

ANNUAL REPORT ON THE PARTICIPATION OF SMALL BUSINESS IN STATE CONTRACTING

This report on the participation of small business firms in state contracting for Fiscal Year 2000/2001 is hereby submitted to the Legislature by the Department of General Services (DGS) pursuant to the requirements of California Government Code Section 14840 under the Small Business Procurement and Contract Act. This report highlights improvements made in the small business participation in state contracting, describes achievement recognition awards made pursuant to Government Code Section 14845, outlines changes to the Small Business Procurement and Contract Act effective January 1, 2002, describes Small Business Council goals, and provides data on the participation of small business firms in state contracting.

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SIGNIFICANT IMPROVEMENTS IN SMALL BUSINESS PARTICIPATION

Since Governor Gray Davis took office, California state agencies have improved their small business participation rates by fifty percent. The 2000-2001 report reflects a 33% improvement over last year's participation rate. Departments having a significant improvement are listed below.

In Fiscal Year 2000/2001 the State of California awarded \$650,170,578 in contracts to certified small businesses. This represents 16.4 percent of the \$3,955,753,185 awarded to all contractors. The percentage share rose from 12.3 percent in Fiscal Year 1999/2000.

INCREASE IN NUMBER OF FIRMS CERTIFIED AS SMALL BUSINESSES

Since Governor Gray Davis took office, the number of small businesses certified by the State has increased by approximately 40%. During the Fiscal Year 2000/2001 the number of California certified small business firms rose from 5,579 to 6,931, an increase of 24 percent over the previous year.

DEPARTMENTS WITH SIGNIFICANT IMPROVEMENT IN PARTICIPATION

Department	2000	2001	Improvement
Boating and Waterways	42.0%	100.0%	58.0%
Building Standards Commission	4.3%	40.5%	36.2%
Business, Transportation & Housing Corporations	3.1%	15.2%	12.1%
Corporations	35.7%	53.8%	18.1%
Corrections	7.3%	19.2%	11.9%
Office of Criminal Justice Planning	13.4%	45.9%	32.5%
Employment Development	13.4%	23.3%	10.0%
Environmental Health Hazard Board of Equalization	12.5%	32.7%	20.2%
Board of Equalization	16.8%	29.4%	12.6%
Fair Employment & Housing	1.9%	13.3%	11.4%
Finance	10.9%	100.0%	89.1%
Financial Institutions	28.7%	50.9%	22.2%
Health Services	13.5%	34.0%	20.5%
Housing & Community Development	14.4%	39.3%	24.9%
Housing Finance Agency	1.7%	27.0%	25.3%
PERS	1.7%	20.4%	18.7%
Real Estate Appraisers	30.5%	67.2%	36.7%
State Lands Commission	0.3%	25.3%	25.0%
Commission on State Mandates	4.7%	41.0%	36.3%
Office of Traffic Safety	0.4%	31.5%	31.1%
Transportation	9.1%	19.5%	10.4%

CALIFORNIA SMALL BUSINESS DAY

The first annual California Small Business Day, "A Salute to Small Business," took place in Sacramento on May 30, 2001. This event was sponsored by many California organizations, Pacific Bell being the premier sponsor. California Small Business Day was held as a means of launching partnerships between California state agencies and the small business community. In attendance were various small businesses, state agency small business advocates, and members of the California State Legislature.

A visit with legislative leadership and key committee members on issues affecting small business owners took place during the morning session, with energy being an important topic of discussion. A keynote address delivered by Governor Gray Davis also touched on the energy crisis in California. Governor Davis also took the opportunity to announce the signing of Executive Order D-37-01, that established a 25 percent small business participation goal to ensure a fair portion of the state's overall contract dollars are awarded to small business.

EXECUTIVE ORDER D-37-01

On May 30, 2001, Governor Davis signed an Executive Order acknowledging that California small businesses comprise nearly 98 percent of all businesses in the state, employ more than 50 percent of the state's workforce and generate more than half of its gross domestic product. He further announced that it was "good business" to enhance opportunities for small businesses to participate in the state contracting process. As such he directed:

- Each Agency Secretary to promote the use of small businesses in state contracting activities and develop a plan for improvement when participation levels are low.
- All state agencies to aggressively pursue an annual 25 percent small business participation level in state contracting and to develop a plan for improvement if the participation level is not met.
- The DGS to adopt and fully implement its Statewide Small Business Plan which includes the following elements: 1) streamlining the small business certification process; 2) increasing the pool of certified small businesses; 3) establishing a Prompt Payment Advocate; and 4) implementing an economic conference and opportunity fair.

STATE CONTRACTING RECOGNITION AWARDS 2001

Government Code Section 14845 requires the DGS to recognize state employees who make an outstanding contribution to the state's overall effort to increase the level of small business participation in state contracting. Although not required to do so by statute, the DGS also recognizes state agencies that develop and implement innovative programs that increase participation of small businesses in state contracting. These awards were first presented last year; the second annual State Contracting Recognition Awards took place on September 11, 2001, in Sacramento, California.

