

City of Jacksonville, Florida

Office of Economic Development

Jacksonville Small &
Emerging Business
Office

3rd Quarter Report
for FY 12-13

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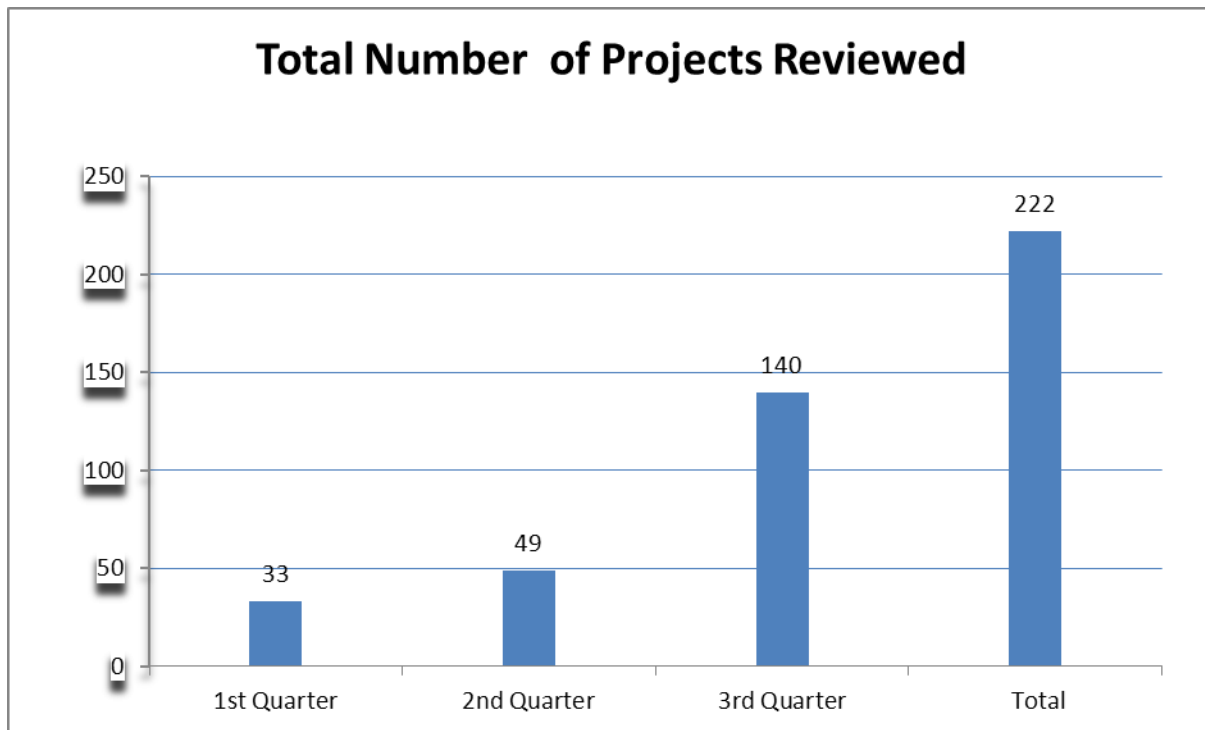
RFP / BID Opportunities Reviewed

