

City of Jacksonville
Office of Economic Development

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

2nd Quarter and Mid-Year Report for FY 12

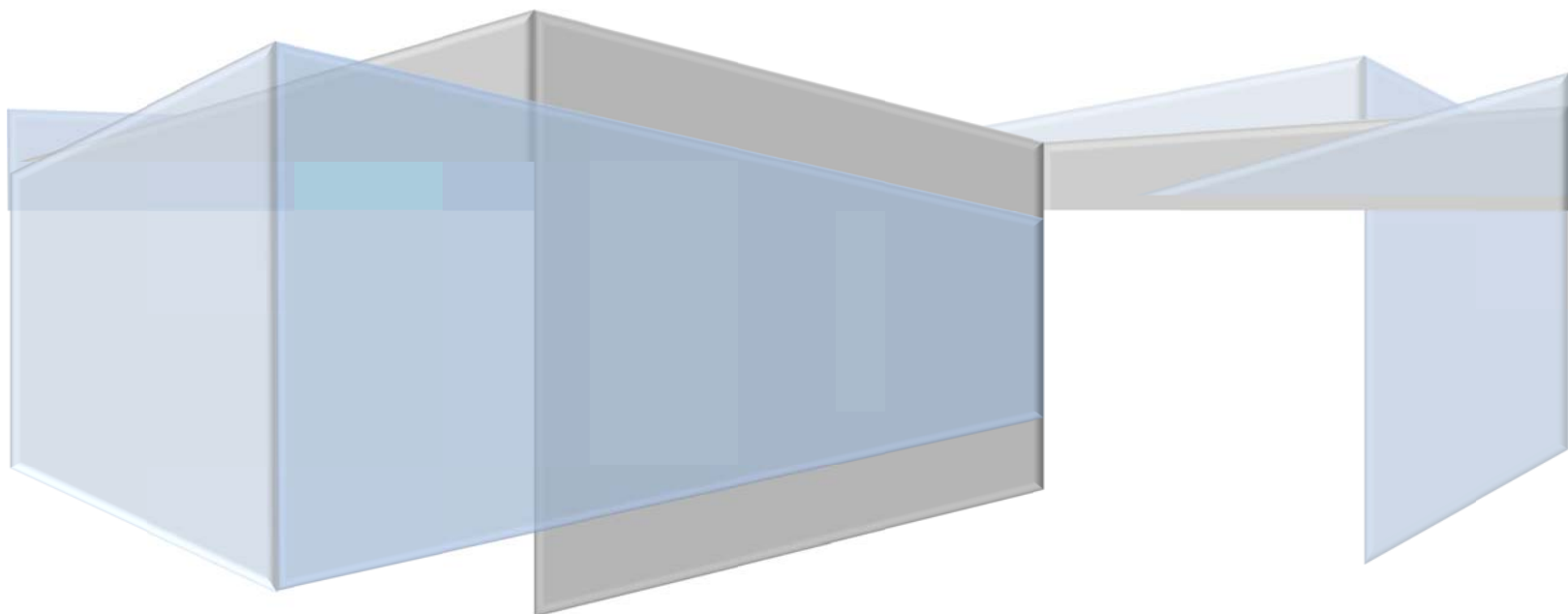


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RFP / BID Opportunities Reviewed

