



# Proposition Q Analysis Fiscal Year 2015/16

San Francisco Contract Monitoring Division  
14B LBE Utilization Report

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5/18/17

# What are Prop Q Purchases?

Pursuant to Chapter 21 of the San Francisco Administrative Code “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 charged with exercising **good judgement** when place orders.

These purchase orders are know as “Delegated Departmental Purchases” or “Prop Q Purchases.”

# Prop Q Purchases\* for FY 2015-16

Total Prop Q Purchases:	\$38 million
Total Prop Q Purchase (\$) LBEs:	\$7.5 million
Total Number of Purchase Orders:	13,539
Total Number of Purchase Orders with LBEs:	2925 (22%)
Total Number of Prop Q Vendors:	2048
Total Number of LBE Prop Q Vendors:	146 (7%)

\* Adjusted Purchased Order

# Profile of Prop Q Vendors – FY 15-16

- Top Tier** Vendors who receive **more than \$100,000** 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

## Top Tier Snapshot: greater than >\$100,000

Total number of Vendors:	68
Total number of LBE Vendors:	21 (31%)
Total Combined Purchases (\$):	\$14,543,807
Total LBE Combined Purchases(\$):	\$5,183,237 (36%)
Average Combined Purchases (All):	\$421,559
Average LBE Combined Purchases:	\$471,203

# Top Tier Profile - Greater than >\$1,000,000

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
> \$1,000,000	1	1%	\$1,870,140	0	0%	\$0
Between \$900,000 and \$1,000,000	0	0%	\$0	0	0%	
Between \$800,000 and \$900,000	0	0%	\$0	0	0%	
Between \$700,000 and \$800,000	1	1%	\$765,789	1	1%	\$765,789
Between \$600,000 and \$700,000	1	1%	\$600,719	0	0%	
Between \$500,000 and \$600,000	1	1%	\$537,839	1	1%	\$537,839
Between \$400,000 and \$500,000	0	0%	\$0	0	0%	
Between \$300,000 and \$400,000	2	3%	\$769,110	2	3%	\$385,721
Between \$200,000 and \$300,000	12	18%	\$2,920,036	7	10%	\$1,726,435
Between \$100,000 and \$200,000	50	74%	\$7,080,173	11	16%	\$1,384,062
TOTAL	68		\$14,543,807	22	32%	\$4,799,847

## Middle Tier Snapshot: between \$50,000 and \$100,000

Total number of Vendors:	88
Total number of LBE Vendors:	15 (17%)
Total Combined Purchases (\$):	\$5,802,848
Total LBE Combined Purchases(\$):	\$1,013,666 (17%)
Average Combined Purchases (All):	\$67,475
Average LBE Combined Purchases:	\$67,577

## Middle Tier: between \$50,000 and \$100,000

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
Between \$90,000 and \$100,000	7	8%	\$668,240	0	0%	\$0
Between \$80,000 and \$90,000	7	8%	\$592,904	3	3%	\$264,243
Between \$70,000 and \$80,000	15	17%	\$1,122,732	0	0%	\$0
Between \$60,000 and \$70,000	29	33%	\$1,864,319	9	10%	\$579,254
Between \$50,000 and \$60,000	30	34%	\$1,554,653	3	3%	\$170,169
total	88		\$5,802,848	15		1,013,666



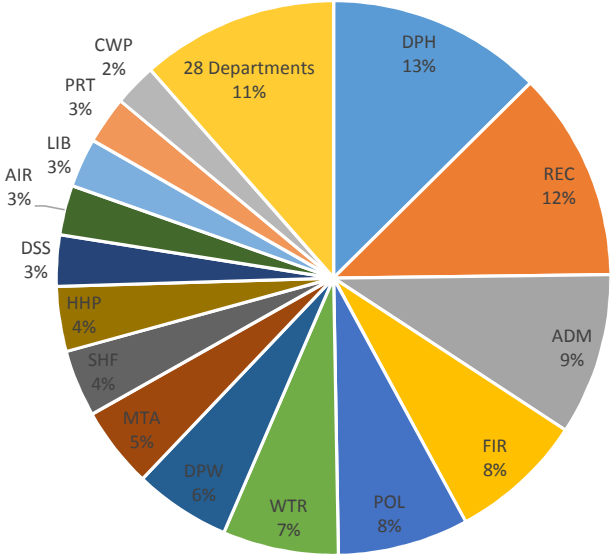
## Bottom Tier : Less than \$50,000

Total number of Vendors:	1907
Total number of LBE Vendors:	108 (6%)
Total Combined Purchases (\$):	\$17,674,808
Total LBE Combined Purchases(\$):	\$9,885,199 (56%)
Average Combined Purchases (All):	\$9,263
Average LBE Combined Purchases:	\$12,261

