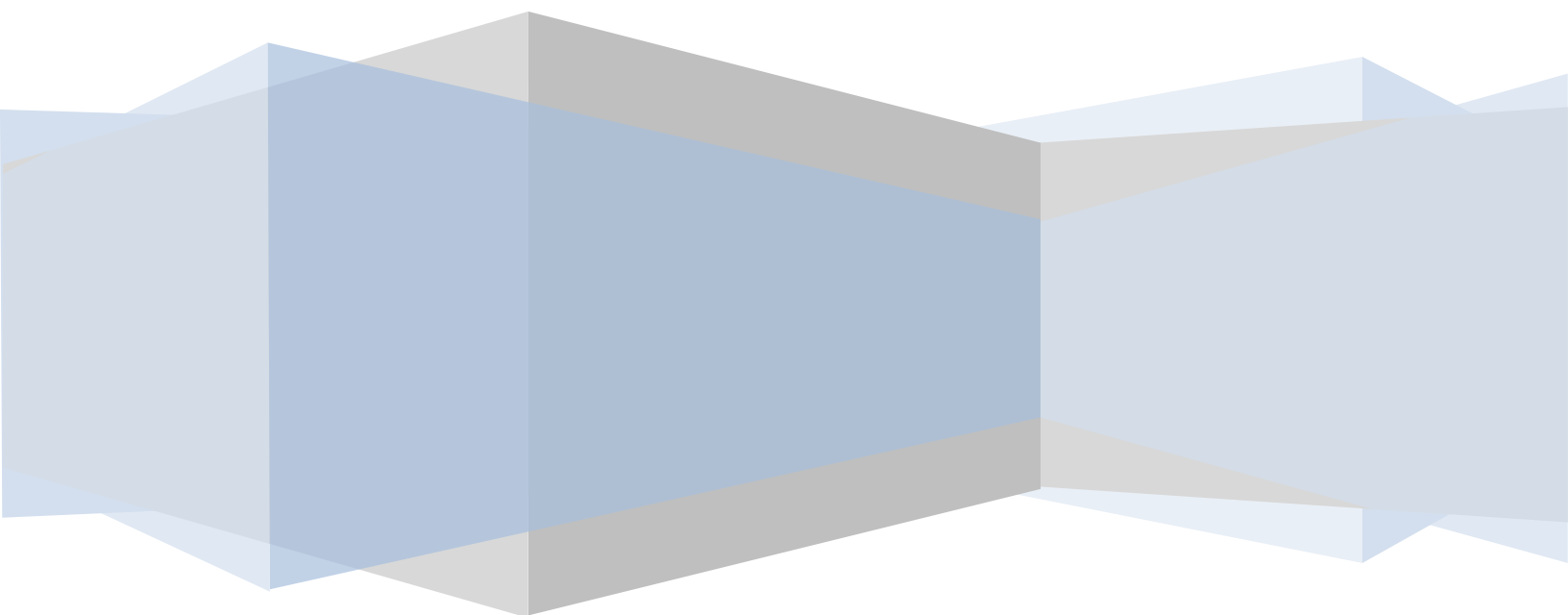


**City of Jacksonville**  
**Office of Economic Development**

**Equal Business Opportunity  
(EBO) and Contract  
Compliance Office**

**4th Quarter Report for FY 12**



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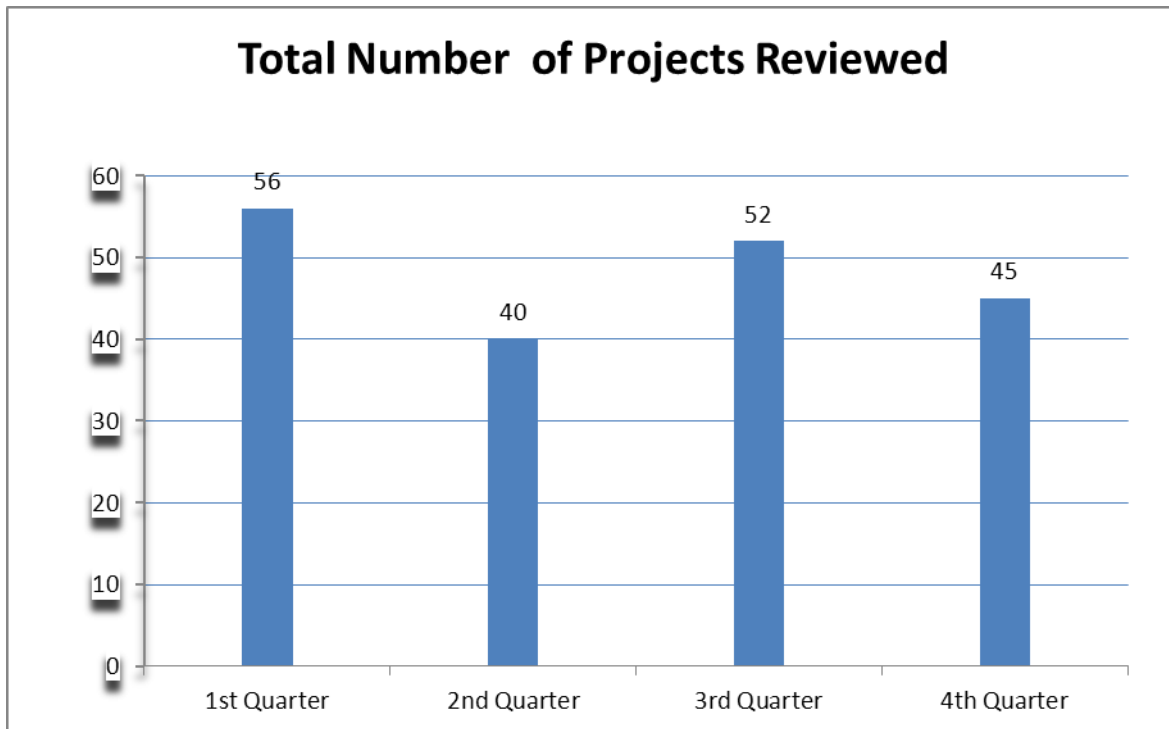