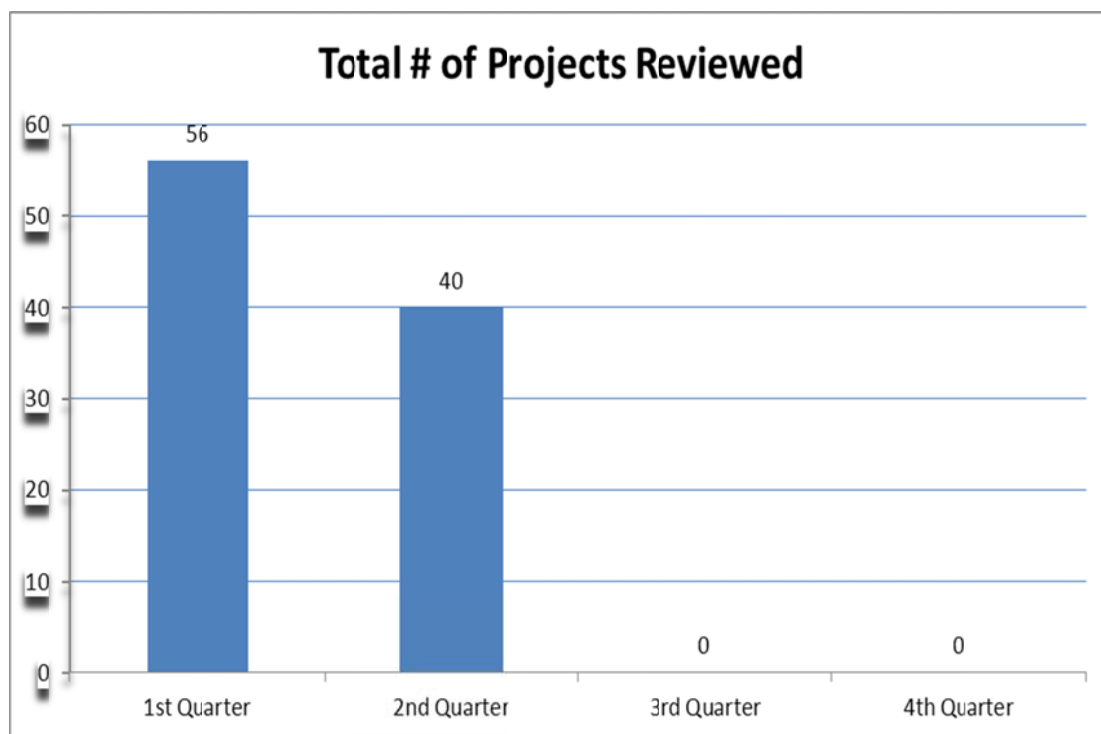
The EBO & Contract Compliance Office reviewed a total of 40 professional and

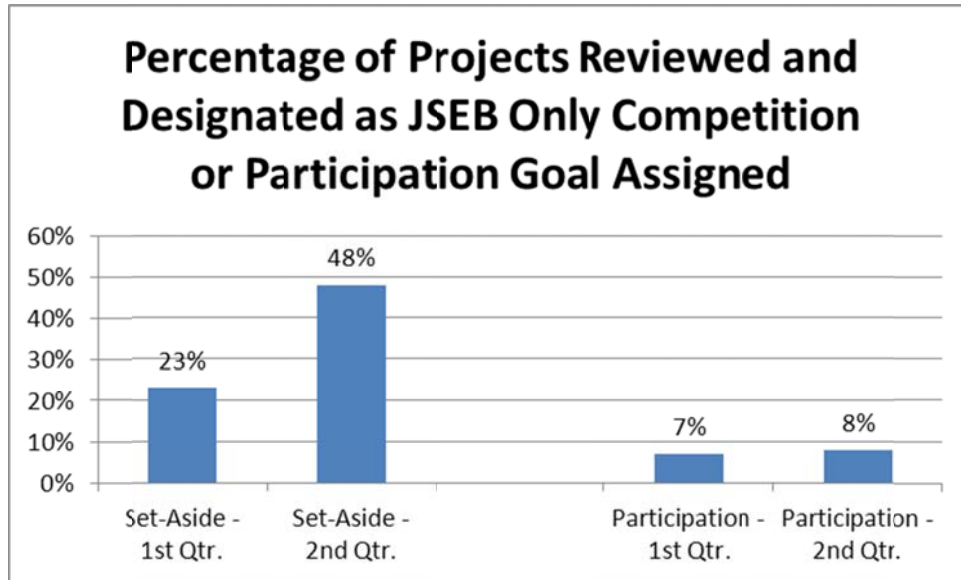
construction related projects for Jacksonville Small Emerging Businesses (JSEB) goal setting for the second quarter of FY 12.

Month	# of Projects Reviewed	# of Projects Set-Aside	# of Projects Participation Goals	Set-Aside Percentage	Participation Percentage
January	17	2	1	48%	8%
February	11	10	1		
March	12	7	1		
Total	40	19	3		

Forty-Eight percent (48%) of projects reviewed for bidding during the second quarter were projects set-aside for “JSEB Only” competition. Eight Percent (8%) of projects reviewed for bidding were assigned a “JSEB Participation” goal. The total number of projects assigned set-aside or participation goals for the second quarter was twenty-two (22), equating to 55% of all bids reviewed for bidding opportunities.

