



Proposition Q Analysis

2nd Quarter Fiscal Year 2013/14

San Francisco Contract Monitoring Division

14 B – LBE Utilization Report

What are Prop Q Purchases?

Pursuant to Chapter 21 of the San Francisco Administrative Code entitled “Acquisition of Commodities and Services,” City agencies are not required to submit purchase orders for goods and services under \$10,000 to competitive bidding.

Rather than relying on the bidding process for these purchase orders, City agencies are instead charged with exercising “good judgment” when placing them.

These purchase orders are known Citywide as “Delegated Departmental Purchases” or, more often, “Prop Q Purchases.”

Prop Q Purchases for 2nd Q FY 2013/14

Quick Snapshot

Total Prop Q Purchases (\$):	\$ 17.3 M
Total Prop Q Purchase (\$) from LBEs:	\$ 3.1 M (18%)
Total Number of Purchase Orders:	20,190
Total Number of Purchases Orders with LBEs:	3,757 (18%)
Total Number of Prop Q Vendors:	1,317
Total Number of LBE Prop Q Vendors:	100 (8%)

Profile of Prop Q Vendors – 2nd Q FY 2013/14

“Top Tier”: Vendors who receive more than \$100,00 in combined purchase orders

“Middle Tier”: Vendors who received between \$50,000 and \$100,000 in combined purchase orders

“Bottom Tier”: Vendors who receive less than \$50,000 in combined purchase orders

Profile of Prop Q Vendors – 2nd Q FY 2013/14

“Top Tier” Prop Q Vendors: Snap Shot

(X ≥ \$100,000 in combined purchase orders)

Total Number of Vendors:	22
Total Number of LBE Vendors:	5 (22%)
Total Combined Purchases (\$):	\$3,946,972
Total LBE Combined Purchases (\$):	\$919,538 (23%)
Average Combined Purchases (All):	\$179,407
Average LBE Combined Purchases:	\$183,907

Profile of Prop Q Vendors

“Top Tier” Prop Q Vendors by Dollar Range

Combined Purchases	Total Firms	% of All Top Tier Firms	Total \$ for Specified Range	Total LBE Firms	LBE % of All Top Tier Firms	Total LBE \$ for Specified Range
$x \geq \$1,000,000$	0	0%	\$ -	0	0%	\$ -
$\$900,000 \leq X < \$1,000,000$	0	0%	\$ -	0	0%	\$ -
$\$800,000 \leq X < \$900,000$	0	0%	\$ -	0	0%	\$ -
$\$700,000 \leq X < \$800,000$	0	0%	\$ -	0	0%	\$ -
$\$600,000 \leq X < \$700,000$	0	0%	\$ -	0	0%	\$ -
$\$500,000 \leq X < \$600,000$	0	0%	\$ -	0	0%	\$ -
$\$400,000 \leq X < \$500,000$	0	0%	\$ -	0	0%	\$ -
$\$300,000 \leq X < \$400,000$	2	9%	\$ 727,811	1	25%	\$ 356,061
$\$200,000 \leq X < \$300,000$	4	18%	\$ 1,115,128	2	50%	\$ 582,117
$\$100,000 \leq X < \$200,000$	16	73%	\$ 2,104,032	1	25%	\$ 133,271
Total	22	100%	\$ 3,946,971	4	100%	\$ 1,071,449

Profile of Prop Q Vendors – 2nd Q FY 2013/14

“Middle Tier” Prop Q Vendors: Snap Shot
(\$50,000 \geq X < \$100,000 in combined purchase orders)

Total Number of Vendors:	50
Total Number of LBE Vendors:	12 (24%)
Total Combined Purchases (\$):	\$3,451,320
Total LBE Combined Purchases (\$):	\$823,014 (23%)
Average Combined Purchases (All):	\$69,026
Average LBE Combined Purchases:	\$68,584