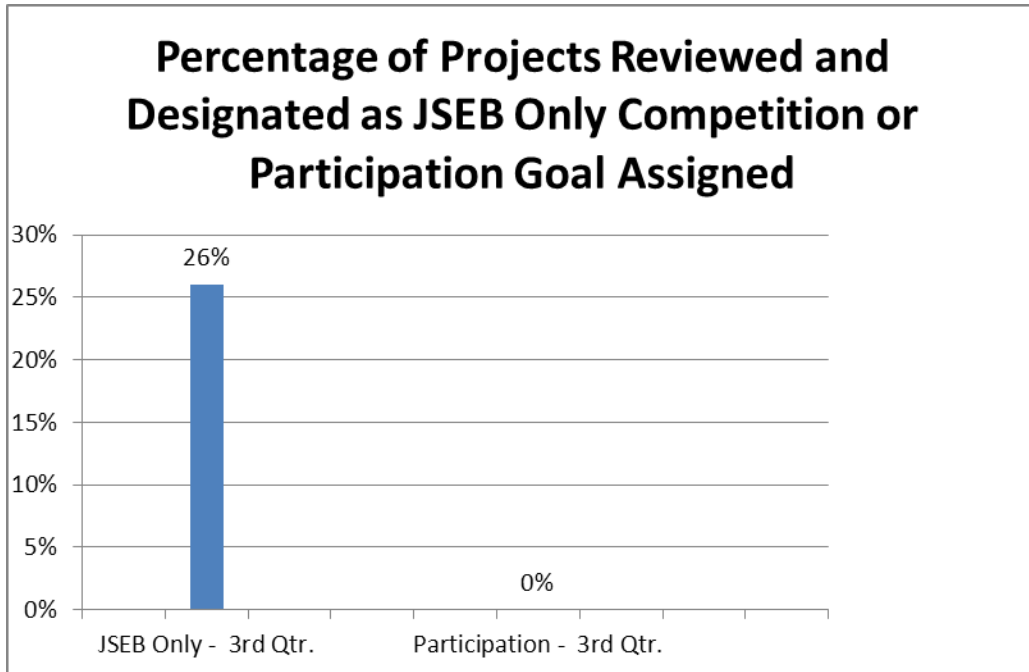
The Jacksonville Small & Emerging Business (JSEB) Office reviewed a total of 140 professional and construction related projects for JSEB goal setting for the 3rd quarter of FY 12-13. Fifty-eight (58) projects were construction related and 82 were professional services RFPs/Amendments reviewed for participation.

Month	# of Construction Related Projects Reviewed	# of Projects Set-Aside	# of Projects Participation Goals	Set-Aside Percentage	Participation Percentage
April	20	2	0	26%	0%
May	19	6	0		
June	19	7	0		
Total	58	15	0		

Twenty-six percent (26%) of projects reviewed for bidding during the 3rd quarter were projects set-aside for “JSEB Only” competition. The JSEB Office did not have an opportunity to assign any participation goals to projects reviewed for bidding during this quarter, but will continue to aggressively review all opportunities. The total number of projects assigned “JSEB only” or Participation “Goals” for the 3rd quarter was fifteen (15), equating to 26% of all bids reviewed for bidding opportunities.

All projects reviewed during the 3rd 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.

