

City of Jacksonville, Florida

Office of Economic Development

Jacksonville Small &
Emerging Business
Office

1st Quarter Report
for FY 12-13

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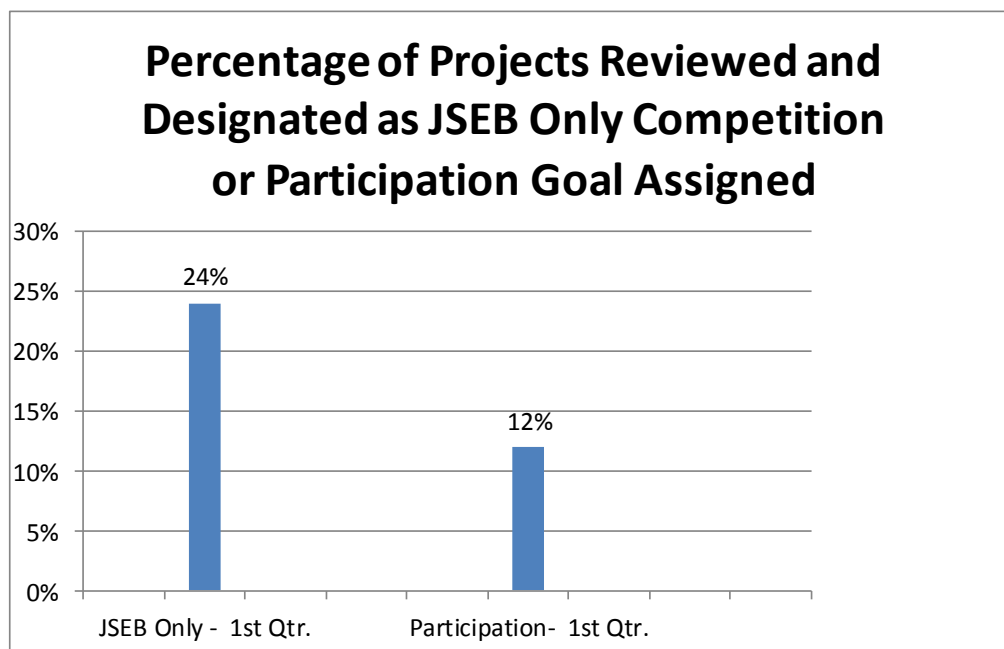
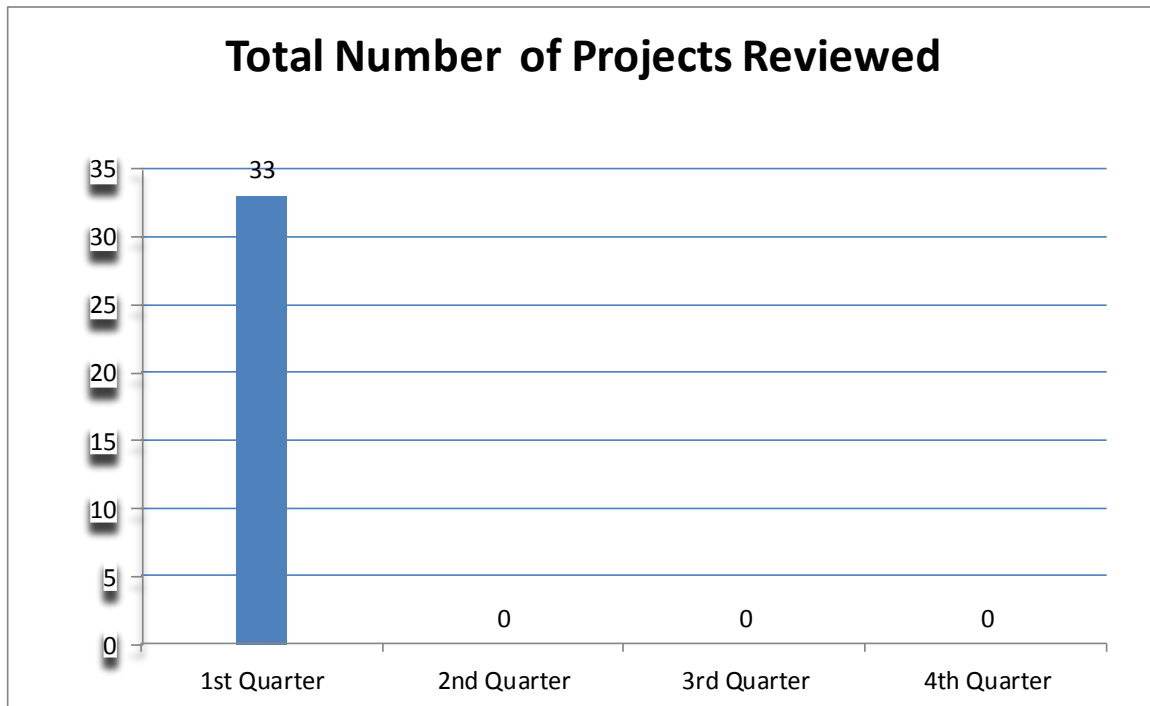
RFP / BID Opportunities Reviewed