Profile of Prop Q Vendors

“Middle Tier” Prop Q Vendors by Dollar Range

Combined Purchases	Total Firms	% of All MiddleTier Firms	Total \$ for Specified Range	Total LBE Firms	LBE % of All MiddleTier Firms	Total LBE \$ for Specified Range
$\$90,000 \leq X < \$100,00$	7	14%	\$652,522	1	8%	\$92,559
$\$80,000 \leq X < \$90,000$	7	14%	\$581,501	3	25%	\$248,420
$\$70,000 \leq X < \$80,000$	6	12%	\$446,544	1	8%	\$74,327
$\$60,000 \leq X < \$70,000$	12	24%	\$778,095	2	17%	\$130,270
$\$50,000 \leq X < \$60,000$	18	36%	\$992,656	5	42%	\$277,437
Total	50	100%	\$3,451,318	12	100%	\$823,013

Profile of Prop Q Vendors – 2nd Q FY 2013/14

“Bottom Tier” Prop Q Vendors: Snap Shot

(X < \$50,000 in combined purchase orders)

Total Number of Vendors:	1,243
Total Number of LBE Vendors:	82 (7%)
Total Combined Purchases (\$):	\$9,875,476
Total LBE Combined Purchases (\$):	\$1,115,446 (11%)
Average Combined Purchases (All):	\$7,944
Average LBE Combined Purchases:	\$13,603

