

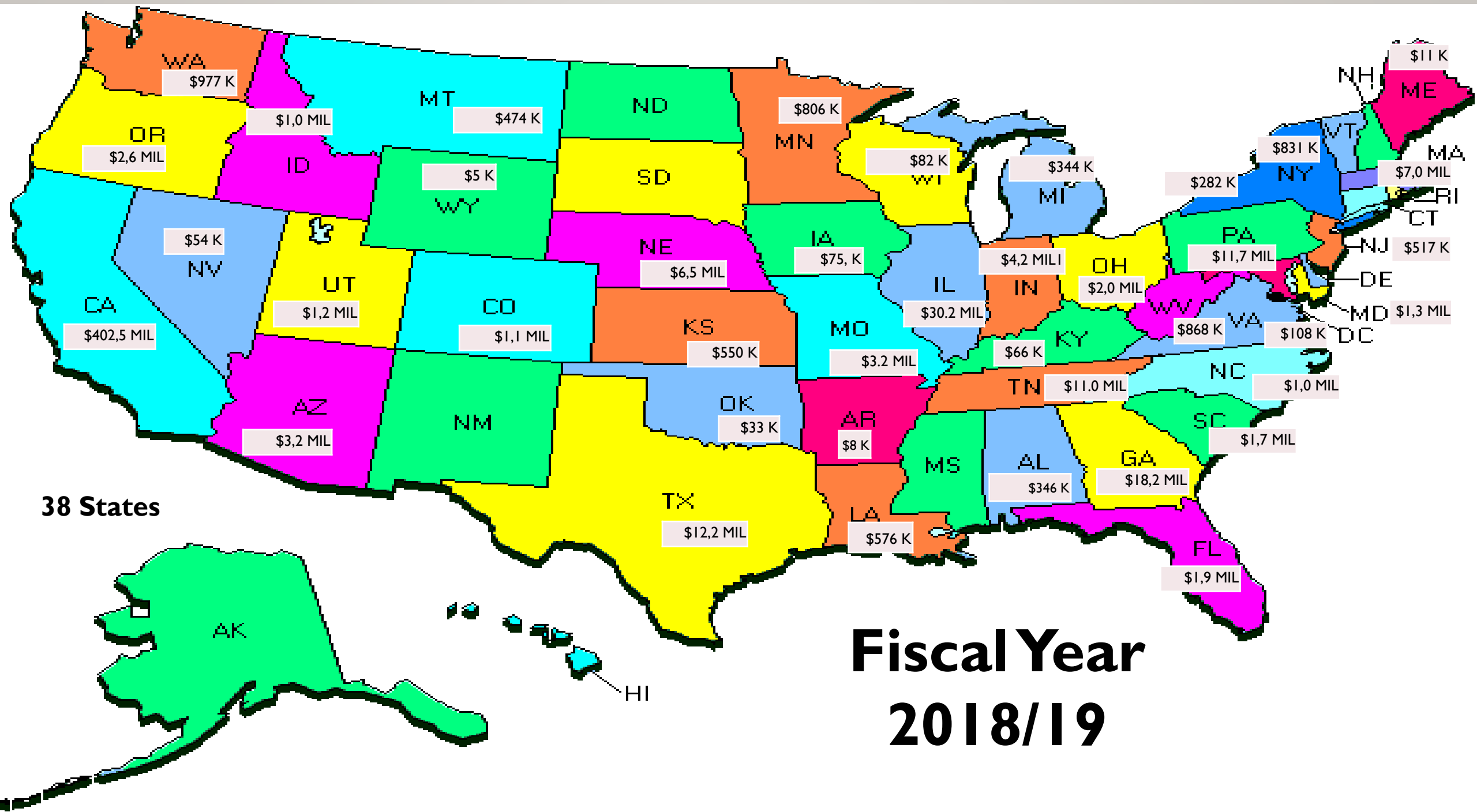
MONTEREY COUNTY ANNUAL SPEND REPORT

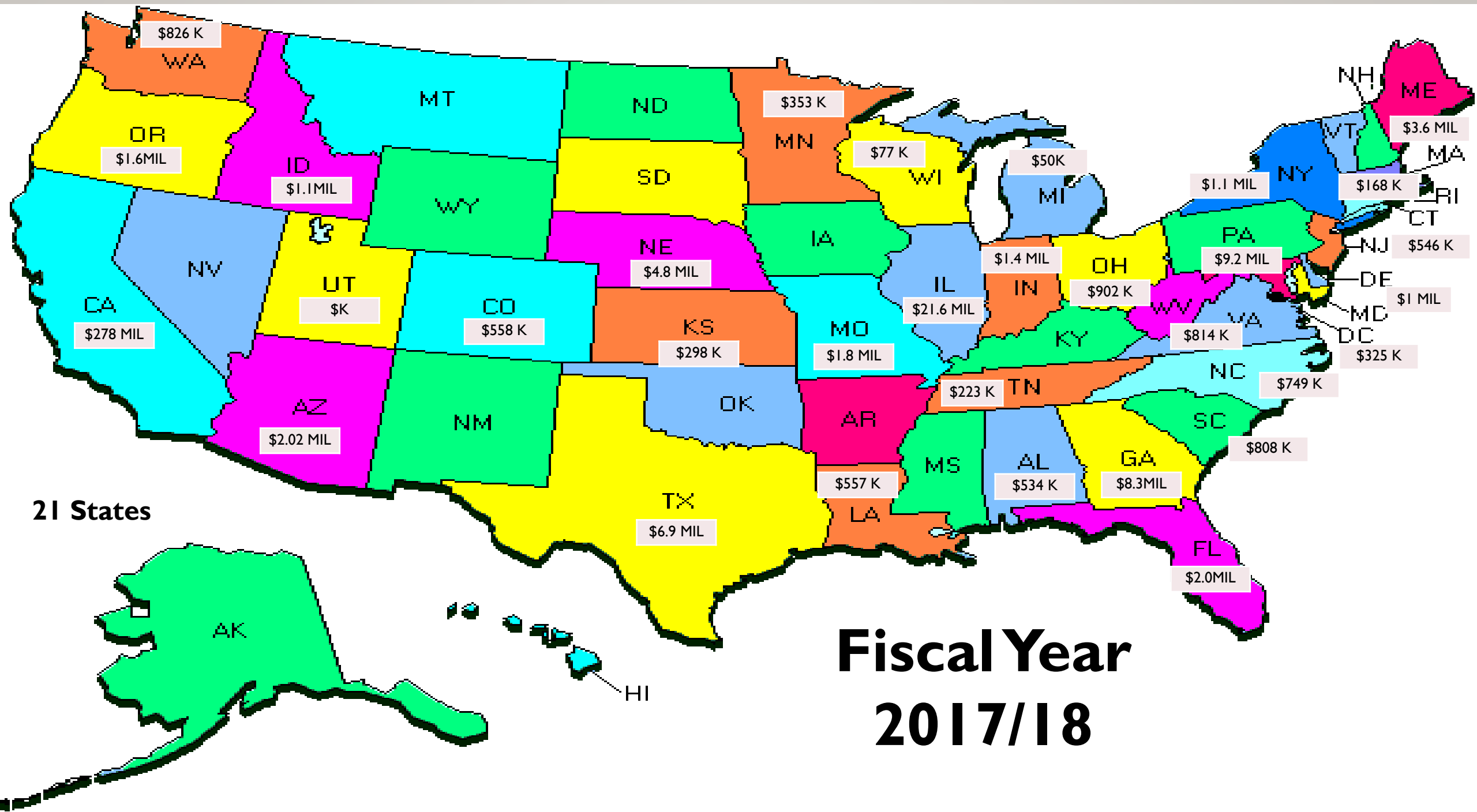
FY 18/19

**PRESENTED BY: MICHAEL R. DERR – CONTRACTS/PURCHASING OFFICER
JAIME AYALA – MANAGEMENT ANALYST II**

PROCUREMENT SUMMARY: FY2018/19

Total FY 2018/19 Procurement (goods & services)	\$ 533.4 Million an increase of \$178.9 Million
Total FY 2018/19 Procurement within Monterey County	\$ 176.3 Million an increase of \$59.0 Million
Total FY 2018/19 Procurement within Tri-County Area	\$ 195.9 Million an increase of \$65.7 Million
Total FY 2018/19 Procurement for Disabled Veterans, Certified Green, Small, Local, Women, & Minority Businesses	\$ 87.05 Million an increase of \$45.1 Million





