



# Proposition Q Analysis

## 1<sup>st</sup> Quarter Fiscal Year 2012/13

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 1<sup>st</sup> Q FY 2012/13

## Quick Snapshot

Total Prop Q Purchases (\$):	\$ 23.8 M
Total Prop Q Purchase (\$) from LBEs:	\$ 3.7 M (15%)
Total Number of Purchase Orders:	22,994
Total Number of Purchases Orders with LBEs:	3815 (16.6%)
Total Number of Prop Q Vendors:	1612
Total Number of LBE Prop Q Vendors:	110 (7%)

## Profile of Prop Q Vendors – 1<sup>st</sup> 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 – 1<sup>st</sup> Q FY 2012/13

## “Top Tier” Prop Q Vendors: Snap Shot

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

Total Number of Vendors:	35
Total Number of LBE Vendors:	11 (31%)
Total Combined Purchases (\$):	\$6,672,134
Total LBE Combined Purchases (\$):	\$2,071,652 (31%)
Average Combined Purchases (All):	\$190,632
Average LBE Combined Purchases:	\$188,332

# 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%	\$ -
$\$200,000 \leq X < \$300,000$	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
<b>Total</b>	<b>35</b>	<b>100%</b>	<b>\$ 6,672,132</b>	<b>11</b>	<b>100%</b>	<b>\$ 2,071,650</b>

# Profile of Prop Q Vendors – 1<sup>st</sup> 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:	55
Total Number of LBE Vendors:	6 (10%)
Total Combined Purchases (\$):	\$4,002,320
Total LBE Combined Purchases (\$):	\$408,425 (10%)
Average Combined Purchases (All):	72,769
Average LBE Combined Purchases:	68,080
Nature of Items Purchased:	

# 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 ≤ X < \$100,00	10	18%	\$934,454	1	2%	\$90,175
\$80,000 ≤ X < \$90,000	10	18%	\$844,524	0	0%	\$0
\$70,000 ≤ X < \$80,000	8	15%	\$598,481	0	0%	\$0
\$60,000 ≤ X < \$70,000	13	24%	\$842,388	4	7%	\$260,978
\$50,000 ≤ X < \$60,000	14	25%	\$782,473	1	2%	\$57,270
<b>Total</b>	<b>55</b>	<b>100%</b>	<b>\$4,002,320</b>	<b>6</b>	<b>11%</b>	<b>\$408,423</b>



# Profile of Prop Q Vendors – 1<sup>st</sup> Q FY 2012/13

## “Bottom Tier” Prop Q Vendors: Snap Shot

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

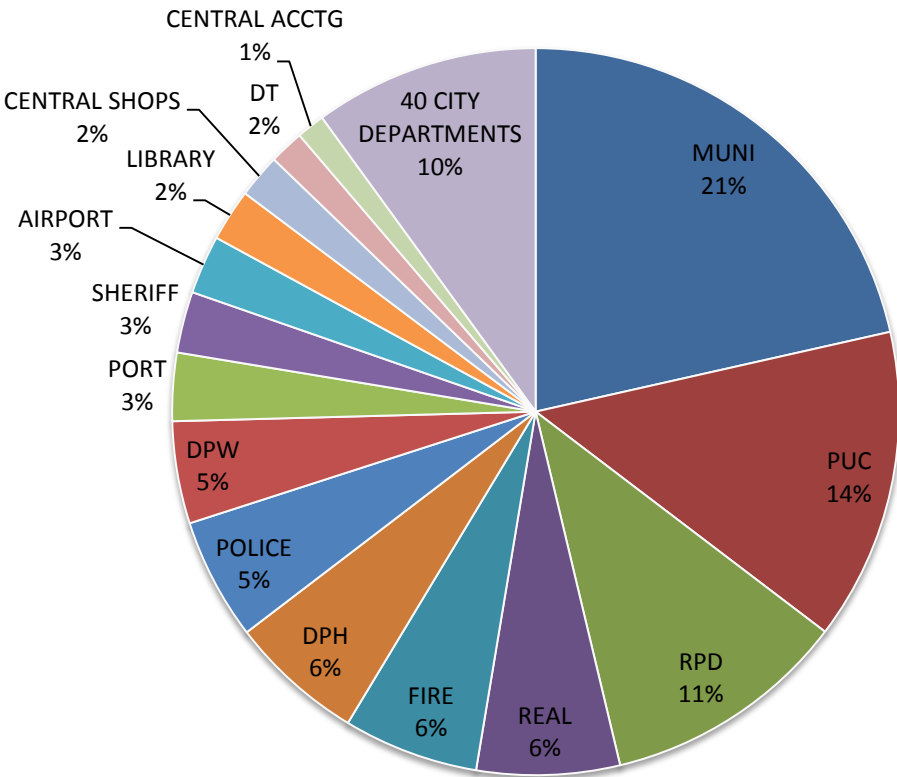
Total Number of Vendors:	1522
Total Number of LBE Vendors:	93 (6%)
Total Combined Purchases (\$):	\$13,223,562
Total LBE Combined Purchases (\$):	\$1,222,115 (9%)
Average Combined Purchases (All):	\$8,688
Average LBE Combined Purchases:	\$13,141

