

## Memo

**To:** Board of commissioners

**From:** Dan Nickols, Program Manager

**Date:** January 20, 2021

**Re:** Consulting Services Program quarterly report – 1/1/2020 through 9/30/2020

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Attached is the 3<sup>rd</sup> quarter report for the Consulting Services Program. The reporting format has been updated to reflect some changes to the program and current reporting needs.

### Continuous improvement

Purchasing is committed to further reducing disparities in contracting. While this program has been very successful in prioritizing use of small business enterprise (SBE) firms (averaging 47% of expenditures since July 2014), there are opportunities to increase the diversity of our contracting. To that end, the county is now emphasizing working with emerging small business enterprises (ESBEs), followed by SBEs.

### What is an ESBE?

The county's small business certification program now classifies the smallest SBE firms as Emerging Small Business Enterprise (ESBE) firms. Most ESBE firms are minority-owned and women-owned.

### New report format

The report will now include:

- Total spending by firm size, including emerging ESBEs and SBEs
- Total spending by demographics
- Total spending by firm size and demographics

# Consulting Services Program Report

1/1/2020 through 9/30/2020

## Q3 Report highlights include:

- Total program expenditures were \$5,382,736
- Total dollars directed to SBE firms were \$1,137,330 (21%)
- Total dollars directed to ESBE firms were \$987,663 (18%)
- 273 firms have a master agreement in the program
- 109 firms received work under the program
  - 30 were SBE firms
  - 25 were ESBE firms



# Consulting Services Program Report

1/1/2020 through 9/30/2020

The [Consulting Services Program](#) provides professional service consultants in various technical fields (e.g. architecture, engineering, environment) an opportunity to be listed on a roster to provide services to county departments through a master agreement.

## Program goals include:

- Creating a transparent contracting process
- Encouraging greater use of emerging and small business enterprises
- Reducing disparities in contracting

## Total program spending

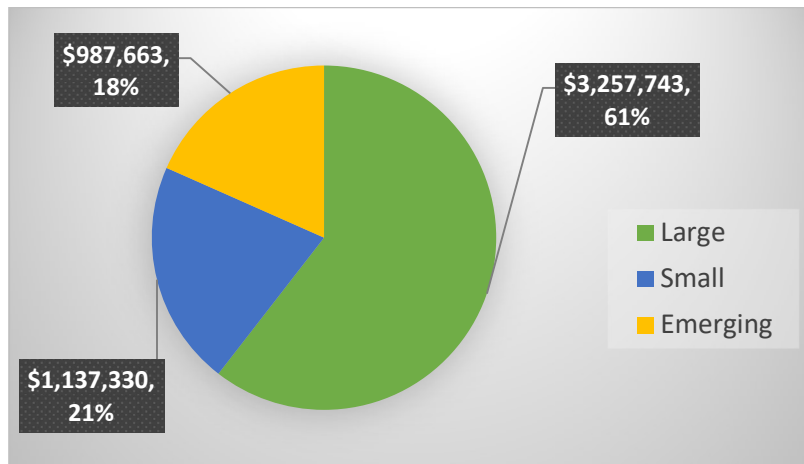
Firm description	# firms used	# firms available	Amount paid
Large caucasian male	52	129	\$3,225,395
Large caucasian female	1	5	\$18,907
Large minority male	1	2	\$13,441
Large minority female	0	0	\$0
Small caucasian male	21	32	\$565,104
Small caucasian female	6	18	\$494,719
Small minority male	3	7	\$77,507
Small minority female	0	2	\$0
Emerging caucasian male	13	34	\$390,316
Emerging caucasian female	7	25	\$182,866
Emerging minority male	4	14	\$367,321
Emerging minority female	1	5	\$47,160
<b>Totals</b>	<b>109</b>	<b>273</b>	<b>\$5,382,736</b>