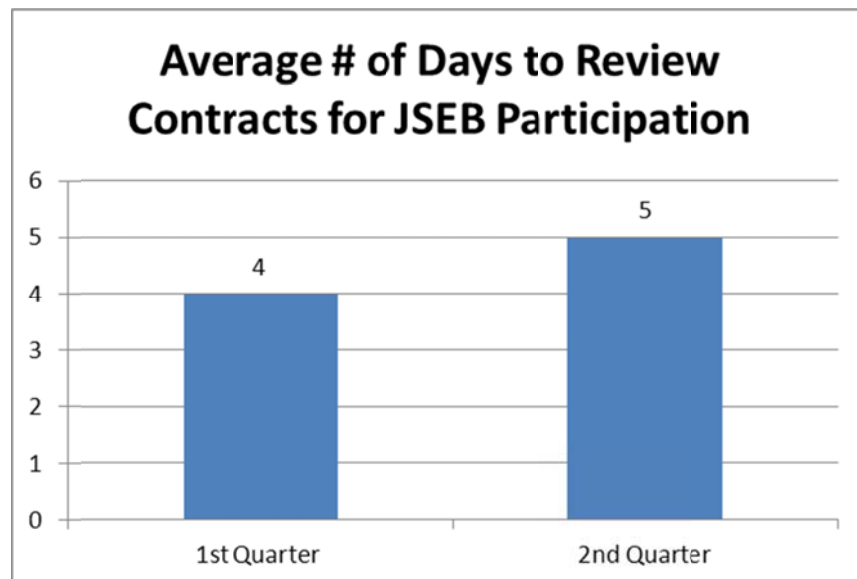
Performance Measure: Number of Contracts Reviewed for Participation – 40





The estimated dollar amount for projects reviewed for “JSEB Only” competition was \$1,582,443. The estimated dollar amount for projects reviewed for “JSEB Participation” competition was \$493,490. The total estimated amount reviewed JSEB participation for the second quarter was \$2,075,933. No JSEB goals for professional services were assigned during the 2nd quarter, however a supply contract for computer related contractual services was awarded to a JSEB for \$4,201,600.