# Profile of Prop Q Vendors

## “Bottom Tier” Prop Q Vendors by Dollar Range

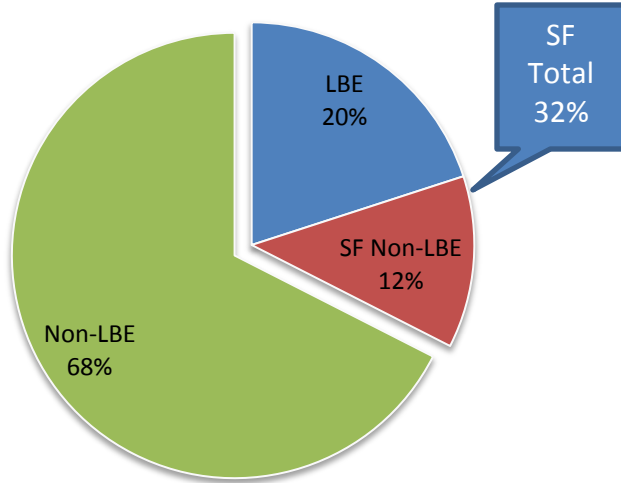
Combined Purchases	Total Firms	% of All Bottom Tier Firms	Total \$ for Specified Range	Total LBE Firms	LBE % of All Bottom Tier Firms	Total LBE \$ for Specified Range
\$40,000 < X < \$50,000	23	2%	\$1,052,015	4	0%	\$177,867
\$30,000 < X < \$40,000	57	4%	\$1,958,503	6	0%	\$218,869
\$20,000 < X < \$30,000	101	7%	\$2,512,441	14	1%	\$353,183
\$10,000 < X < \$20,000	272	18%	\$3,781,723	18	1%	\$264,900
\$0 < X < \$10,000	1069	70%	\$3,918,877	51	3%	\$207,294
<b>Total</b>	<b>1522</b>	<b>100%</b>	<b>\$13,223,559</b>	<b>93</b>	<b>6%</b>	<b>\$1,222,113</b>

<b>\$23.8 Million</b>			
<b>22,994 Transactions</b>			
SF:	\$7.6 Million (31%)	LBE:	\$3.7 Million (16%)
Non-SF:	\$16.2 Million (69%)	Non-LBE:	\$20.1 Million (84%)