The Jacksonville Small & Emerging Business (JSEB) Office reviewed a total of 33 professional and construction related projects for JSEB goal setting for the first quarter of FY 12-13. Seventeen (17) projects were construction related and sixteen (16) were either professional services, contractual services or contractual supply related.

Month	# of Projects Reviewed	# of Projects Set-Aside	# of Projects Participation Goals	Set-Aside Percentage	Participation Percentage
October	6	3	1	24%	12%
November	17	3	1		
December	10	2	2		
Total	33	8	4		

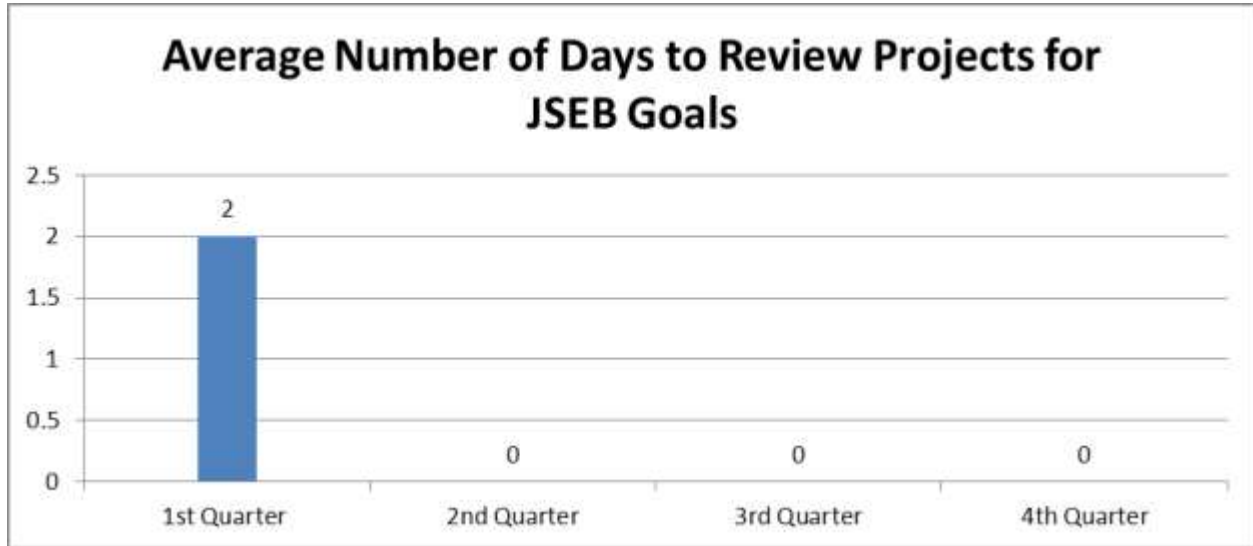
Twenty-four percent (24%) of projects reviewed for bidding during the first quarter were projects set-aside for “JSEB Only” competition. Twelve percent (12%) of projects reviewed for bidding were assigned a “JSEB Participation” goal. The total number of projects assigned “JSEB only” or Participation “Goals” for the first quarter was twelve (12), equating to 36% of all bids reviewed for bidding opportunities.

