FY2017 Annual Report

OSU Contracting and Purchasing With Minority, Woman, Emerging Small Business, Service Disabled Veterans Vendors
Procurement, Contracts and Materials Management (PCMM) is responsible for the management and oversight for procurement related to goods, services, and all construction-procurement and contracting activities.

Capital Planning and Development (CPD) is responsible for the management and oversight for all capital construction and large-scale renovation procurement.

Cover photo:

OSU welcome sign across from Reser Stadium.
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INTRODUCTION

This report represents the joint efforts of Procurement, Contracts, Materials Management (PCMM), and Capital Planning and Development (CPD) to provide information on the participation of Minority-Owned, Women-Owned, Emerging Small Businesses and Service Disabled Veterans vendors at Oregon State University (OSU), during fiscal year 2017. Business participants with minority status include suppliers, construction contractors and professional service providers.

PCMM is responsible for the management and oversight for procurement related to goods and services and construction services. CPD is responsible for the management and oversight for all major and minor capital construction. Through a variety of outreach activities in FY17, PCMM and CPD have collaboratively and actively promoted and engaged the utilization of firms with a minority status.
POLICY and COBID CERTIFICATION

OSU Policy
OSU Standard 580-061-0030 (2), states OSU shall not knowingly contract with or procure goods and services from an entity that discriminates on the basis of age, disability, national origin, race, marital status, religion, sex or sexual orientation. For procurement of goods and services, bidders and proposers must certify, as part of the bid or proposal documents accompanying the bid or proposal on a public contract, that such bidder or proposer has not discriminated against Minority, Women, Emerging Small Business Enterprises, or Service Disabled Veterans in obtaining any required subcontracts. In adherence to these policies, OSU’s Division of Finance and Administration submits an annual report on its equity contracting and purchasing efforts to the University’s Board of Trustees.

Policy for Businesses with a Minority Status
OSU policy (PaCS Policy 316-001) directs OSU staff to encourage Minority, Women, Emerging Small Business and Service Disabled Veteran participation. This policy expands economic opportunities for businesses with a minority status by offering them the contracting and subcontracting opportunities available through institution contracts. Notices of all contracts over $25,000 procured through a competitive process are advertised through the Oregon State University Business and Bid Opportunity website in addition, shall require a solicitation effort to at least one (1) certified firm, if available. The state certification agency, The Certification Office of Business Inclusion and Diversity (COBID), maintains the database for certified firms. If no COBID certified firm is available, a firm that is self-identified or certified by another state, federal government or other entity, may be used, if available. Opportunities to participate in the OSU Retainer Program also are advertised on this website and the participating firms are identified with the applicable statuses.

What is COBID Certification?
COBID is the sole certification agency for the State of Oregon. They follow the State of Oregon Administrative Rules 123-200-1000 through 123-200-2300 and ORS 200.055 and 200.170. Certification ensures that small, disadvantaged businesses can compete fairly for public contracting opportunities. The certifications include Minority Business Enterprise, MBE; Women Business Enterprise, WBE; Service Disabled Veteran, SDV; Disadvantaged Business Enterprise, DBE and Emerging Small Business, ESB.

DBE and ACDBE (Airport Concessions DBE) programs are funded by federal transportation dollars. State, county, city and special jurisdiction dollars fund MBE/WBE/SDV and ESB programs. The DBE/MBE/WBE and SDV programs apply to the individual business owners and the ESB program is based on the (dollar volume) size of the business. SDV and ESB are race and gender neutral.
Mandatory Eligibility Requirements for DBE/MBE/WBE and SDV Programs

These certification categories are based on the individual, not the size of the business.