The awards were held to recognize the outstanding achievements of eight state agencies for developing and implementing effective programs to promote increased contracting opportunities for small businesses and disabled veteran business enterprises (DVBEs). In addition, two state employees were recognized for outstanding achievements on behalf of small businesses.

A panel of three judges from the private sector and professional organizations selected six state agencies to receive the Gold, Silver and Bronze awards from a group of 26 nominees.

Their final selections resulted in one first-place award (the Gold Award), two second-place awards (the Silver Award), and three third-place awards (the Bronze Award). In making their selections, the panel placed particular emphasis on assessing the relative ease with which each program could be implemented by other state agencies.

Special awards were also presented to two state agencies for their accomplishments in the small business and DVBE arena. Descriptions of the awards and the recipients are as follows:

Gold Award Winner

- **Franchise Tax Board (FTB)**

The FTB was recognized for achieving small business participation on a large office automation contract through fostering a partnership between a small business, Capital Data Corporation, and a large business, GE Capital.

The FTB has an established policy that all solicitations must include small businesses, so when it came time to select a supplier for the office automation project, FTB contacted six California Multiple Award Schedule (CMAS) suppliers, four of which were small businesses. The responses were evaluated on the following criteria: Gold Partner Rating, price, small business status, and customer references.

Capital Data Corporation, a certified small business, offered the best pricing but did not have the Gold Partner Rating that was needed to meet the FTB's critical support requirement.

GE Capital offered good pricing and the Gold Partner Rating, which did meet the agency's critical support requirement.

In an effort to meet its business needs, and at the same time meet its small business participation goals, FTB met with both suppliers to discuss a partnership. Both suppliers were willing to work together and form a partnership. The certified small business, Capital Data Corporation, was awarded a contract for four Ethernet Switches for a total of \$354,752. The large business provided the technical expertise that the small business lacked, and was awarded a contract for six Ethernet Switches and two years of maintenance service on all ten switches, for a total contract of \$639,087. In addition, Capital Data gained hands on technical experience that will help it qualify for its own Gold Partner Rating.

Silver Award Winners

Prison Industry Authority and the Department of Corrections' Folsom State Prison

- **Prison Industry Authority (PIA)**

The PIA received a Silver Award this year for building upon last year's gold award-winning plan, which was a "Game Plan" to make small business a "big deal." Last year, PIA created what it calls a "Small Business Tool Kit." The tool kit familiarizes staff with the small business and DVBE programs, and helps them identify potential small and disabled veteran suppliers. It also provides guidance to small business and DVBE owners on how to do business with the state.

The PIA's Game Plan 2001 continues the organization on its successful path toward making small business — to use the PIA's own words — "a big deal." It helped them achieve a small business participation rate of 23.5 percent this year, with a total of \$17,222,540 going to the small business community in California.

- **Department of Corrections' Folsom State Prison**

The Silver Award was awarded to Folsom State Prison for implementing improvements in three areas, which included:

- Reforming purchasing policies for purchases under \$2,500;

- The implementation of a quarterly report that shows small business and DVBE participation in purchase awards by each unit within the organization; and
- The establishment of quarterly recognition awards to recognize individuals that achieve the highest participation by small businesses and DVBEs in purchase awards.

These efforts have resulted in an increase in the DVBE participation level from 1.9 percent to 21 percent and having a small business participation level that consistently exceeds the 25 percent goal.

Bronze Award Winners

Department of Transportation (Caltrans), California Highway Patrol (CHP), and the Department of Corporations

- **Caltrans**

Caltrans was presented the Bronze Award for successfully establishing its bi-weekly Information Technology (IT) Vendor Conferences to promote IT bids for services, software, and hardware purchased through the CMAS and Master Services Agreement (MSA) programs.

Caltrans established the conferences to increase the base of qualified suppliers, with an emphasis on increasing the number of certified small business and DVBE suppliers. The conferences are paying off as the supplier base for its IT projects has increased from 30 suppliers at the beginning of the project to over 300 now. More importantly, Caltrans increased its small business participation rate from 9.1 percent during the 1999/2000 fiscal year to 19.5 percent this fiscal year.

- **CHP**

The CHP received this award for developing an Accounts Payable Weekly Invoice Status Report to ensure prompt payment of invoices, especially those to small businesses and DVBEs. Invoices to small businesses and DVBEs account for 1,500 of the 10,000 invoices the CHP processes each month.

The CHP also reorganized the Accounts Payable Unit; taken with the newly developed Invoice Status Report, the CHP can efficiently and effectively monitor invoices to avoid late payments to small businesses and DVBEs.

With the emergence of this new reporting system, there has been a significant decrease in late payments to small and disabled veteran-owned businesses.