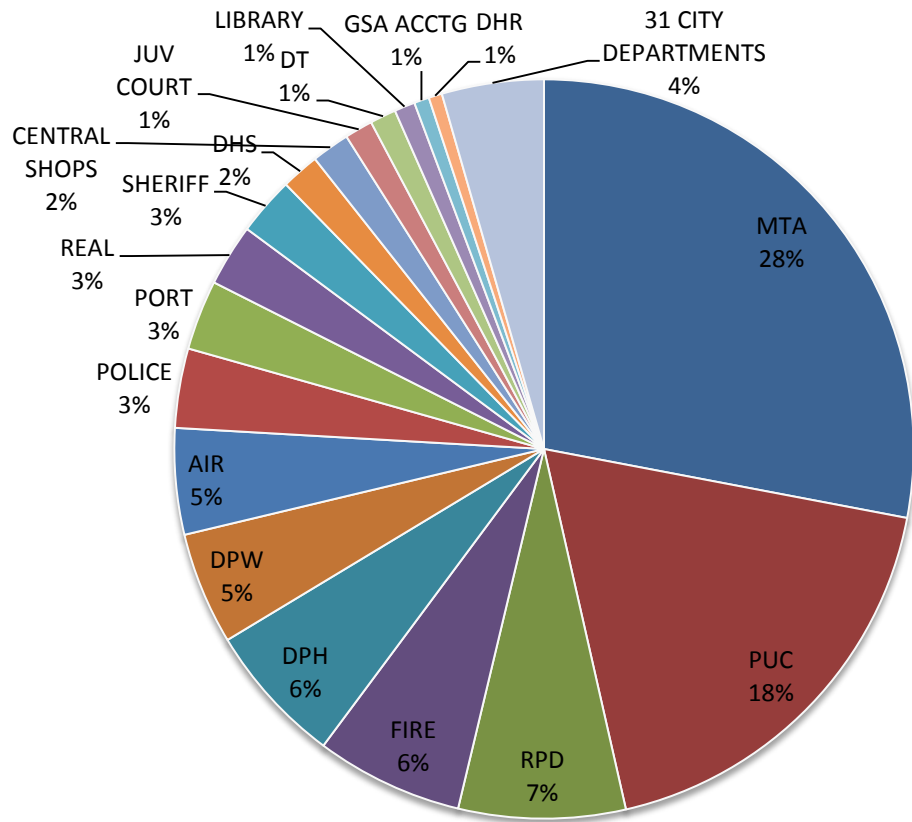
Profile of Prop Q Vendors

“Bottom Tier” Prop Q Vendors by Dollar Range

Combined Purchases	Total Firms	% of All Bottom Tier Firms	Total \$ for Specified Range	Total LBE Firms	LBE % of All Bottom Tier Firms	Total LBE \$ for Specified Range
\$40,000 < X < \$50,000	25	2%	\$1,102,861	6	8%	\$268,602
\$30,000 < X < \$40,000	39	3%	\$1,362,426	5	7%	\$174,455
\$20,000 < X < \$30,000	66	5%	\$1,621,721	10	13%	\$250,834
\$10,000 < X < \$20,000	184	15%	\$2,586,953	16	21%	\$241,747
\$0 < X < \$10,000	929	75%	\$3,073,075	38	51%	\$156,290
Total	1243	100%	\$9,747,036	75	100%	\$1,091,928

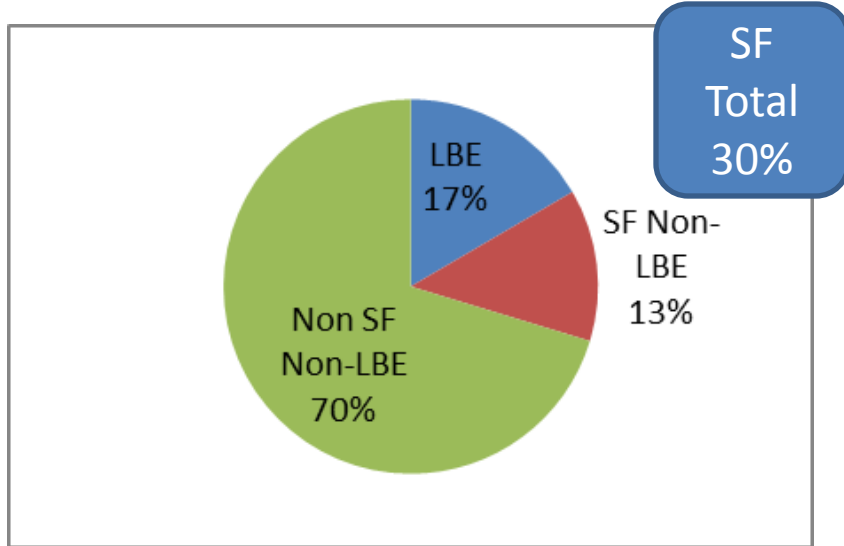
Proposition Q Procurement Analysis (2nd Q Fiscal Year 2013/14) Total CCSF

\$17.2 Million			
20,190 Transactions			
SF:	\$5.8 Million (34%)	LBE:	\$3.1 Million (18%)
Non-SF:	\$11.4 Million (66%)	Non-LBE:	\$14.1 Million (82%)



Description	\$	% of Total
LIGHT RAIL TRANSIT VEHICLE EQPT, PARTS, MATLS & SU	\$ 1,009,188.27	6%
CHARGE;LABOR	\$ 584,606.56	3%
ELECTRIC TRANSIT VEHICLE EQPT, PARTS, MATLS & SUPP	\$ 503,260.89	3%
COMMON DIESEL & ELECTRIC TRANSIT VEHICLE EQPT, PAR	\$ 444,963.17	3%
LABORATORY MATLS & SUPPL, CONSUMABLES	\$ 310,617.60	2%
TOOL; GENERAL/SHOP,INCLDNG EQPT/PARTS/SUPPL,CRAFTS	\$ 281,566.22	2%
SEWAGE TREATMENT SYS, EQPT, PARTS, MATLS & SUPPL	\$ 231,277.34	1%
MAINT/REPAIR;VEHICLE/ MOUNTED EQPT	\$ 217,614.65	1%
ELECTRICAL MATERIALS, SUPPLIES & FIXTURES	\$ 205,932.24	1%
DIESEL TRANSIT VEHICLE EQPT, PARTS, MATLS & SUPPL	\$ 190,606.92	1%