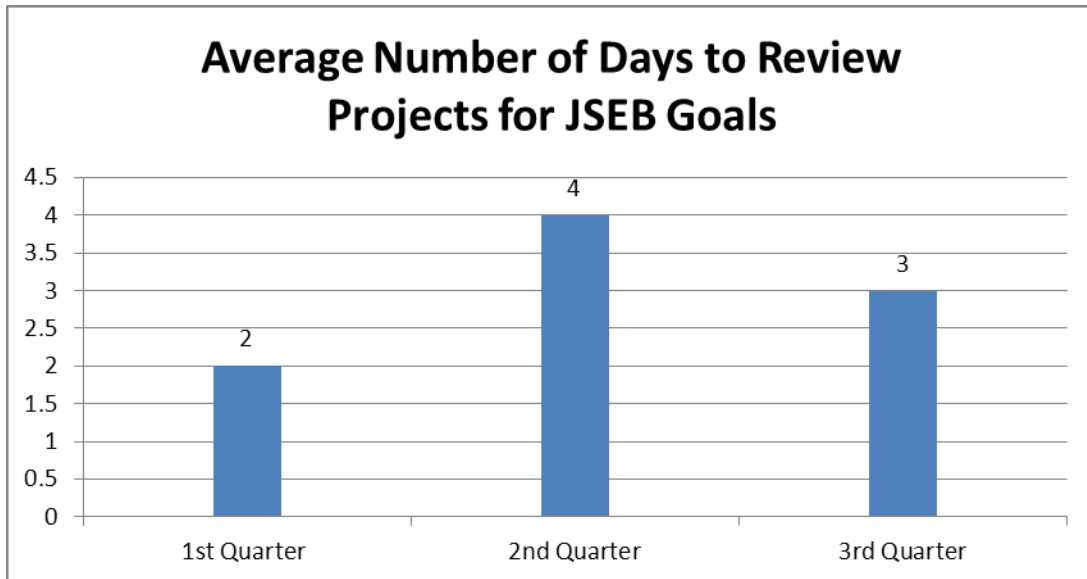




The estimated dollar amount for projects reviewed for “JSEB Only” competition (prime contracts) was \$1,481,003. There were no dollars assigned for “JSEB Participation”. The total estimated amount reviewed for JSEB goal participation for the third quarter was \$1,481,003.

The nine (9) month estimated total amount which includes the first, second and third quarters for set-asides is \$3,442,798 and for participation is \$3,301,831 for a total estimated goal of \$6,744,629.

The JSEB Office average # of days to review contracts for participation for the third quarter was three (3) days.

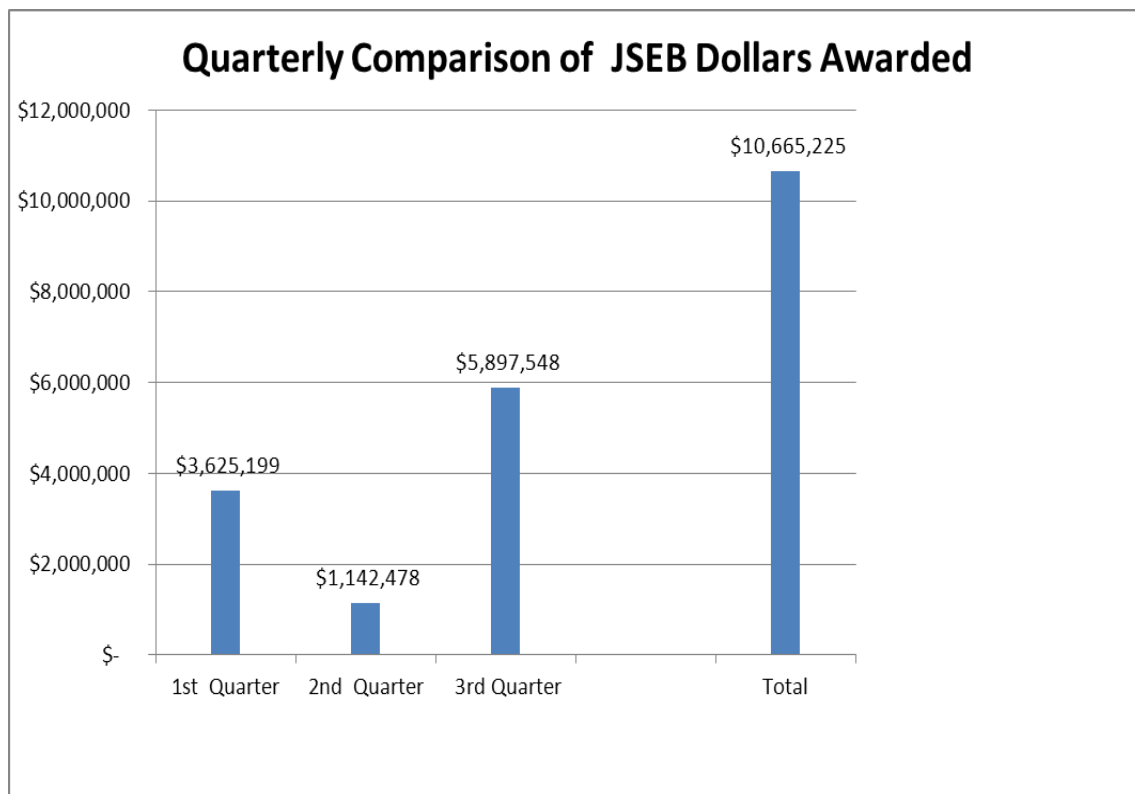


Contract Dollars Awarded to JSEBs

The total dollars awarded by the City of Jacksonville for construction, construction related, contractual services, or contractual supply contracts in the third quarter was \$29,227,408.