All projects reviewed during the first quarter were not necessarily awarded during the same time period. Many projects are initially reviewed, but awarded later during the year depending on the complexity of the project.



The estimated dollar amount for projects reviewed for “JSEB Only” competition (prime contracts) was \$656,815. The estimated dollar amount for projects reviewed for “JSEB Participation” competition was \$2,204,549. The total estimated amount reviewed for JSEB goal participation for the first quarter was \$2,861,365.

The JSEB Office average # of days to review contracts for participation for the first quarter was two (2) days.

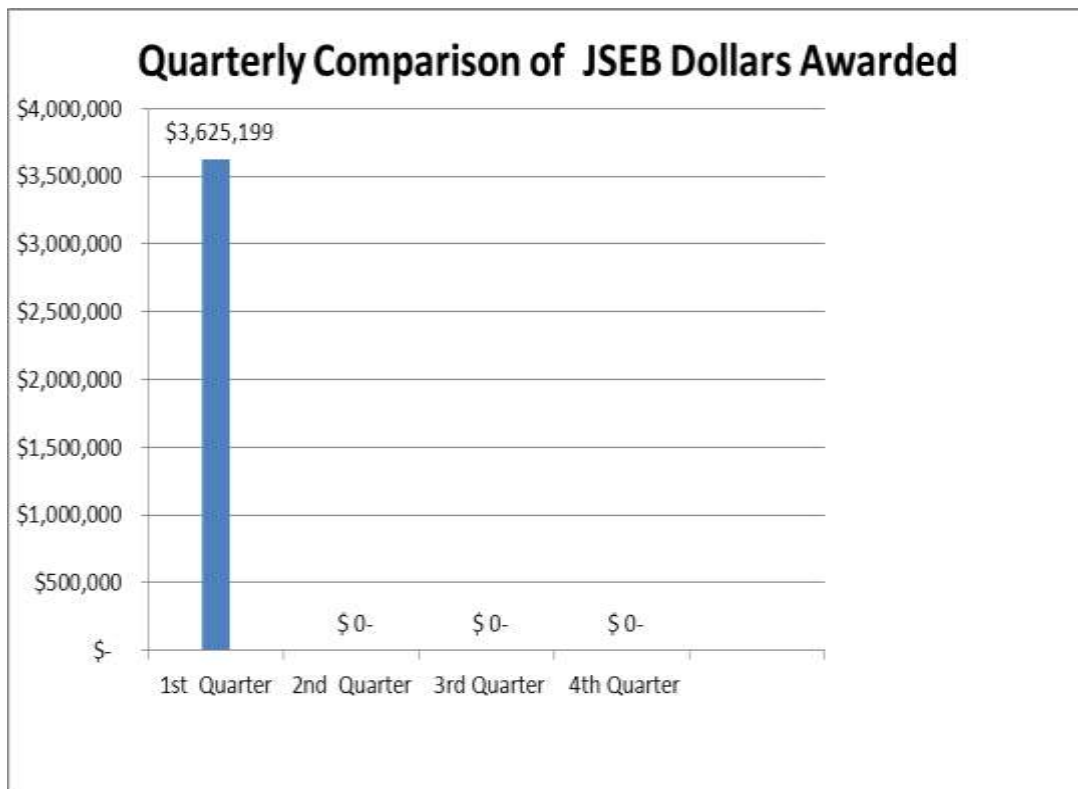


Contract Dollars Awarded to JSEBs

The total dollars awarded by the City of Jacksonville for Construction contracts in the first quarter was \$13,729,287. The dollar amount awarded through “JSEB Only” competition or prime contracts for the first quarter was \$2,381,584 and the dollar amount awarded through “JSEB Participation” or sub-contracts was \$1,120,000. The total amount awarded to JSEBs for the first quarter was \$3,501,584. This amount equates to 26% of the total dollars awarded for construction in the 1st quarter.

The total dollars awarded for professional services during the first quarter is \$123,615. of the eight formal projects awarded, 25% were assigned goal participation for JSEB’s.

A total of 101 projects were advertised as open bids for the first quarter for a total dollar amount of \$33,364,492, not including projects that were set-aside solely for JSEB vendors.