- U.S. citizen or lawfully admitted, permanent resident
- Organized as a for-profit business
- At least 51% owned and controlled by a socially and economically disadvantage individual
- Contribution of capital equal to ownership
- Individual controls and manages the day-to-day operations; includes experience and education
- Operate and owned independently; must not be dependent on non-disadvantaged firms or individuals
- Properly licensed (e.g., engineering, architecture, electrical, plumber, construction, etc.) and registered with the Secretary of State
- Gross annual receipts (3 yr. average) not to exceed $23.98 million
- For SDV: possesses either a disability-rating letter issued by the United States Department of Veteran Affairs, establishing a service-connected rating between 0 and 100 percent, or a disability determination from the United States Department of Defense. 38 CFR § 74.1 (e-CFR 2015 Edition)
- For DBE: must be certified in their home state and personal net worth should not exceed $1.32 million.

Recognized minority groups: Black American, Hispanic American, Native American, Asian Pacific American and Subcontinent Asian American

Mandatory Eligibility Requirements for ESB Certification Program

ESB certification is a race and gender-neutral program based on the size of the business rather than the individual.

- Two Tier system with total participation not to exceed 12 years
- U.S. citizen or a lawfully admitted, permanent resident
- Principal place of business must be in Oregon according to federal tax filings
- Organized as a for-profit business
- Operate and owned independently (cannot be a parent company or subsidiary)
- Properly licensed (e.g., engineering, architecture, electrician, plumber, construction, etc.) and registered with the Secretary of State
- Employee Size and Average Annual Gross Receipts Cap (3 yr. average)
  Tier 1
  ✓ <19 employees
  ✓ < $1,259,823.37 for construction firms
  ✓ < $755,894.01 for non-construction related firms
  Tier 2
  ✓ <29 employees
  ✓ < $3,779,470.12 for construction firms
  ✓ < $1,889,735.05 for non-construction related firms
Benefits to Certification

Benefits to certification range from direct award contracts from the state to mentorship programs with prime contractors. Certified firms have opportunities to bid on goal-oriented contracts from federal, state, county and city projects, for sales and marketing, access to educational programs and technical and financial support. Many large companies have programs and policies designed to engage and foster utilization of certified firms. The State of Oregon direct awards contracts for up to $10,000; up to $50,000 for professional services; and up to $100,000 through the ODOT ESB program. Certification is free and firms can apply online.

OSU buyers can search the COBID database for certified firms that may meet the qualifications for purchases of goods and services.

The number of firms currently certified and or applying for certification changes monthly. As of June 2017, there were 3679 certified firms.

Lindsey Hammond Charlet relates her story below on the COBID certification process and the possible benefits for her firm.

“As a female owner of a small business in Oregon, I have found the staff of the COBID program to be a wonderful addition to my team.

First, getting the paper work done to apply is a feat. The initial application process took me almost a year--of 15 minutes here and there. If I had given it a focused 2 days, I could have had it done much faster...but who has two focused days? The folks that I have worked with to get the reapplication done--are my heroes and angles. Have we won more work because of being a WBE I don't think so. Now that we are in the system, my staff has informed me that we are able to put checks in boxes for proposals that are SUPER helpful. We still need to do good work, and have fun, and keep our customers happy so word of mouth marketing can do it! I am ready for a landslide of new work to come my direction thanks to this certification! Bring it on!”
OUTREACH AND ENGAGEMENT

Building Relationships

The primary goal of our outreach programs is to build meaningful business relationships with minority status vendors throughout the state, other agencies and internal departments. The four key practices continue to be:

- Participate in outreach events geared toward face-to-face meetings with vendors interested in working with OSU.
- Participate in professional organizations that focus on COBID certified program development.
- Develop and maintain good working relationships with other agencies that actively and successfully solicit COBID certified business participation, including the Governor’s Office of Diversity, Equity & Inclusion/Affirmative Action and the Certification Office for Business Inclusion and Diversity (COBID).
- Educate and engage OSU department-level and business center buyers of goods and services about extending opportunities for doing business with COBID certified businesses.
- Create marketing materials including a web presence to advertise OSU diverse business policy, goals and contact information.