- **Department of Corporations**

The Department of Corporations was presented the Bronze Award for its internal “Cooperative Effort” activities. With the objective of increasing small business and DVBE participation in contracting opportunities, the department’s Business Services Office (BSO) staff contacted small businesses and DVBEs to determine what products or services they provide. They provided that information to department users and obtained commitments from the users to consider the small business and DVBE suppliers to fill their needs.

To continue and enhance Corporation’s Cooperative Effort, a Small Business and DVBE Advocate was appointed to oversee and strengthen the department’s activities in identifying and promoting opportunities for small businesses and DVBEs.

This Cooperative Effort resulted in a small business participation rate of 35.7 percent for Fiscal Year 1999/2000 and 53.8 percent for 2000/2001.

Special Awards Presented at the Small Business Award Ceremony 2001

- **Department of Aging**

The Department of Aging was presented with a special award for achieving the highest small business participation rate in the state. They exceeded the program’s 25 percent participation goal achieving a participation rate of 55 percent for Fiscal Year 1999/2000.

- **Department of Fish and Game**

The Department of Fish and Game was presented with a special award for achieving the highest DVBE participation rate in the state. They far exceeded the program’s three percent participation goal, having achieved a participation rate of 28 percent for Fiscal Year 1999/2000.

Awards for Outstanding Achievement

DGS' Patricia Jones, of the Procurement Division, was presented with a special award for her exemplary efforts in the advocacy of the Small Business and DVBE Programs. She is one of the architects of the Governor's Small Business and DVBE Executive Orders that greatly enhanced contracting opportunities for small businesses and DVBEs. She was also instrumental in drafting new legislation that streamlined purchasing and contracting processes for small businesses and DVBEs, significantly increasing opportunities for them to do business with the state.

DGS' Tom Lee, of the Procurement Division, was presented with a special award for his leadership role in developing the simplified small business/DVBE certification application forms. Under his guidance, the cumbersome 31-page document was pared down to two one-page foldout brochures, one for small businesses and one for DVBEs. The new application forms make it much easier for small businesses and DVBEs to apply for certification.

NEW LEGISLATION DEFINING “MICROBUSINESS” BENEFITS ALL CERTIFIED SMALL BUSINESSES

Assembly Bill 1084 (Chapter 882, Statutes of 2001), authored by Assembly Member Herb Wesson, was signed by the Governor and became effective January 1, 2002. This bill makes numerous changes to the Small Business Procurement and Contract Act in Government Code Sections 14835 through 14843. It adds a definition for “microbusiness,” and affords all certified microbusinesses the same benefits as certified small businesses. To be eligible for certification as a microbusiness, a business, together with affiliates, must have average annual gross receipts of \$2.5 million or less, or be a manufacturer with 25 or fewer employees.

The Small Business and DVBE Certification Section within the DGS, Procurement Division, has made modifications to its on-line inquiry system to identify this new classification of certified businesses.

The bill also adds a new five percent Subcontractor Preference. The provisions of the bill provide that prime bidders may be eligible for a bid evaluation preference of up to five percent if they subcontract with certified small or microbusinesses. The DGS will be establishing regulations to implement this new law.

This preference will help primes as they compete against each other, but will not hurt competing certified small or microbusinesses as application of the preference cannot prevent a certified small business from winning the award. It encourages prime contractors to subcontract with certified small and microbusinesses — a win/win situation for everybody.

The bill extends the five percent small and microbusiness preference to contracts evaluated by factors other than cost alone by providing that a five percent small and microbusiness preference be applied to bid evaluations where award is to be made using a “point count,” “high score,” or “best value” methodology.

There will be more data regarding the participation of small and microbusiness in state contracting available as a result of this bill. The bill calls for state agencies to include in their annual report on small business participation information on microbusiness participation.

SMALL BUSINESS COUNCIL

The DGS, Small Business Council (Council) is composed of representatives from the small business community and representatives from various state agencies, with a goal of identifying improvements needed to increase opportunities for small businesses competing for state contract awards. The Council has proven to be a valuable source of ideas for many improvements in the state's processes to facilitate opportunities for small businesses.

Council goals for the next two years include focusing on the needs of small business owners by raising awareness of issues, programs, and procedures that are important to and/or impact small businesses, and availing procurement opportunities to an increased pool of certified small businesses.

CERTIFIED SMALL BUSINESS FIRMS BY NUMBER OF EMPLOYEES

The following is a breakdown of the state's 6,931 certified small business firms by number of employees. This information is reported pursuant to California Government Code Section 14840(e) under the Small Business Procurement and Contract Act.

Number of Employees	Number of Certified Small Business Firms
0 - 25	6,339
26 - 50	444
51 - 75	112
76 - 100	36

STATE AGENCY SMALL BUSINESS PARTICIPATION

The total contract award dollars, the total dollars awarded to small business firms and the percentage of small business participation achieved by each of the reporting agencies is shown on the following pages. Also included is a breakdown of awards by goods, service and construction contracts for each agency, along with the small business participation by dollars and percentage in each category.