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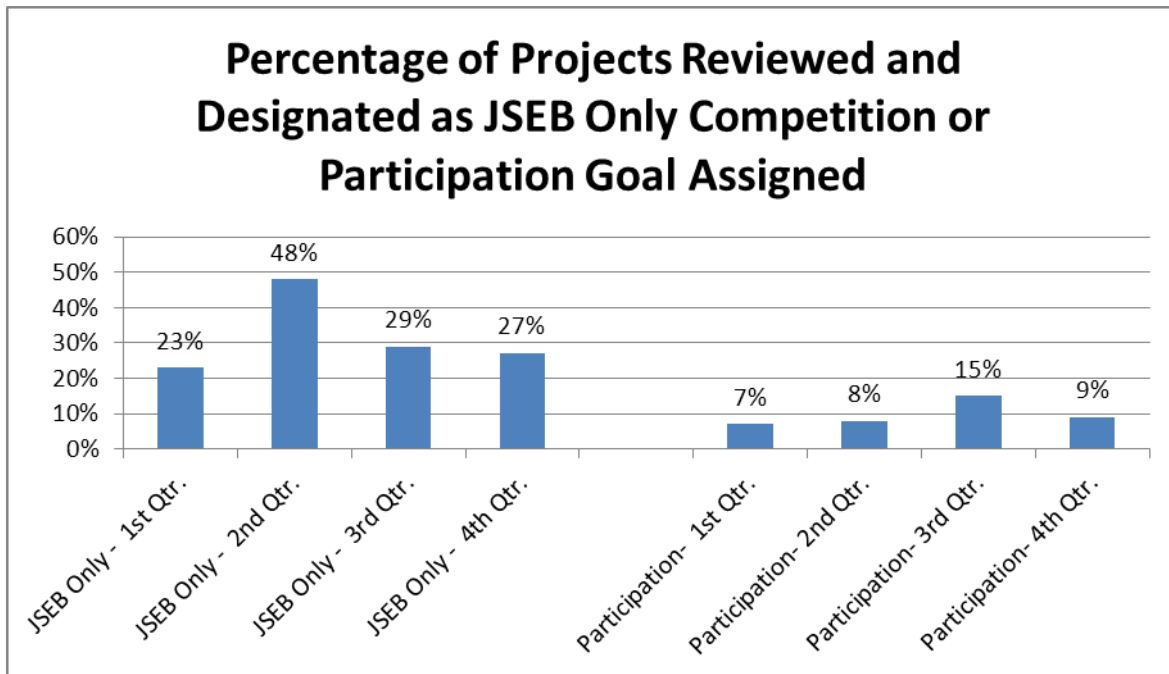
## RFP / BID Opportunities Reviewed

The EBO & Contract Compliance Office reviewed a total of 45 professional and construction related projects for Jacksonville Small Emerging Businesses (JSEBs) goal setting for the fourth quarter of FY 12.