\$802K
595 Transactions
SF Total \$238K

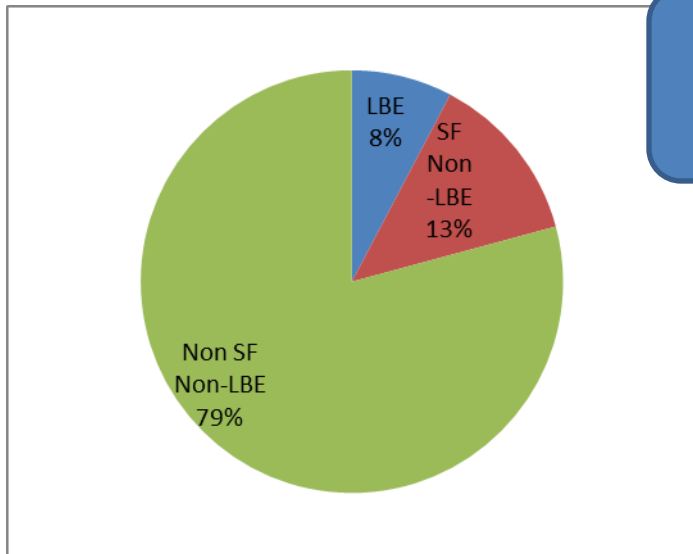


LBE	\$	132,921
Non LBE	\$	668,915
Total	\$	801,837

Top 5 Procurement Categories		
Description	\$	% of Total
MAINT/REPAIR;HVAC SYS/EQPT-HEATING/VENTING/AIR CON	\$ 106,341.10	13%
PAINTING TOOLS, EQPT, MACHINERY, ACCESS & SUPPL, .	\$ 67,977.29	8%
AUTOMOTIVE SYS/COMPONENT/PART/ACCESS/TOOL/EQPT/SUP	\$ 32,956.41	4%
SOIL, SOIL CONDITIONERS, AMENDMENTS & ORGANIC FER	\$ 29,563.96	4%
SVC;ART OBJECT/WORK,PACKING/STORING/DELIVERY	\$ 24,030.00	3%

Top 5 Vendors		
Description	\$	% of Total
ABC VALVE AND TOOL	\$ 54,765.26	7%
FREGOSI & COMPANY PAINTS (LBE)	\$ 54,079.41	7%
INTERSTATE TRAFFIC CONTROL PRODUCTS	\$ 35,062.25	4%
LYNGSO GARDEN MATERIALS	\$ 29,563.96	4%
GARRATT-CALLAHAN COMPANY	\$ 28,298.63	4%

\$1.0M
1048 Transactions
SF Total \$262K



SF Total 21%

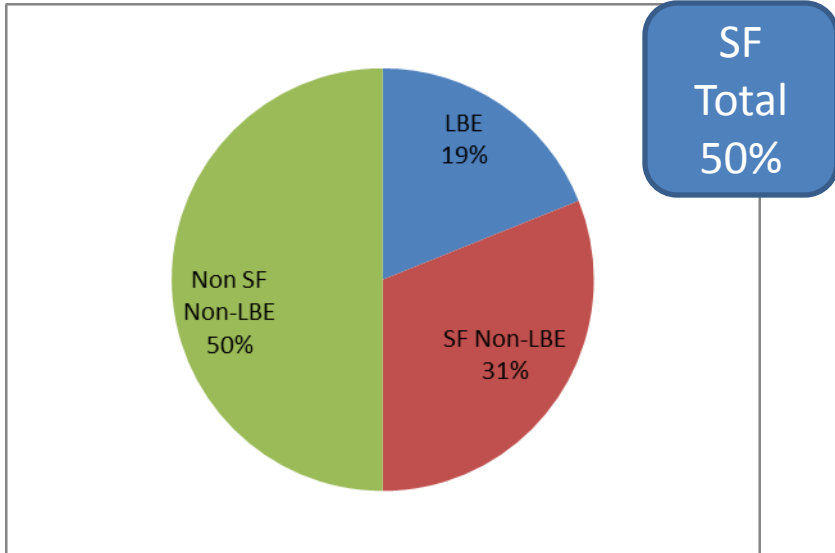
LBE	\$	103,904
Non LBE	\$	963,825
Total	\$	1,067,730