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

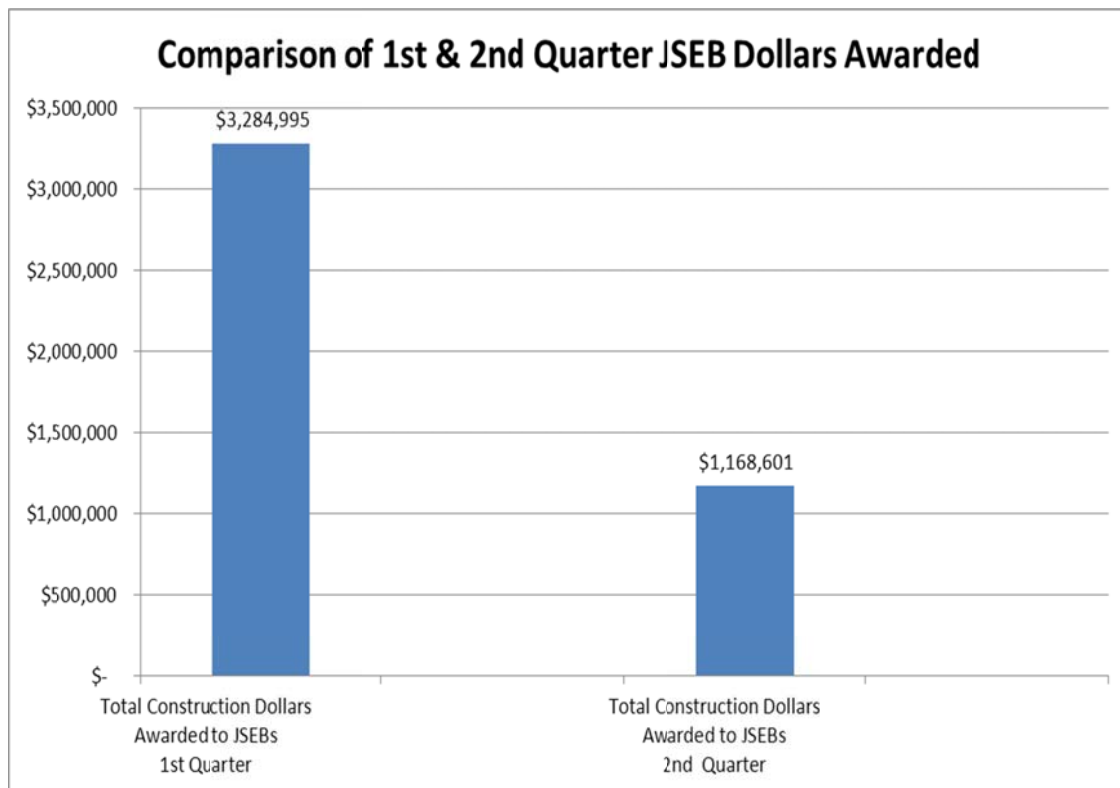


Contract Dollars Awarded to JSEBs

The total dollars awarded by the City of Jacksonville for Construction contracts in the second quarter was \$10,948,471. The dollar amount awarded through “JSEB Only” competition for the second quarter was \$992,601 and the dollar amount awarded through “JSEB Participation” was \$93,000. The total amount awarded to JSEBs for the second quarter was \$1,075,601.

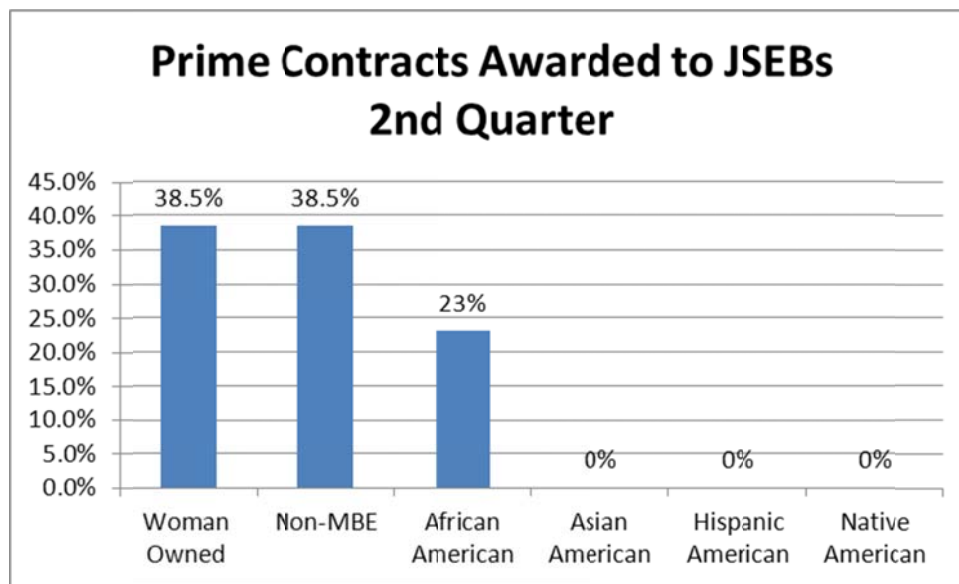
The amount equates to 10% of the dollars awarded for construction in the 2nd quarter.

Twenty-three (23) percent of all construction dollars awarded so far in FY 12 has been awarded to JSEB's. Construction dollars awarded year-to-date is \$19,375,601 of which \$4,453,596 was awarded to JSEB's.



A total of thirteen (13) prime contracts were awarded to ten (10) JSEB vendors. The percentages of the contracts awarded by ethnic group are as follows:

Sub-Contractor Ethnic Category	Percentage of Prime Contracts Awarded to JSEBs	# of Contracts Awarded	Total Dollar Amount Awarded
Woman Owned	38.5%	5	\$ 509,202
Non-MBE	38.5%	5	\$ 206,833
African American	23%	3	\$ 266,566
Asian American	0.0%	0	\$ -
Hispanic American	0.0%	0	\$ -
Native American	0.0%	0	\$ -
Total		13	\$ 982,601



Note: The Non-MBE category is Caucasian males

Applications & Requests Reviewed

The EBO and Contract Compliance Office reviewed a total of 99 JSEB applications and 25 Section 3 applications for the second quarter for a total of 124.