Month	# of Projects Reviewed	# of Projects Set-Aside	# of Projects Participation Goals	Set-Aside Percentage	Participation Percentage
July	21	7	2	27%	9%
August	13	3	1		
September	11	2	1		
Total	45	12	4		

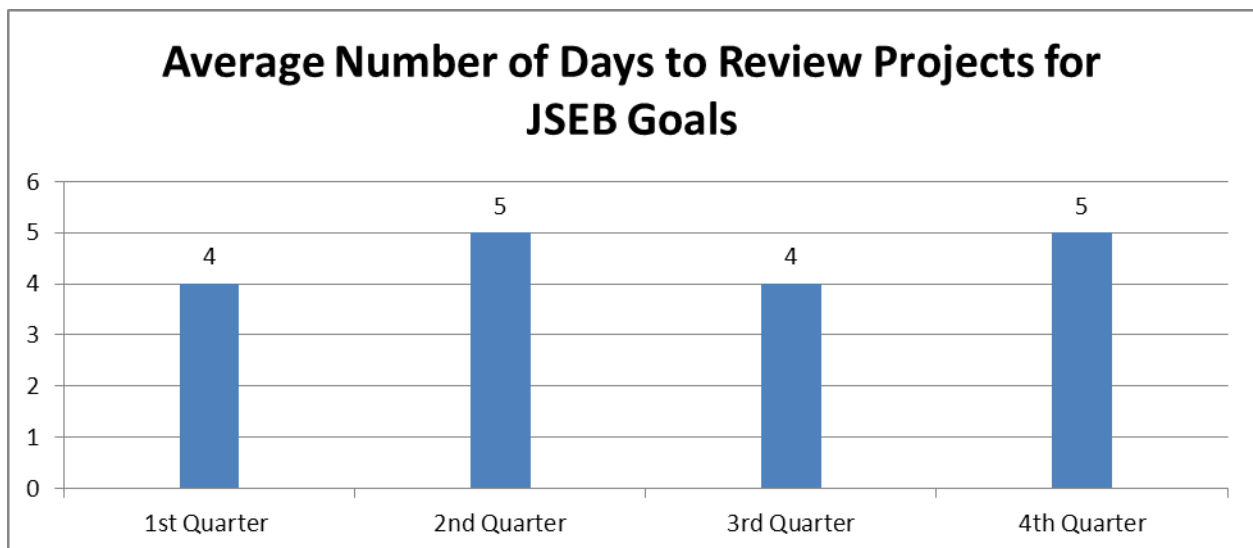
Twenty-seven percent (27%) of projects reviewed for bidding during the fourth quarter were projects set-aside for “JSEB Only” competition. Nine percent (9%) of projects reviewed for bidding were assigned a “JSEB Participation” goal. The total number of projects assigned “JSEB only” or Participation “Goals” for the fourth quarter was sixteen (16), equating to 36% of all bids reviewed for bidding opportunities.





The estimated dollar amount for projects reviewed for “JSEB Only” competition was \$2,379,882. The estimated dollar amount for projects reviewed for “JSEB Participation” competition was \$6,462,370. The total estimated amount reviewed for JSEB participation for the fourth quarter was \$8,842,252.

The EBO’s average # of days to review contracts for participation for the fourth quarter was five (5) days.

