

Interested in Becoming a Local Government Reciprocity Partner?

Reciprocity Partnerships and Your Agency

The Reciprocity Program, which is administered by the Office of Small Business and DVBE Services (OSDS), is committed to reducing the duplication of small business and DVBE certification processes throughout California government—at the state, local, and special district levels. This major streamlining effort is being accomplished one step at a time through collaborative relationships with local governmental entities. These relationships are called Reciprocity Partnerships; and, they offer diverse benefits to meet the unique needs of each of the primary stakeholders—local government, small business, and the State.

No-Cost Resources to Build/Enhance Local Small Business Programs

Even in these tough budgetary times, you can develop/enhance a small business program that meets your local needs and you can augment your procurement program—without hiring additional staff! This overview provides a brief description of the State's no-cost Small Business Certification "Reciprocity Program".

Local Government Wins

For local governments, a Reciprocity Partnership ensures procurement and contracting staff have access to an advanced, centralized, certified-firm database with versatile, customizable query tools—available on a 24/7 basis. The database currently details more than 14,000 firms that have been "certified" by the State as "small businesses". This means local programs are assured of offering procurement/contracting opportunities to small businesses that have already met specifically defined eligibility requirements. In addition, statewide exposure for local businesses can mean increased contracting opportunities; and increased contracting opportunities can positively impact the local economy.

Small Business Wins

To begin with, it's almost effortless for a small business to participate in multiple small business programs when Reciprocity Partnerships exist. Increased program participation provides expanded opportunities for small business to "do business" with government. And, a business' visibility is increased both locally and statewide because Reciprocity Partners have access to the same centralized database.

The State Wins

Reciprocity relationships also help the State to carry out the provisions of Governor's Executive Order D-37-01.

Reciprocity Works

Simply stated, "reciprocity" happens when a local entity agrees to accept State Small Business Certification as the foundation of its local business program. "Reciprocity" has been designed to be flexible, so it can be tailored to meet local program needs.

The basic formula for customization of a program would include:

1. "Honor" State Small Business Certification plus, if needed or desired:
2. Require other specific local program elements such as:

- Average annual gross receipts threshold
(Use a 2.5, 5, or 10 million dollar threshold)
- Employee count threshold
(Use a count threshold of 25, 50, or 100)
- Business address/location

If you are a local government official looking for more information about how Reciprocity may be able to benefit your program, please contact:

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