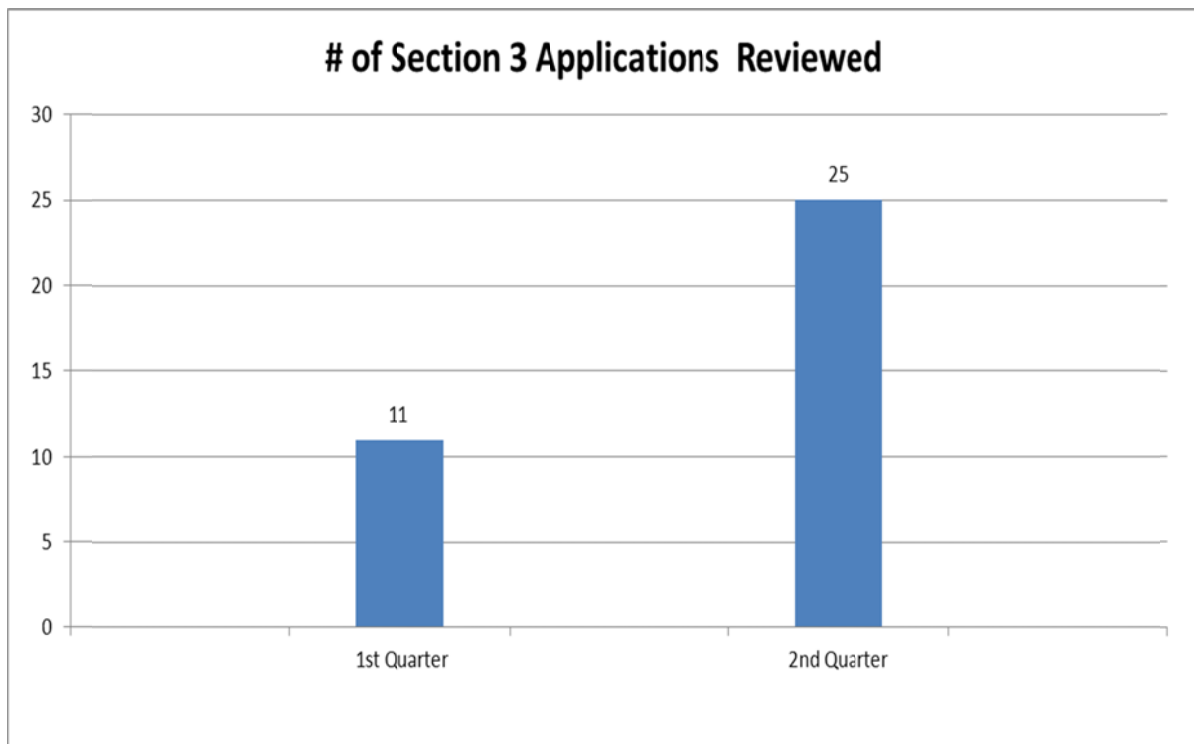
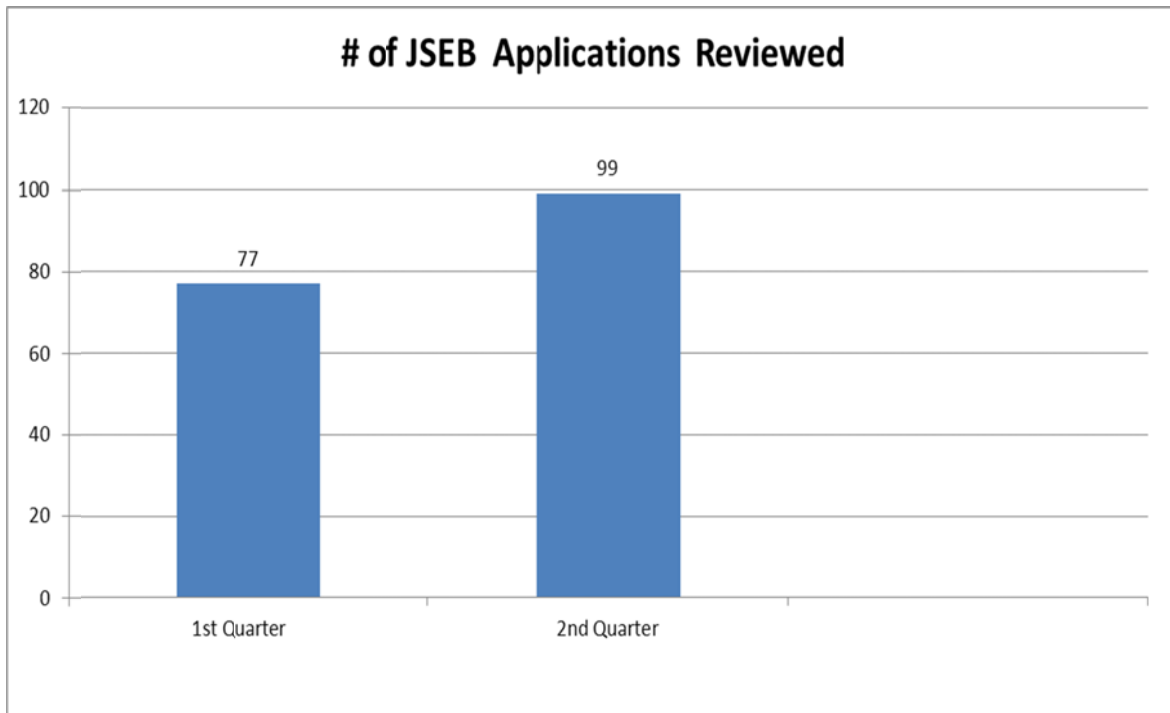
The application review breakdown is as follows:

- (1) New JSEB applications – 36
- (2) JSEB Re-certifications – 63
- (3) New Section-3 Applications – 25

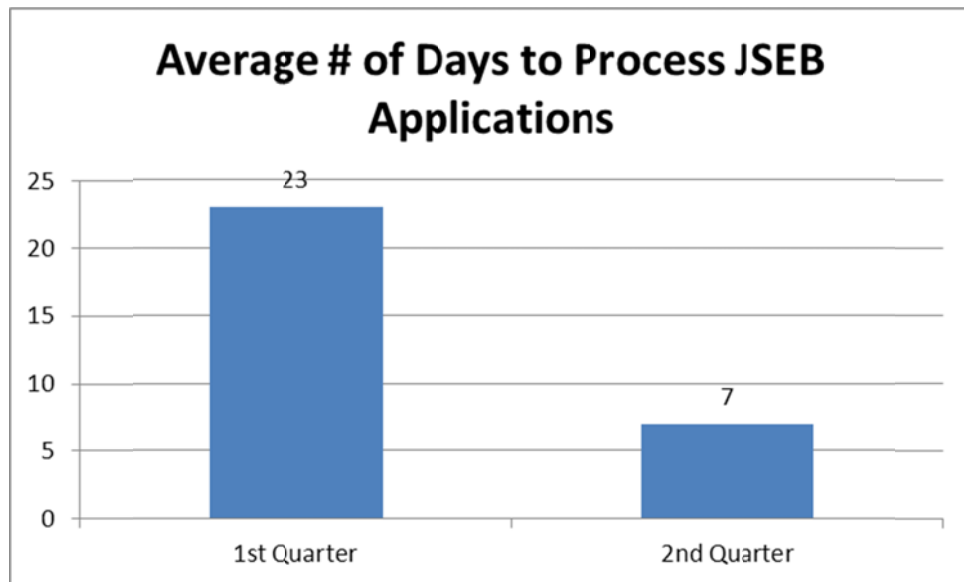
Six (6) requests for additional commodity codes to be added to business certifications were also reviewed. Two (2) applications were denied due to lack of information not received, not meeting residency or company control requirements.

Performance Measures:

- 1. Number of JSEB Applications Reviewed – 99
- 2. Number of Section-3 Applications Reviewed - 25