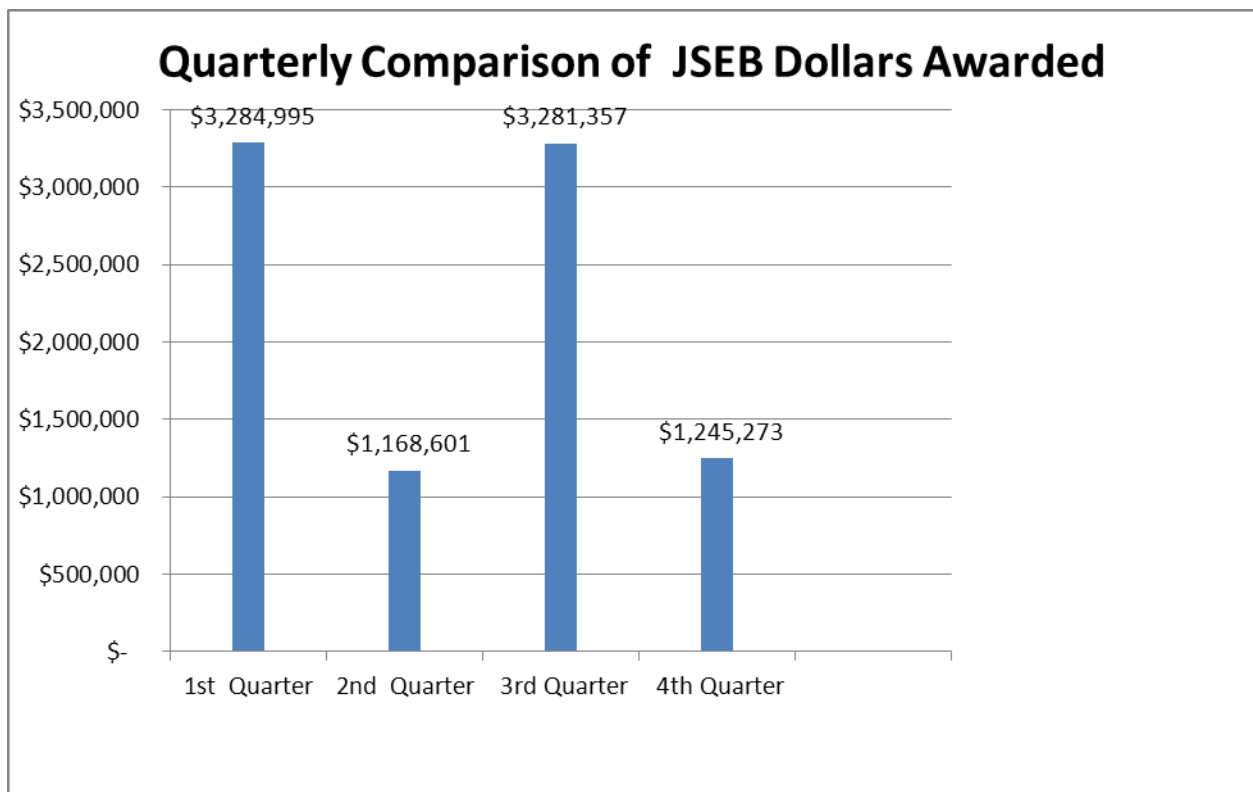


## Contract Dollars Awarded to JSEBs

The total dollars awarded by the City of Jacksonville for Construction contracts in the fourth quarter was \$3,484,640. The dollar amount awarded through “JSEB Only” competition for the fourth quarter was \$1,013,436 and the dollar amount awarded through “JSEB Participation” was \$231,837. The total amount awarded to JSEBs for the fourth quarter was \$1,245,273.

The amount equates to 36% of the total dollars awarded for construction in the 4th quarter.

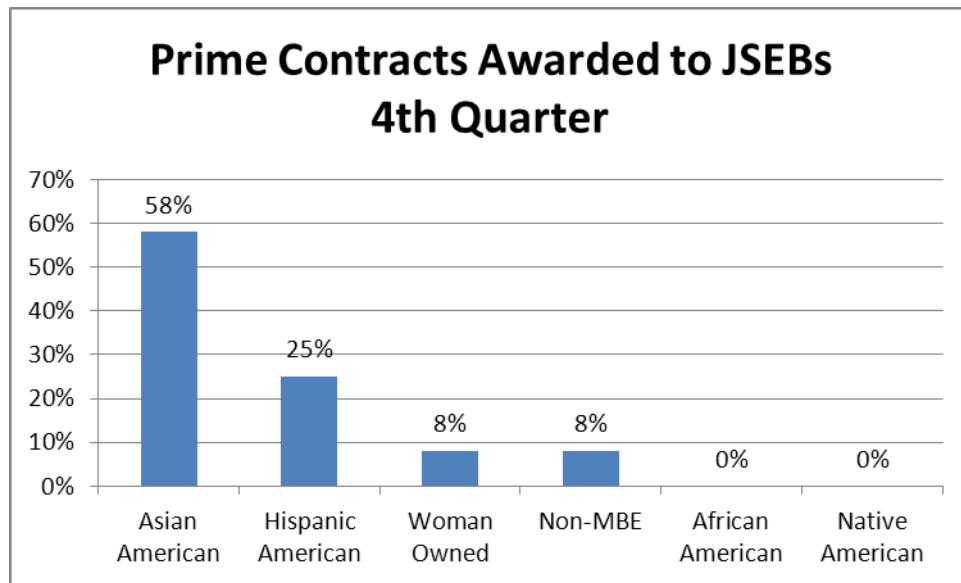
Nineteen (19) percent of all construction dollars awarded in FY 12 was awarded to JSEB's. Construction dollars awarded year-to-date is \$46,060,688 of which \$8,751,389 was awarded to JSEB's.



A total of twelve (12) prime contracts were awarded to five (5) different JSEB vendors. The percentages of the contracts awarded by ethnic group are as follows:

#### 4<sup>th</sup> Quarter

Sub-Contractor Ethnic Category	Percentage of Prime Contracts Awarded to JSEBs	# of Contracts Awarded	Total Dollar Amount Awarded
Asian American	58%	7	\$ 679,740
Hispanic American	25%	3	\$ 182,520
Woman Owned	8%	1	\$ 90,000
Non-MBE	8%	1	\$ 61,174
African American	0%	0	\$ -
Native American	0%	0	\$ -
Total		12	\$ 1,013,436