Annual Small Business Participation

By Department of General Services
FY/ 2000-2001

Office	Total Contract Dollars	Small Business Contract Dollars	Office Small Business %
DGS - ADMINISTRATIVE HEARINGS	\$4,342,483	\$482,478	11.1%
DGS - ARCHITECT, DIVISION OF THE STATE	\$5,723,161	\$1,502,634	26.3%
DGS - EXECUTIVE OFFICE	\$9,935,568	\$1,222,750	12.3%
DGS - FISCAL SERVICES	\$1,503,696	\$202,886	13.5%
DGS - FLEET ADMINISTRATION	\$14,983,310	\$1,069,040	7.1%
DGS - HUMAN RESOURCES	\$871,335	\$72,061	8.3%
DGS - LEGAL SERVICES	\$85,683	\$16,151	18.8%
DGS - PROCUREMENT	\$254,769,400	\$76,033,842	29.8%
DGS - PUBLIC SCHOOL CONST.	\$1,992,664	\$1,612	0.1%
DGS - REAL ESTATE SERVICES	\$122,699,300	\$28,407,292	23.2%
DGS - RISK & INSURANCE MGT	\$805,244	\$519,562	64.5%
DGS - STATE PUBLISHING	\$35,698,973	\$9,800,880	27.5%
DGS - TELECOMMUNICATIONS	\$24,220,172	\$2,984,162	12.3%
DEPARTMENT TOTALS	\$477,630,990	\$122,315,350	25.6%

Totals may not agree due to rounding

Totals may not agree due to rounding

**Small Business
By Agency
FY 00/01**

Agency	Total Contract Dollars	Small Business Contract Dollars	Agency Small Business %
Business, Transportation & Housing Agency	\$464,275,271	\$79,475,949	17.1%
California State University	\$26,827,440	\$131,521	0.5%
California Technology, Trade & Commerce Agency	\$12,424,078	\$1,170,406	9.4%
Environmental Protection Agency	\$5,669,970	\$822,311	14.5%
Health & Human Services Agency	\$785,010,940	\$98,069,116	12.5%
Other	\$273,357,492	\$41,649,110	15.2%
Resources Agency	\$474,126,008	\$68,186,438	14.4%
State & Consumer Services Agency	\$904,202,803	\$167,845,361	18.6%
Youth & Adult Correctional Agency	\$1,010,024,606	\$194,237,859	19.2%
Statewide Totals	\$3,955,918,608	\$651,588,071	16.5%

Small Business Participation Contract Totals by Department FY 00/01

Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
African American Museum, California	\$34,848	\$0	0.0%
Aging, Department of	\$4,480,493	\$258,114	5.8%
Alcohol & Drug Programs, Department of	\$6,682,583	\$2,132,164	31.9%
Alcoholic Beverage Control, Department of	\$512,698	\$170,606	33.3%
Boating & Waterways, Department of	\$4,110,856	\$4,110,856	100.0%
Building Standards Commission, California	\$132,818	\$53,821	40.5%
Business, Transportation & Housing Agency	\$98,188	\$14,968	15.2%
Coastal Conservancy, State	\$1,560,757	\$180,775	11.6%
Conservation Corps, California	\$25,690,309	\$515,779	2.0%
Conservation, Department of	\$26,187,102	\$884,158	3.4%
Consumer Affairs, Department of	\$232,580,805	\$7,357,960	3.2%
Controller, State	\$9,424,957	\$1,641,023	17.4%
Corporations, Department of	\$1,314,697	\$707,299	53.8%

Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Corrections, Board of	\$1,141,686	\$458,259	40.1%
Corrections, Department of	\$1,007,636,649	\$193,419,356	19.2%
Criminal Justice Planning, Office of	\$918,277	\$421,770	45.9%
Developmental Services, Department of	\$77,197,917	\$20,247,804	26.2%
Emergency Medical Services Authority	\$546,011	\$177,000	32.4%
Employment Development Department	\$46,353,165	\$10,821,243	23.3%
Energy Commission, California	\$112,167,400	\$23,684,414	21.1%
Environmental Health Hazard Assessment, Office of	\$1,302,854	\$426,051	32.7%
Equalization, Board of	\$10,370,622	\$3,051,312	29.4%
Fair Employment & Housing, Department of	\$362,749	\$48,192	13.3%
Finance, Department of	\$2,353,738	\$2,353,737	100.0%
Financial Institutions, Department of	\$524,350	\$267,093	50.9%
Food & Agriculture, Department of	\$19,795,594	\$2,734,785	13.8%
Franchise Tax Board	\$55,224,519	\$9,922,688	18.0%
General Services, Department of	\$477,630,990	\$122,315,350	25.6%
Health & Human Services Data Center	\$52,605,108	\$3,756,433	7.1%

Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Health Services, Department of	\$134,603,005	\$45,798,116	34.0%
Highway Patrol, Department of California	\$59,600,226	\$7,193,133	12.1%
Horse Racing Board, California	\$1,751,614	\$63,525	3.6%
Housing & Community Development, Department of	\$2,603,126	\$1,022,122	39.3%
Housing Finance Agency, California	\$1,243,150	\$335,408	27.0%
Industrial Relations, Department of	\$11,830,721	\$1,229,765	10.4%
Integrated Waste Management Board, California	\$4,367,116	\$396,260	9.1%
Justice, Department of	\$82,839,012	\$9,014,838	10.9%
Library, California State	\$1,667,604	\$193,526	11.6%
Managed Health Care, Department of	\$8,597,644	\$767,860	8.9%
Mental Health, Department of	\$436,930,752	\$8,334,020	1.9%
Military Department	\$7,515,271	\$834,972	11.1%
Motor Vehicles, Department of	\$80,718,298	\$11,689,296	14.5%
Parks & Recreation, Department of	\$103,317,161	\$14,412,158	13.9%
Personnel Administration, Department of	\$6,570,827	\$566,474	8.6%
Personnel Board, State	\$3,389,411	\$414,655	12.2%

Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Prison Industry Authority	\$73,399,691	\$17,222,540	23.5%
Prison Terms, Board of	\$1,246,271	\$360,244	28.9%
Public Defender, State	\$1,314,020	\$113,108	8.6%
Public Employees Retirement System	\$119,431,874	\$24,308,349	20.4%
Public Utilities Commission, State of California	\$50,235	\$0	0.0%
Real Estate Appraisers, Office of	\$129,284	\$86,927	67.2%
Real Estate, Department of	\$2,253,075	\$389,119	17.3%
Science Center, California	\$2,566,725	\$710,989	27.7%
Secretary of State	\$13,817,595	\$531,869	3.8%
Social Services, Department of	\$22,110,593	\$5,750,132	26.0%
State Lands Commission	\$846,124	\$213,873	25.3%
State Mandates, Commission on	\$231,595	\$94,915	41.0%
State University, California	\$26,827,440	\$131,521	0.5%
Stephen P. Teale Data Center	\$33,155,774	\$3,330,065	10.0%
Teacher Credentialing, Commission on	\$2,127,295	\$488,307	23.0%
Teachers Retirement System, State	\$12,848,064	\$2,713,357	21.1%

Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Technology, Office of	\$12,424,078	\$1,170,406	9.4%
Traffic Safety, Office of	\$1,153,608	\$363,738	31.5%
Transportation, Department of	\$272,371,153	\$53,138,315	19.5%
Treasurer, Office of the State	\$3,131,511	\$241,821	7.7%
Unemployment Insurance Appeals Board	\$3,501,313	\$794,090	22.7%
Veterans Affairs, Department of	\$23,401,189	\$636,950	2.7%
Water Resources, Department of	\$201,092,423	\$24,398,298	12.1%
Statewide Totals	\$3,955,918,608	\$651,588,071	16.5

Totals may not agree due to rounding

Small Business
By Agency and Department
FY 00/01

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Business, Transportation & Housing Agency			
Alcoholic Beverage Control, Department of	\$512,698	\$170,606	33.3%
Business, Transportation & Housing Agency	\$98,188	\$14,968	15.2%
Corporations, Department of	\$1,314,697	\$707,299	53.8%
Financial Institutions, Department of	\$524,350	\$267,093	50.9%
Highway Patrol, Department of California	\$59,600,226	\$7,193,133	12.1%
Housing & Community Development, Department of	\$2,603,126	\$1,022,122	39.3%
Housing Finance Agency, California	\$1,243,150	\$335,408	27.0%
Managed Health Care, Department of	\$8,597,644	\$767,860	8.9%
Motor Vehicles, Department of	\$80,718,298	\$11,689,296	14.5%
Real Estate Appraisers, Office of	\$129,284	\$86,927	67.2%
Real Estate, Department of	\$2,253,075	\$389,119	17.3%
Stephen P. Teale Data Center	\$33,155,774	\$3,330,065	10.0%
Traffic Safety, Office of	\$1,153,608	\$363,738	31.5%
Transportation, Department of	\$272,371,153	\$53,138,315	19.5%

Totals may not agree due to rounding

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Business, Transportation & Housing Agency Totals	\$464,275,271	\$79,475,949	17.1%
California State University			
State University, California	\$26,827,440	\$131,521	0.5%
California State University Totals	\$26,827,440	\$131,521	0.5%
California Technology, Trade & Commerce Agency			
Technology, Office of	\$12,424,078	\$1,170,406	9.4%
California Technology, Trade & Commerce Agency Totals	\$12,424,078	\$1,170,406	9.4%
Environmental Protection Agency			
Environmental Health Hazard Assessment, Office of	\$1,302,854	\$426,051	32.7%
Integrated Waste Management Board, California	\$4,367,116	\$396,260	9.1%
Environmental Protection Agency Totals	\$5,669,970	\$822,311	14.5%