The positive economic impact of diversifying OSU’s supplier base aligns with the current OSU Strategic Plan and supports OSU’s role in the local, regional and statewide economy.
Association and Community Outreach Events
To promote awareness of OSU’s procurement needs to minority status diverse vendors across the state, OSU participated in numerous outreach events that support diverse businesses. In support of the goal of the supplier diversity program that focuses on outreach, connections and building relationships, the University maintains its vital involvement with the diverse business community. Some of the events attended this year included:

- Oregon Association of Minority Entrepreneurs (OAME) annual tradeshow
- Salem Capital Connections monthly meetings
- University of Oregon Reverse Vendor Fair
- Governor’s Marketplace
- OPPA Reverse Vendor Fair

To improve communication and networking opportunities, OSU has maintained memberships and associations with the following organizations:

- Corvallis-Benton Chamber of Commerce
- Salem Capital Connections
- Northwest Mountain Minority Supplier Development Council
- Business Diversity Institute
- Oregon Association of Minority Entrepreneurs (OAME)

Partnerships with Professional Organizations
OSU maintains its support of Salem Capital Connections, an organization based in Salem that provides opportunities for small business owners, entrepreneurs and minority, woman and emerging small business owners’ access to information, assistance, and training. The monthly meetings at the Chemeketa Center for Business and Industry in downtown Salem provide the space and time for networking, and is geared toward opportunities for mid-Willamette Valley businesses.
Marketing to Diverse Businesses

In addition to the goal of building strong relationships with qualified vendors, the supplier diversity program recognizes the need to provide informative and cogent written material to interested vendors. A specific handout titled “How to Do Business with OSU” was created along with a more specific handout for certified diverse businesses titled, “Access-Opportunity-Access” in answer to this goal. Both handouts provide information to interested vendors on how to find purchasing opportunities, including the retainer RFP on the bid site, general policy information and contact information within OSU. Another handout was created using the template for Doing Business with OSU to assist campus departments on how to purchase goods and services.

Web Presence

The Procurement unit within PCMM has a comprehensive website for vendors that includes:

- Information on how to do business with OSU;
- Where to locate open and advertised procurements;
- Key contacts for developing essential connections within the OSU community;
- Link to state certification website.

The MWESB blog page is another avenue PCMM and CPD use to communicate. Topics on the blog include posts on outreach events OSU will attend or has attended any new information important to vendors and any success stories with vendors. The blog site is something that continues to be developed around the growth of OSU’s Supplier Diversity Program.
In 2015, Howard S. Wright was awarded the general contractor construction contract for the renovation of Bexell Hall, most recently home to the College of Business. The college moved to new quarters when Austin Hall opened in 2015. The building was completed in FY17 and is now home to College of Liberal Arts and School of Public Policy.

The general contractor, Howard S. Wright (Balfour Beatty), has a long and successful history of bringing MWESB companies onto their team. For the $7.2 million Bexell project, approximately 25% of the available construction spend went to seven MWESB firms. They were able to achieve this by targeting trades they thought would be good fits for the project and holding technical assistance workshops with MWESB firms for those scopes. It ended up being very successful for Howard S. Wright, the subcontractors and ultimately, OSU.
Ashland, Oregon — It was the fall of 2012 when Shallan Ramsey, Owner and CEO of MaskIT LLC, became fed up with a problem she had seen her entire life and took it upon herself to create a solution. She stood in her kitchen armed with a pair of scissors, Glad Press & Seal, and some Scotch Tape. Several prototypes later, the first MaskIT pouch was born and so began one single mom’s entrepreneurial journey to give women an environmentally responsible, more sustainable and sanitary way to dispose of their menstrual items. Fast forward five short years and MaskIT has grown into a brand that is recognized in both B2B and B2C markets. The MaskIT Disposal System has been implemented in several Universities campus wide, 11 airports, multiple restaurants, gyms, spas, salons, event centers, medical facilities, churches and Class A office buildings nationwide.