Note: The Non-MBE category is Caucasian males

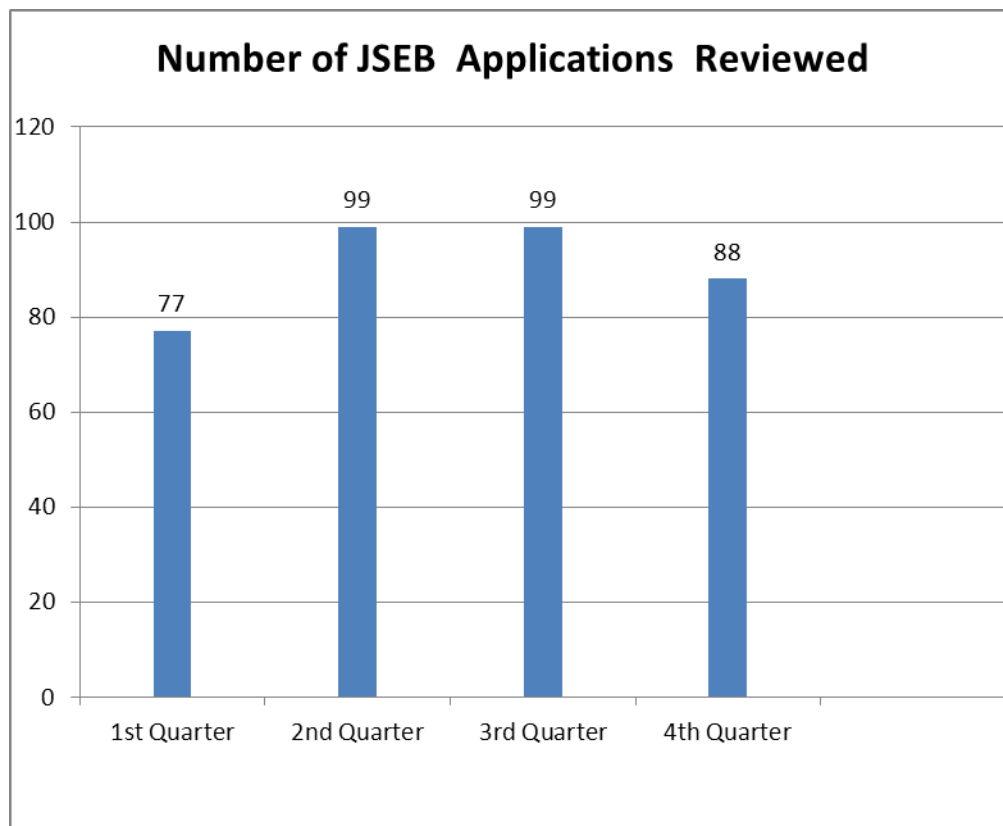
## Applications & Requests Reviewed

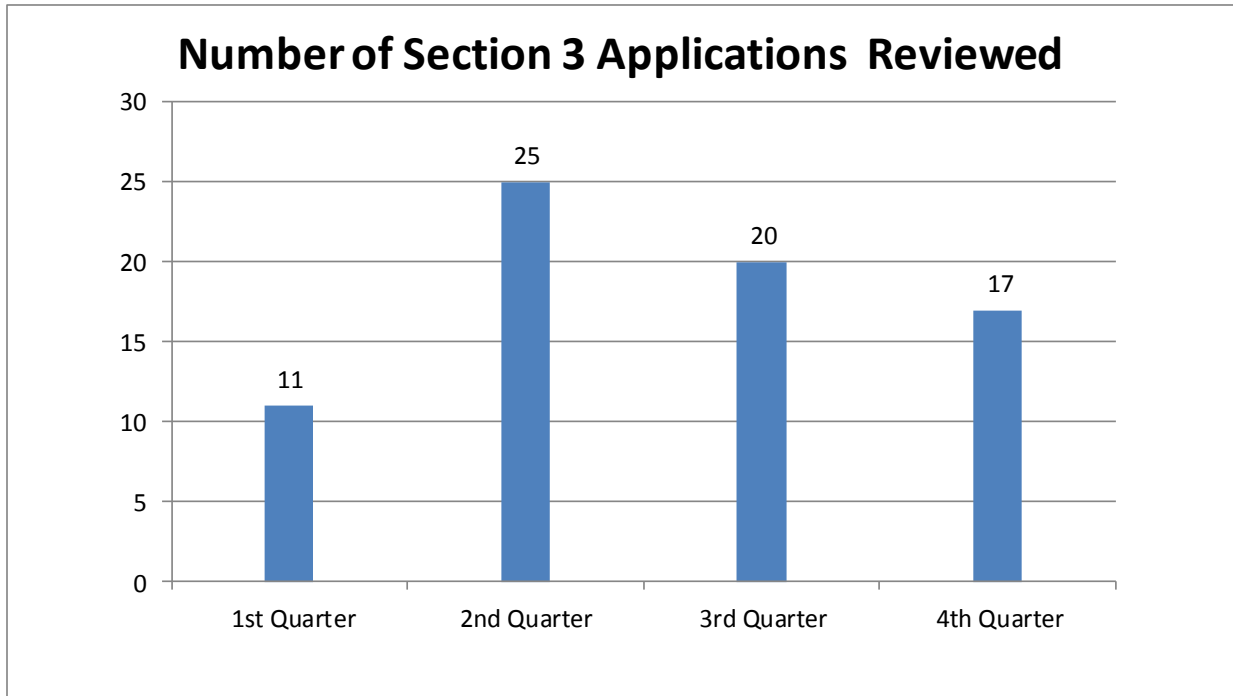
The EBO and Contract Compliance Office reviewed a total of 88 JSEB applications and 17, Section 3 applications for the fourth quarter for a total of 105.