The dollar amount awarded through “JSEB Only” competition or prime contracts for the third quarter was \$1,262,083 and the dollar amount awarded through “JSEB Participation” or sub-contracts was \$4,455,000, also one project for \$180,456 that was advertised with “encouragement” language was awarded to a JSEB vendor, which brings the total amount to \$5,897,548 awarded to JSEB vendors.

Eight formal projects for professional services were awarded city-wide; no dollars were awarded for professional services to JSEB vendors during the third quarter.

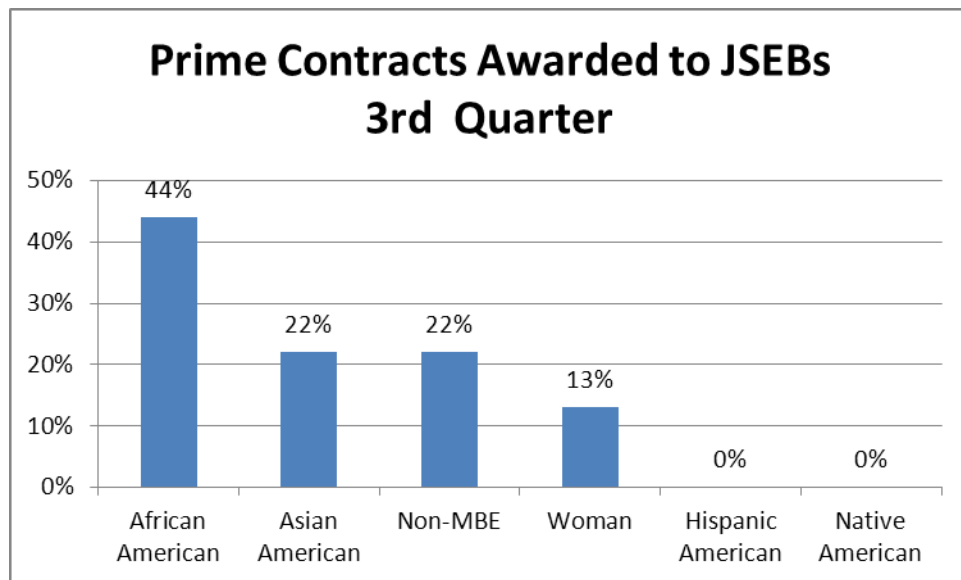


A total of nine (9) prime contracts were awarded to seven (7) different JSEB vendors.

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

3rd Quarter

Sub-Contractor Ethnic Category	Percentage of Prime Contracts Awarded to JSEBs	# of Contracts Awarded	Total Dollar Amount Awarded
African American	44%	4	\$ 725,245
Asian-American	22%	2	\$ 350,816
Non-MBE	22%	2	\$ 286,488
Woman-Owned	11%	1	\$ 80,000
Hispanic American	0%	0	\$ -
Native American	0%	0	\$ -
	Total	9	\$ 1,442,549