1. Average # of days to process JSEB applications – 7

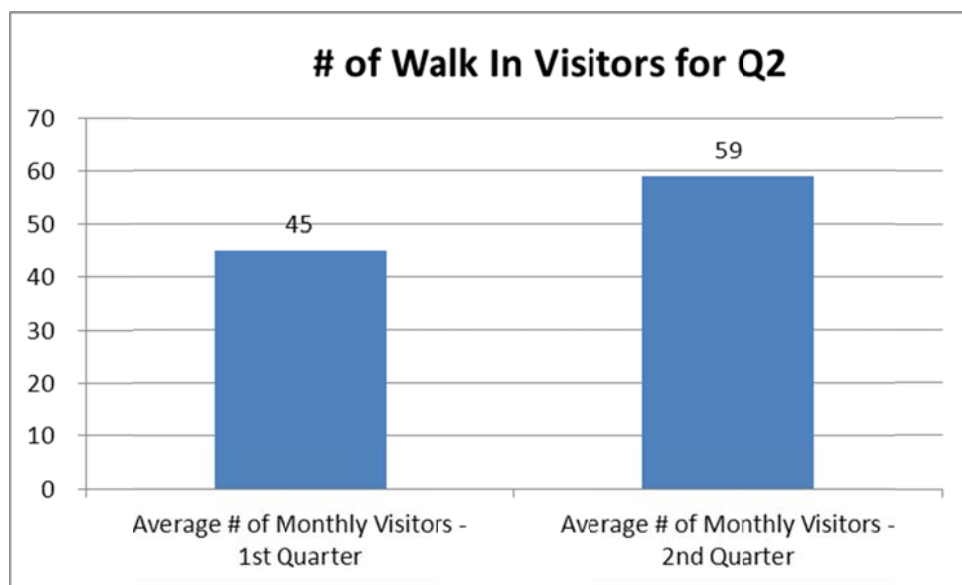


EBO MONTHLY BUSINESS ASSISTANCE

The EBO Office provided business assistance to a total of 258 customers in the second (2nd) quarter of FY12.

EBO VISITORS:

The EBO Office provided business assistance to a total of 176 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 fifty-nine (59) customers per month visited the EBO Office for business assistance during the second quarter of FY12.

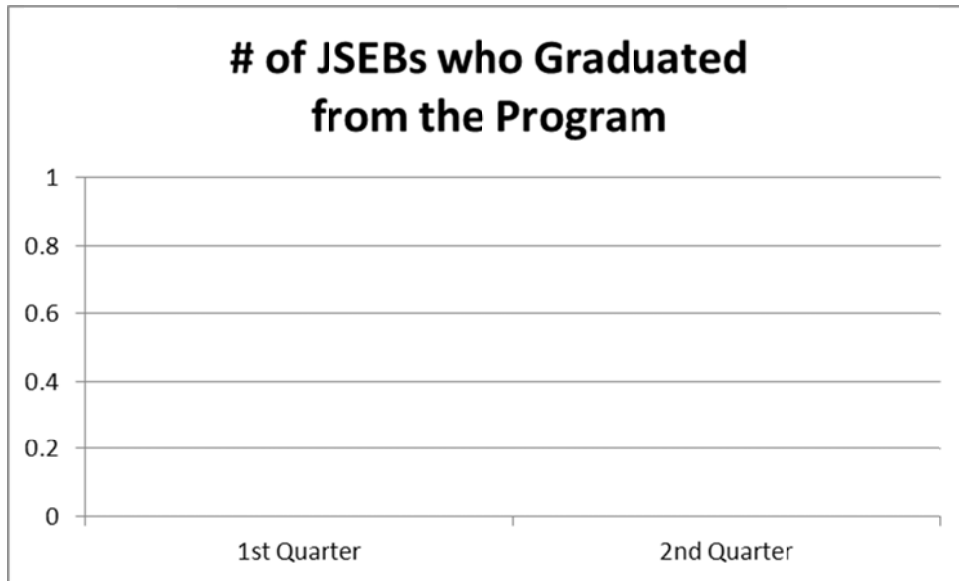


EBO PHONE INQUIRES:

The EBO Office received and resolved 39 EBO related customer requests issued through the Citizen Active Response Effort (C.A.R.E.) system during the second quarter for FY12. An additional 43 EBO related phone inquiries were answered through the call center's C.A.R.E system response team. A total of eighty-two (82) EBO related phone inquiries were received and resolved during second quarter of FY12.