The application breakdown is as follows:

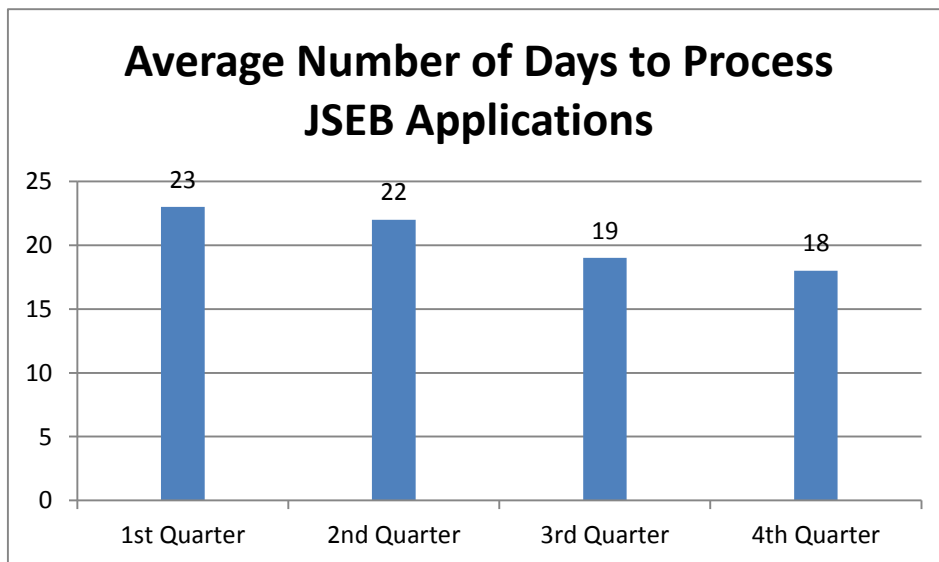
- (1) New applications – 32
- (2) Re-certifications – 56
- (3) New Section-3 Applications – 17

One (1) request for additional commodity codes to be added to business certifications was reviewed. One (1) application was denied due to lack of information not received, not meeting residency or company control requirements.





1. Average # of days to process JSEB applications – 18



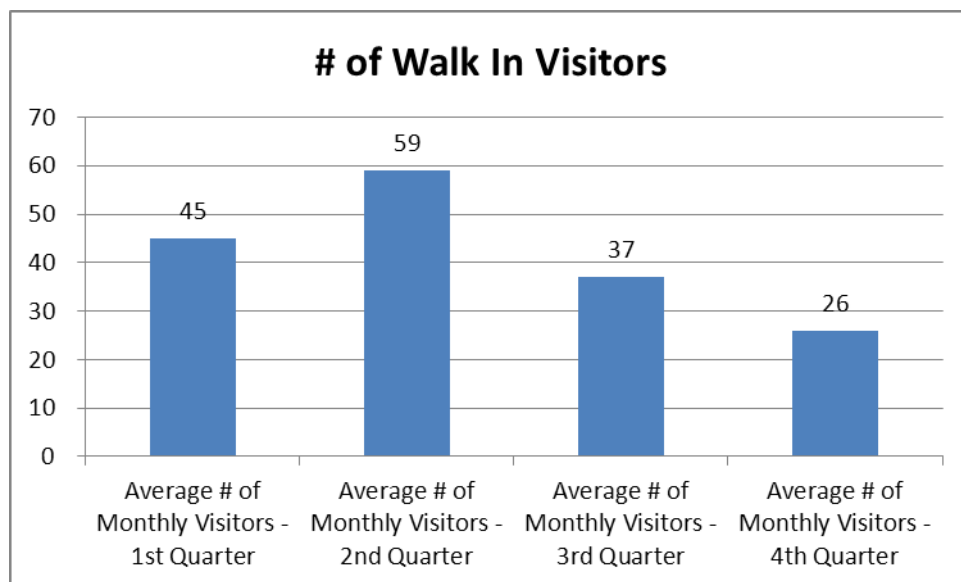


## EBO Monthly Business Assistance

The EBO Office provided business assistance to a total of 134 customers in the fourth quarter of FY12.