Description	\$	% of Total
ELECTRIC TRANSIT VEHICLE EQPT, PARTS, MATLS & SUPP	\$ 939,013	4%
LIGHT RAIL TRANSIT VEHICLE EQPT, PARTS, MATLS & SU	\$ 683,445	3%
CHARGE;LABOR	\$ 540,024	2%
COMMON DIESEL & ELECTRIC TRANSIT VEHICLE EQPT, PAR	\$ 467,830	2%
LABORATORY MATLS & SUPPL, CONSUMABLES	\$ 378,407	2%
BLDG/CONSTR/INDSTR;HARDWARE,GE NERAL	\$ 360,076	2%
TOOL; GENERAL/SHOP,INCLDNG EQPT/PARTS/SUPPL,CRAFTS	\$ 289,627	1%
MAINT/REPAIR;ELECTRICAL/ELECTRO-MECHANICAL/ELECTRO	\$ 273,659	1%
DIESEL TRANSIT VEHICLE EQPT, PARTS, MATLS & SUPPL	\$ 254,728	1%
MATERIALS HANDLING EQPT & SUPPL INCLUDING MAINT/RE	\$ 244,950	1%

\$623K
521 Transactions
SF Total \$231K

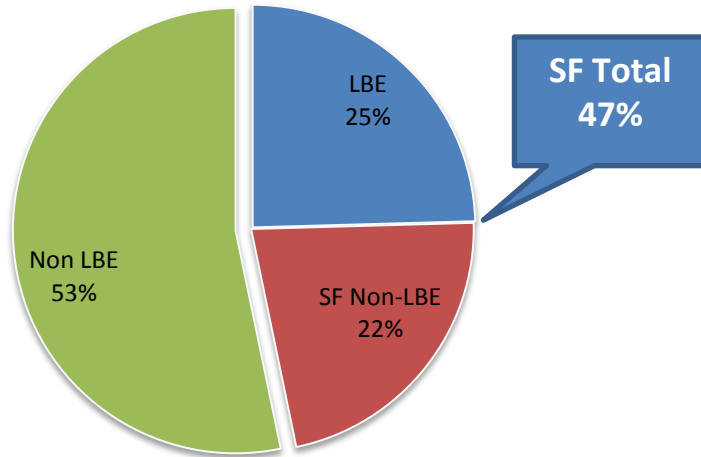


LBE	\$	142,451
Non LBE	\$	480,666
Total	\$	623,117

Top 5 Procurement Categories		
Description	\$	% of Total
PLUMBER'S TOOLS, EQPT, MACHINERY & ACCESS	\$40,953	7%
SEWAGE & WATER TREATMENT CHEMICALS & CHEMICAL PRDPT	\$24,401	4%
HVAC;FILTER,PANEL,DISPOSABLE,PLECTED ELEVATOR, ESCALATOR & MOVING WALKWAY SYS, EQPT, PA	\$23,063	4%
	\$20,961	3%
CHARGE;INSTALLATION	\$19,331	3%

Top 5 Vendors		
Description	\$	% of Total
C T I CONTROLTECH	\$33,852	5%
KH PLUMBING SUPPLY INC (LBE)	\$28,778	5%
CENTER HARDWARE CO INC (LBE)	\$22,526	4%
AIR FILTER SUPPLY INC	\$19,499	3%
GARRATT-CALLAHAN COMPANY	\$18,671	3%

