\$308,057
93922	Carmel	\$21,980
93923	Carmel	\$1,201,544
93924	Carmel Valley	\$207,361
93926	Gonzales	\$1,542
93927	Greenfield	\$45,530
93930	King City	\$1,165,826
93933	Marina	\$2,145,704
93940	Monterey	\$13,738,897
93942	Monterey	\$42,475,281
93950	Pacific Grove	\$2,392,249
93953	Pebble Beach	\$421,387
93955	Seaside	\$5,698,797
93960	Soledad	\$2,533,005
93962	Spreckels	\$51,657
95004	Aromas	\$40,651
95012	Castroville	\$1,263,097
Total		\$158.8 Million

## Spend by District

- District 1: \$64.18 Million
- District 2: \$20.09 Million
- District 3: \$5.82 Million
- District 4: \$7.84 Million
- District 5: \$60.85 Million

District	Color Code
1	
2	
3	
4	
5	



## SUMMARY:

- Districts 1 and 5 represent the largest share of vendor activity, each with a ZIP code with more than \$40 million in spend.
- ZIP 93942 (District 5) and ZIP 93901 (District 1) stand out as the top-performing ZIP codes countywide
- Each district contributes uniquely, with District 3 showing a broad mix of ZIPs that reflect diverse activity across the region.



# TRENDS – FY21-25 Procurement by Districts in MC

District	FY21	FY22	FY23	FY24	FY25
District 1	\$46.81	\$53.25	\$60.89	\$59.20	\$64.30
District 2	\$11.15	\$11.49	\$16.86	\$15.11	\$20.14
District 3	\$7.90	\$6.01	\$3.88	\$6.19	\$5.80
District 4	\$9.53	\$5.71	\$5.58	\$12.10	\$7.80
District 5	\$74.24	\$77.40	\$60.06	\$53.48	\$60.56

District	Color Code
1	
2	
3	
4	
5	

- Districts 1 and 5 represent the largest portions of overall spending, reflecting major service and operational hubs.
- Spending levels across districts align with service needs and activity within each region.
- The breakdown provides a clear snapshot of how resources are distributed countywide to support departmental operations.



# County Procurement Card Expenditures

- **554** Open Cards (As of October 2025)
- FY25 Total Spent
  - FY2025: \$ **9.15 Million**
    - FY24 P-Card Airline Spending: \$ **200,151 K**
    - FY25 P-Card Airline Spending: \$ **183,088 K** (↓ 8.5%)
    - FY24 P-Card Hotel Spending: \$ **743,921 K**
    - FY25 P-Card Hotel Spending: \$ **776,843 K** (↑ 4%)
    - FY24 P-Card Rental Car Spending: \$ **17,995 K**
    - FY25 P-Card Rental Car Spending: \$ **26,516 K** (↑ 47%)
- P-Card Rebate
  - FY25: \$ **103,998 K**
    - Reflects the positive fiscal return generated through responsible and strategic P-Card utilization



# Contract Engagement Strategy

## ➤ **Advertisement and Outreach**

- Monterey County Weekly: Average **\$143.28** per week-long publication (released Thursdays).
- King City Rustler / Salinas Valley Tribune: Starting at **\$103.00** per notice; circulated in South County cities (Gonzales, Soledad, Greenfield, King City) and includes a one-month website posting.

## ➤ **Countywide and Cooperative Agreements**

- Active Countywide Service Agreements in place for efficient contracting.
- Cooperative Purchasing continues to support cost savings and streamlined procurement.

## ➤ **Digital Solicitation Enhancements**

- Upgraded Solicitation Website launched February 2025 for improved user navigation and transparency, enabling secure electronic proposal submissions.

Accessible at: [Solicitation Center - Active RFP/RFQs | County of Monterey, CA](#)





# Community and Outside Organization Engagement

- **County of Monterey Vendor Expo: September 19, 2025**
  - Hosted 22 vendors, approximately 150 attendees
  - Upcoming: September 25, 2026 (tentative)
  - Location: 1441 Schilling Place Café



# Community and Outside Organization Engagement continued...

- **Monterey County Business Council Expo:**
  - **APEX Accelerators (formerly Procurement Technical Assistance Centers)** program provides specialized technical assistance to businesses seeking to sell products or services to federal, state, and local government agencies.
  - **Contract Engagement and Vendor Outreach**
    - **25 attendees** signed in at the County booth expressing interest in doing business with Monterey County.
    - **10 vendor registration packets** were received following the event.
      - **9 vendors** have completed registration and are now fully active in the County's vendor system.
      - **1 vendors** are pending completion, requiring additional information or clarification.
      - **1 vendor** who attended the APEX Expo also exhibited at the Annual Vendor Fair held at 1441 Schilling Place Café.