PROCUREMENT TOTALS BY STATE

Fiscal Year: 2017/18

		Percentage
Alabama	\$534,887.45	0.151%
Arizona	\$2,024,901.63	0.571%
British Columbia	\$4,638.40	0.001%
California	\$278,075,434.18	78.434%
Colorado	\$558,209.88	0.157%
Conneticut	\$168,442.66	0.048%
District of Columbia	\$325,642.91	0.092%
Florida	\$2,040,122.14	0.575%
Georgia	\$8,304,956.53	2.343%
Idaho	\$1,175,513.31	0.332%
Illinois	\$21,660,821.30	6.110%
Indiana	\$1,475,436.74	0.416%
Kansas	\$298,917.21	0.084%
Kentucky	\$58,612.91	0.017%
Maine	\$2,595.22	0.0007%
Massachusetts	\$3,620,511.48	1.021%
Maryland	\$1,125,845.11	0.318%
Michigan	\$51,382.99	0.014%
Minnesota	\$353,996.22	0.010%
Missouri	\$1,862,207.47	0.525%

Monterey County \$117.2mil

Fiscal Year: 2018/19

		Percentage
Alabama	\$346,812.40	0.06502%
Arizona	\$3,205,456.32	0.60094%
Arkansas	\$8,900.00	0.00167%
British Columbia	\$44,612.39	0.00836%
California	\$403,758,092.31	75.69468%
Colorado	\$1,184,437.64	0.22205%
Conneticut	\$183,557.54	0.03441%
Delaware	\$3,725.00	0.00070%
District of Columbia	\$108,375.68	0.02032%
Florida	\$1,939,765.37	0.36366%
Georgia	\$18,243,820.97	3.42027%
Idaho	\$1,023,350.32	0.19185%
Illinois	\$30,227,407.37	5.66689%
Indiana	\$4,221,301.25	0.79139%
Iowa	\$75,790.82	0.01421%
Kansas	\$550,842.70	0.10327%
Kentucky	\$66,335.24	0.01244%
Louisiana	\$576,659.28	0.10811%
Maine	\$11,556.84	0.00217%
Massachusetts	\$7,055,009.50	1.32264%
Maryland	\$1,347,493.28	0.25262%
Michigan	\$344,377.76	0.06456%
Minnesota	\$806,096.35	0.15112%
Missouri	\$3,203,621.26	0.60060%

Monterey County \$141.9 mil

Procurement Totals by State

Fiscal Year: 2017/18

Nevada	\$65,445.45	0.018%
North Carolina	\$749,096.02	0.211%
Nebraska	\$4,791,048.05	1.351%
New Jersey	\$546,206.11	0.154%
New Mexico	\$3,109.04	0.0009%
New York	\$1,082,345.38	0.305%
Ohio	\$902,357.21	0.255%
Oklohoma	\$21,400.00	0.006%
Ontario (Canada)	\$54,604.00	0.015%
Oregon	\$1,571,032.61	0.443%
Pennsylvania	\$9,167,197.59	2.586%
Quebec (Canada)	\$8,952.00	0.003%
Rhode Island	\$1,475.00	0.0004%
South Carolina	\$8,082,431.53	2.280%
Tennessee	\$222,766.98	0.063%
Texas	\$6,902,235.51	1.947%
Utah	\$328,017.61	0.093%
Virginia	\$814,286.04	0.230%
Vermont	\$750.00	0.00%
Washington	\$825,550.70	0.223%
Wisconsin	\$77,452.95	0.022%
Total	\$354,533,713.00	100.0000%

