



Proposition Q Analysis

2nd Quarter Fiscal Year 2012/13

San Francisco Contract Monitoring Division

14B – 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 FY2012/13

Quick Snapshot

Total Prop Q Purchases (\$):	\$ 17.7 M
Total Prop Q Purchase (\$) from LBEs:	\$ 2.4 M (13.5%)
Total Number of Purchase Orders:	20,318
Total Number of Purchases Orders with LBEs:	2,997 (14.7%)
Total Number of Prop Q Vendors:	1311
Total Number of LBE Prop Q Vendors:	84 (6%)

Profile of Prop Q Vendors – 2nd Q FY 2012/13

“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 2012/13

“Top Tier” Prop Q Vendors: Snap Shot

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

Total Number of Vendors:	27
Total Number of LBE Vendors:	5 (18.5%)
Total Combined Purchases (\$):	\$5,173,387
Total LBE Combined Purchases (\$):	\$1,074,560 (21%)
Average Combined Purchases (All):	\$191,606
Average LBE Combined Purchases:	\$214,912

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%	\$ -
$\$600,000 \leq X < \$700,000$	1	3%	\$ 613,060	1	9%	\$ 613,060
$\$500,000 \leq X < \$600,000$	1	3%	\$ 507,696	0	0%	\$ -
$\$400,000 \leq X < \$500,000$	0	0%	\$ -	0	0%	\$ -
$\$300,000 \leq X < \$400,000$	1	3%	\$ 398,593	0	0%	\$ 398,593
$\$200,000 \leq X < \$300,000$	10	29%	\$ 2,221,682	2	18%	\$ 456,706
$\$100,000 \leq X < \$200,000$	22	63%	\$ 2,931,101	8	73%	\$ 1,001,884
Total	35	100%	\$ 6,672,132	11	100%	\$ 2,470,243

Profile of Prop Q Vendors – 2nd Q FY 2012/13

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

Total Number of Vendors:	40
Total Number of LBE Vendors:	4 (10%)
Total Combined Purchases (\$):	\$2,788,844
Total LBE Combined Purchases (\$):	\$242,412 (10%)
Average Combined Purchases (All):	69,721
Average LBE Combined Purchases:	60,603

Profile of Prop Q Vendors

“Middle Tier” Prop Q Vendors by Dollar Range

Combined Purchases	Total Firms	% of All Middle Tier Firms	Total \$ for Specified Range	Total LBE Firms	LBE % of All Middle Tier Firms	Total LBE \$ for Specified Range
$\$90,000 \leq X < \$100,00$	4	10%	\$381,586	0	0%	\$0
$\$80,000 \leq X < \$90,000$	3	8%	\$256,450	0	0%	\$0
$\$70,000 \leq X < \$80,000$	10	25%	\$762,845	1	25%	\$72,061
$\$60,000 \leq X < \$70,000$	11	28%	\$730,602	1	25%	\$63,539
$\$50,000 \leq X < \$60,000$	12	30%	\$657,359	2	50%	\$106,812
Total	40	100%	\$2,788,842	4	100%	\$242,412

