



Proposition Q Analysis

1st 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 1st Q FY 2013/14

Quick Snapshot

Total Prop Q Purchases (\$):	\$ 25.7 M
Total Prop Q Purchase (\$) from LBEs:	\$ 3.8 M (15%)
Total Number of Purchase Orders:	25,312
Total Number of Purchases Orders with LBEs:	4,076 (16%)
Total Number of Prop Q Vendors:	1682
Total Number of LBE Prop Q Vendors:	98 (5%)

Profile of Prop Q Vendors – 1st 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 – 1st Q FY 2013/14

“Top Tier” Prop Q Vendors: Snap Shot

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

Total Number of Vendors:	38
Total Number of LBE Vendors:	7 (18%)
Total Combined Purchases (\$):	\$7,029,344
Total LBE Combined Purchases (\$):	\$1,858,750 (26%)
Average Combined Purchases (All):	\$184,982
Average LBE Combined Purchases:	\$265,535

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%	\$ -
$\$500,000 \leq X < \$600,000$	1	3%	\$ 501,982	1	14%	\$ 501,982
$\$400,000 \leq X < \$500,000$	2	6%	\$ 878,568	1	14%	\$ 428,016
$\$300,000 \leq X < \$400,000$	2	6%	\$ 497,266	1	14%	\$ 325,650
$\$200,000 \leq X < \$300,000$	2	6%	\$ 497,266	0	0%	\$ -
$\$100,000 \leq X < \$200,000$	27	79%	\$ 3,877,729	4	57%	\$ 603,102
Total	34	100%	\$ 6,252,811	7	100%	\$ 1,858,750

Profile of Prop Q Vendors – 1st 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:	59
Total Number of LBE Vendors:	12 (20%)
Total Combined Purchases (\$):	\$4,154,377
Total LBE Combined Purchases (\$):	\$860,035 (20%)
Average Combined Purchases (All):	\$70,413
Average LBE Combined Purchases:	\$71,669

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
$\$90,000 \leq X < \$100,000$	8	14%	\$ 767,328	3	25%	\$ 293,292
$\$80,000 \leq X < \$90,000$	8	14%	\$ 684,672	2	17%	\$ 166,609
$\$70,000 \leq X < \$80,000$	11	19%	\$ 8,436	1	8%	\$ 78,944
$\$60,000 \leq X < \$70,000$	13	22%	\$ 829,709	0	0%	\$ -
$\$50,000 \leq X < \$60,000$	19	32%	\$ 1,028,305	6	50%	\$ 321,188
Total	59	100%	\$ 3,318,450	12	100%	\$ 860,033

Profile of Prop Q Vendors – 1st Q FY 2013/14

“Bottom Tier” Prop Q Vendors: Snap Shot

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

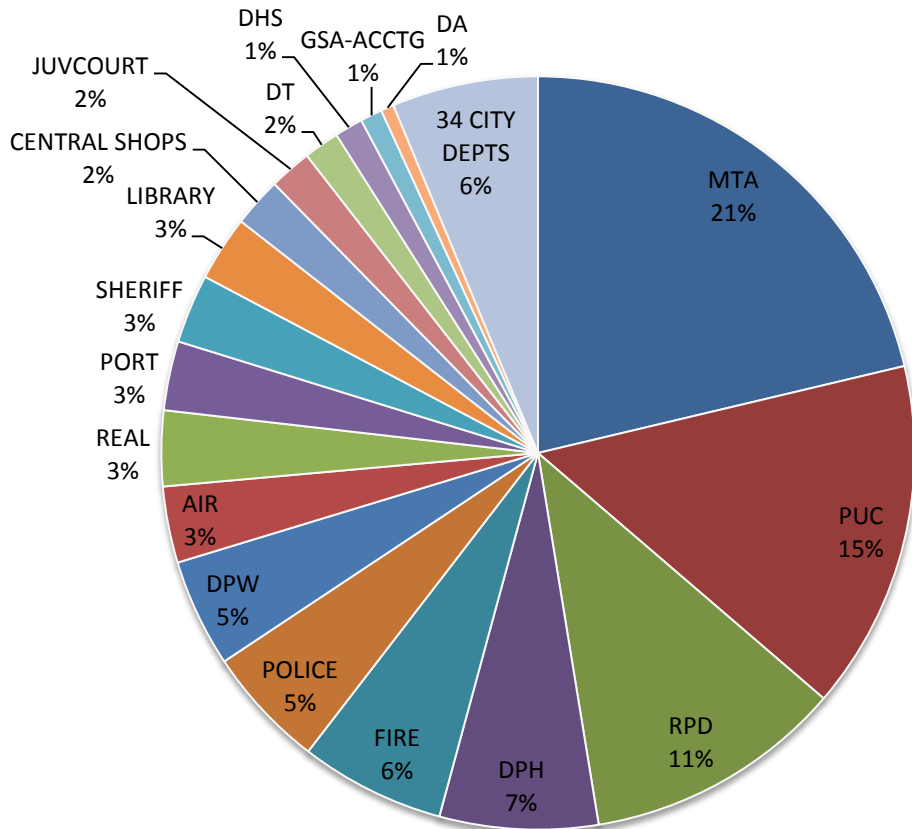
Total Number of Vendors:	1,584
Total Number of LBE Vendors:	78 (5%)
Total Combined Purchases (\$):	\$14,473,269
Total LBE Combined Purchases (\$):	\$1,210,093 (8%)
Average Combined Purchases (All):	\$9,137
Average LBE Combined Purchases:	\$15,514