We were very fortunate to cross paths with Christine Atwood at the 2016 Oregon Association of Minority Entrepreneurs (OAME) Trade Show & Luncheon. After listening and learning more about our woman-owned business, she thought our product might be a good fit at OSU and her department. She ordered three dispensers to supply each office restroom and the product feedback has been positive. We are looking forward to expanding our presence on campus to other departments and residence halls that support diverse business owners and sustainable products.

When asked what it means to be doing business with OSU Shallan Ramsey said, “We appreciate everyone who recognizes the value of the MaskIT solution. All of this started here in Oregon and so there is something especially meaningful about feeling support from our local community.”

www.MaskIT.us
PCMM and CPD undertake special outreach measures to ensure diverse businesses receive every possible chance to respond to the University’s procurement opportunities and to provide information on how best to do business with OSU. We extend business outreach efforts through the following measures.

**Advertised Bidding**
The OSU Business and Bid Opportunity website advertise all formal and informal procurement opportunities. This website contains capital construction subcontracting, construction related services, professional services, goods and services, as well as the retainer contract RFP’s for Capital Construction projects. Additionally, OSU has a link to the Business and Bid Opportunity website on the Oregon Procurement Information Network (ORPIN) website making it easier for interested vendors to find OSU’s advertised bids.

**Capital Construction**
Solicitations for construction bids from general contractors contain language to encourage use of diverse subcontractors and suppliers, when possible. Solicitations for professional services associated with construction also encourage the inclusion of diverse firms.

**Benny Buy**
OSU has launched an exciting new eProcurement System, BennyBuy. The Supplier Management module handles supplier enrollment, allowing for automated vendor communication and onboarding, supplier qualification review and more. BennyBuy will eventually have a Contract Management module allowing stakeholder greater transparency into the contract process. All six modules will be operational by 2018.
SUPPLIER DIVERSITY AND OSU

Background and Key Objectives

As units within OSU, an institution that strives to build the advancement of diversity within its organization, PCMM and CPD support the provision of business opportunities to qualified minority and women and service disabled veteran owned businesses. By engaging the minority workforce and providing opportunities in the procurement process, the potential for local and regional economic benefits are significant. To support this key initiative within the mission of the university, PCMM and CPD endeavor to contribute by focusing on the following objectives:

- Maintaining a strong, collaborative and supportive working relationship with the Governor’s Office for Diversity, Equity & Inclusion/Affirmative Action and the Certification Office for Business and Inclusive Diversity, COBID,
- Increasing awareness of minority business opportunities within OSU,
- Increasing business conducted with qualified, COBID certified vendors, while fulfilling the governing rules for competition of procurement of goods and services and construction contracts, and
- Targeting training for qualified, COBID certified vendors on how to do business with OSU more effectively.
OSU Collaboration
Within OSU, any person with purchasing authority has the ability to affect the use of diverse business expenditures. For example, with delegated purchasing authority for Business Centers at $25,000, educating Business Centers on the effect their expenditures have with diverse vendors is one way to promote supplier diversity. As Oregon’s land grant university, OSU has a presence in every county in the state through its Extension Services. This gives OSU the unique ability to access diverse business owners beyond the central campus community. Opportunities to include small firms in the purchasing process will likely create more positive and supportive business relationships for OSU.

- To further the idea of diverse spending, PCMM will continue to utilize its website’s newsfeed and blog to provide information for OSU staff about how units can identify and work with MWESB vendors to provide goods and services within their direct purchasing authority.

- OSU will actively engage diverse vendors in solicitation efforts. OSU is also utilizing evaluation criteria, contract language, and requiring capital construction subcontractor data that we anticipate will influence opportunities for MWESB vendors in 2017.

- PCMM and CPD will continue to work together to provide more information about diverse vendors who want to contract or subcontract on construction projects for OSU, like the CPD quarterly brown bag lunches. Resources allowing, PCMM and CPD will investigate the possibility of OSU hosting an outreach, education and engagement event that could bring OSU purchasing and contracting decision makers together with diverse vendors.