Profile of Prop Q Vendors – 2nd Q FY 2012/13

“Bottom Tier” Prop Q Vendors: Snap Shot

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

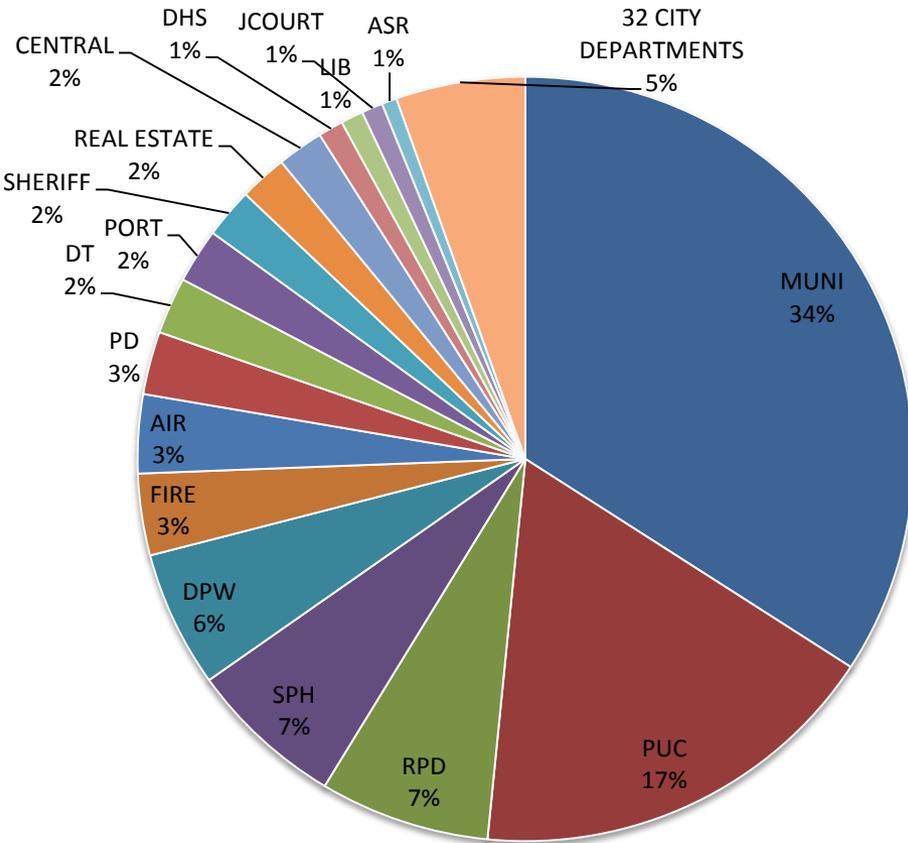
Total Number of Vendors:	1243
Total Number of LBE Vendors:	75 (6%)
Total Combined Purchases (\$):	\$9,747,037
Total LBE Combined Purchases (\$):	\$1,091,930 (11%)
Average Combined Purchases (All):	\$7,841
Average LBE Combined Purchases:	\$14,559

Profile of Prop Q Vendors

“Bottom Tier” Prop Q Vendors by Dollar Range

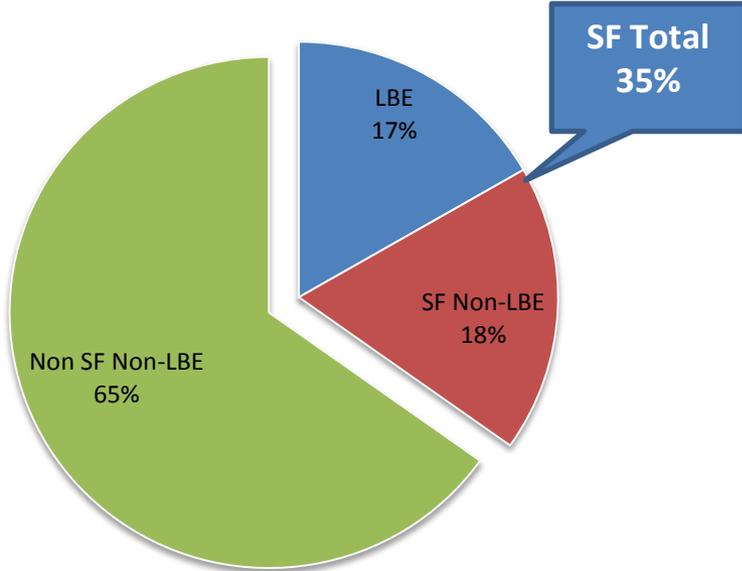
Combined Purchases	Total Firms	% of All Bottom Tier Firms	Total \$ for Specified Range	Total LBE Firms	LBE % of All Bottom Tier Firms	Total LBE \$ for Specified Range
\$40,000 < X < \$50,000	25	2%	\$1,102,861	6	8%	\$268,602
\$30,000 < X < \$40,000	39	3%	\$1,362,426	5	7%	\$174,455
\$20,000 < X < \$30,000	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

\$17.7 Million			
20,318 Transactions			
SF:	\$4.8 Million (28%)	LBE:	\$2.4 Million (14%)
Non-SF:	\$12.7 Million (72%)	Non-LBE:	\$15.3 Million (86%)