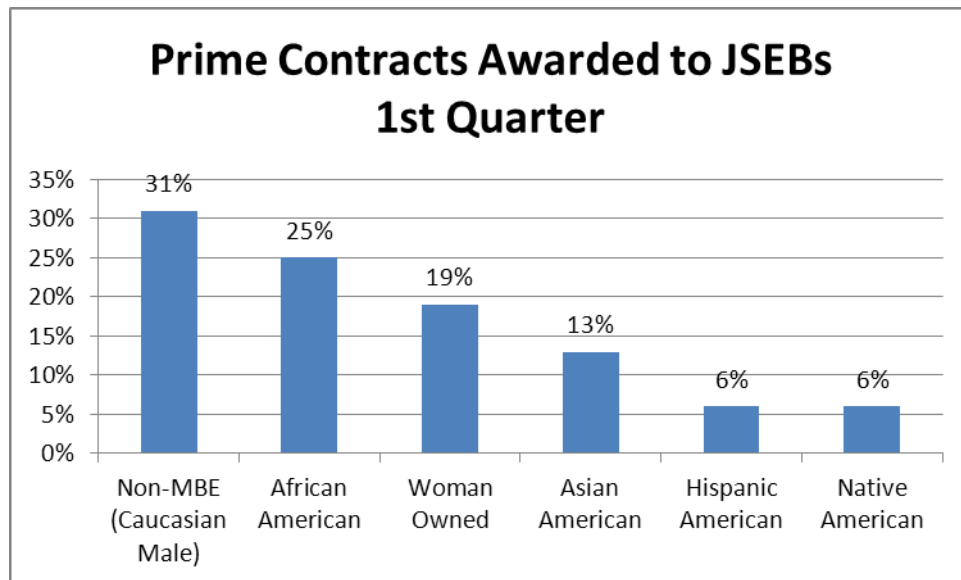


A total of sixteen (16) prime contracts were awarded to fifteen (15) different JSEB vendors.

The percentages of the contracts awarded by ethnic group are as follows:

1st Quarter

Sub-Contractor Ethnic Category	Percentage of Prime Contracts Awarded to JSEBs	# of Contracts Awarded	Total Dollar Amount Awarded
Non-MBE (Caucasian Male)	31%	5	\$ 633,000
African- American	25%	4	\$ 747,191
Woman- Owned	19%	3	\$ 404,943
Asian-American	13%	2	\$ 252,465
Hispanic- American	6%	1	\$ 20,986
Native- American	6%	1	\$ 323,000
Total		16	\$ 2,381,587