- To bring more campus diversity stakeholders together, PCMM and CPD will actively engage in identifying diversity champions to help promote all aspects of diversity.
FUTURE INITIATIVES

Education-Training-Outreach

The supplier diversity program will continue to provide information on state certification, policy changes and any legislative updates from the Governor’s Office, using the website and blog.

Additionally:

- CPD will continue their quarterly brown bag meetings to present vendors to campus users.
- PCMM and CPD will continue to increase awareness of advertised bid opportunities in addition to the Bid and Business Opportunity webpage.
- OSU will continue to require every new vendor to complete an OSU Substitute W-9 form as part of the vendor set up process. This form allows vendors to self-report their diverse status in one or more categories.
- PCMM and CPD will continue to use their outreach handout and update as needed.
- Whenever feasible, OSU will include diverse business data reporting requirement in newly developed contracts.
- PCMM will work with the eProcurement system staff to allow diverse vendors to identify their status and note that status in the new system.

DATA COLLECTION AND ANALYSIS

FY17 Data

Collecting data to determine which vendors have minority status is very important and OSU works diligently to update vendor information. To ensure OSU captures current vendor information and minority status, OSU Business Affairs requires new vendors or vendors who have not done business with OSU in the last two years, to complete an OSU Substitute W-9 form. This form allows vendors to update information and select their applicable minority status. Starting in September 2017, vendors can register their minority status in the new eProcurement system and update information as needed. OSU records the information in the Banner Financial Information System (Banner).

In an effort to report more accurately minority status data, a CORE report (Cooperative Open Reporting Environment) was created. Exhibit ‘A’ outlines the selection criteria used for the data in the new CORE report.
EXHIBIT 1
Selection Criteria for Banner Data in CORE Report

1. Invoices are selected by fiscal year, July 1, 20XX to June 30, 20XX.
2. Two sets of data created, one for goods and services account codes and one for construction account codes.
3. The following goods and services account codes are included in the data:

<table>
<thead>
<tr>
<th>Account Codes</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>20101, 20102, 20117, 20199, 20311, 21056, 22521, 23507, 24053, 24511, 24510, 24601, 24703, 25021, 25123, 28611, 29002, 39615, 39913, 39933, 39976, 61051</td>
<td>Good and Services Account Codes</td>
</tr>
<tr>
<td>20103, 20104, 20105, 20106, 20118, 20200, 20311, 21056, 22521, 23507, 24053, 24510, 24511, 24601, 24703, 25021, 25123, 28611, 29002, 39615, 39913, 39976, 61051</td>
<td>Construction Account Codes</td>
</tr>
</tbody>
</table>

4. The following construction account codes are included in the data:

<table>
<thead>
<tr>
<th>Account Codes</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>40303, 40304, 40401, 40403, 40501, 40503, 40510, 40701</td>
<td>Construction Account Codes</td>
</tr>
</tbody>
</table>

5. The data for both reports include the following vendor category types:

- **DBE** = Certified and Self-certified Disadvantage Business Enterprise
- **MBE** = Certified and Self-certified Minority Owned Business Enterprise
- **ESB** = Certified and Self-certified Emerging Small Business
- **WBE** = Certified and Self-certified Woman Owned Business Enterprise
- **SDV** = Service Disabled Veteran status will be added after the eProcurement system is operational.

6. All invoices with status ‘paid’ are included.
7. No invoices with status ‘cancelled’ are included.
8. All invoices (1 %) are included, except those with the prefixes, IA%, CA%, Z%.
9. Payment to the same vendor referencing multiple invoices are included.
10. The status of the minority vendor is current as of the date the report is run.
11. The Distinct Vendor Count totals include the total number of vendors, not their minority status. The Vendor Status Category Count calculates the minority status. Some vendors may qualify and be certified in more than one category.
Subcontractor Data
PCMM has also included minority status subcontractor reporting language in many of its supply contracts. This language allows PCMM to request annual spend reports detailing how much of OSU’s spend with the contractor went to subcontractors with a minority status. Three of OSU’s largest supply contractors contributed subcontractor data for inclusion in this annual report, Office Depot, Staples and VWR Scientific. OSU purchasing card (Pcard) subcontractor data was also collected. OSU continues to implement requirements in construction and consultant contracts that requires minority status reporting. These requirements record efforts by general contractors and professional service contractors (i.e. architects, engineers) to self-report minority status subcontracting activity for all OSU capital construction projects. Unfortunately, with the implementation of a new project management software system, the sub consultant data could not be confirmed in time for the publishing of this report. It will be available for the FY18 report.