Description	\$	% of Total
ELECTRIC TRANSIT VEHICLE EQPT, PARTS, MATLS & SUPP	\$ 952,606.20	5%
COMMON DIESEL & ELECTRIC TRANSIT VEHICLE EQPT, PAR	\$ 942,419.88	5%
LIGHT RAIL TRANSIT VEHICLE EQPT, PARTS, MATLS & SU	\$ 841,214.07	5%
CHARGE;LABOR	\$ 566,018.63	3%
DIESEL TRANSIT VEHICLE EQPT, PARTS, MATLS & SUPPL	\$ 431,852.61	2%
LABORATORY MATLS & SUPPL, CONSUMABLES	\$ 306,407.38	2%
HYBRID TRANSIT VEHICLE EQPT, PARTS, MATLS & SUPPL	\$ 300,973.34	2%
SEWAGE TREATMENT SYS, EQPT, PARTS, MATLS & SUPPL	\$ 254,064.83	1%
MATERIALS HANDLING EQPT & SUPPL INCLUDING MAINT/RE	\$ 239,057.29	1%
TELECOMMUNICATION SYS, EQPT, PARTS, INSTALL, MAINT	\$ 191,313.75	1%

\$590K
441 Transactions
SF Total \$206K

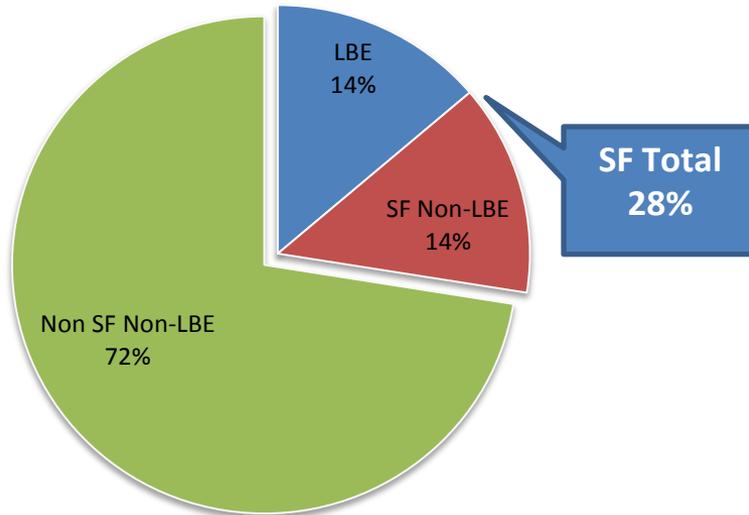


LBE	\$	98,495
Non LBE	\$	491,729
Total	\$	590,224

Top 5 Procurement Categories		
Description	\$	% of Total
ELEVATOR, ESCALATOR & MOVING WALKWAY SYS, EQPT, PA	\$ 32,267.83	5%
MAINT/REPAIR;HVAC SYS/EQPT-HEATING/VENTING/AIR CON	\$ 23,883.85	4%
PAINTING TOOLS, EQPT, MACHINERY, ACCESS & SUPPL, .	\$ 19,875.35	3%
HVAC;AIR CONDITION SYS,EQPT,PART,ACCESS&SUPPL	\$ 19,437.95	3%
PHOTOGRAPHIC FILM/SLIDE PROCESSING/PRINTING	\$ 19,246.85	3%

Top 5 Vendors		
Description	\$	% of Total
GARRATT-CALLAHAN COMPANY	\$ 27,804.77	5%
DIRECT BUSINESS CONNECTION	\$ 23,174.39	4%
KELLY-MOORE PAINT CO INC	\$ 20,870.93	4%
GOW SUPPLY COMPANY	\$ 19,860.63	3%
CENTER HARDWARE CO INC	\$ 19,833.21	3%