Fiscal Year: 2018/19

Nevada	\$54,756.28	0.01027%
North Carolina	\$1,036,032.15	0.19423%
North Dakota	\$1,352.00	0.00025%
Nebraska	\$6,500,269.03	1.21864%
New Jersey	\$517,638.84	0.09704%
New Hampshire	\$357,093.84	0.06695%
New York	\$861,438.18	0.1615%
Ohio	\$2,026,595.39	0.37994%
Oklohoma	\$33,731.36	0.00632%
Ontario (Canada)	\$41,690.60	0.00782%
Oregon	\$2,670,147.43	0.50059%
Pennsylvania	\$11,769,577.32	2.20651%
Quebec (Canada)	\$58,701.09	0.01101%
Rhode Island	\$2,950.00	0.00055%
South Carolina	\$1,765,384.01	0.33097%
Tennessee	\$11,016,831.25,	2.06538%
Texas	\$12,239,800.81	2.29466%
Utah	\$1,275,678.07	0.23916%
Virginia	\$868,990.98	0.16291%
Vermont	\$712.70	0.00013%
Washington	\$977,001.23	0.18316%
Wisconsin	\$289,743.64	0.05432%
Total	\$533,403,513.79	100.0000%

Procurement Totals for California Counties: FY 2018/2019

County	Total Spend \$	% of CA Spending
ALAMEDA	\$13,140,455.24	3.26473%
ALTA LOMA	\$800.00	0.00020%
CONTRA COSTA	\$21,524,380.90	5.34770%
FRESNO	\$3,228,362.51	0.80208%
GLENN	\$290,360.00	0.07214%
IMPERIAL	\$914.00	0.00023%
KERN	\$50,879.08	0.01264%
KINGS	\$45,777.00	0.01137%
LOS ANGELES	\$55,033,573.39	13.67302%
MADERA	\$68,500.00	0.01702%
MARIN	\$125,936.72	0.03129%
MERCED	\$4,002,231.13	0.99435%
MONTEREY	\$141,903,649.17	35.25577%
NAPA	\$79,075.86	0.01965%
NEVADA	\$649,562.30	0.16138%
ORANGE	\$5,838,978.74	1.45069%
PLACER	\$2,120,358.20	0.52680%
PLUMAS	\$51,604.69	0.01282%
RIVERSIDE	\$654,172.90	0.16253%
SACRAMENTO	\$19,384,426.97	4.81604%
SAN BENITO	\$6,356,646.78	1.5793%
SAN BERNARDINO	\$3,449.57	0.00086%
SAN DIEGO	\$1,550,334.06	0.38518%

County	Total Spend \$	% of CA Spending
SAN FRANCISCO	\$7,767,179.47	1.92975%
SAN JOAQUIN	\$1,334,066.39	0.33145%
SAN LUIS OBISPO	\$9,515,106.14	2.36402%
SAN MATEO	\$57,577,321.21	14.30501%
SANTA BARBARA	\$791,122.95	0.19655%
SANTA CLARA	\$20,203,451.47	5.01952%
SANTA CRUZ	\$21,327,754.86	5.29885%
SCOTTSDALE	\$3,259.00	0.00081%
SHASTA	\$54,843.59	0.01363%
SISKIYOU	\$3,000.00	0.00075%
SOLANO	\$260,923.23	0.06483%
SONOMA	\$183,526.21	0.0456%
STANISLAUS	\$1,856,815.92	0.46132%
TEHAMA	\$40,085.93	0.00996%
TULARE	\$1,746,648.48	0.43395%
VENTURA	\$3,192,947.95	0.79328%
YOLO	\$535,151.95	0.13296%
TOTAL	\$402,497,633.96	100.00%

Tracking and reporting for FY18/19 in support of the county's Local Preference Policy, the total below includes Monterey, San Benito, and Santa Cruz Counties:

\$169,588 mil

PROCUREMENT TOTALS BY CITIES WITHIN MONTEREY COUNTY

Fiscal Year: 2017/18

Individual City Summary Totals	Total Spend \$	% of CA Spend	+ / (-) from Last FY
Aromas	\$9,420.43	0.01%	\$9,420.43
Big Sur	\$10,000.00	0.01%	(\$141,675.18)
Carmel	\$1,935,790.77	1.65%	\$32,565.27
Carmel Valley	\$127,502.64	0.11%	(\$199,454.07)
Castroville	\$2,046,766.14	1.75%	(\$14,157,291.76)
Del Rey Oaks	\$143,712.53	0.12%	(\$126,753.71)
Gonzales	\$176,624.25	0.15%	\$779.25
King City	\$358,138.58	0.31%	(\$7,826.84)
Marina	\$1,586,071.60	1.35%	\$235,815.39
Monterey	\$53,204,845.23	45.41%	\$21,394,144.63
Moss Landing	\$570.00	0.00%	(\$28,702.21)
Pacific Grove	\$1,014,464.74	0.87%	(\$18,649.41)
Pebble Beach	\$18,025.00	0.02%	\$6,0425.00
Prunedale	\$20,274.75	0.02%	\$274.75
Salinas	\$54,359,381.49	46.39%	(\$753,338.77)
San Miguel	\$58,883.66	0.05%	\$58,883.66
Sand City	\$359,872.91	0.31%	\$274,403.59
Seaside	\$1,566,596.31	1.34%	(\$1,967,629.26)
Soledad	\$166,846.27	0.14%	(\$9,214.96)
Spreckels	\$11,276.74	0.01%	(\$4,045.66)
Total	\$117,175,064.04	100.00%	\$4,597,730.14

Fiscal Year: 2018/19

Individual City Summary Totals	Total Spend \$	% of CA Spend	+ / (-) from Last FY
Aromas	\$48,927.91	0.00009%	\$39,507.48
Big Sur	\$16,600.00	0.00003%	\$6,600
Carmel	\$11,496,723.45	2.149%	\$9,560,932.68
Carmel Valley	\$215,400.30	0.0004%	\$87,897.66
Castroville	\$5,570,132.76	1.0412%	\$3,523,366.62
Del Rey Oaks	\$179,100.61	0.0003%	\$35,388.08
Gonzales	\$141,578.15	0.0003%	(\$35,046.10)
King City	\$507,797.74	0.0009%	\$149,659.16
Marina	\$3,640,495.65	0.681%	\$2,054,424.05
Monterey	\$44,187,481.39	8.260%	(\$9,017,363.84)
Pacific Grove	\$1,787,281.15	0.334%	\$772,816.41
Pebble Beach	\$54,000.00	0.0001%	\$35,975
Prunedale	\$33,330.00	0.00006%	\$13,055.25
Salinas	\$195,093,703.88	36.469%	\$140,734,322.39
San Miguel	\$151,050.55	0.0002%	\$92,166.89
Sand City	\$204,082.01	0.0003%	(\$155,790.90)
Seaside	\$2,174,827.07	0.407%	\$608,230.76
Soledad	\$172,795.17	0.0003%	\$5,948.90
Spreckels	\$55,178.39	0.0001%	\$43,901.65
Total	\$265,579,435.63	100.00%	\$148,555,992.14

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)
- Certified Green (GRN)
- 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:

<https://www.co.monterey.ca.us/government/departments-a-h/administrative-office/contracts-purchasing/solicitation-center>

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:

08/2018 – CPPC [*Canadian Public Procurement Council*] Annual Conference – Ottawa Canada

10/2018 – NPI [*National Procurement Institute*] Annual Conference/ Partner Focus Sessions –Hilton, Ft. Worth, TX.

01/2019 – CAPPO [*Cal. Association of Public Procurement Officers*] Annual Conference/Vendor Expo – Sheraton Grand Hotel Sacramento, CA

08/2019 – NPI [*National Procurement Institute*] Annual Conference/Partner Focus Sessions – Marriott Austin TX

10/2019 – NIGP [*National Institute Government Procurement*] Annual Conference – Las Vegas NV

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:

- Fastenal
- American Supply
- Quinn
- Mike's Signs
- A Train BBQ
- Tri-Cord



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.