Top 5 Procurement Categories		
Description	\$	% of Total
MAINT/REPAIR;MEDICAL EQPT/INST	\$ 145,308.34	14%
SVC,MED/HLTH;PROFESSIONAL	\$ 100,000.00	9%
MAINT/REPAIR;ELECTRICAL/ELECTRO-MECHANICAL/ELECTRO	\$ 56,624.49	5%
MAINT/REPAIR;HEALTH/SAFETY EQPT	\$ 33,190.99	3%
RENT;MEDICAL EQPT/INST	\$ 27,311.13	3%

Top 5 Vendors		
Description	\$	% of Total
EVOKED POTENTIAL ASSOCIATES LLC	\$ 90,000.00	8%
UNIVERSAL HOSPITAL SERVICES INC	\$ 38,558.35	4%
JDI ELECTRICAL SERVICES INC	\$ 36,014.00	3%
SIEMENS INDUSTRY INC	\$ 35,979.70	3%
JOHNSON CONTROLS INC	\$ 33,290.30	3%

*Includes ADPICS codes for Laguna Honda Hospital, San Francisco General Hospital, Community Mental Health Services, and Community Health Services.

\$848K
2525 Transactions
SF Total \$465K

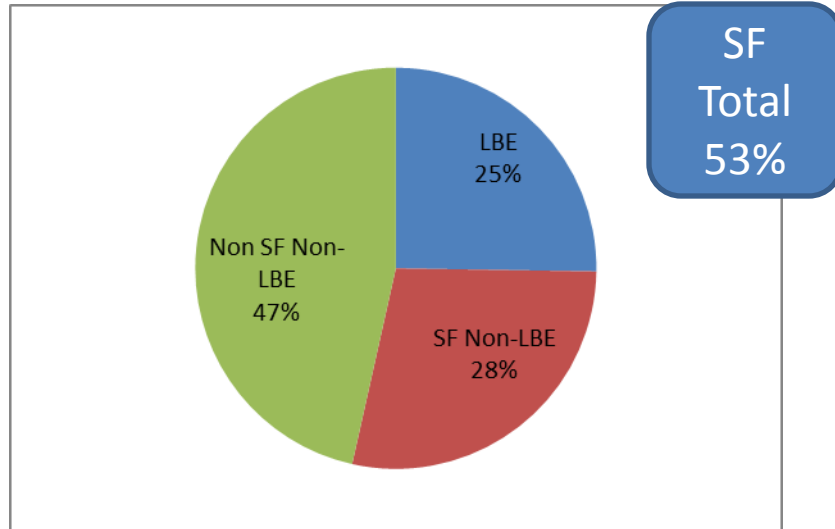


LBE	\$	321,011
Non LBE	\$	527,268
Total	\$	848,279

Top 5 Procurement Categories		
Description	\$	% of Total
PLUMBING & STEAM GENERATION SYS, EQPT, MATLS & SUP	\$ 62,452.25	7%
HVAC;HEATING SYS,EQPT,PART,ACCESS&SUPPL	\$ 40,520.09	5%
BRICKS, BLOCKS & TILES; CERAMIC, CLAY & CONCRETE -	\$ 35,154.53	4%
JANITORIAL CLEANERS, DEODORANTS, DETERGENTS, DISIN	\$ 30,600.73	4%
FLOOR COVERING MATLS & SUPPL	\$ 27,309.84	3%

Top 5 Vendors		
Description	\$	% of Total
SPEEDY'S HARDWARE (LBE)	\$ 83,145.37	10%
FLUID GAUGE COMPANY	\$ 47,910.58	6%
YOUR GREEN SOURCE LLC (LBE)	\$ 33,213.01	4%
MALLORY SAFETY & SUPPLY LLC	\$ 30,810.27	4%
CALSTEAM A WOLSELEY CO	\$ 30,731.14	4%