\$1.2 Million
947 Transactions
SF Total \$317K



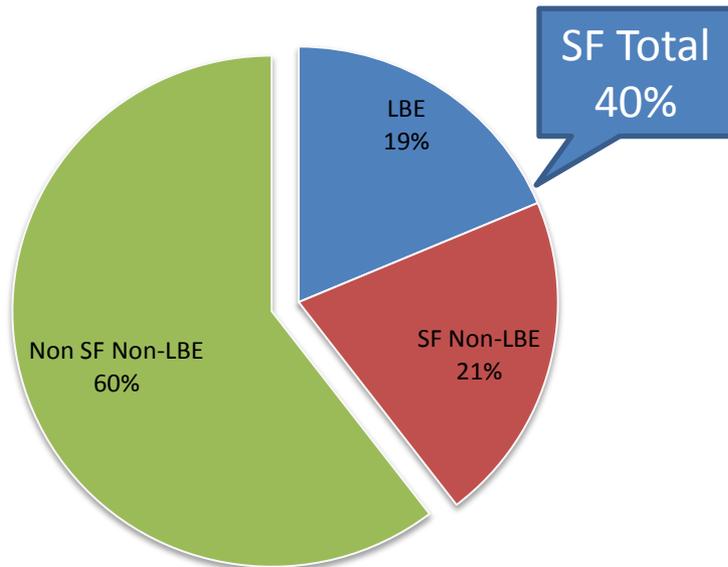
LBE	\$	159,167
Non LBE	\$	996,295
Total	\$	1,155,462

Top 5 Procurement Categories		
Description	\$	% of Total
MAINT/REPAIR;MEDICAL EQPT/INST	\$ 142,630.46	12%
SVC,MED/HLTH;PROFESSIONAL	\$ 100,000.00	9%
CHARGE;LABOR	\$ 48,086.41	4%
RENT;MEDICAL EQPT/INST	\$ 45,081.28	4%
PLUMBING FIXTURE/PART/SUPPL	\$ 43,927.65	4%
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Top 5 Vendors		
Description	\$ (in Thousands)	% of Total
EVOKED POTENTIAL ASSOCIATES LLC	\$ 100,000.00	9%
JOHNSON CONTROLS INC	\$ 40,875.43	4%
LYNCH & SONS VAN & STORAGE CO	\$ 40,000.00	3%
COIT SERVICE INC	\$ 35,987.58	3%
MINTIE CORPORATION	\$ 32,475.00	3%

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

\$1.0 Million
2270 Transactions
SF Total \$390K

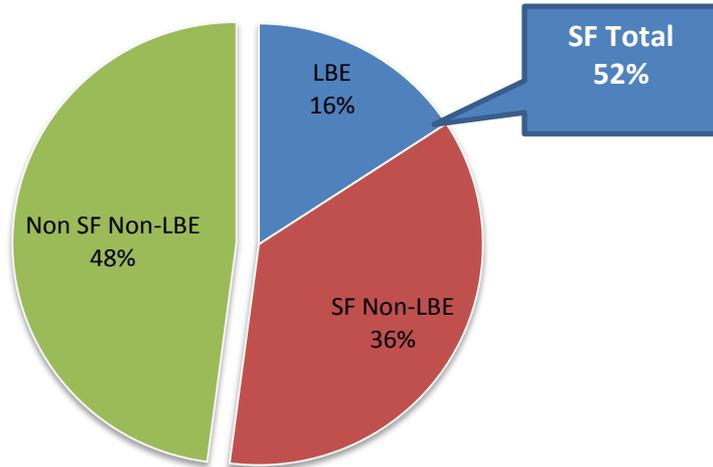


LBE	\$190,218
Non LBE	\$829,169
Total	\$1,019,388

Top 5 Procurement Categories		
Description	\$	% of Total
CONCRETE, WET MIXED, DELIVERED IN 2 CUBIC YARDS OR	\$ 125,186.29	12%
JANITORAL CHEMICALS & CHEM PRDTS; CLEANERS, DISINF	\$ 75,313.46	7%
SVC, RECYCLING; NON-HAZARDOUS MATERIALS	\$ 59,175.21	6%
PLUMBING & STEAM GENERATION SYS, EQPT, MATLS & SUP	\$ 49,383.64	5%
ELECTRICAL MATERIALS, SUPPLIES & FIXTURES	\$ 37,583.95	4%

Top 5 Vendors		
Description	\$	% of Total
BODE CONCRETE LLC	\$ 148,000.00	15%
UNITED LABORATORIES INC	\$ 80,044.10	8%
SUSTAINABLE CRUSHING VENTURES LLC	\$ 58,760.00	6%
SPEEDY'S HARDWARE (LBE)	\$ 43,601.78	4%
MALTBY ELECTRIC SUPPLY CO INC	\$ 41,413.18	4%