# Bottom Tier

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
Between \$40,000 and \$50,000	42	2%	\$1,886,708	4	0%	\$177,068
Between \$30,000 and \$40,000	67	4%	\$2,304,686	5	0%	\$169,132
Between \$20,000 and \$30,000	150	8%	\$3,623,876	14	1%	\$331,964
Between \$10,000 and \$20,000	355	19%	\$4,918,208	25	1%	\$4,553,731
Between \$0 and \$10,000	1293	68%	\$4,941,330	3	0%	\$4,653,305
total	1907		\$17,674,808	51		9,885,199

# Prop Q Total CCSF



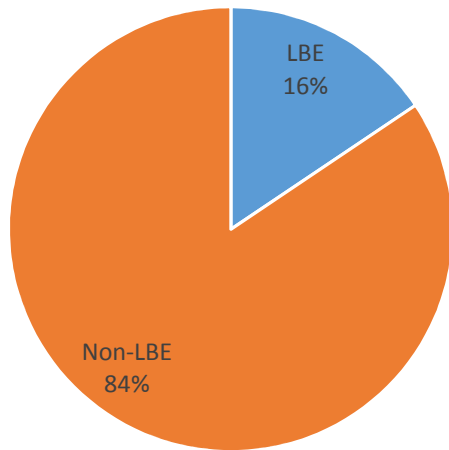
<b>\$38 Million</b>
<b>13,539 Purchase Orders</b>
LBE: \$7.5 Million (25%)
Non-LBE: \$30.5 Million (80%)

Description	Dollar	% of total
UNIFORMS	\$2,663,914	8%
OTHER EQUIP MAINT	\$2,038,773	6%
OTHER MATERIALS & SUPPLIES	\$1,849,871	5%
OTHER BLDG MAINT SVCS	\$1,728,545	5%
INVENTORIES-PURCHASE	\$1,464,437	4%
OTHER BLDG MAINT SUPPLIES	\$1,454,848	4%
PLUMBING SUPPLIES	\$1,277,902	4%
OTHER SAFETY EXPENSES	\$1,194,499	3%
OTHER PROFESSIONAL SERVICES	\$1,180,480	3%
OTHER CURRENT EXPENSES	\$1,104,388	3%

# Airport – Prop Q

\$1 Million

254 Transactions



LBE	\$187,488
Non-LBE	\$827,220
Total	\$1,014,708.3

## Top 5 Procurement Category

Description	\$	% of Total
PAINTERS SUPPLIES	\$186,966	18%
OTHER MATERIALS & SUPPLIES	\$144,242	14%
MINOR FURNISHINGS	\$89,642	9%
PLUMBING SUPPLIES	\$75,648	7%
OTHER EQUIP MAINT	\$57,433	6%

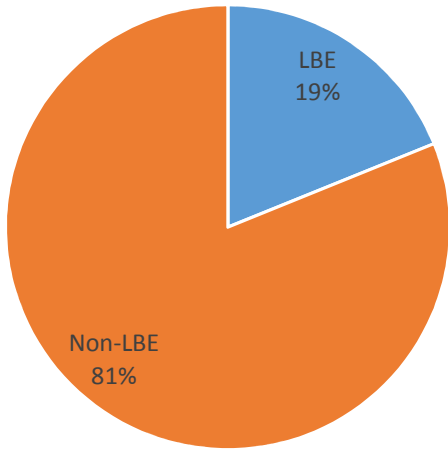
## Top 5 Vendors

Description	\$	% of Total
INTERSTATE TRAFFIC CONTROL PRODUCTS	\$112,006	11%
SAN FRANCISCO PAINTSOURCE INC	\$82,834	8%
POPLAR	\$44,095	4%
CENTER HARDWARE CO INC	\$38,656	4%
MEDALLION GLASS & MIRRORS INC	\$34,952	3%