\$527K
1173 Transactions
SF Total \$260K

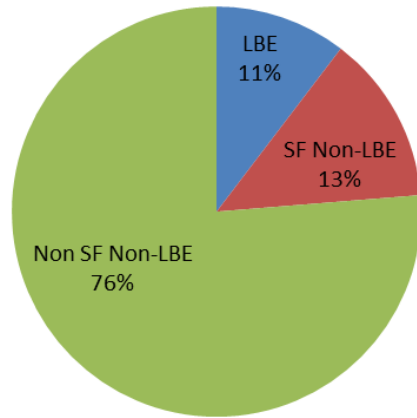


LBE	\$	133,293
Non LBE	\$	394,585
Total	\$	527,879

Top 5 Procurement Categories		
Description	\$	% of Total
INSTALL/REPAIR; FLOORING COVERING MATL	\$ 31,428.06	6%
TOOL; GENERAL/SHOP, INCLDNG EQPT/PARTS/SUPPL, CRAFTS	\$ 21,685.82	4%
SVC, JANITORIAL;	\$ 18,318.00	3%
AQUATIC EQPT, ACCESS & SUPPL	\$ 15,441.74	3%
PRINTER & PLOTTER SUPPL; PC BASED	\$ 15,000.00	3%

Top 5 Vendors		
Description	\$	% of Total
ANDERSON CARPET & LINOLEUM SALE CO INC	\$ 32,342.06	6%
WEST COAST CONTRACTORS SERVICES (LBE)	\$ 25,350.67	5%
C S I PAINT (LBE)	\$ 22,249.97	4%
PROFESSIONAL CONTRACTOR SUPPLY (PCS)	\$ 22,013.05	4%
A 2 Z BUSINESS SYSTEMS	\$ 19,013.96	4%

\$3.2M
6023 Transactions
SF Total \$734K



SF
Total
24%

LBE	\$	330,623
Non LBE	\$	2,856,678
Total	\$	3,187,302

Top 5 Procurement Categories		
Description	\$	% of Total
LABORATORY MATLS & SUPPL, CONSUMABLES	\$ 254,021.07	8%
SEWAGE TREATMENT SYS, EQPT, PARTS, MATLS & SUPPL	\$ 224,117.50	7%
CHARGE;LABOR	\$ 119,015.51	4%
ELECTRICAL MATERIALS, SUPPLIES & FIXTURES	\$ 101,404.25	3%
TOOL; GENERAL/SHOP,INCLDNG EQPT/PARTS/SUPPL,CRAFTS	\$ 87,021.59	3%

Top 5 Vendors		
Description	\$	% of Total
VWR INTERNATIONAL LLC	\$ 116,996.28	4%
GILMORE SERVICES (LBE)	\$ 99,093.47	3%
FERGUSON ENT INC DBA GROENIGER & COMPANY	\$ 97,185.71	3%
PACE SUPPLY CORP	\$ 90,172.02	3%
AFFINITY RESOURCES CO INC	\$ 89,388.36	3%