\$407K
947 Transactions
SF Total \$212K

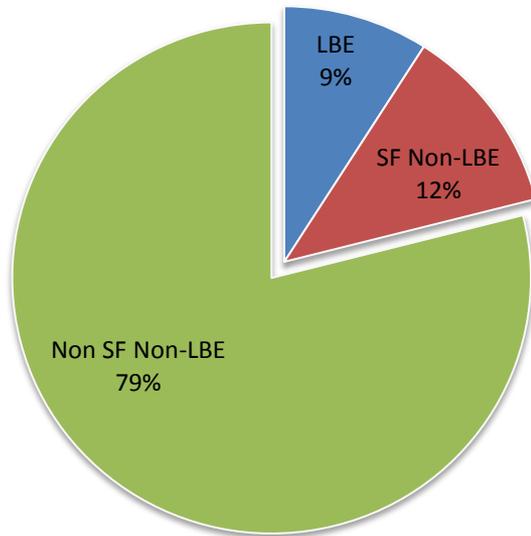


LBE	\$	64,305
Non LBE	\$	342,884
Total	\$	407189

Top 5 Procurement Categories		
Description	\$ (in Thousands)	% of Total
ELECTRICAL MATLS, SUPPL & FIXTURES;	\$ 27,262	4%
SVC, TRANSPORT; MARINE TOWING	\$ 26,054	4%
AUTOMOTIVE AERIAL LIFT & CRANE EQPT, PARTS & SUPPL	\$ 25,310	3%
RENT: LIFT, BOOM/CRANE/FORK/SCISSOR/T RUCK	\$ 18,533	3%
PRINTER & PLOTTER SUPPL; PC BASED	\$ 18,250	3%

Top 5 Vendors		
Description	\$ (in Thousands)	% of Total
CENTRAL BUILDERS SUPPLY	\$ 26,554.52	7%
MALBY ELECTRIC SUPPLY CO INC	\$ 25,057.46	6%
C S I PAINT	\$ 23,531.74	6%
FILTER RECYCLING SERVICES INC	\$ 17,067.15	4%
AYOOB & PEERY PLUMBING CO INC	\$ 16,870.00	4%

\$3.0 Million
6219 Transactions
SF Total \$642K



LBE	\$279,064
Non LBE	\$2,802,465
Total	\$3,081,530

Top 5 Procurement Categories		
Description	\$	% of Total
SEWAGE TREATMENT SYS, EQPT, PARTS, MATLS & SUPPL	\$ 243,296.66	8%
LABORATORY MATLS & SUPPL, CONSUMABLES	\$ 222,977.78	7%
ELECTRONIC COMPONENTS, PARTS & SUPPL	\$ 128,640.14	4%
LABORATORY EQPT, INST, PARTS & SUPPL INCLUDING MAI	\$ 105,884.49	3%
PUMPS & COMPRESSORS, EQPT, PARTS, MATLS/SUPPL, INC	\$ 95,657.30	3%

Top 5 Vendors		
Description	\$	% of Total
MALLORY SAFETY & SUPPLY LLC	\$ 115,650.96	4%
VWR INTERNATIONAL LLC	\$ 101,972.17	3%
FERGUSON ENT INC DBA GROENIGER & COMPANY	\$ 81,372.82	3%
GILMORE SERVICES (LBE)	\$ 68,753.57	2%
AFFINITY RESOURCES CO INC	\$ 68,638.78	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 – 2nd Q Fiscal Year 2012/13