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	36	2%	\$1,606,318	5	6%	\$223,645
\$30,000 < X < \$40,000	65	4%	\$2,256,962	10	13%	\$339,434
\$20,000 < X < \$30,000	112	7%	\$2,740,492	10	13%	\$258,824
\$10,000 < X < \$20,000	263	17%	\$3,741,469	17	22%	\$244,968
\$0 < X < \$10,000	1108	70%	\$4,128,027	36	46%	\$143,219
Total	1584	100%	\$14,473,268	78	100%	\$1,210,090

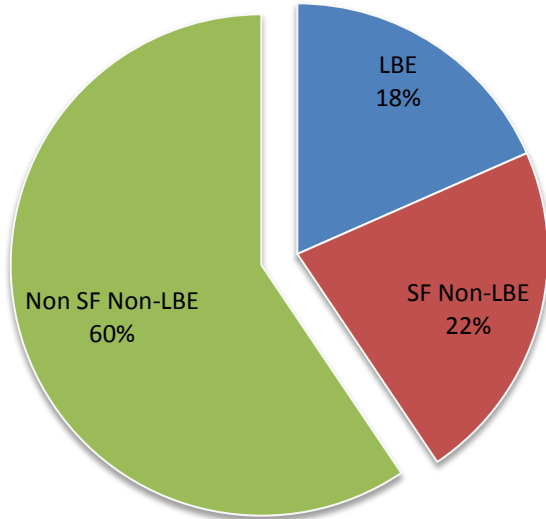
\$25.7 Million			
25,312 Transactions			
SF:	\$8.7 Million (34%)	LBE:	\$3.9 Million (15%)
Non-SF:	\$17.0 Million (66%)	Non-LBE:	\$21.7 Million (85%)



Description	\$	% of Total
LIGHT RAIL TRANSIT VEHICLE EQPT, PARTS, MATLS & SU	\$ 1,165,586.11	5%
COMMON DIESEL & ELECTRIC TRANSIT VEHICLE EQPT, PAR	\$ 649,129.33	3%
CHARGE;LABOR	\$ 611,344.92	2%
BLDG/CONSTR/INDSTRL;HARDWARE, GENERAL	\$ 542,293.30	2%
ELECTRIC TRANSIT VEHICLE EQPT, PARTS, MATLS & SUPP	\$ 483,648.89	2%
LABORATORY MATLS & SUPPL, CONSUMABLES	\$ 414,748.88	2%
TOOL; GENERAL/SHOP,INCLDNG EQPT/PARTS/SUPPL,CRAFTS	\$ 373,029.32	1%
MATERIALS HANDLING EQPT & SUPPL INCLUDING MAINT/RE	\$ 342,131.06	1%
ELECTRICAL MATERIALS, SUPPLIES & FIXTURES	\$ 307,245.59	1%
MAINT/REPAIR;ELECTRICAL/ELECTR O-MECHANICAL/ELECTRO	\$ 255,564.31	1%

\$841K
635 Transactions
SF Total \$341K

SF
Total
40%



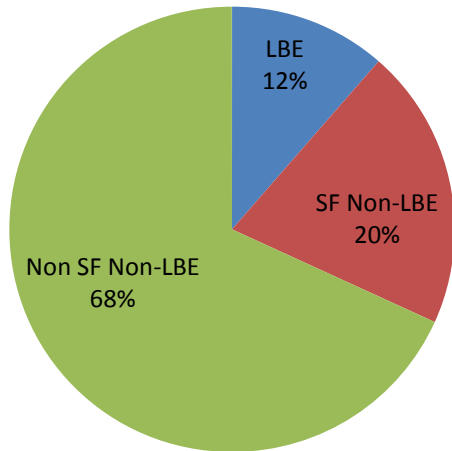
LBE	\$	154,784
Non LBE	\$	686,024
Total	\$	840,808