Spend Data Sources
For spend data included in the goods and services and construction sections, OSU uses the following data sources. See Appendix A for data.

- CORE Report of Banner Financial Information System
- US Bank Procurement Card Socio-Economic Report
- Subcontractor reports from three large supply contractors
Notes for all data tables:

MBE= Minority Business Enterprise  
WBE= Woman Business Enterprise  
ESB= Emerging Small Business Enterprise  
DBE= Disadvantaged Business Enterprise

- Vendor Category Count points to certification type. Vendors can be certified in more than one category. For example, a vendor can be both a minority and a woman.

- The Distinct Vendor Count is the actual number of vendors regardless of their category or status.

### Goods and Services & Construction

<table>
<thead>
<tr>
<th>State Certified</th>
<th>Vendor Status Count</th>
<th>Percent of Combined Total</th>
<th>Dollar Value</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>MBE</strong></td>
<td>13</td>
<td>0.27%</td>
<td>$ 833,506.00</td>
</tr>
<tr>
<td><strong>WBE</strong></td>
<td>46</td>
<td>0.15%</td>
<td>$ 451,064.00</td>
</tr>
<tr>
<td><strong>ESB</strong></td>
<td>68</td>
<td>1.51%</td>
<td>$ 4,586,564.00</td>
</tr>
<tr>
<td><strong>DBE</strong></td>
<td>13</td>
<td>0.19%</td>
<td>$ 576,736.00</td>
</tr>
<tr>
<td><strong>SUBTOTAL</strong></td>
<td>140</td>
<td>2.12%</td>
<td>$ 6,447,870.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Self-Certified</th>
<th>Vendor Status Count</th>
<th>Percent of Combined Total</th>
<th>Dollar Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>MBE</strong></td>
<td>52</td>
<td>0.42%</td>
<td>$ 1,265,191.00</td>
</tr>
<tr>
<td><strong>WBE</strong></td>
<td>202</td>
<td>0.92%</td>
<td>$ 2,785,680.00</td>
</tr>
<tr>
<td><strong>ESB</strong></td>
<td>128</td>
<td>0.99%</td>
<td>$ 3,000,833.00</td>
</tr>
<tr>
<td><strong>DBE</strong></td>
<td>10</td>
<td>0.01%</td>
<td>$ 24,798.00</td>
</tr>
<tr>
<td><strong>SUBTOTAL</strong></td>
<td>392</td>
<td>2.33%</td>
<td>$ 7,076,502.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Subcontractor Goods &amp; Services Minority Spend Total</th>
<th>Vendor Status Count</th>
<th>Percent of Combined Total</th>
<th>Dollar Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1635</strong></td>
<td>0.58%</td>
<td>$ 1,765,197.00</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Subtotal Self-Certified and Subcontractor Minority</th>
<th>Vendor Status Count</th>
<th>Percent of Combined Total</th>
<th>Dollar Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2027</strong></td>
<td>2.91%</td>
<td>$ 8,841,699.00</td>
<td></td>
</tr>
</tbody>
</table>