Department	Total Prop Q Purchases from LBEs	Total Purchases	%
OFFICE OF CITIZEN COMPLAINTS	\$ 651.85	\$ 901.85	72%
BOARD OF SUPERVISORS	\$ 9,202.02	\$ 13,442.78	68%
DEPARTMENT OF TECHNOLOGY	\$ 203,338.48	\$ 424,084.44	48%
DEPARTMENT OF ELECTIONS	\$ 31,907.12	\$ 68,930.14	46%
HUMAN RIGHTS COMMISSION	\$ 990.88	\$ 2,360.46	42%
ADULT PROBATION	\$ 20,119.14	\$ 52,283.56	38%
TAX COLLECTOR	\$ 3,417.73	\$ 11,455.98	30%
FIRE DEPARTMENT	\$ 177,262.22	\$ 611,385.25	29%
DEPT OF HUMAN SERVICES	\$ 52,619.93	\$ 185,616.09	28%
RENT ARBITRATION BOARD	\$ 338.83	\$ 1,330.67	25%
GSA - REAL ESTATE	\$ 76,405.85	\$ 353,016.00	22%
DPW	\$ 190,218.84	\$ 1,019,388.39	19%
DISTRICT ATTORNEY	\$ 15,647.12	\$ 90,036.35	17%
AIRPORT COMMISSION	\$ 98,495.05	\$ 590,224.55	17%
GSA/CENTRAL ACCTG	\$ 12,635.04	\$ 78,810.58	16%
PORT	\$ 64,305.88	\$ 407,189.95	16%
GSA/ANIMAL CARE AND CONTROL	\$ 14,548.03	\$ 94,540.64	15%
WAR MEMORIAL	\$ 9,692.16	\$ 63,396.04	15%
SHERIFF	\$ 56,547.96	\$ 371,291.22	15%
RECREATION AND PARK COMMISSION	\$ 182,431.69	\$ 1,256,548.93	15%
DEPARTMENT OF PUBLIC HEALTH	\$ 159,167.82	\$ 1,155,462.94	14%
BUILDING INSPECTION	\$ 5,479.25	\$ 40,171.98	14%
ART COMMISSION	\$ 4,762.01	\$ 37,225.92	13%
MUNICIPAL TRANSPORTATION AGENCY	\$ 646,229.30	\$ 6,049,397.92	11%
CHILD SUPPORT SERVICES	\$ 131.22	\$ 1,321.08	10%

Department	Total Prop Q Purchases from LBEs	Total Purchases	%
MAYOR - BUSINESS & ECONOMIC DEVELOPMENT	\$ 1,825.00	\$ 19,840.42	9%
PUBLIC UTILITIES COMMISSION (PUC)	\$ 279,064.26	\$ 3,081,530.18	9%
POLICE	\$ 40,338.86	\$ 470,908.95	9%
DEPT OF EMERGENCY MANAGEMENT	\$ 2,772.18	\$ 33,407.55	8%
GSA / CENTRAL SHOPS	\$ 26,797.14	\$ 343,509.42	8%
PUBLIC LIBRARY	\$ 12,879.99	\$ 166,590.15	8%
DHR	\$ 1,999.99	\$ 49,069.71	4%
DEPARTMENT OF ENVIRONMENT	\$ 2,717.93	\$ 88,804.34	3%
JUVENILE COURT	\$ 3,831.47	\$ 156,517.63	2%
CONTROLLERS MANAGEMENT	\$ 132.13	\$ 17,051.96	1%
ASSESSOR	\$ -	\$ 111,303.54	0%
OFFICE OF THE MEDICAL EXAMINER	\$ -	\$ 86,786.13	0%
POLICE (HOMELAND SECURITY)	\$ -	\$ 35,978.96	0%
CAO/COMMUNITY REDEVELOPMENT	\$ -	\$ 24,273.47	0%
RETIREMENT SERVICES	\$ -	\$ 14,019.82	0%
PLANNING DEPARTMENT	\$ -	\$ 10,107.83	0%
DEPT OF CHILDREN, YOUTH & THEIR FAMILIES	\$ -	\$ 8,621.94	0%
HEALTH SERVICE SYSTEM	\$ -	\$ 5,394.95	0%
GSA/GRANTS FOR THE ARTS	\$ -	\$ 1,500.00	0%
CITY ATTORNEY	\$ -	\$ 1,448.00	0%
GSA/OCA - PURCHASING	\$ -	\$ 1,232.80	0%
CHILDREN AND FAMILIES COMMISSION	\$ -	\$ 1,000.00	0%
MAYOR'S OFFICE OF COMMUNITY DEVELOPMENT	\$ -	\$ 517.51	0%
PUBLIC DEFENDER	\$ -	\$ 41.24	0%
Grand Total	\$ 2,408,904.35	\$ 17,709,270.23	14%

Questions?

If you have any questions regarding any of the information contained in this report please contact Boris Delepine at 415-581-2301 or boris.delepine@sfgov.org.

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Maria Cordero
CMD Director