Graduation

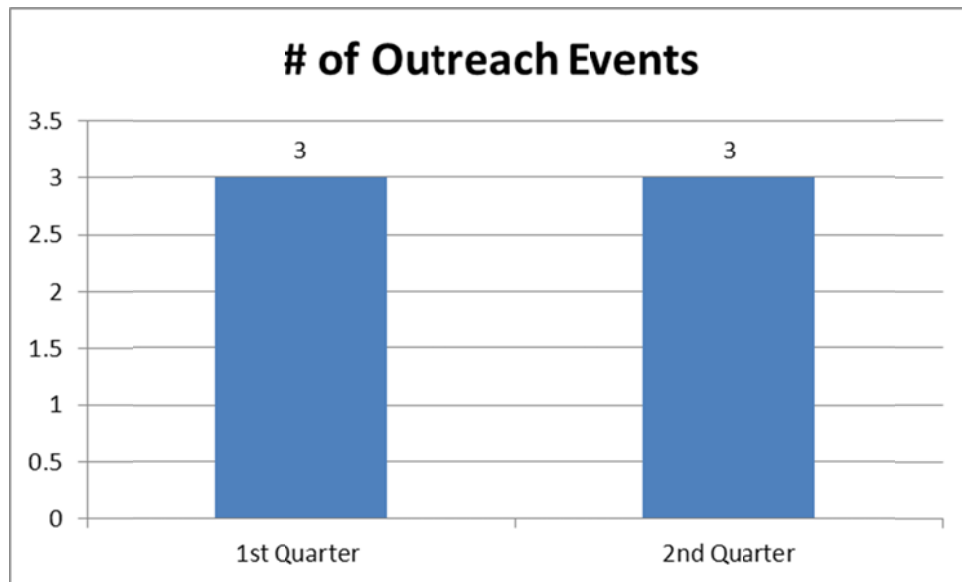
No JSEBs graduated from the small business program during the 2nd quarter.



Outreach Events

The EBO Office participated in the following three (3) outreach events during the 2nd quarter:

1. Mayor Brown's Business Builder at the Prime Osborn Convention Center
2. Jacksonville Entrepreneurship and Small Business Summit with B2B Match-Making Event at the Main Library Downtown Jacksonville
3. North Florida Procurement Association Procurement Expo at the University of North Florida

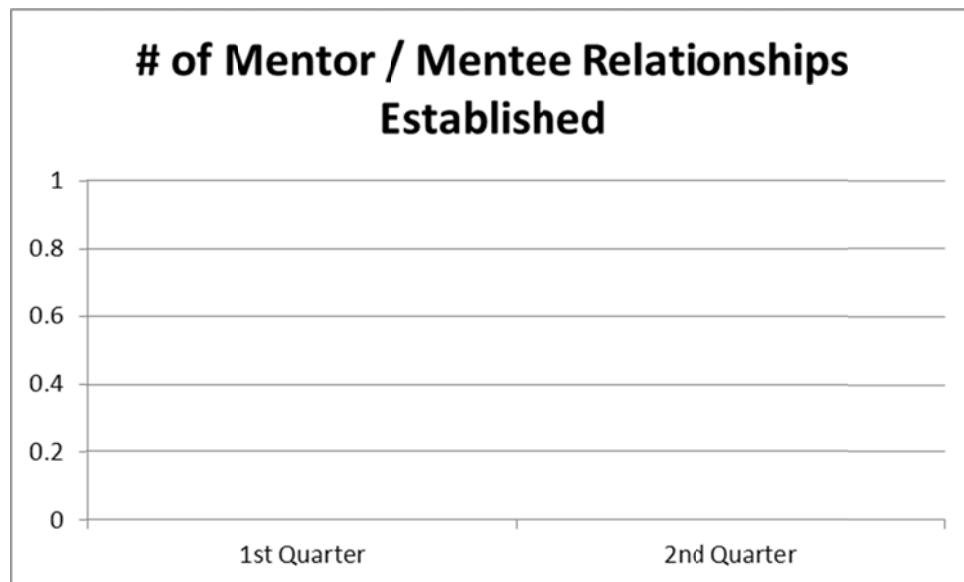


Mentor / Mentee Partnerships Established

The EBO Office did not have any have any mentor / mentee partnerships created during the second quarter.

Performance Measures:

1. # of Mentor / mentee relationships established – 0



Access to Capital

One (1) JSEB applied for an access to capital loan and was loaned \$20,400 during the second quarter. The total amount loaned to JSEB's through access to capital since inception is \$2,774,039.

Of the ten (10) JSEB's that were awarded prime contracts, one (1) JSEB applied for and received an Access to Capital Loan, representing ten-percent (10%) of the ten (10) JSEBs awarded prime contracts in the 2nd quarter.