Totals may not agree due to rounding

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Health & Human Services Agency			
Aging, Department of	\$4,480,493	\$258,114	5.8%
Alcohol & Drug Programs, Department of	\$6,682,583	\$2,132,164	31.9%
Developmental Services, Department of	\$77,197,917	\$20,247,804	26.2%
Emergency Medical Services Authority	\$546,011	\$177,000	32.4%
Employment Development Department	\$46,353,165	\$10,821,243	23.3%
Health & Human Services Data Center	\$52,605,108	\$3,756,433	7.1%
Health Services, Department of	\$134,603,005	\$45,798,116	34.0%
Mental Health, Department of	\$436,930,752	\$8,334,020	1.9%
Social Services, Department of	\$22,110,593	\$5,750,132	26.0%
Unemployment Insurance Appeals Board	\$3,501,313	\$794,090	22.7%
Health & Human Services Agency Totals	\$785,010,940	\$98,069,116	12.5%

Totals may not agree due to rounding

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Other			
Controller, State	\$9,424,957	\$1,641,023	17.4%
Criminal Justice Planning, Office of	\$918,277	\$421,770	45.9%
Equalization, Board of	\$10,370,622	\$3,051,312	29.4%
Finance, Department of	\$2,353,738	\$2,353,737	100.0%
Food & Agriculture, Department of	\$19,795,594	\$2,734,785	13.8%
Horse Racing Board, California	\$1,751,614	\$63,525	3.6%
Industrial Relations, Department of	\$11,830,721	\$1,229,765	10.4%
Justice, Department of	\$82,839,012	\$9,014,838	10.9%
Library, California State	\$1,667,604	\$193,526	11.6%
Military Department	\$7,515,271	\$834,972	11.1%
Personnel Administration, Department of	\$6,570,827	\$566,474	8.6%
Prison Industry Authority	\$73,399,691	\$17,222,540	23.5%
Public Defender, State	\$1,314,020	\$113,108	8.6%
Public Utilities Commission, State of California	\$50,235	\$0	0.0%
Secretary of State	\$13,817,595	\$531,869	3.8%
State Lands Commission	\$846,124	\$213,873	25.3%

Totals may not agree due to rounding

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
State Mandates, Commission on	\$231,595	\$94,915	41.0%
Teacher Credentialing, Commission on	\$2,127,295	\$488,307	23.0%
Treasurer, Office of the State	\$3,131,511	\$241,821	7.7%
Veterans Affairs, Department of	\$23,401,189	\$636,950	2.7%
Other Totals	\$273,357,492	\$41,649,110	15.2%
Resources Agency			
Boating & Waterways, Department of	\$4,110,856	\$4,110,856	100.0%
Coastal Conservancy, State	\$1,560,757	\$180,775	11.6%
Conservation Corps, California	\$25,690,309	\$515,779	2.0%
Conservation, Department of	\$26,187,102	\$884,158	3.4%
Energy Commission, California	\$112,167,400	\$23,684,414	21.1%
Parks & Recreation, Department of	\$103,317,161	\$14,412,158	13.9%
Water Resources, Department of	\$201,092,423	\$24,398,298	12.1%
Resources Agency Totals	\$474,126,008	\$68,186,438	14.4%

Totals may not agree due to rounding

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
State & Consumer Services Agency			
African American Museum, California	\$34,848	\$0	0.0%
Building Standards Commission, California	\$132,818	\$53,821	40.5%
Consumer Affairs, Department of	\$232,580,805	\$7,357,960	3.2%
Fair Employment & Housing, Department of	\$362,749	\$48,192	13.3%
Franchise Tax Board	\$55,224,519	\$9,922,688	18.0%
General Services, Department of	\$477,630,990	\$122,315,350	25.6%
Personnel Board, State	\$3,389,411	\$414,655	12.2%
Public Employees Retirement System	\$119,431,874	\$24,308,349	20.4%
Science Center, California	\$2,566,725	\$710,989	27.7%
Teachers Retirement System, State	\$12,848,064	\$2,713,357	21.1%
State & Consumer Services Agency Totals	\$904,202,803	\$167,845,361	18.6%

Totals may not agree due to rounding

Agency and Department	Total Contract Dollars	Small Business Contract Dollars	Department Small Business %
Youth & Adult Correctional Agency			
Corrections, Board of	\$1,141,686	\$458,259	40.1%
Corrections, Department of	\$1,007,636,649	\$193,419,356	19.2%
Prison Terms, Board of	\$1,246,271	\$360,244	28.9%
Youth & Adult Correctional Agency Totals	\$1,010,024,606	\$194,237,859	19.2%
TOTALS	\$3,955,918,608	\$651,588,071	16.5%