# Countywide Service Agreements

#	RFP	SERVICES	# of Active Agreements	CONTRACT AMOUNT	EXPENDED AMOUNT**
1	-	<b>*BADGE READER SYSTEM (Managed by ITD)</b>	1	\$5,500,000.00	\$2,507,919.73
2	-	<b>*LEASING - COMPUTERS - DESKTOP &amp; LAPTOP</b>	1	\$6,200,000.00	\$556,391.88
3	-	<b>COPIER SERVICES</b>	2	\$500,000.00	\$17,708.06
4	10927	<b>CUSTODIAL MAINTENANCE SERVICES</b>	6	\$10,000,000.00	\$3,414,307.20
5	-	<b>DOCUMENT SHREDDING SERVICES</b>	2	\$400,000.00	\$90,398.81
6	10827	<b>ELECTRICIAN SERVICES</b>	3	\$950,000.00	\$489,779.98
7	10746	<b>HUMAN RESOURCES SERVICES</b>	13	\$1,000,000.00	\$462,692.49
8	10749	<b>HVAC REPAIR SERVICES</b>	3	\$1,045,000.00	\$810,455.39
9	10903	<b>LANDSCAPING SERVICES</b>	3	\$11,800,000.00	\$679,539.11
10	10745	<b>LANGUAGE TRANSLATION/ INTERPRETATION SERVICES</b>	11	\$2,000,000.00	\$1,016,985.66
11	10743	<b>MOVING/ RELOCATION SERVICES</b>	5	\$1,100,000.00	\$505,533.87
12	-	<b>OFFICE SUPPLIES</b>	3	\$6,550,000.00	\$3,603,178.14
13	10913	<b>PLUMBING SERVICES</b>	2	\$600,000.00	\$137,708.90
14	10799	<b>PORTABLE TOILET SITE SERVICES</b>	2	\$550,000.00	\$401,864.78
15	10892	<b>PRINT SHOP &amp; COPY SERVICES</b>	4	\$2,000,000.00	\$622,222.32
16	10744	<b>SECURITY GUARD SERVICES (ARMED/UNARMED)</b>	7	\$20,100,000.00	\$16,615,675.09
17	10802	<b>TEMPORARY HELP SERVICES</b>	5	\$12,000,000.00	\$7,240,084.85
18	10910	<b>TOWING SERVICES</b>	4	\$500,000.00	\$91,192.80
19	10904	<b>TREE PRUNING &amp; REMOVAL SERVICES</b>	3	\$1,100,000.00	\$650,208.75
<b>TOTAL</b>			<b>80</b>	<b>\$83,895,000.00</b>	<b>\$39,913,847.81</b>

\*Managed by ITD

\*\* Current overall expended amount out of the total contracted amount. Not just in FY25.

- Total # of agreements within RFP's...80
- Total # of Local Vendors.....39 (49%)
- Cumulative Contract Amount.....\$ 83.9 Million
  - unencumbered funds/board approved
- Expended Amount.....\$ 39.9 Million
  - % Expended: 47.6%





# Cooperatives

	Cooperative	Website
	CA DGS – California Department of General Service	<a href="http://www.dgs.ca.gov">www.dgs.ca.gov</a>
	CMAS – California Multiple Award Schedules	<a href="http://www.dgs.ca.gov/PD-CMAS">www.dgs.ca.gov/PD-CMAS</a>
	GSA – General Services administration	<a href="http://www.gsa.gov">www.gsa.gov</a>
	Naspo ValuePoint	<a href="http://www.naspovaluepoint.org">www.naspovaluepoint.org</a>
	NPPGov	<a href="http://nppgov.com">nppgov.com</a>
	Omnia Partners	<a href="http://www.omniapartners.com">www.omniapartners.com</a>
	Sourcewell	<a href="http://www.sourcewell-mn.gov">www.sourcewell-mn.gov</a>
	TIPS – The Interlocal Purchasing System	<a href="http://www.tips-usa.com">www.tips-usa.com</a>