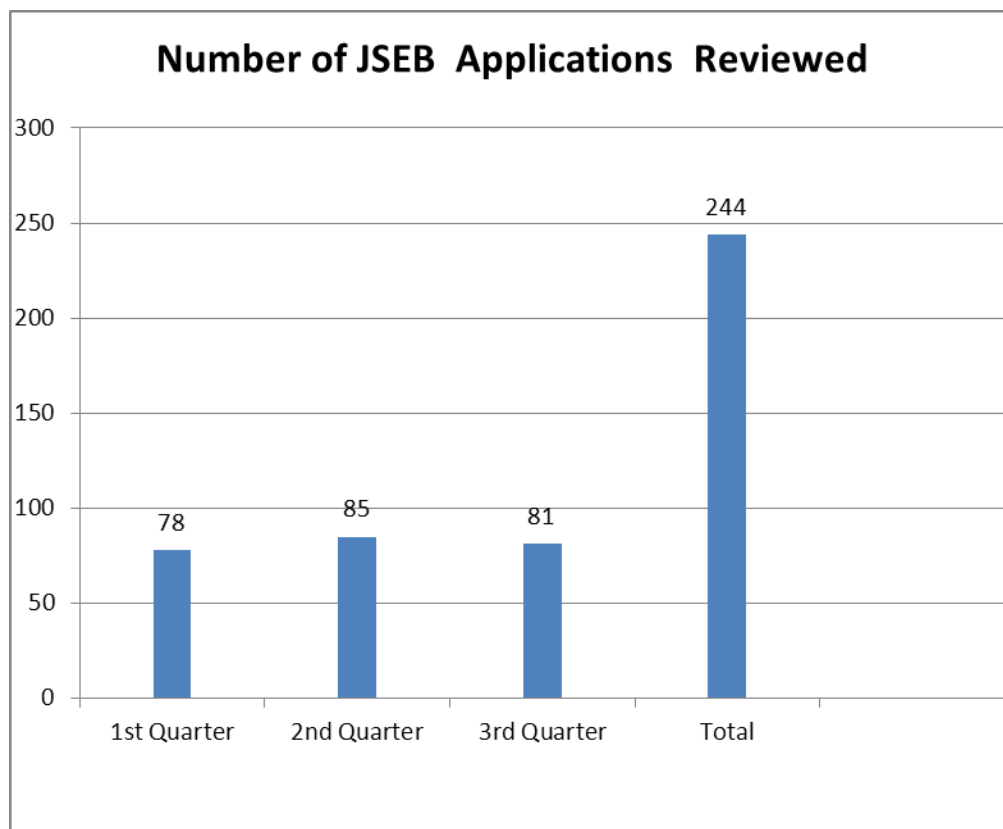
Applications & Requests Reviewed

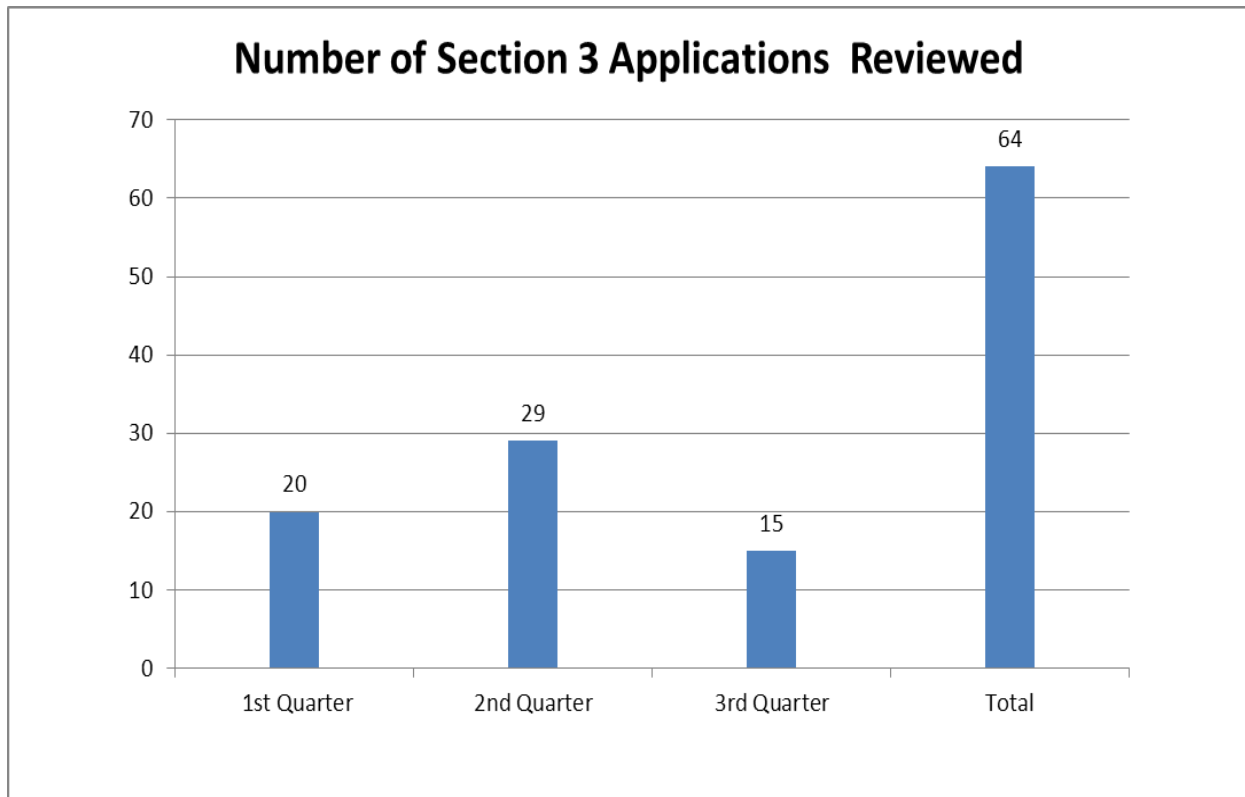
The JSEB Office reviewed a total of 81JSEB applications and 15, Section-3 applications for the third quarter for a total of 96.