Top 5 Procurement Categories		
Description	\$	% of Total
MAINT/REPAIR;HVAC SYS/EQPT-HEATING/VENTING/AIR CON	\$ 62,503.02	7%
AUTOMOTIVE SYS/COMPONENT/PART/ACCESS/TOOL/EQPT/SUP	\$ 42,884.20	5%
TOOL; GENERAL/SHOP,INCLDNG EQPT/PARTS/SUPPL,CRAFTS	\$ 42,011.06	5%
FOOD;MEALS: PREPARE/DELIVER/CATER	\$ 32,430.43	4%
SEWAGE & WATER TREATMENT CHEMICALS & CHEMICAL PRDT	\$ 28,715.94	3%

Top 5 Vendors		
Description	\$	% of Total
ADORA CORP	\$ 41,726.48	5%
INTERSTATE TRAFFIC CONTROL PRODUCTS	\$ 38,430.89	5%
CENTER HARDWARE CO INC (LBE)	\$ 35,271.80	4%
FLUID GAUGE COMPANY	\$ 33,277.70	4%
GARRATT-CALLAHAN COMPANY	\$ 28,715.94	3%

\$1.7M
1087 Transactions
SF Total \$555K

SF
Total
32%



LBE	\$	199,298
Non LBE	\$	1,544,953
Total	\$	1,744,251

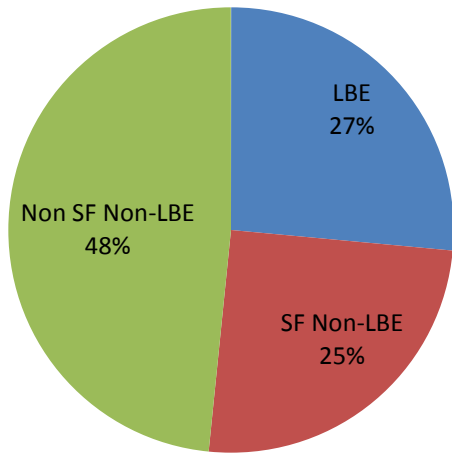
Top 5 Procurement Categories		
Description	\$	% of Total
SVC,TRANSPORT;MOVING/STORAGE	\$ 110,999.90	6%
MAINT/REPAIR;MEDICAL EQPT/INST	\$ 100,255.64	6%
SVC,MED/HLTH;PROFESSIONAL	\$ 80,252.30	5%
CHARGE;LABOR	\$ 57,927.32	3%
PLUMBING FIXTURE/PART/SUPPL	\$ 45,506.75	3%

Top 5 Vendors		
Description	\$	% of Total
EVOKED POTENTIAL ASSOCIATES LLC	\$ 80,000.00	5%
COIT SERVICE INC	\$ 40,396.91	2%
JOHNSON CONTROLS INC	\$ 39,522.08	2%
JDI ELECTRICAL SERVICES INC	\$ 34,621.21	2%
STRYKER COMMUNICATIONS	\$ 29,155.14	2%

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

\$1.2M
2952 Transactions
SF Total \$568K

SF
Total
52%



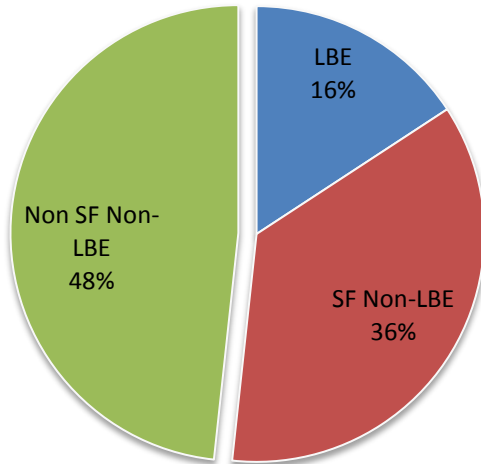
LBE	\$	314,898
Non LBE	\$	874,128
Total	\$	1,189,026

Top 5 Procurement Categories		
Description	\$	% of Total
CONCRETE, WET MIXED, DELIVERED IN 2 CUBIC YARDS OR	\$ 118,900.00	10%
JANITORIAL CLEANERS, DEODORANTS, DETERGENTS, DISIN	\$ 51,994.42	4%
ELECTRICAL MATERIALS, SUPPLIES & FIXTURES	\$ 48,776.81	4%
PAINTS, PRIMERS, STAINS, VARNISHES, THINNERS	\$ 46,809.52	4%
HORTICULTURAL TOOLS, EQPT, MACHINERY, PARTS & SUPP	\$ 46,355.56	4%