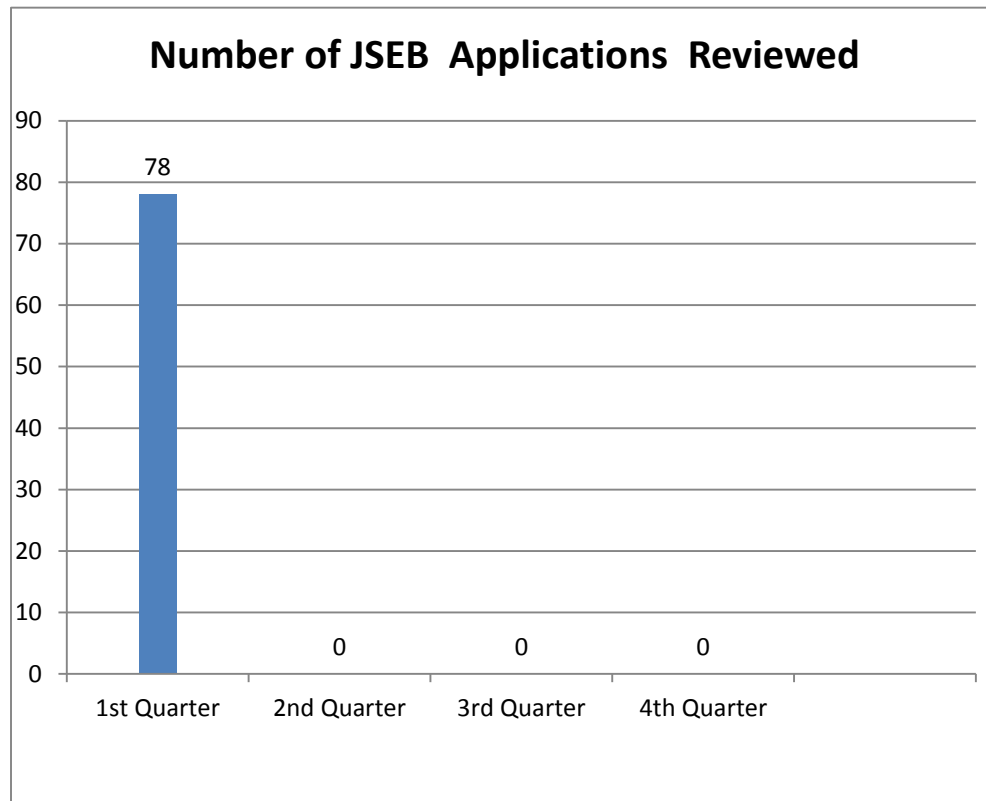
Applications & Requests Reviewed

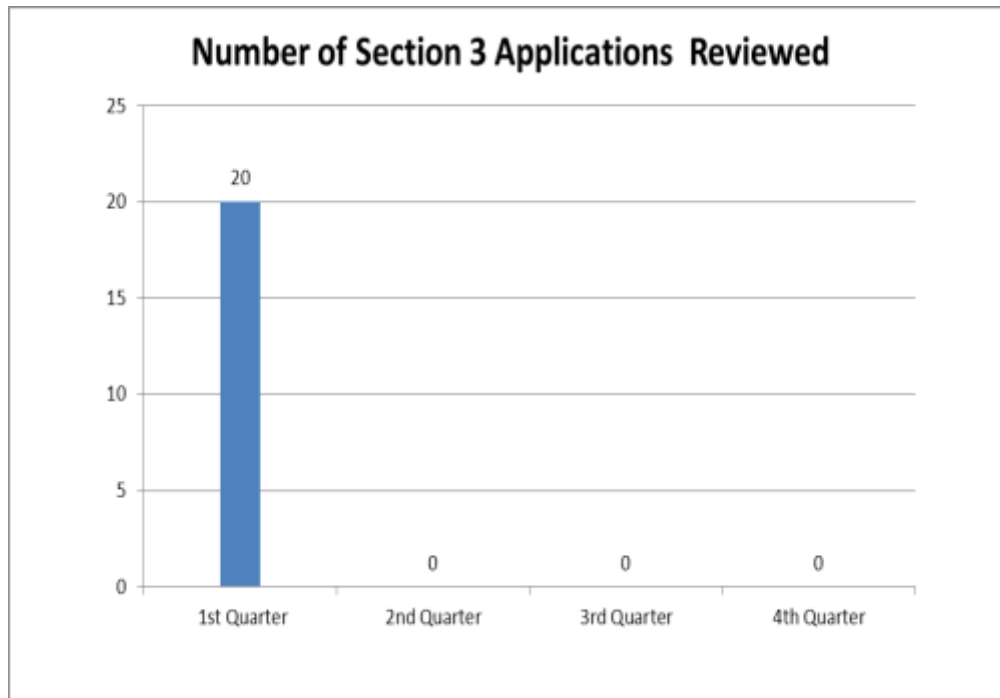
The JSEB Office reviewed a total of 78 JSEB applications and 20, Section-3 applications for the first quarter for a total of 98.

The application breakdown is as follows:

