

OVERVIEW OF SMALL BUSINESS PARTICIPATION

In Fiscal Year 2003-04, the State of California awarded \$7,589,988,641 in contracts. Of that amount, SB (including MB) received a total of \$2,289,922,803 or 30.17 percent, thereby exceeding the 25 percent goal established by Executive Order D-37-01 by 5.17 percent. That total amount includes SB receiving \$1,619,736,755 or 21.34 percent²; and MB receiving \$670,186,048 or 8.83 percent³.

CERTIFIED SB AND MB FIRMS BY NUMBER OF EMPLOYEES

The following is a breakdown of the State's 15,297 certified SB and MB firms by number of employees. This information is reported pursuant to GC Section 14840(e) under the SB Procurement and Contract Act.

A SB is defined as being either a business with 100 or fewer employees and average annual gross receipts of \$10 million or less over the previous three tax years, or a manufacturer with 100 or fewer employees.

A MB is defined as being either a business with 25 or fewer employees and average annual gross receipts of \$2.5 million or less over the previous three tax years, or a manufacturer with 25 or fewer employees.

Business Type	Firms	Number of Employees			
		0 - 25	26 - 50	51 - 75	76 - 100
All SB/MB Firms	15,297	13,742	1,208	284	63
- SB only	4,194	2,639	1,208	284	63
- MB only	11,103	11,103	0	0	0

Results are shown as of June 30, 2004.

SB AND MB PARTICIPATION

The total contract award dollars, the total dollars and number of contracts awarded to SB and MB firms, and the percentage of SB and MB participation achieved by each reporting agency and department are shown on the following pages. Also included is a breakdown of awards by commodities, services, and construction contracts for each department/agency, along with the SB and MB participation by dollars in each category.

NOTE: In the following tables, MB, while a "subset" of SB for certification purposes, are counted separately for reporting purposes and not included in the data for SB. To review awarding departments' success in meeting program objectives, see the combined SB/MB participation data.

² The original report reflected SB participation of \$1,622,660,777 or 21.38 percent. The corrected amount reflects a decrease of \$2,924,022 or 0.04 percent.

³ The original report reflected MB participation of \$670,185,980 or 8.83 percent. The corrected amount reflects an increase of \$68 (there was no effect on the percentage of participation).

Department	Total Contract Dollars	Total SB Contract Dollars	Total MB Contract Dollars	Total SB/MB Contract Dollars	Total Percent SB	Total Percent MB	Total Percent SB/MB	Total SB Contracts Awarded	Total MB Contracts Awarded	Total SB/MB Contracts Awarded
Fair Employment & Housing, Department of	\$797,268	\$173,608	\$88,791	\$262,399	21.78%	11.14%	32.91%	272	237	509
Finance, Department of	\$833,972	\$252,320	\$209,087	\$461,407	30.26%	25.07%	55.33%	56	148	204
Financial Institutions, Department of	\$342,653	\$28,770	\$64,576	\$93,346	8.40%	18.85%	27.24%	17	70	87
Fish & Game, Department of	\$10,991,337	\$4,732,574	\$109,272	\$4,841,846	43.06%	0.99%	44.05%	70	30	100
Fish & Game, Department of--Lake Earl Wildlife Area	\$22,121	\$8,844	\$0	\$8,844	39.98%	0%	39.98%	6	0	6
Fish & Game, Department of--Mojave River Hatchery	\$11,237	\$11,237	\$0	\$11,237	100.00%	0%	100.00%	17	0	17
Food & Agriculture, Department of	\$19,980,516	\$1,842,071	\$1,013,254	\$2,855,325	9.22%	5.07%	14.29%	395	55	450
Food & Agriculture, Department of--(California Exposition and State Fair)	\$7,830,175	\$1,212,282	\$616,932	\$1,829,214	15.48%	7.88%	23.36%	0	0	0
Food & Agriculture, Department of--(Silver Dollar Fair)	\$116,865	\$15,315	\$0	\$15,315	13.10%	0%	13.10%	0	0	0
Food & Agriculture, Department of--01-A District	\$805,781	\$33,511	\$0	\$33,511	4.16%	0%	4.16%	0	0	0
Food & Agriculture, Department of--10th District	\$308,759	\$8,285	\$7,922	\$16,207	2.68%	2.57%	5.25%	22	9	31
Food & Agriculture, Department of--13th District (Yuba-Sutter Fair)	\$127,221	\$22,856	\$0	\$22,856	17.97%	0%	17.97%	8	0	8
Food & Agriculture, Department of--14th District	\$212,907	\$55,049	\$1,484	\$56,533	25.86%	0.70%	26.55%	6	1	7
Food & Agriculture, Department of--22nd District	\$2,574,942	\$283,611	\$0	\$283,611	11.01%	0%	11.01%	0	0	0
Food & Agriculture, Department of--24th District	\$125,862	\$4,183	\$3,015	\$7,198	3.32%	2.40%	5.72%	1	11	12
Food & Agriculture, Department of--32nd District	\$1,957,608	\$262,059	\$0	\$262,059	13.39%	0%	13.39%	86	0	86
Food & Agriculture, Department of--52nd District (Sacramento County Fair)	\$181,829	\$77,444	\$65,319	\$142,763	42.59%	35.92%	78.51%	68	7	75
Franchise Tax Board	\$815,346,795	\$13,796,583	\$604,866	\$14,401,449	1.69%	0.07%	1.77%	414	61	475
Gambling Control Commission, California	\$1,188,434	\$14,735	\$52,800	\$67,535	1.24%	4.44%	5.68%	15	77	92
General Services, Department of	\$248,838,466	\$15,859,060	\$20,822,428	\$36,681,488	6.37%	8.37%	14.74%	12,577	2,163	14,740