Department	Total Prop Q Purchases from LBEs	Total Purchases	%
ADULT PROBATION	\$ 3,588.74	\$ 26,104.64	14%
AIRPORT COMMISSION	\$ 132,921.86	\$ 801,837.24	17%
ART COMMISSION	\$ 30,905.14	\$ 66,772.35	46%
ASSESSOR		\$ 48,630.10	0%
BOARD OF SUPERVISORS		\$ 607.92	0%
BUILDING INSPECTION	\$ 2,035.99	\$ 55,402.50	4%
CHILD SUPPORT SERVICES	\$ 56.34	\$ 56.34	100%
CHILDREN AND FAMILIES COMMISSION		\$ 9,500.00	0%
COMMISSION ON THE STATUS OF WOMEN		\$ 2,000.00	0%
CONTROLLERS MANAGEMENT	\$ 8,063.58	\$ 29,607.19	27%
DEPARTMENT OF ELECTIONS	\$ 4,135.55	\$ 11,826.91	35%
DEPARTMENT OF ENVIRONMENT	\$ 9,600.00	\$ 51,135.91	19%
DEPARTMENT OF TECHNOLOGY	\$ 82,573.73	\$ 197,430.61	42%
DEPT OF CHILDREN, YOUTH & THEIR FAMILIES		\$ 665.95	0%
DEPT OF EMERGENCY MANAGEMENT	\$ 7,668.62	\$ 45,470.98	17%
DEPT OF HUMAN SERVICES	\$ 150,159.74	\$ 287,662.94	52%
DHR	\$ 12,980.24	\$ 101,026.91	13%
DISTRICT ATTORNEY	\$ 17,310.67	\$ 61,281.89	28%
DPH	\$ 103,904.59	\$ 1,067,730.57	10%
DPW	\$ 321,011.14	\$ 848,279.42	38%
FIRE DEPARTMENT	\$ 443,805.83	\$ 1,113,057.84	40%
GSA - REAL ESTATE	\$ 122,190.42	\$ 467,948.80	26%
GSA / CENTRAL SHOPS	\$ 38,140.89	\$ 287,629.71	13%
GSA/ANIMAL CARE AND CONTROL	\$ 9,484.19	\$ 76,861.39	12%
GSA/CENTRAL ACCTG	\$ 22,834.26	\$ 114,000.64	20%
GSA/GRANTS FOR THE ARTS		\$ 1,500.00	0%
GSA/OCA - LS	\$ 1,000.00	\$ 1,000.00	100%

DEPARTMENT	TOTAL PROP Q PURCHASES FROM		
	TOTAL PROP Q PURCHASES	LBES	%
GSA/OCA - PURCHASING		\$ 25.22	0%
HEALTH SERVICE SYSTEM		\$ 17,283.97	0%
HUMAN RIGHTS COMMISSION	\$ 85.25	\$ 4,269.35	2%
JUVENILE COURT	\$ 32,842.07	\$ 211,752.68	16%
MAYOR - ADMINISTRATION		\$ 2,265.08	0%
MAYOR - BUSINESS & ECONOMIC DEVELOPMENT	\$ 1,660.00	\$ 33,666.79	5%
MAYOR'S OFFICE OF COMMUNITY DEVELOPMENT		\$ 1,382.95	0%
MTA	\$ 771,614.02	\$ 4,834,797.68	16%
OFFICE OF CITIZEN COMPLAINTS	\$ 3,600.32	\$ 4,359.70	83%
OFFICE OF THE MEDICAL EXAMINER		\$ 62,892.20	0%
PLANNING DEPARTMENT	\$ 10,932.90	\$ 58,904.92	19%
POLICE	\$ 41,685.61	\$ 599,530.38	7%
PORT	\$ 133,293.57	\$ 527,879.15	25%
PUBLIC DEFENDER		\$ 4,000.00	0%
PUBLIC LIBRARY	\$ 29,902.03	\$ 155,910.58	19%
PUC	\$ 330,623.77	\$ 3,187,302.73	10%
RECREATION AND PARK COMMISSION	\$ 201,909.52	\$ 1,260,028.83	16%
RENT ARBITRATION BOARD	\$ 10,000.00	\$ 10,000.00	100%
RETIREMENT SERVICES		\$ 8,066.95	0%
SHERIFF	\$ 34,300.32	\$ 440,104.80	8%
TAX COLLECTOR		\$ 26,952.83	0%
WAR MEMORIAL	\$ 5,914.93	\$ 47,363.30	12%
Grand Total	\$ 3,132,735.84	\$ 17,273,768.86	18%

Questions

If you have any questions regarding any of the information contained in this report please contact Boris Delepine at 415-274-0511 or boris.delepine@sfgov.org.

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