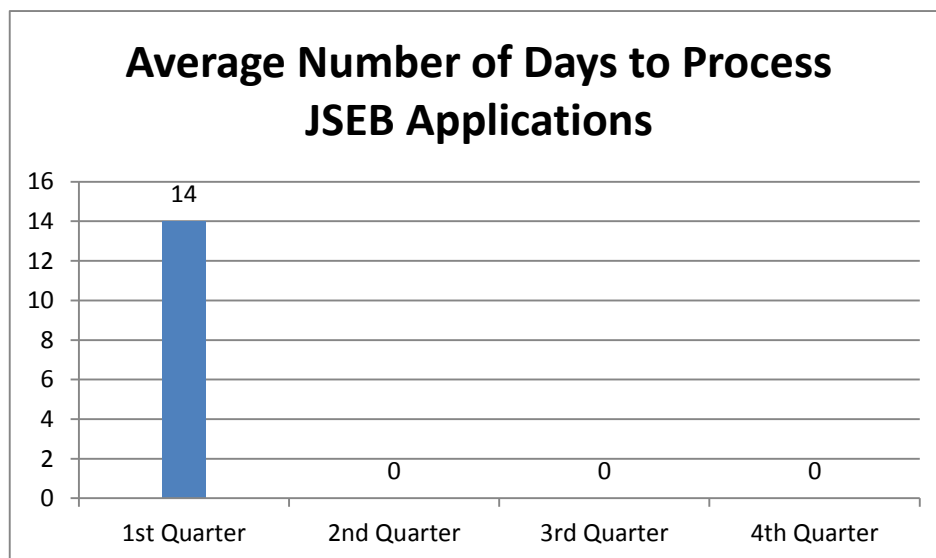
- (1) New applications – 23
- (2) Re-certifications – 55
- (3) New Section-3 Applications – 20

Four (4) requests for additional commodity codes to be added to business certifications were 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 – 14

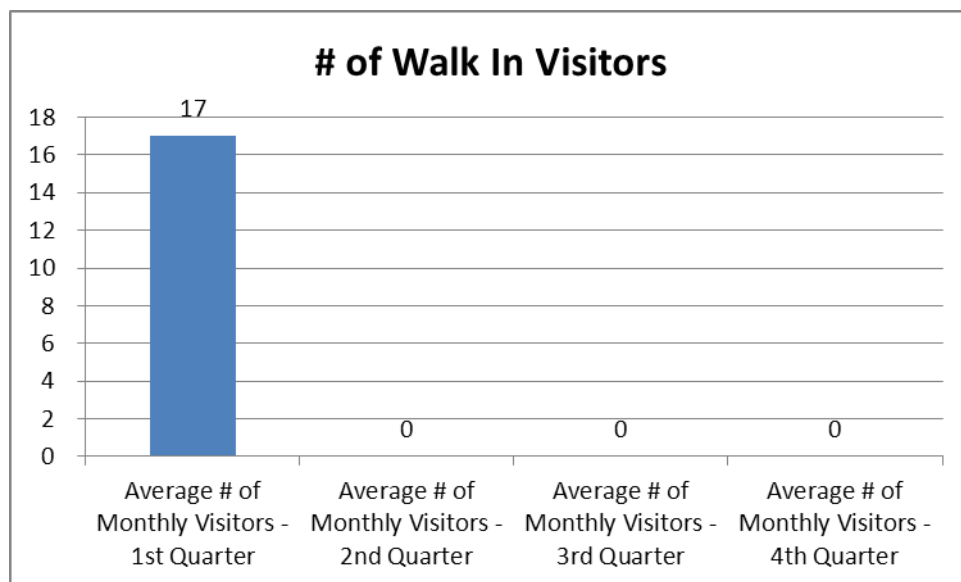


JSEB Office Monthly Business Assistance

The JSEB Office provided business assistance to a total of 102 customers in person and through C.A.R.E for the first quarter of FY13.

JSEB VISITORS:

The JSEB Office provided business assistance to a total of 52 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 seventeen (17) customers per month visited the JSEB Office for business assistance during the first quarter of FY13.



JSEB PHONE INQUIRES:

The JSEB Office received 50 customer service inquiries issued through the Citizen Active Response Effort (C.A.R.E.) system during the first quarter of FY13.

Graduation

No JSEB's graduated from the small business program during the 1st quarter.