\$221K
186 Transactions
SF Total \$133K

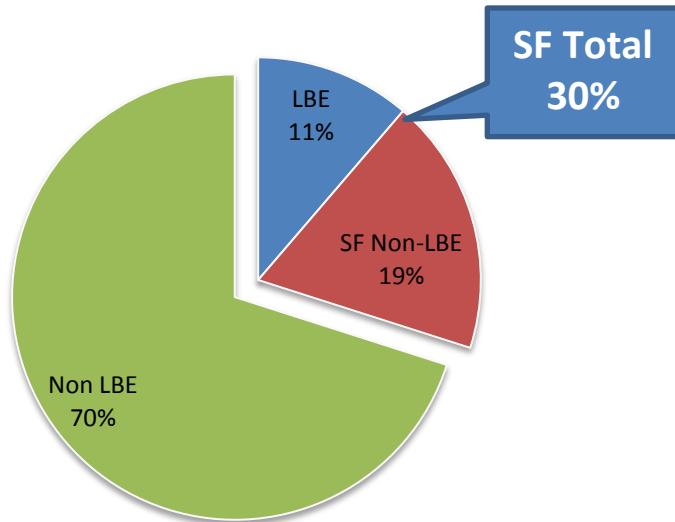


LBE	\$70,059
Non LBE	\$151,930
<b>Total</b>	<b>\$221,989</b>

Top 5 Procurement Categories		
Description	\$ (in Thousands)	% of Total
MODULAR UNITS & PANEL SYS, PARTS & SUPPL; OFFICE F	\$ 16,566	7%
CLOTHING, UNIFORMS & FOOTWEAR	\$ 10,708	5%
SVC, LEGAL; PROCESSING/COPYING/SUBPOE NA PREPARATION/	\$ 10,000	5%
SVC, MANAGEMENT; PARKING GARAGE	\$ 10,000	5%
FOOD SVC; APPLIANCE/EQPT/PART: REFRIGERATION/COOKING	\$ 9,731	4%

Top 5 Vendors		
Description	\$ (in Thousands)	% of Total
KOSMAN SUPPLY INC (LBE)	\$ 18,306	8%
A A OFFICE EQUIPMENT CO	\$ 14,078	6%
ULTIMATE SOLUTIONS	\$ 11,933	5%
CIVIC CENTER PLAZA GARAGE	\$ 10,000	5%
STATE OF CALIFORNIA / DEPT OF JUSTICE	\$ 10,000	5%

\$1.4 Million
1164 Transactions
SF Total \$427K



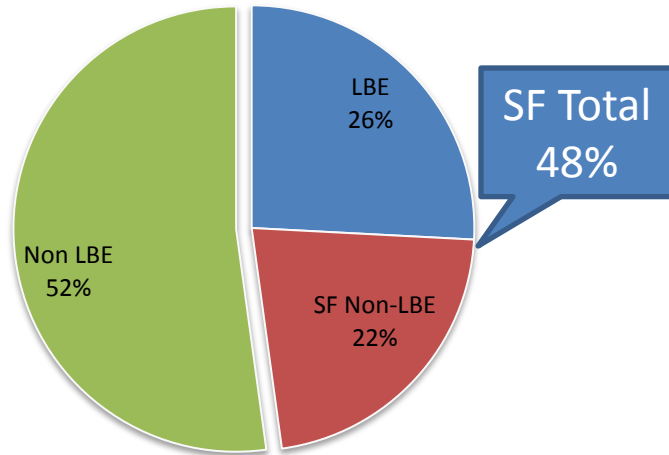
LBE	\$	161,340
Non LBE	\$	226,496
Total	\$	1,429,515

Top 5 Procurement Categories		
Description	\$	% of Total
SVC,MED/HLTH;PROFESSIONAL	\$ 100,000	7%
SVC,TRANSPORT;MOVING/STORAGE	\$ 76,142	5%
CHARGE;LABOR	\$ 64,754	5%
MAINT/REPAIR;MEDICAL EQPT/INST	\$ 54,363	4%
PLUMBING FIXTURE/PART/SUPPL	\$ 52,938	4%
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Top 5 Vendors		
Description	\$ (in Thousands)	% of Total
EVOKED POTENTIAL ASSOCIATES LLC	\$ 100,000	7%
LYNCH & SONS VAN & STORAGE CO	\$ 60,644	4%
CONTROLCO	\$ 40,721	3%
CAL WEST SERVICE INC	\$ 27,853	2%
ABCO MECHANICAL CONTRACTORS (LBE)	\$ 26,568	2%