The application breakdown is as follows:

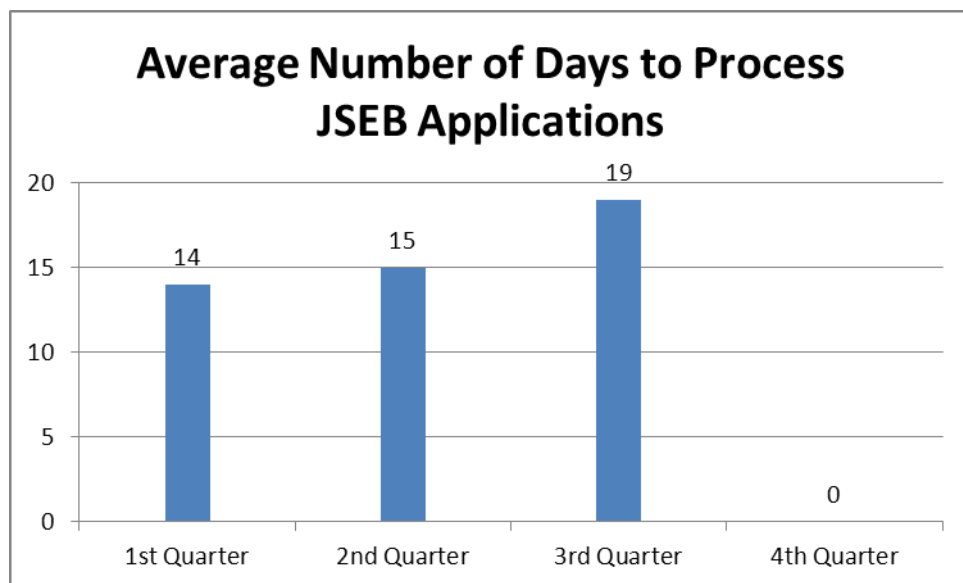
- (1) New applications – 26
- (2) Re-certifications – 55
- (3) New Section-3 Applications – 15

One (1) request for additional commodity codes to be added to business certifications was reviewed.