Top 5 Vendors		
Description	\$	% of Total
CENTRAL CONCRETE SUPPLY CO INC	\$ 146,500.00	12%
SPEEDY'S HARDWARE (LBE)	\$ 83,226.06	7%
YOUR GREEN SOURCE	\$ 59,370.23	5%
MALTBY ELECTRIC SUPPLY CO INC	\$ 47,047.16	4%
CALSTEAM A WOLSELEY CO	\$ 36,087.06	3%

\$762K
1397 Transactions
SF Total \$372K

SF
Total
52%



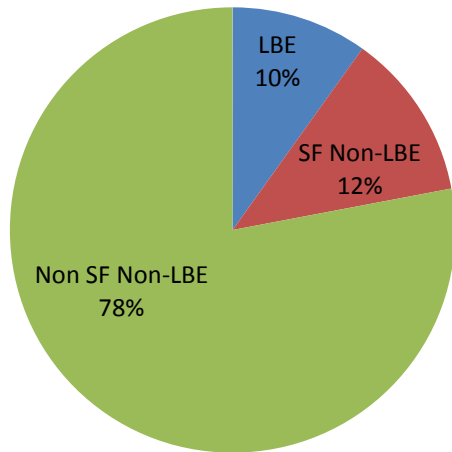
LBE	\$	120,257
Non LBE	\$	641,887
Total	\$	762,145

Top 5 Procurement Categories		
Description	\$	% of Total
SVC,TRANSPORT;MARINE TOWING	\$ 29,545.00	4%
COPIER,SUPPLY;TONER/DRY INK	\$ 19,670.00	3%
SVC,JANITORIAL;	\$ 19,500.00	3%
SVC,ADVERTISING;PUBLISHED	\$ 19,088.28	3%
PRINTER & PLOTTER SUPPL; PC BASED	\$ 14,500.00	2%

Top 5 Vendors		
Description	\$	% of Total
CENTRAL BUILDERS SUPPLY	\$ 27,268.69	4%
WESTAR MARINE SVCS DIV OF CROSS LINK INC	\$ 23,850.00	3%
FERROGROUP INC DBA BAYSHORE METALS	\$ 22,561.38	3%
C S I PAINT (LBE)	\$ 21,819.89	3%
MARINE EXPRESS INC DBA INDUSTRIAL HDWR	\$ 19,700.00	3%

\$3.8M
8059 Transactions
SF Total \$796K

SF
Total
22%



LBE	\$	380,618
Non LBE	\$	3,469,522
Total	\$	3,850,140

Top 5 Procurement Categories		
Description	\$	% of Total
LABORATORY MATLS & SUPPL, CONSUMABLES	\$ 256,299.09	7%
SEWAGE TREATMENT SYS, EQPT, PARTS, MATLS & SUPPL	\$ 176,892.61	5%
ELECTRICAL MATERIALS, SUPPLIES & FIXTURES	\$ 156,751.00	4%
CHARGE;LABOR	\$ 141,911.73	4%
TOOL; GENERAL/SHOP,INCLDNG EQPT/PARTS/SUPPL,CRAFTS	\$ 71,806.06	2%

Top 5 Vendors		
Description	\$	% of Total
FERGUSON ENT INC DBA GROENIGER & COMPANY	\$ 156,130.31	4%
GRAINGER	\$ 123,326.98	3%
GILMORE SERVICES (LBE)	\$ 117,381.26	3%
PACE SUPPLY CORP	\$ 104,621.74	3%
GENERAL SUPPLY CO OF SONORA	\$ 95,705.31	2%

*Includes ADPICS codes for Clean Water Program, SF Water Department, Hetch Hetchy Water and Power, and Public Utilities Commission.