# DPH

\$4.4 Million

836 Transactions



LBE	\$826,701
Non-LBE	\$3,553,974
Total	\$4,380,676

## Top 5 Procurement Category

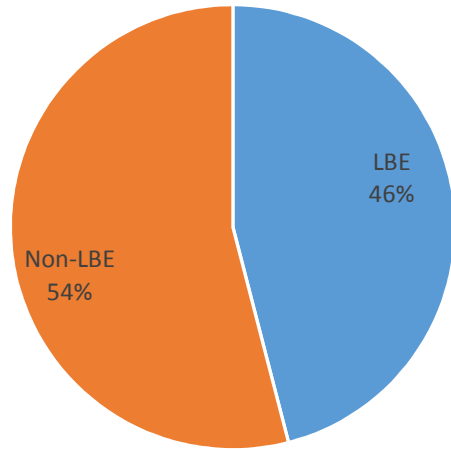
Description	\$	% of Total
OTHER MATERIALS & SUPPLIES	\$469,325	11%
OTHER EQUIP MAINT	\$377,691	9%
OTHER BLDG MAINT SVCS	\$358,937	8%
OTHER MEDICAL SERVICES	\$309,259	7%
OTHER BLDG MAINT SUPPLIES	\$273,654	6%

## Top 5 Vendors

Description	\$	% of Total
GOLDEN GATE NEUROMONITORING LLC	\$181,595	4%
SIEMENS INDUSTRY INC	\$140,497	3%
EVOKED POTENTIAL ASSOCIATES LLC	\$116,306	3%
PIVOT INTERIORS INC	\$101,316	2%
R & H WHOLESALE SUPPLY INC	\$97,946	2%

# DPW

\$1.9 Million  
795 Transactions



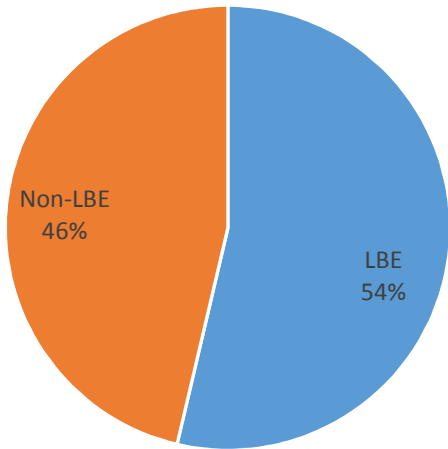
LBE	\$901,176
Non-LBE	\$1,059,147
Total	\$1,960,323

Top 5 Procurement Category		
Description	\$	% of Total
OTHER CONSTRUCTION MATERIALS	\$394,018	20%
OTHER SAFETY EXPENSES	\$278,906	14%
AGRICULTURAL SUPPLIES	\$179,416	9%
CLEANING SUPPLIES	\$169,379	9%
SMALL TOOLS AND INSTRUMENTS	\$137,449	7%

Top 5 Vendors		
Description	\$	% of Total
SPEEDY'S HARDWARE	\$165,009	8%
YOUR GREEN SOURCE LLC	\$163,848	8%
R & H WHOLESALE SUPPLY INC	\$80,810	4%
BRIGHTVIEW TREE COMPANY	\$68,907	4%
FLUID GAUGE COMPANY	\$54,827	3%

# Port

\$959 K  
286 Transactions



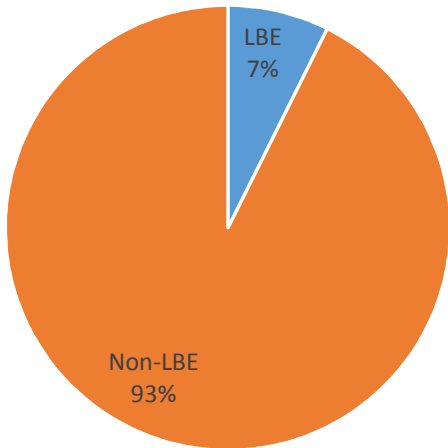
LBE	\$191,003
Non-LBE	\$777,773
Total	\$968,776