Totals may not agree due to rounding

**Small Business Participation
By Department and Contract Categories
FY 00/01**

Department	Commodities		Services		Constructio	
	Total Contract Dollars	Small Business Contract Dollars	Total Contract Dollars	Small Business Contract Dollars	Total Contract Dollars	Small Business Contract Dollars
African American Museum, California	\$34,848	\$0	\$0	\$0	\$0	\$0
Aging, Department of	\$1,420,991	\$195,100	\$3,059,502	\$63,014	\$0	\$0
Alcohol & Drug Programs, Department of	\$1,439,439	\$1,122,374	\$5,243,144	\$1,009,790	\$0	\$0
Alcoholic Beverage Control, Department of	\$252,228	\$157,611	\$260,470	\$12,995	\$0	\$0
Boating & Waterways, Department of	\$1,085,464	\$1,085,464	\$766,442	\$766,442	\$2,258,950	\$2,258,950
Building Standards Commission, California	\$73,422	\$24,961	\$59,396	\$28,860	\$0	\$0
Business, Transportation & Housing Agency	\$80,890	\$12,469	\$17,298	\$2,499	\$0	\$0
Coastal Conservancy, State	\$79,987	\$14,529	\$1,480,770	\$166,246	\$0	\$0
Conservation Corps, California	\$17,125,619	\$340,066	\$7,926,646	\$14,538	\$638,044	\$161,175
Conservation, Department of	\$6,977,891	\$401,700	\$19,209,211	\$482,458	\$0	\$0
Consumer Affairs, Department of	\$16,069,575	\$3,317,247	\$216,144,088	\$3,937,955	\$367,142	\$102,758
Controller, State	\$4,693,220	\$503,235	\$4,731,737	\$1,137,788	\$0	\$0

Department	Commodities		Services		Constructio	
	Total Contract Dollars	Small Business Contract Dollars	Total Contract Dollars	Small Business Contract Dollars	Total Contract Dollars	Small Business Contract Dollars
Corporations, Department of	\$538,272	\$232,827	\$776,425	\$474,472	\$0	\$0
Corrections, Board of	\$265,171	\$58,756	\$876,515	\$399,503	\$0	\$0
Corrections, Department of	\$165,268,098	\$36,209,499	\$826,606,310	\$156,252,353	\$15,762,241	\$957,504
Criminal Justice Planning, Office of	\$529,575	\$270,589	\$388,702	\$151,181	\$0	\$0
Developmental Services, Department of	\$50,662,902	\$10,244,063	\$22,291,936	\$7,379,892	\$4,243,079	\$2,623,849
Emergency Medical Services Authority	\$291,463	\$132,745	\$254,548	\$44,255	\$0	\$0
Employment Development Department	\$21,223,342	\$5,980,299	\$24,667,603	\$4,489,958	\$462,220	\$350,986
Energy Commission, California	\$3,121,887	\$1,170,184	\$109,045,513	\$22,514,230	\$0	\$0
Environmental Health Hazard Assessment, Office of	\$941,896	\$426,051	\$360,958	\$0	\$0	\$0
Equalization, Board of	\$5,899,827	\$1,767,657	\$4,470,795	\$1,283,655	\$0	\$0
Fair Employment & Housing, Department of	\$336,825	\$43,486	\$25,924	\$4,706	\$0	\$0
Finance, Department of	\$1,588,385	\$1,588,385	\$721,043	\$721,043	\$44,309	\$44,309
Financial Institutions, Department of	\$424,417	\$265,440	\$99,933	\$1,653	\$0	\$0
Food & Agriculture, Department of	\$13,580,746	\$2,204,481	\$6,169,208	\$521,604	\$45,640	\$8,700

Department	Commodities		Services		Constructio	
	Total Contract Dollars	Small Business Contract Dollars	Total Contract Dollars	Small Business Contract Dollars	Total Contract Dollars	Small Business Contract Dollars
Franchise Tax Board	\$23,110,052	\$6,361,000	\$31,962,439	\$3,553,577	\$152,028	\$8,111
General Services, Department of	\$300,327,903	\$89,303,068	\$77,592,397	\$6,535,083	\$99,710,691	\$26,477,199
Health & Human Services Data Center	\$25,015,777	\$983,840	\$27,589,331	\$2,772,593	\$0	\$0
Health Services, Department of	\$5,273,521	\$571,513	\$129,329,484	\$45,226,603	\$0	\$0
Highway Patrol, Department of California	\$24,307,802	\$5,195,819	\$34,278,537	\$1,629,078	\$1,013,887	\$368,236
Horse Racing Board, California	\$142,005	\$63,525	\$1,609,609	\$0	\$0	\$0
Housing & Community Development, Department of	\$2,275,080	\$871,922	\$328,046	\$150,200	\$0	\$0
Housing Finance Agency, California	\$110,806	\$109,547	\$1,132,344	\$225,861	\$0	\$0
Industrial Relations, Department of	\$6,938,785	\$675,430	\$4,891,936	\$554,335	\$0	\$0
Integrated Waste Management Board, California	\$1,377,964	\$182,926	\$2,025,135	\$213,334	\$964,017	\$0
Justice, Department of	\$35,135,985	\$4,841,068	\$47,317,821	\$4,093,785	\$385,206	\$79,985
Library, California State	\$1,250,665	\$175,115	\$416,939	\$18,411	\$0	\$0
Managed Health Care, Department of	\$4,389,250	\$651,245	\$4,208,394	\$116,615	\$0	\$0
Mental Health, Department of	\$33,430,651	\$4,344,381	\$402,451,289	\$3,836,814	\$1,048,812	\$152,825