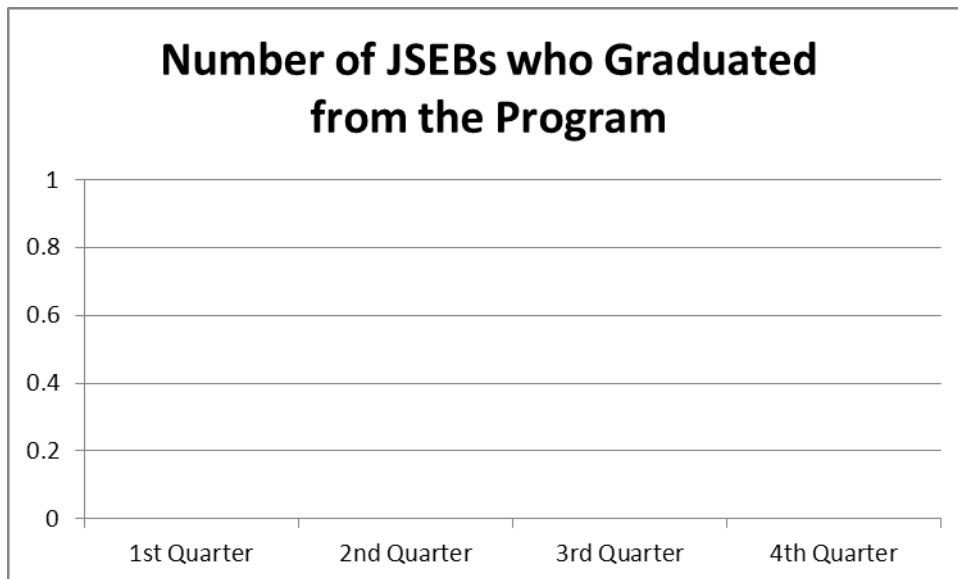
Note:

In accordance with Section 126.615 of the City's Procurement Code - Continuing obligations of JSEBs and MBEs and graduation:

A firm, or qualifying individuals, who have participated in the JSEB program for a total of 15 years shall graduate from the Program, or if their networth has exceeded \$605,000, or if their averaged annual gross sales receipts immediately preceding three (3) period exceed \$6,000,000.

Performance Measure:

1. # of JSEBs graduated from the program – 0



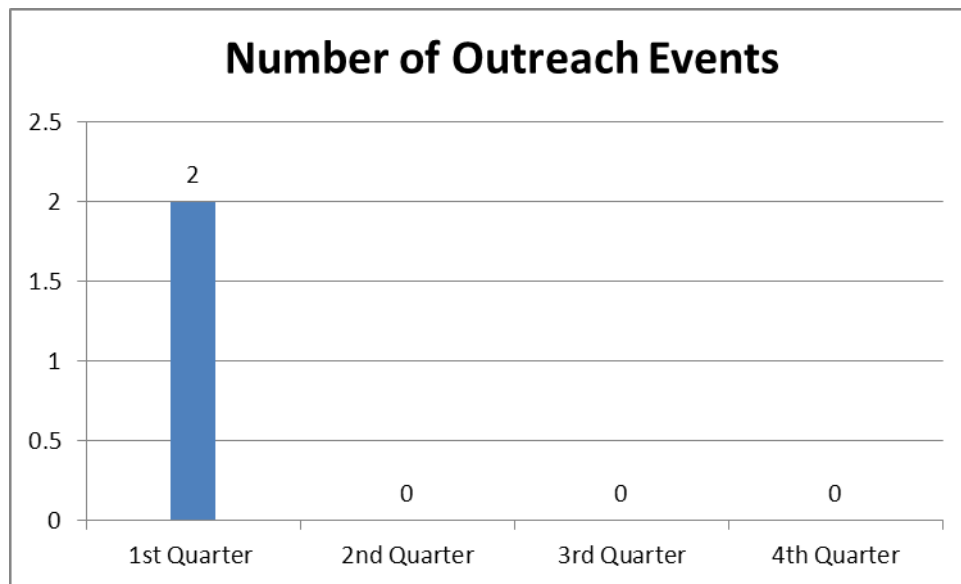
Outreach Events

The JSEB Office participated in two (2) outreach events during the 1st quarter:

1. U.S. Small Business Administration's "Encore Entrepreneur Mentor Day" at Florida State College at Jacksonville, Deerwood Center
2. 11th Annual Jacksonville Black Expo, 2012 at the Prime Osborn Convention Center