	2015-2016	2016-2017	2017-2018	2018-2019	2018-2019
Business Type	# Registered	# Registered	# Registered	# Registered	Dollars \$
Disabled Veterans	7	8	3	10	\$258 k
Certified Green	180	130	97	129	\$7.26 mil
Local Business	112	138	201	294	\$11.75 mil
Minority Business	46	63	84	132	\$7.50 mil
Small Local Business	247	261	414	558	\$55.89 mil
Women Business	82	74	93	150	\$4.4 mil
Totals	674	674	892	1,273	\$87.05 Mil

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

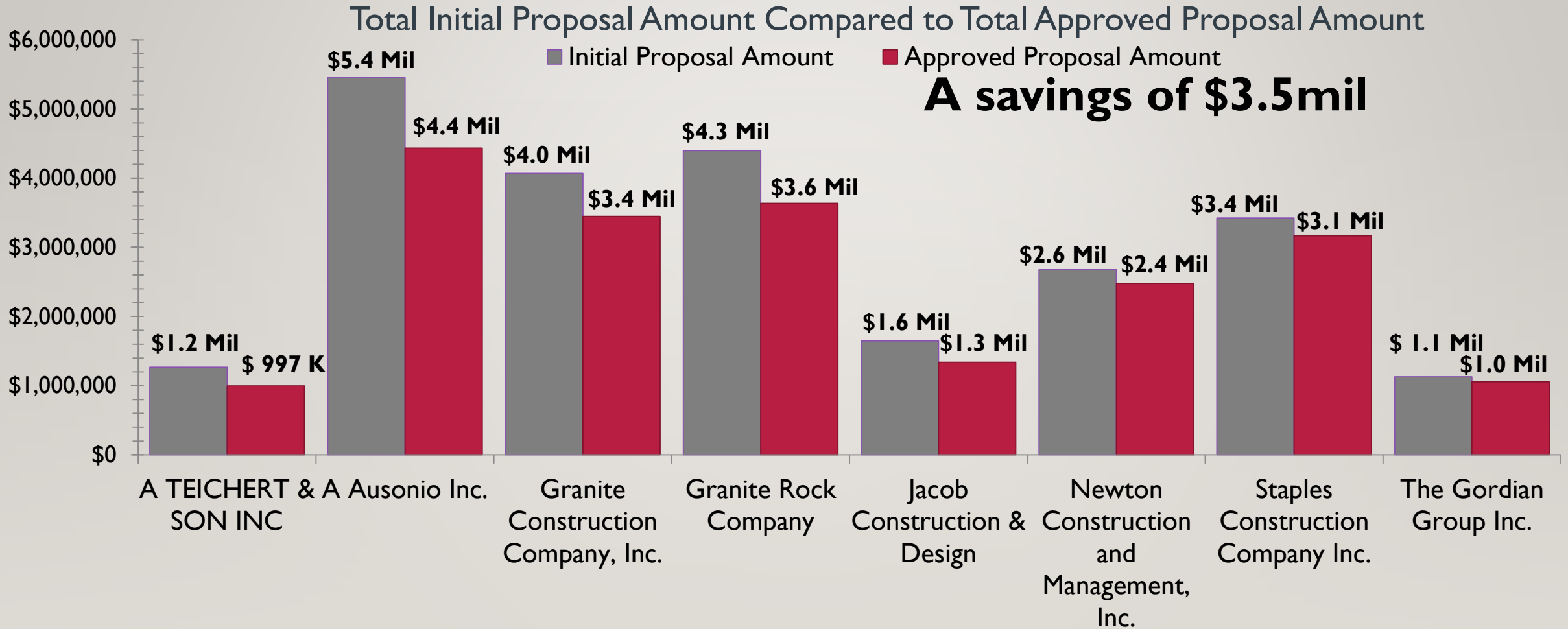
There are currently 22 different types of Service Agreements in place