Note: Departments with no data in all columns, submitted reports but had nothing to report.

Statewide Department: SB Category Totals (Fiscal Year 2003-04)

Department	Goods			Services			Construction			Category Totals		
	Total Contract \$ Goods	Total Contract \$ SB Goods	Total SB %	Total Contract \$ Services	Total Contract \$ SB Services	Total SB %	Total Contract \$ Construction	Total Contract \$ SB Const.	Total SB %	Total Contract \$	Total Contract \$ SB	Total SB %
Administrative Law, Office of	\$0	\$0	0%	\$6,067	\$6,067	100.00%	\$0	\$0	0%	\$6,067	\$6,067	100.00%
African-American Museums	\$191,111	\$71,700	37.52%	\$535,470	\$114,651	21.41%	\$0	\$0	0%	\$726,581	\$186,351	25.65%
Aging, Department of	\$244,821	\$106,867	43.65%	\$251,113	\$25,508	10.16%	\$0	\$0	0%	\$495,934	\$132,375	26.69%
Air Resources Board	\$3,832,819	\$785,978	20.51%	\$5,939,027	\$499,264	8.41%	\$0	\$0	0%	\$9,771,846	\$1,285,242	13.15%
Alcohol & Drug Programs	\$559,948	\$13,416	2.40%	\$5,754,917	\$1,111,927	19.32%	\$0	\$0	0%	\$6,314,865	\$1,125,343	17.82%
Alcoholic Beverage Control	\$1,358,292	\$125,369	9.23%	\$634,618	\$168,523	26.56%	\$0	\$0	0%	\$1,992,910	\$293,892	14.75%
Alternative Energy & Advanced Transportation Financing	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
Bay Conservation & Development Commission	\$8,338	\$8,027	96.27%	\$66,555	\$29,565	44.42%	\$0	\$0	0%	\$74,893	\$37,592	50.19%
Bay-Delta Authority, California	\$274,981	\$11,258	4.09%	\$45,219,661	\$3,128,002	6.92%	\$0	\$0	0%	\$45,494,642	\$3,139,260	6.90%
Boating & Waterways, Department of	\$632,609	\$193,830	30.64%	\$416,648	\$122,124	29.31%	\$1,996,300	\$1,300,140	65.13%	\$3,045,557	\$1,616,094	53.06%
California Environmental Protection Agency	\$137,008	\$52,428	38.27%	\$327,983	\$3,960	1.21%	\$0	\$0	0%	\$464,991	\$56,388	12.13%
California Highway Patrol	\$47,965,872	\$11,548,381	24.08%	\$43,881,578	\$0	0%	\$800,389	\$42,438	5.30%	\$92,647,839	\$11,590,819	12.51%
California Housing Finance Agency	\$1,335,200	\$97,203	7.28%	\$2,002,800	\$276,431	13.80%	\$0	\$0	0%	\$3,338,000	\$373,634	11.19%
California Public Employees' Retirement System	\$26,078,497	\$4,164,258	15.97%	\$67,022,996	\$15,147,322	22.60%	\$1,414,890	\$0	0%	\$94,516,383	\$19,311,580	20.43%
California Science Center	\$352,224	\$68,702	19.51%	\$1,098,703	\$49,195	4.48%	\$0	\$0	0%	\$1,450,927	\$117,897	8.13%
California State University, Humboldt	\$3,586,677	\$713,459	19.89%	\$2,599,868	\$211,593	8.14%	\$28,459,865	\$108,150	0.38%	\$34,646,410	\$1,033,202	2.98%
Children and Families Commission, California	\$52,426	\$0	0%	\$9,280,962	\$3,500,145	37.71%	\$0	\$0	0%	\$9,333,388	\$3,500,145	37.50%