### EBO VISITORS:

The EBO Office provided business assistance to a total of 77 scheduled & unscheduled walk-in visitors who came to the office to inquire about the JSEB Program, Section 3 certification, bidding or other needed assistance. An average of twenty-six (26) customers per month visited the EBO Office for business assistance during the fourth quarter of FY12.



### EBO PHONE INQUIRES:

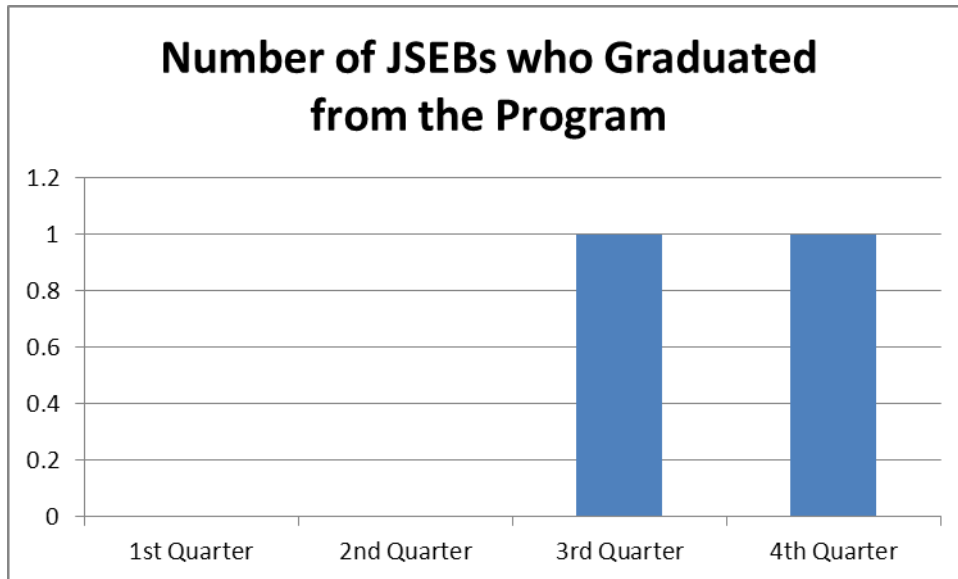
The EBO Office received 57 customer service inquiries issued through the Citizen Active Response Effort (C.A.R.E.) system during the fourth quarter of FY12.

## Graduation

One JSEB graduated from the small business program during the 4th quarter.

### Performance Measure:

1. # of JSEBs graduated from the program – 1



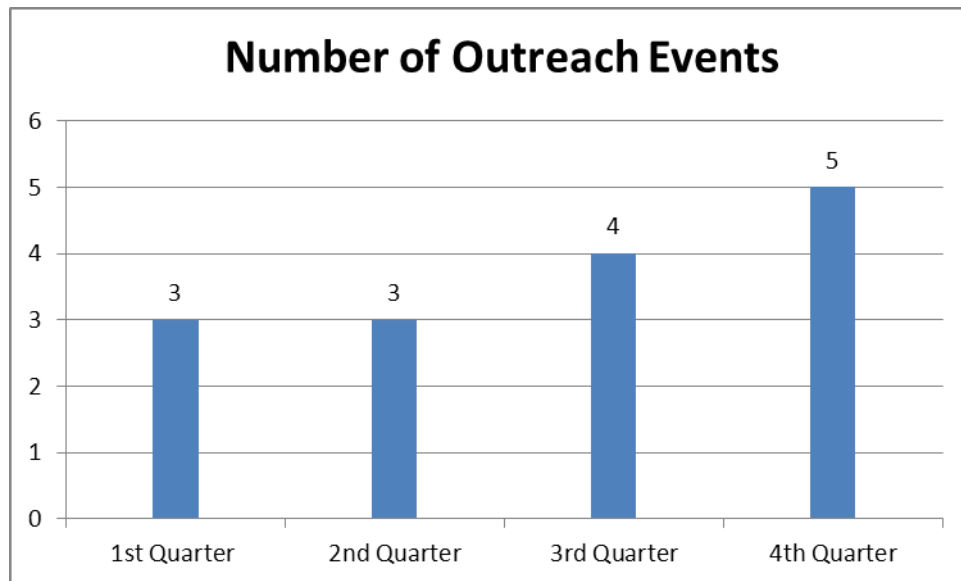
## Outreach Events

The EBO Office participated in the following five (5) outreach events during the 4<sup>th</sup> quarter:

1. Minority Economic Development Week (MEDWeek), 2012
2. Annual Jacksonville Black Expo, 2012
3. Women Business Center Celebration Event, 2012
4. Black Business Investment Fund (BBIF) for Small Businesses
5. Jacksonville Aviation Authority Business Networking Event

### Performance Measures:

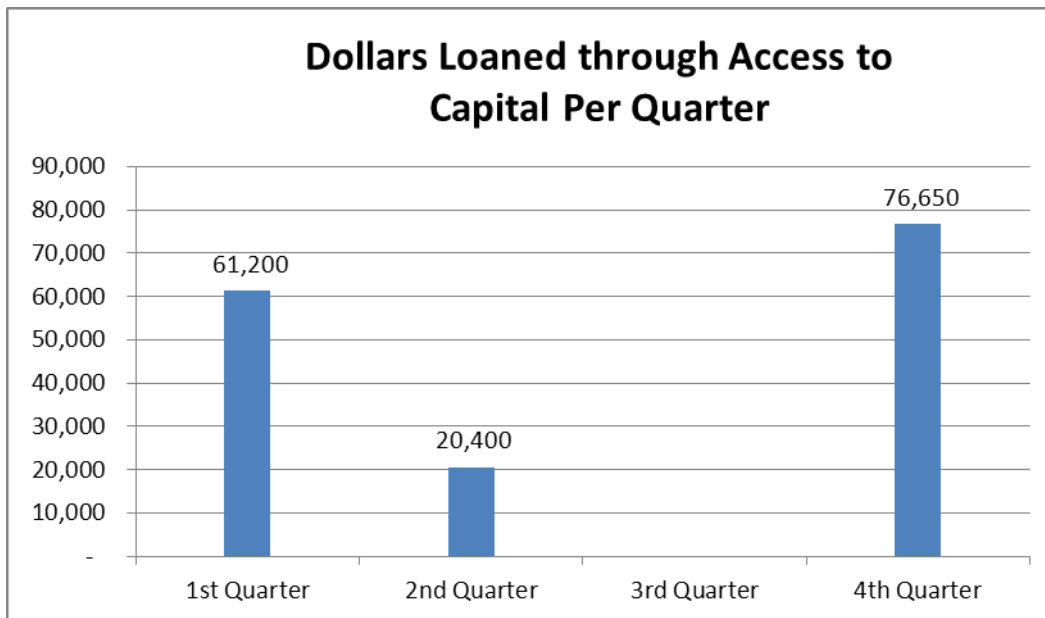
1. # of outreach events – 5



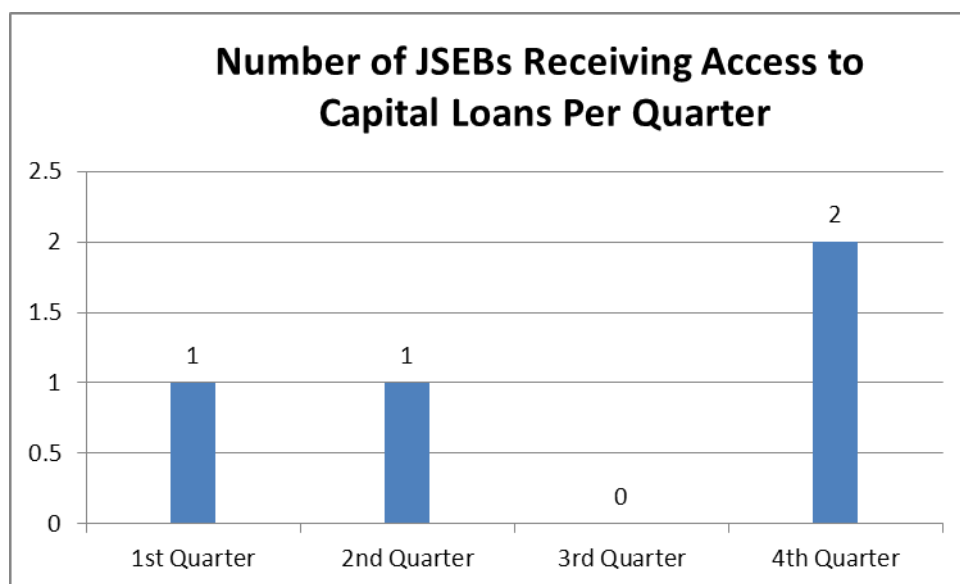
The EBO Office participated in a total of fifteen (15) outreach events during FY 12.

## Access to Capital

Two JSEBs received access to capital loans for a total of \$76,650 during the 4<sup>th</sup> quarter. The total amount loaned to JSEB's through access to capital since inception is \$2,850,689.



Two JSEBs received access to capital loans for the fourth quarter.



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