COOPERATIVE AGREEMENTS



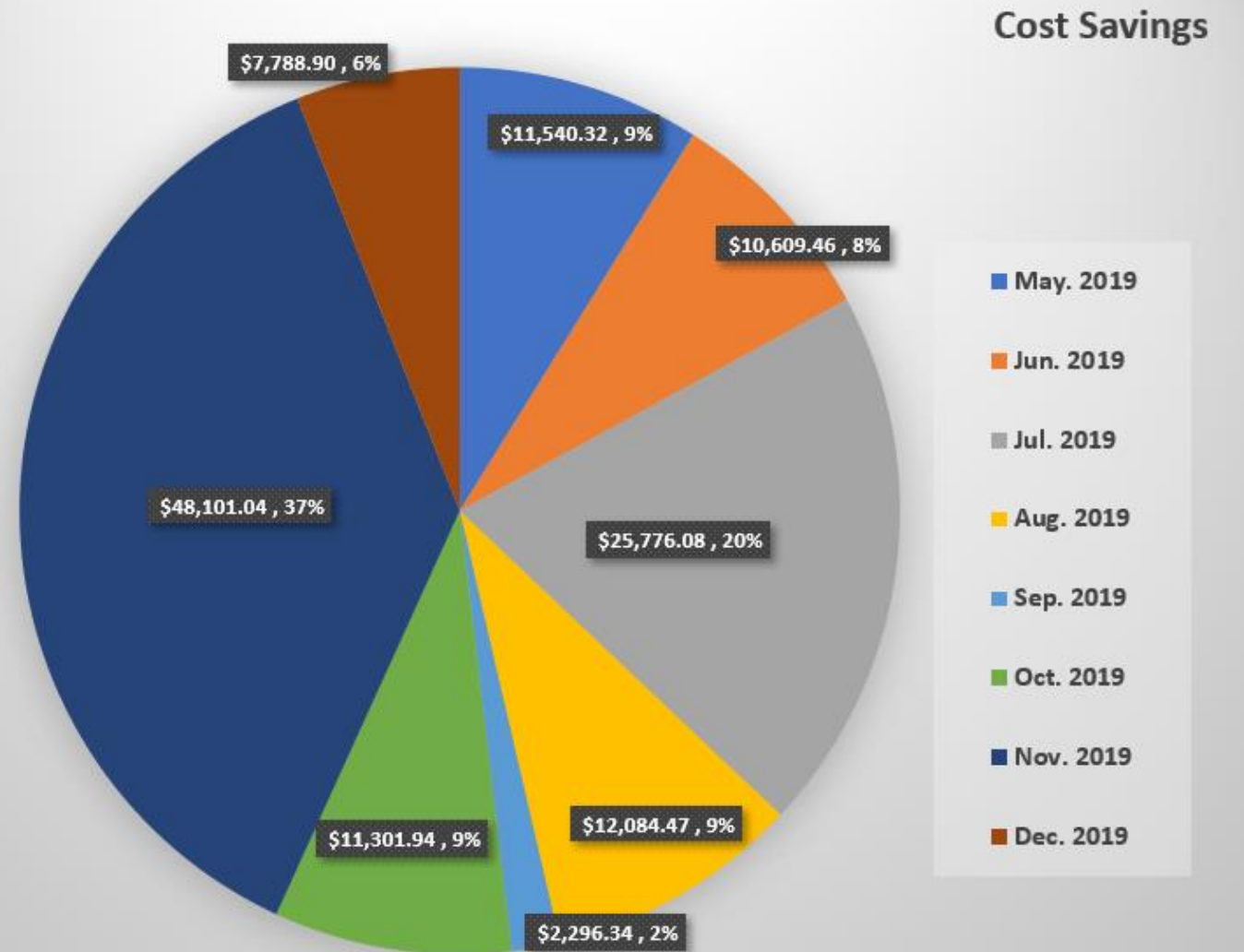
Job Order Contracting (JOC) Program (Implemented 2013)

Roads & Bridges: Program Data – By Contractor



SURPLUS SAVINGS REPORT 2019

- The Surplus program served 27 departments with general office and furniture items.
- The Surplus Program also served local municipalities like; Marina PD, Naval Support Department, Presidio of Monterey, Salinas city and Salinas PD, and many others.
- The Surplus program saved the County an average of \$130 K by reusing county surplus furniture.
- The Surplus Program also serves non-profit organizations and local government agencies have benefited from the use of our surplus programs to keep their operating costs down to continue providing much needed services for their community.
- Surplus also held several sales in which the public can take advantage of the great deals



Questions/Comments ?

Michael R. Derr

Contracts/Purchasing Officer

Secretary/Treasurer- California Association of Public Purchasing Officials (CAPPO)

Vice President- National Procurement Institute (NPI)

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