1. Average # of days to process JSEB applications – 19

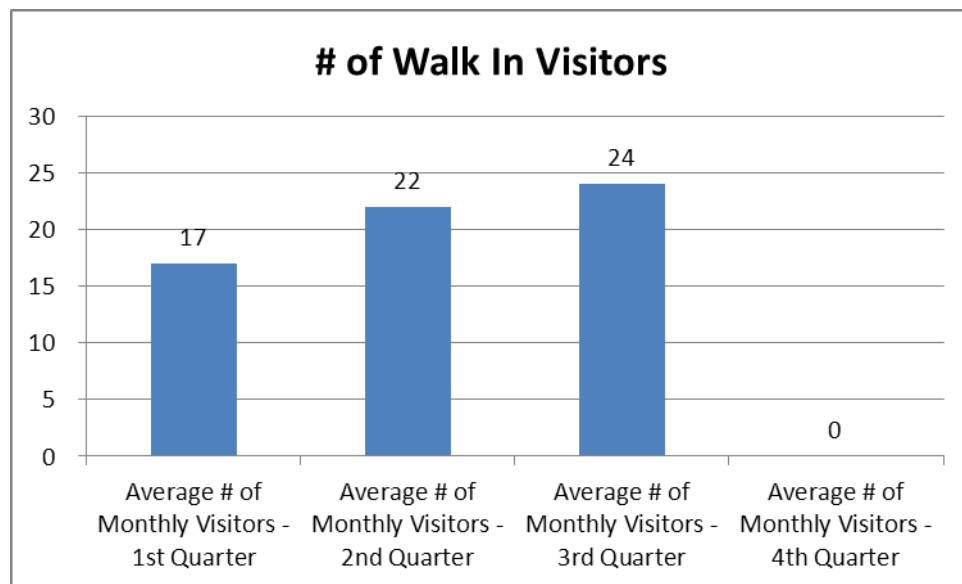


JSEB Office Monthly Business Assistance

The JSEB Office provided business assistance to a total of 134 customers in person and through C.A.R.E for the third quarter of FY13.

JSEB VISITORS:

The JSEB Office provided business assistance to a total of 73 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-four (24) customers per month visited the JSEB Office for business assistance during the third quarter of FY13.



JSEB PHONE INQUIRES:

The JSEB Office received 61 customer service inquiries issued through the Citizen Active Response Effort (C.A.R.E.) system during the third quarter of FY13.

Graduation

No JSEB's graduated from the small business program during the 3rd 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.

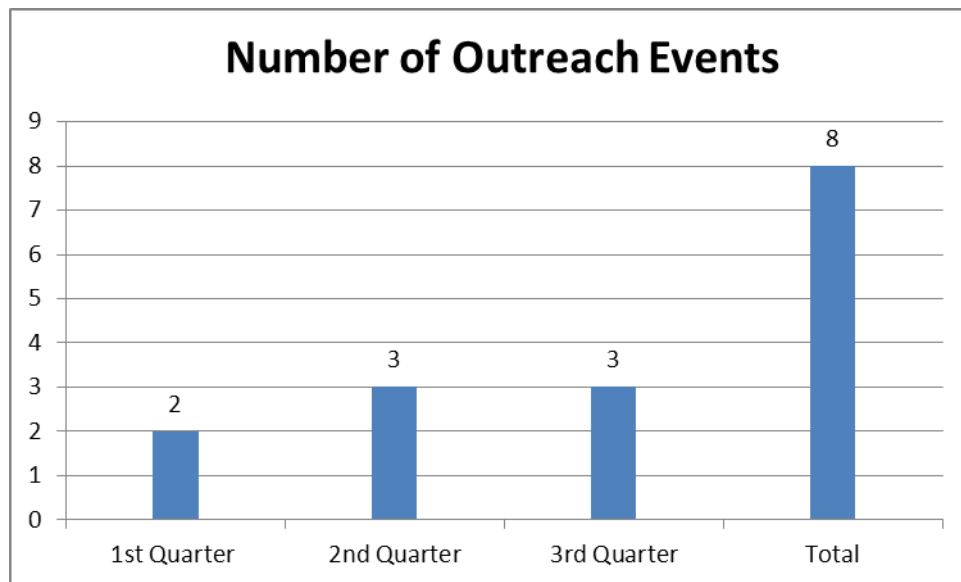
Outreach Events

The JSEB Office participated in two (3) outreach events during the 3rd quarter:

1. The Jacksonville Acquisition Conference & Trade Show at UNF
2. 21st Annual Small Business Week Celebration – UNF
3. Council District #9 (Council Warren Jones) Small Business Workshop at Beaver Street Enterprise Center

Performance Measures:

1. # of outreach events – 3



To date the JSEB Office has participated in eight (8) outreach events for the year.

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