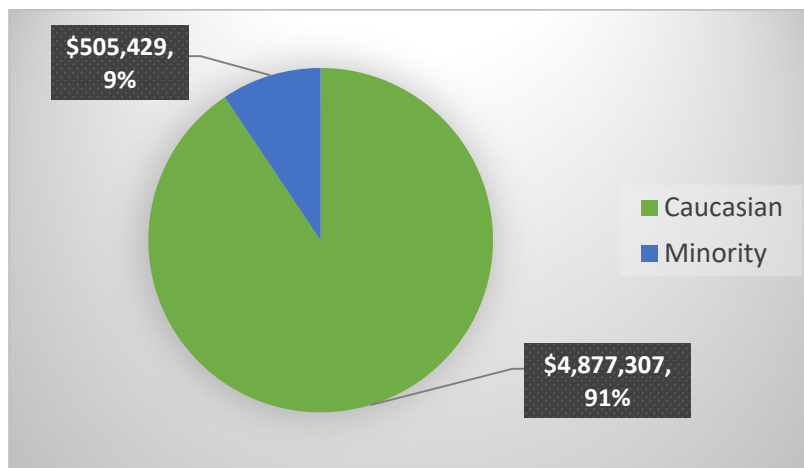
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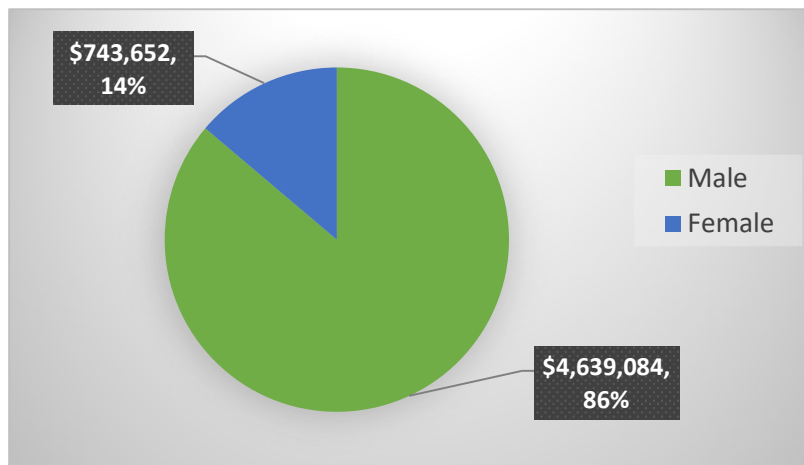
## Total spending (\$5,382,736) by firm size



## Spending by race of firm owner



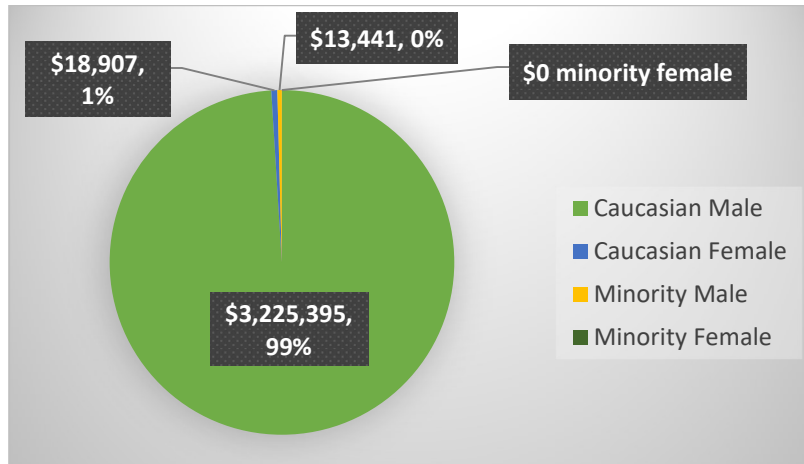
## Spending by gender of firm owner



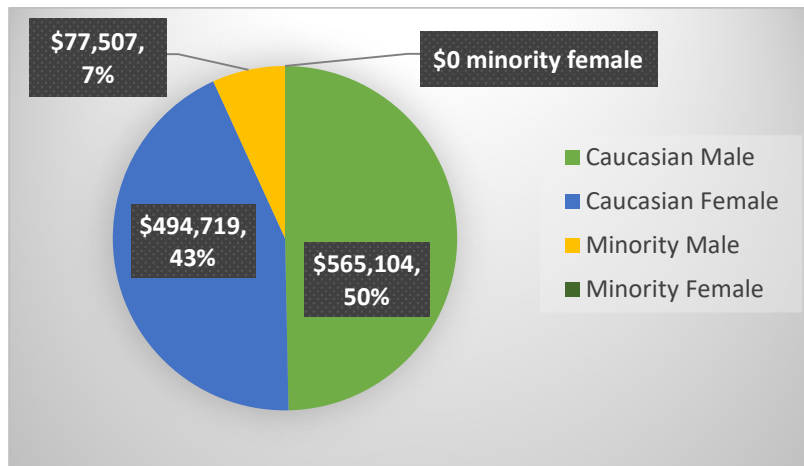
# Consulting Services Program Report

1/1/2020 through 9/30/2020

## Large firm - spending by race & gender



## Small firm - spending by race & gender



## Emerging firm - spending by race & gender