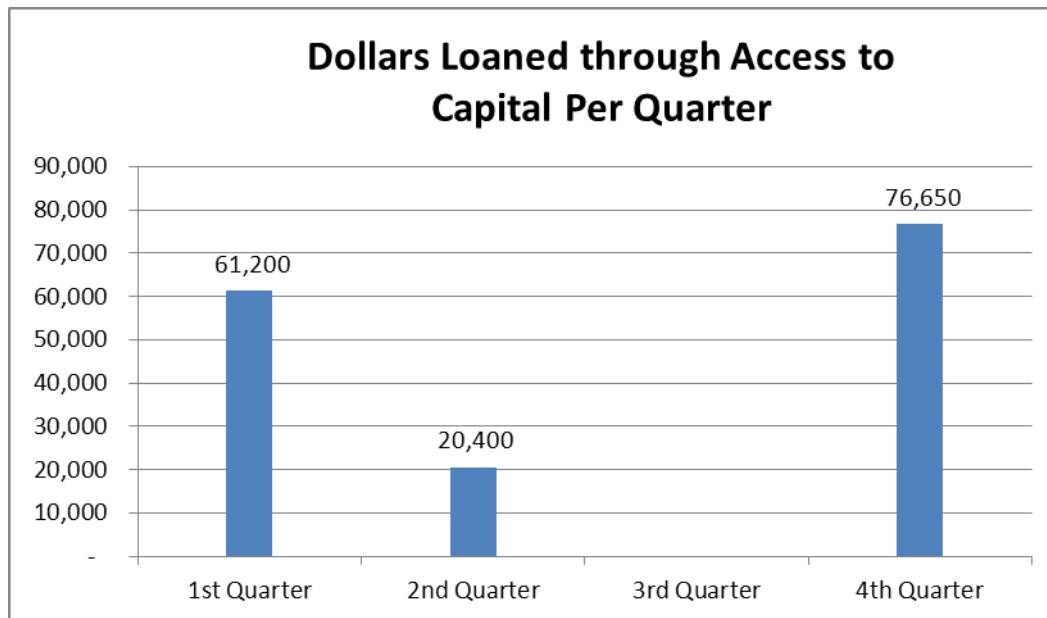
Performance Measures:

1. # of outreach events – 2

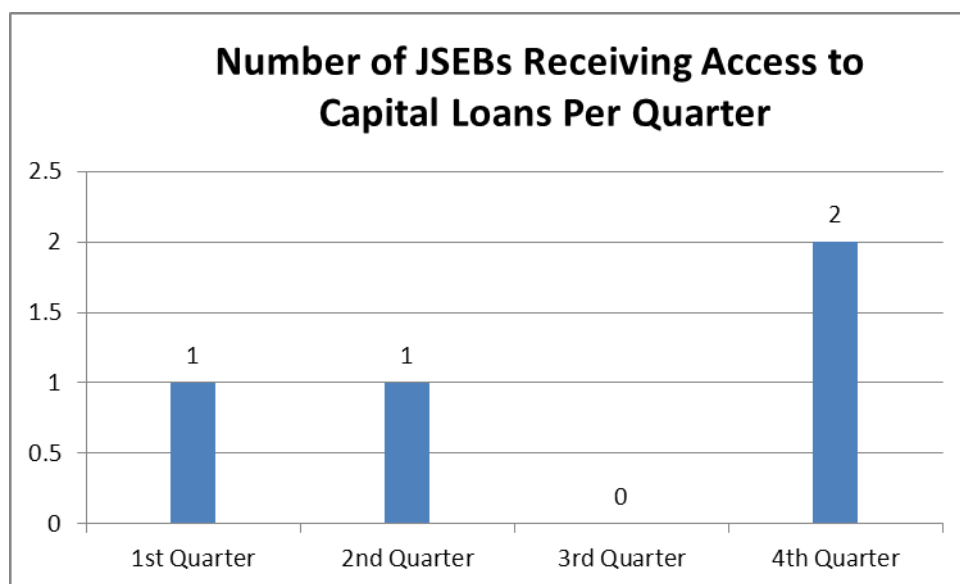


Access to Capital (As of September 2012)

Two JSEBs received access to capital loans for a total of \$76,650 during the 4th 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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