Top 5 Procurement Category		
Description	\$	% of Total
OTHER CURRENT EXPENSES	\$304,193	31%
OTHER BLDG MAINT SUPPLIES	\$99,199	10%
DATA PROCESSING SUPPLIES	\$46,068	5%
OTHER BLDG MAINT SVCS	\$45,538	5%
OTHER EQUIPMENT RENTALS	\$45,338	5%

Top 5 Vendors		
Description	\$	% of Total
WESTAR MARINE SVCS DIV OF CROSS LINK INC	\$49,233	5.08%
CRESCO EQUIPMENT RENTALS	\$46,446	4.79%
ASBESTOS MANAGEMENT GROUP OF CALIF INC	\$36,100	3.73%
SAN FRANCISCO FIRE PROTECTION INC	\$34,258	3.54%
A 2 Z BUSINESS SYSTEMS	\$32,953	3.40%

# PUC + WTR

\$2,671,905  
1195 Transactions



LBE	\$197,078
Non-LBE	\$2,474,827
Total	\$2,671,905

Top 5 Procurement Category		
Description	\$	% of Total
PLUMBING SUPPLIES	\$535,807	23%
LABORATORY SUPPLIES	\$394,681	17%
INVENTORIES-PURCHASE	\$277,651	12%
OTHER EQUIP MAINT	\$182,564	8%
OTHER EQUIPMENT MAINT SUPPLIES	\$185,181	8%

Top 5 Vendors		
Description	\$	% of Total
R & B COMPANY	\$244,125	9%
FERGUSON WATERWORKS	\$210,363	8%
EVANTEC CORP	\$136,078	5%
GOVERNMENT SCIENTIFIC SOURCE	\$104,937	4%
PACE SUPPLY CORP	\$93,817	4%



Department Code	SFLBE	Sum of Adjusted Balance	%
ADM	\$607,943	\$3,293,198	18%
ADP	\$28,774	\$144,755	20%
AIR	\$187,488	\$1,014,708	18%
ART	\$28,996	\$500,182	6%
ASR	\$3,970	\$89,182	4%
BOS	\$19,140	\$31,730	60%
CAT	\$17,545	\$79,786	22%
CFC	\$5,000	\$18,589	27%
CHF	\$11,103	\$11,103	100%
CON	\$13,143	\$151,126	9%
CPC	\$34,523	\$222,289	16%
CSS	\$625	\$23,956	3%
CWP	\$122,341	\$867,460	14%
DAT	\$75,181	\$210,773	36%
DBI	\$2,083	\$98,809	2%

Department Code	SFLBE	Sum of Adjusted Balance	%
DPH	\$826,701	\$4,380,676	19%
DPW	\$901,176	\$1,960,323	46%
DSS	\$209,982	\$1,039,621	20%
ECD	\$29,704	\$117,346	25%
ECN	\$20,399	\$141,598	14%
ENV	\$11,714	\$174,008	7%
FIR	\$1,040,225	\$2,737,292	38%
HHP	\$124,307	\$1,319,347	9%
HRC	\$800	\$6,976	11%
HRD	\$44,694	\$439,931	10%
HSS	\$2,486	\$27,422	9%
JUV	\$58,467	\$425,278	14%
LIB	\$173,690	\$995,180	17%
MTA	\$515,046	\$1,644,774	31%
MYR	\$24,449	\$51,613	47%

Department Code	SFLBE	Sum of Adjusted Balance	%
PDR	\$5,000	\$20,802	24%
POL	\$187,946	\$2,659,363	7%
PRT	\$191,003	\$968,776	20%
PUC	\$35,374	\$311,522	11%
REC	\$840,690	\$4,266,376	20%
REG	\$22,323	\$143,143	16%
RET	\$63,407	\$63,407	100%
RNT	\$27,024	\$35,623	76%
SHF	\$164,234	\$1,363,378	12%
TIS	\$209,007	\$508,441	41%
TIX	\$28,530	\$115,581	25%
WAR	\$37,095	\$133,037	28%
WOM	\$56	\$14,047	0%
WTR	\$161,704	\$2,360,383	7%
DBI	\$2,083	\$98,809	2%