- **Who uses cooperatives?**  
Cooperatives are used by all departments countywide for services such as office supplies, document shredding, sandbags and Meals Ready to Eat(MRE).
- **Advantage/Incentive:**  
Cooperatives bid out from a larger metropolitan jurisdiction to obtain competitive pricing.
- **Primarily leveraged by the following departments:**
  - Public Works, Facilities and Parks(PWFP)
  - ITD
  - Department of Emergency Management(DEM)
  - Monterey County Sheriff's Office
  - Contracts & Purchasing
  - Fleet (Vehicles)
  - Water Resource



# Surplus Savings Report

FY	Cost Savings to County	Customers
2024*	\$59.5 k	74
2025**	\$ 181,730 k	97

\*\*Note: \$124K out of FY25's (July 2024) savings due to San Benito County donation

## ➤ Highlight: FY25 donations to non-profits

Oasis Charter School.....	\$ 923
Senior Network Services.....	\$ 1,833
Mujeres en Accion.....	\$ 260
Oasis Charter School – Coordinator.....	\$ 6,897
Alisal Union School District.....	\$ 4,900
Health Advocacy Team Support.....	\$ 20
McKinnon Elementary.....	\$ 349
Centro Binacional - Desarrollo Indigena Oaxaqueano.....	\$ 3,051
Alisal Community School.....	\$ 492
Steinbech School.....	\$ 1,286
Bardin Elementary School.....	\$ 698
Creekside Elementary School.....	\$ 1,861
North Mo. County Unified School District.....	\$ 1,071
Harmony At Home.....	\$ 3,895
Y W C A - of Monterey County.....	\$ 1,360
Action Council of Monterey County.....	\$ 3,195



# Public Records Act Requests (PRAR)

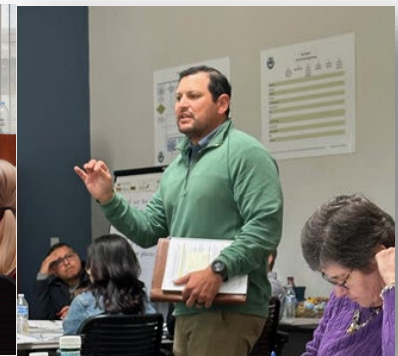
- **Fiscal Year 2025 Total PRAR responses = 231**
  - Total Received in request portal: 948
  
- Fiscal Year 2024 Total PRAR responses = 73
  - NextRequest responses: 64
    - NextRequest initiated in early 2024
  - Manual responses: 19



# Contracts and Procurement Academy (CPA)

## ➤2025 Cohorts:

- CPA Cohort 8 (January 30, 2025 – March 13, 2025):
  - 28 Graduates
- CPA Cohort 9 (April 10, 2025 – May 22, 2025):
  - 22 Graduates



# Professional Procurement Memberships

Contracts and Purchasing is an active member of:

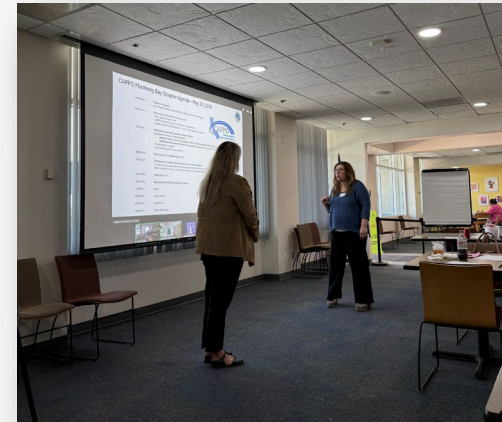
- California Association of Public Procurement Officers (**CAPPO**)
  - Membership Fee: \$145 annually per member
- National Procurement Institute (**NPI**)
  - Membership Fee: \$130.00 annually per member
- National Institute of Governmental Purchasing (**NIGP**)
  - Membership Fee: \$195 annually per member
- National Association of State Procurement Officials (**NASPO**)
  - Membership Fee: \$0





# Professional Procurement Memberships continued...

- California Association of Public Procurement Officers (CAPPO)
  - Hosted CAPPO Monterey Bay Chapter **event on May 29, 2025 at Schilling's Café**
  - Monterey Bay Chapter – County Participation
    - Vice Chair: Debra Wilson, PhD, Contracts and Purchasing Officer
    - Treasurer: Arthur Curtright, Management Analyst, MCSO
  - Monterey Bay Chapter comprised of tri-County area
    - Monterey, Santa Cruz, & San Benito Counties



# Future Spend Reports - Oracle

## ➤ *Capabilities*

- Vendor Registration
- Contract Management Transparency
- Solicitation Portal
- Contract Spend Reports
- P-Card Process



# Questions?

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