**TOTAL SPEND**: 532 vendors account for 5.03% of $15,289,569.00

**Total Distinct Vendor Count**: 434
## Goods and Services

### Banner Goods & Services Vendor Spend

<table>
<thead>
<tr>
<th>State Certified</th>
<th>Vendor Category Count</th>
<th>Percent of G&amp; S Total</th>
<th>Dollar Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBE</td>
<td>11</td>
<td>0.29%</td>
<td>$612,704.00</td>
</tr>
<tr>
<td>WBE</td>
<td>43</td>
<td>0.21%</td>
<td>$439,462.00</td>
</tr>
<tr>
<td>ESB</td>
<td>59</td>
<td>1.51%</td>
<td>$3,236,285.00</td>
</tr>
<tr>
<td>DBE</td>
<td>11</td>
<td>0.18%</td>
<td>$393,617.00</td>
</tr>
<tr>
<td><strong>SUBTOTAL</strong></td>
<td><strong>124</strong></td>
<td><strong>2.19%</strong></td>
<td><strong>$4,682,068.00</strong></td>
</tr>
</tbody>
</table>

### Self-Certified

<table>
<thead>
<tr>
<th>State Certified</th>
<th>Vendor Category Count</th>
<th>Percent of Construction Total</th>
<th>Dollar Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBE</td>
<td>51</td>
<td>0.59%</td>
<td>$1,264,558.00</td>
</tr>
<tr>
<td>WBE</td>
<td>200</td>
<td>1.30%</td>
<td>$2,779,234.00</td>
</tr>
<tr>
<td>ESB</td>
<td>126</td>
<td>1.38%</td>
<td>$2,950,599.00</td>
</tr>
<tr>
<td>DBE</td>
<td>9</td>
<td>0.01%</td>
<td>$24,164.00</td>
</tr>
<tr>
<td><strong>SUBTOTAL</strong></td>
<td><strong>386</strong></td>
<td><strong>3.28%</strong></td>
<td><strong>$7,018,555.00</strong></td>
</tr>
</tbody>
</table>

### TOTAL

| Total Distinct Vendor Count | 429 |

## Construction

### Banner Construction Vendor Spend

<table>
<thead>
<tr>
<th>State Certified</th>
<th>Vendor Category Count</th>
<th>Percent of Construction Total</th>
<th>Dollar Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBE</td>
<td>2</td>
<td>0.25%</td>
<td>$220,802.00</td>
</tr>
<tr>
<td>WBE</td>
<td>3</td>
<td>0.01%</td>
<td>$11,602.00</td>
</tr>
<tr>
<td>ESB</td>
<td>9</td>
<td>1.50%</td>
<td>$1,350,279.00</td>
</tr>
<tr>
<td>DBE</td>
<td>2</td>
<td>0.20%</td>
<td>$183,119.00</td>
</tr>
<tr>
<td><strong>SUBTOTAL</strong></td>
<td><strong>16</strong></td>
<td><strong>1.97%</strong></td>
<td><strong>$1,765,802.00</strong></td>
</tr>
</tbody>
</table>

### Self-Certified

<table>
<thead>
<tr>
<th>State Certified</th>
<th>Vendor Category Count</th>
<th>Percent of Construction Total</th>
<th>Dollar Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBE</td>
<td>1</td>
<td>0.00%</td>
<td>$634.00</td>
</tr>
<tr>
<td>WBE</td>
<td>2</td>
<td>0.01%</td>
<td>$6,446.00</td>
</tr>
<tr>
<td>ESB</td>
<td>2</td>
<td>0.06%</td>
<td>$50,234.00</td>
</tr>
<tr>
<td>DBE</td>
<td>1</td>
<td>0.00%</td>
<td>$634.00</td>
</tr>
<tr>
<td><strong>SUBTOTAL</strong></td>
<td><strong>6</strong></td>
<td><strong>0.06%</strong></td>
<td><strong>$57,948.00</strong></td>
</tr>
</tbody>
</table>

### TOTAL

| Total Distinct Vendor Count | 16 |

### Total Vendor Spend

| Total Distinct Vendor Count | 429 |

Total Vendor Spend: $11,700,623.00
CERTIFIED AND SELF-CERTIFIED FISCAL YEAR COMPARISONS

The chart below is a fiscal year comparison of Banner data from CORE reports.

DB = Disadvantaged Business
MN = Minority Owned Business
ESB = Emerging Small Business
WB = Women Owned Business