LBE Participation in Prop Q Purchases – 1st Q Fiscal Year 2013/14

Department	Total Prop Q Purchases from			%
	LBE	Total Purchase		
ADULT PROBATION	\$ 403.78	\$ 21,141.64		2%
AIRPORT COMMISSION	\$ 154,784.10	\$ 840,808.90		18%
ART COMMISSION	\$ 9,557.83	\$ 115,634.30		8%
ASSESSOR	\$ 11,559.09	\$ 65,942.19		18%
BOARD OF SUPERVISORS	\$ 9,349.10	\$ 54,418.66		17%
BUILDING INSPECTION	\$ 8,344.05	\$ 51,715.39		16%
CHILD SUPPORT SERVICES	\$ 1,867.19	\$ 20,019.38		9%
CHILDREN AND FAMILIES COMMISSION	\$ 12,500.00	\$ 36,682.40		34%
CITY ATTORNEY	\$ 14,300.00	\$ 73,112.00		20%
COMM INVEST (RDA) SUCCESSOR AGENCY		\$ 7,493.64		0%
COMMISSION ON THE STATUS OF WOMEN	\$ 2,306.26	\$ 18,084.15		13%
CONTROLLERS MANAGEMENT	\$ 615.85	\$ 68,914.80		1%
DEPARTMENT OF ELECTIONS	\$ 20,659.41	\$ 106,410.32		19%
DEPARTMENT OF ENVIRONMENT	\$ 1,741.41	\$ 124,469.95		1%
DEPARTMENT OF TECHNOLOGY	\$ 163,335.83	\$ 391,300.24		42%
DEPT OF AGING/ADULT SERVICES		\$ 8,000.00		0%
DEPT OF CHILDREN, YOUTH & THEIR FAMILIES	\$ 217.50	\$ 21,411.83		1%
DEPT OF EMERGENCY MANAGEMENT	\$ 7,065.29	\$ 41,086.62		17%
DEPT OF HUMAN SERVICES	\$ 96,500.32	\$ 312,452.50		31%
DHR	\$ 274.05	\$ 111,955.06		0%
DISTRICT ATTORNEY	\$ 15,172.21	\$ 143,177.98		11%
DPH	\$ 199,298.14	\$ 1,744,251.22		11%
DPW	\$ 314,898.14	\$ 1,189,026.83		26%
FIRE DEPARTMENT	\$ 456,247.47	\$ 1,596,879.26		29%
GSA - REAL ESTATE	\$ 149,327.56	\$ 830,595.09		18%

DEPARTMENT	TOTAL PROP Q PURCHASES FROM			%
	TOTAL PROP Q PURCHASES	LBES		
GSA / CENTRAL SHOPS	\$ 24,997.56	\$ 544,328.70	5%	
GSA/ANIMAL CARE AND CONTROL	\$ 28,005.13	\$ 130,857.92	21%	
GSA/CENTRAL ACCTG	\$ 43,985.09	\$ 241,168.53	18%	
GSA/GRANTS FOR THE ARTS		\$ 8,500.00	0%	
GSA/OCA		\$ 3,228.11	0%	
GSA/RISK MANAGEMENT		\$ 100.00	0%	
HEALTH SERVICE SYSTEM	\$ 4,339.55	\$ 70,355.55	6%	
HUMAN RIGHTS COMMISSION	\$ 652.50	\$ 4,455.04	15%	
JUVENILE COURT	\$ 87,829.32	\$ 467,615.79	19%	
MAYOR - ADMINISTRATION		\$ 7,685.25	0%	
MAYOR - BUSINESS & ECONOMIC DEVELOPMENT	\$ 4,500.00	\$ 45,937.81	10%	
MAYOR'S OFFICE OF COMMUNITY DEVELOPMENT	\$ 1,000.00	\$ 22,839.20	4%	
MUNICIPAL TRANSPORTATION AGENCY	\$ 708,146.17	\$ 5,462,381.47	13%	
OFFICE OF CITIZEN COMPLAINTS	\$ 1,330.00	\$ 4,210.00	32%	
OFFICE OF THE MEDICAL EXAMINER	\$ 9,000.00	\$ 92,868.61	10%	
PLANNING DEPARTMENT	\$ 3,579.12	\$ 89,248.61	4%	
POLICE	\$ 112,537.34	\$ 1,340,202.02	8%	
PORT	\$ 120,257.99	\$ 762,145.29	16%	
PUBLIC DEFENDER	\$ 8,543.75	\$ 21,480.00	40%	
PUBLIC LIBRARY	\$ 109,990.04	\$ 717,004.17	15%	
PUBLIC UTILITIES COMMISSION (PUC)	\$ 380,618.88	\$ 3,850,140.91	10%	
RECREATION AND PARK COMMISSION	\$ 502,923.99	\$ 2,854,568.06	18%	
RENT ARBITRATION BOARD	\$ 10,150.00	\$ 17,219.93	59%	
RETIREMENT SERVICES	\$ 5,729.91	\$ 60,702.31	9%	
SHERIFF	\$ 107,530.40	\$ 759,506.20	14%	
TAX COLLECTOR	\$ 1,276.73	\$ 15,355.23	8%	
WAR MEMORIAL	\$ 1,631.25	\$ 67,903.06	2%	
TOTAL	\$ 3,928,879.28	\$ 25,656,992.09	15%	

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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Maria Cordero
CMD Director