Statewide Department: MB Category Totals (Fiscal Year 2003-04)

Department	Goods			Services			Construction			Category Totals		
	Total Contract \$ Goods	Total Contract \$ MB Goods	Total MB %	Total Contract \$ Services	Total Contract \$ MB Services	Total MB %	Total Contract \$ Construction	Total Contract \$ MB Const.	Total MB %	Total Contract \$	Total Contract \$ MB	Total MB %
Administrative Law, Office of	\$0	\$0	0%	\$6,067	\$0	0%	\$0	\$0	0%	\$6,067	\$0	0%
African-American Museums	\$191,111	\$70,099	36.68%	\$535,470	\$63,230	11.81%	\$0	\$0	0%	\$726,581	\$133,329	18.35%
Aging, Department of	\$244,821	\$21,871	8.93%	\$251,113	\$321	0.13%	\$0	\$0	0%	\$495,934	\$22,192	4.47%
Air Resources Board	\$3,832,819	\$245,719	6.41%	\$5,939,027	\$504,044	8.49%	\$0	\$0	0%	\$9,771,846	\$749,763	7.67%
Alcohol & Drug Programs	\$559,948	\$67,061	11.98%	\$5,754,917	\$1,632,715	28.37%	\$0	\$0	0%	\$6,314,865	\$1,699,776	26.92%
Alcoholic Beverage Control	\$1,358,292	\$263,320	19.39%	\$634,618	\$200,453	31.59%	\$0	\$0	0%	\$1,992,910	\$463,773	23.27%
Alternative Energy & Advanced Transportation Financing	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
Bay Conservation & Development Commission	\$8,338	\$0	0%	\$66,555	\$0	0%	\$0	\$0	0%	\$74,893	\$0	0%
Bay-Delta Authority, California	\$274,981	\$0	0%	\$45,219,661	\$608,763	1.35%	\$0	\$0	0%	\$45,494,642	\$608,763	1.34%
Boating & Waterways, Department of	\$632,609	\$0	0%	\$416,648	\$0	0%	\$1,996,300	\$0	0%	\$3,045,557	\$0	0%
California Environmental Protection Agency	\$137,008	\$84,312	61.54%	\$327,983	\$285	0.09%	\$0	\$0	0%	\$464,991	\$84,597	18.19%
California Highway Patrol	\$47,965,872	\$6,846,004	14.27%	\$43,881,578	\$4,651,094	10.60%	\$800,389	\$240,506	5.30%	\$92,647,839	\$11,737,604	12.67%
California Housing Finance Agency	\$1,335,200	\$335,545	25.13%	\$2,002,800	\$537,039	26.81%	\$0	\$0	0%	\$3,338,000	\$872,584	26.14%
California Public Employees' Retirement System	\$26,078,497	\$1,390,468	5.33%	\$67,022,996	\$10,099,720	15.07%	\$1,414,890	\$0	0%	\$94,516,383	\$11,490,188	12.16%
California Science Center	\$352,224	\$0	0%	\$1,098,703	\$0	0%	\$0	\$0	0%	\$1,450,927	\$0	0%
California State University, Humboldt	\$3,586,677	\$0	0%	\$2,599,868	\$48,131	1.85%	\$28,459,865	\$0	0%	\$34,646,410	\$48,131	0.14%
Children and Families Commission, California	\$52,426	\$1,133	2.16%	\$9,280,962	\$174,431	1.88%	\$0	\$0	0%	\$9,333,388	\$175,564	1.88%

