



NEWS RELEASE

Department of General Services

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State Agencies, Employees Awarded for Excellence in Doing Business with California Small and Disabled Veterans Businesses

WEST SACRAMENTO – In a ceremony at its West Sacramento Headquarters today, the Department of General Services presented awards to 12 State agencies and four State employees for their outstanding work toward increasing the amount of purchasing and contracting that is done with California small businesses (SB) and disabled veteran's businesses.

"Across State government we are all working to meet the Governor's goal to push more State business to small businesses and disabled veterans businesses," said DGS Director Will Bush. "These agencies and individuals are the leaders in that effort."

Last year, Governor Schwarzenegger signed an executive order that established a goal for State government to do at least 25 percent of its purchasing and contracting with small businesses. Additionally the State's Veterans and Military Code sets a goal to do at least 3% with Disabled Veterans Business Enterprises (DVBE).

"Each year the State purchases more than \$9 billion worth of goods and services. We must continue to ensure that as much of our money as possible is going to the 98% of businesses that drive California's economy," added Bush.

The State Agency Recognition Awards honor State departments and employees for their best practices, creativity and outstanding achievements to advance the State's Small Business and Disabled Veterans Business Enterprises programs.

The agencies receiving top honors at the SARA awards were:

Governor's Award – California Department of Veterans Affairs

This prestigious award is presented to the department that epitomizes a superior standard for all state departments to model.

The Department developed an aggressive corrective action plan which increased the Department's DVBE participation from an initial rate of 0.80% in July 2006 to 3.93% by the end of the fiscal year. This effort is more than double the previous year's DVBE participation rate of 1.68%. These

improvements are even more significant when the real dollar impact is analyzed; the actual dollar amount of DVBE participation increased from \$367,138 in 2005-06 to \$1,089,897 in 2006-07, an increase of \$722,759 or 197%.

State and Consumer Services Agency Secretary's Special Achievement Award – California Department of Corrections and Rehabilitation

This is a new award that honors outstanding achievement with regard to Small Business and DVBE participation that has made a substantial impact to the state of California Small Business participation goals.

During the past six years, this department averaged more than 38.5 percent Small Business (SB) participation. The Department has 49 locations capable of contracting on their own, and many of these locations contract out for more than \$15 million per year. This fiscal year, four of the reporting locations had more than 50 percent SB participation and four locations reported more than 11 percent DVBE participation. These locations alone contributed more than \$29 million to SB and more than \$16 million to DVBE.

California Small Business Association/California DVBE Alliance Leadership Award – Department of General Services

This is a new award that honors the department that most exemplifies innovative, creative and cutting edge solutions in the state's processes.

This Department developed a new process which is innovative and has remarkably streamlined the SB/DVBE processes. Prior to the system roll out for this new process it took weeks and sometimes months to complete this application process for Small Businesses. The new application process can be completed in less than 30 minutes. As a result of this new improved process more small businesses are willing to take on this challenge.

Gold Winner – California Military Department

This Department adopted a "DVBE/Small Business First" policy and, as a result, significantly improved its DVBE and Small Business percentages during fiscal year 2006-2007.

Silver Winner – Department of Corrections and Rehabilitation

This Department has enhanced the growth of the SB community by awarding more than \$6.8 billion to SB throughout the state. They have also awarded more than \$115 million to DVBEs.

Bronze Winner – California Department of Forestry and Fire Protection

This Department developed a "SB/DVBE roadmap" in an effort to increase SB/DVBE participation throughout the department. They created a brochure which featured purchasing officials throughout the state that assisted SB/DVBE vendors in establishing contacts within the department.

Honorable Mention – Folsom State Prison

This Department's management and staff fully cooperated to ensure that all buyers received training on the changes in procurement policies and on ways to include small and disabled veteran businesses in the bid process, resulting in increased participation.

The following agencies were recognized for their improvement over the last year in the percentage of business they are doing with small and disabled veterans businesses:

Most Improved Small Business Participation Award

Sierra Nevada Conservancy – Small Department Category – 60.18% increase
Victim Compensation & Government Claims Board – Medium Department Category – 35.04% increase
State Water Resources Control Board – Large Department Category - 30.06% increase

Most Improved Disabled Veterans Business Enterprise Participation Award
21st District Agricultural Association – Small Department Category – 65.59% increase
California Unemployment Insurance Appeals Board – Medium Department Category – 16.64% increase
Department of Toxic Substances Control Board – Large Department Category – 32.16% increase

The following state employees were honored with Advocate of the Year awards:

Gold Winner – Dennis Miller, California Department of Motor Vehicles
Miller has continually shown outstanding and exceptional efforts in keeping the SB/DVBE alive and thriving for over five years. He continually demonstrates a high quality of customer service, innovative thinking and pro-active approaches in dealing with legislative changes, regulatory adjustments and statutes that help keep all advocates aware of ongoing participation changes related to the SB/DVBE program.

Silver Winner – Arlynn Chenn, California Department of Veterans Affairs
Chenn has been a key component in helping this Department exceed their DVBE participation goals for the last two fiscal years with internal education and external outreach efforts. She has developed a database of SB/DVBE vendors for quick reference.

Bronze Winner – Andrew Lee, California Secretary of State's Office
Lee provided excellent customer service through outreach and education to the SB/DVBE community encouraging these businesses to get certified. Lee also implemented a Department DVBE Incentive Program and provided training internally to staff. As a result of their dedication this department has exceeded both their SB/DVBE goals for the past two years.

Honorable Mention – Patricia Whitefield, Department of General Services
Whitfield single-handedly kept track of the expenditures in the Department's Office of Legal Services Division and encouraged all staff to utilize small business enterprises and disabled veterans business enterprises whenever possible. As a result of these efforts the division exceeded both their SB/DVBE goals for the fiscal year 06/07.

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