Department	Commodities		Services		Constructio	
	Total Contract Dollars	Small Business Contract Dollars	Total Contract Dollars	Small Business Contract Dollars	Total Contract Dollars	Small Business Contract Dollars
Military Department	\$7,115,550	\$834,002	\$399,721	\$970	\$0	\$0
Motor Vehicles, Department of	\$21,017,883	\$5,987,049	\$57,374,252	\$4,962,823	\$2,326,163	\$739,424
Parks & Recreation, Department of	\$30,134,045	\$4,533,810	\$46,656,940	\$3,560,574	\$26,526,177	\$6,317,774
Personnel Administration, Department of	\$808,785	\$132,968	\$5,762,042	\$433,506	\$0	\$0
Personnel Board, State	\$1,039,814	\$19,110	\$2,345,187	\$391,135	\$4,410	\$4,410
Prison Industry Authority	\$59,457,787	\$13,245,872	\$13,941,904	\$3,976,668	\$0	\$0
Prison Terms, Board of	\$576,446	\$146,443	\$669,825	\$213,801	\$0	\$0
Public Defender, State	\$525,157	\$71,881	\$788,863	\$41,227	\$0	\$0
Public Employees Retirement System	\$29,142,303	\$2,589,062	\$90,289,571	\$21,719,287	\$0	\$0
Public Utilities Commission, State of California	\$0	\$0	\$50,235	\$0	\$0	\$0
Real Estate Appraisers, Office of	\$40,124	\$24,241	\$89,160	\$62,686	\$0	\$0
Real Estate, Department of	\$1,565,714	\$202,085	\$687,361	\$187,034	\$0	\$0
Science Center, California	\$712,504	\$25,022	\$1,854,221	\$685,967	\$0	\$0
Secretary of State	\$2,043,788	\$371,828	\$11,773,807	\$160,041	\$0	\$0

Department	Commodities		Services		Constructio	
	Total Contract Dollars	Small Business Contract Dollars	Total Contract Dollars	Small Business Contract Dollars	Total Contract Dollars	Small Business Contract Dollars
Social Services, Department of	\$9,191,135	\$4,463,161	\$12,919,458	\$1,286,971	\$0	\$0
State Lands Commission	\$287,418	\$60,345	\$558,707	\$153,528	\$0	\$0
State Mandates, Commission on	\$136,605	\$44,668	\$94,990	\$50,247	\$0	\$0
State University, California	\$10,809,585	\$112,034	\$2,812,110	\$19,487	\$13,205,745	\$0
Stephen P. Teale Data Center	\$25,498,997	\$2,196,794	\$7,656,777	\$1,133,271	\$0	\$0
Teacher Credentialing, Commission on	\$955,017	\$236,126	\$1,172,278	\$252,181	\$0	\$0
Teachers Retirement System, State	\$7,560,167	\$2,608,940	\$5,263,012	\$104,417	\$24,885	\$0
Technology, Office of	\$2,733,923	\$898,524	\$9,690,155	\$271,882	\$0	\$0
Traffic Safety, Office of	\$120,243	\$5,658	\$1,033,365	\$358,080	\$0	\$0
Transportation, Department of	\$92,373,684	\$21,555,697	\$78,032,672	\$3,249,996	\$101,964,797	\$28,332,622
Treasurer, Office of the State	\$1,159,015	\$108,414	\$1,972,496	\$133,407	\$0	\$0
Unemployment Insurance Appeals Board	\$2,254,930	\$275,940	\$1,246,383	\$518,150	\$0	\$0
Veterans Affairs, Department of	\$3,465,874	\$388,471	\$19,872,457	\$248,479	\$62,858	\$0
Water Resources, Department of	\$90,996,957	\$15,806,984	\$75,654,525	\$2,744,566	\$34,440,941	\$5,846,748

Department	Commodities		Services		Constructio	
	Total Contract Dollars	Small Business Contract Dollars	Total Contract Dollars	Small Business Contract Dollars	Total Contract Dollars	Small Business Contract Dollars
Totals	\$1,178,816,074	\$259,044,746	\$2,471,450,292	\$317,707,760	\$305,652,241	\$74,835,565