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

\$1.0 Million
2744 Transactions
SF Total \$494K

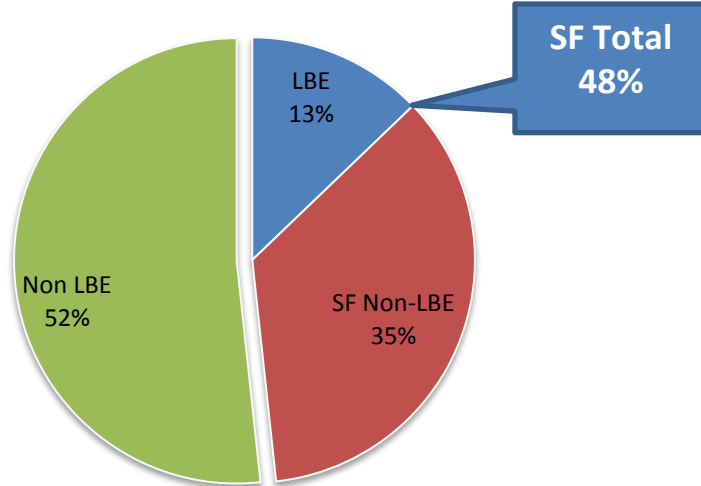


LBE	\$280,625
Non LBE	\$805,845
<b>Total</b>	<b>\$1,086,470</b>

Top 5 Procurement Categories		
Description	\$	% of Total
JANITORAL CHEMICALS & CHEM PRDTS; CLEANERS, DISINF	\$ 85,913	8%
PAINTS, PRIMERS, STAINS, VARNISHES, THINNERS	\$ 51,175	5%
ELECTRICAL MATERIALS, SUPPLIES & FIXTURES	\$ 50,408	5%
HARDWARE;LOCK/SET/MORTISE/KEY ...	\$ 42,657	4%
PLUMBING & STEAM GENERATION SYS, EQPT, MATLS & SUP	\$ 41,668	4%

Top 5 Vendors		
Description	\$	% of Total
UNITED LABORATORIES INC	\$ 78,313	7%
SPEEDY'S HARDWARE (LBE)	\$ 57,657	5%
MALBY ELECTRIC SUPPLY CO INC	\$ 52,394	5%
GRANITE ROCK CO	\$ 46,343	4%
R & H WHOLESALE SUPPLY INC (LBE)	\$ 46,017	4%

\$723K
1199 Transactions
SF Total \$336K



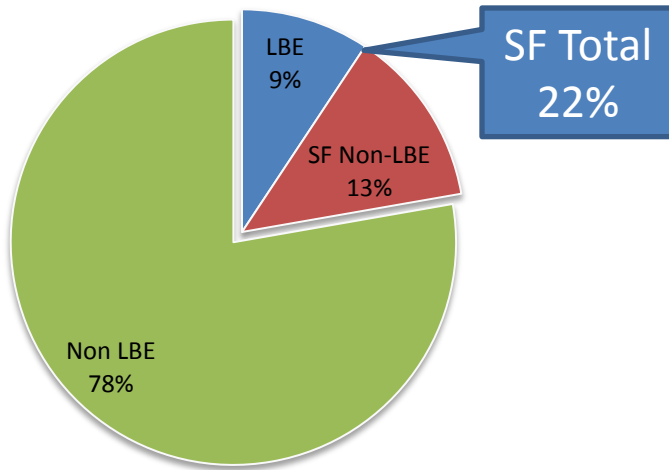
LBE	\$	92,774
Non LBE	\$	630,580
Total	\$	723,353

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
MALTBY ELECTRIC SUPPLY CO INC	\$ 29,062	4%
C S I PAINT	\$ 28,509	4%
CABLE MOORE INC	\$ 22,230	3%
A 2 Z BUSINESS SYSTEMS	\$ 21,942	3%
PIVOT INTERIORS INC	\$ 17,978	2%



\$3.3 Million
7061 Transactions
SF Total \$715K



LBE	\$309,075
Non LBE	\$3,006,388
<b>Total</b>	<b>\$3,315,463</b>

Top 5 Procurement Categories		
Description	\$	% of Total
LABORATORY MATLS & SUPPL, CONSUMABLES	\$ 188,825	6%
SEWAGE TREATMENT SYS, EQPT, PARTS, MATLS & SUPPL	\$ 165,197	5%
CHARGE;LABOR	\$ 99,600	3%
WATER TREATMENT SYS, EQPT, PARTS, MATLS & SUPPL	\$ 94,026	3%
TOOL; GENERAL/SHOP,INCLDNG EQPT/PARTS/SUPPL,CRAFTS	\$ 70,597	2%

Top 5 Vendors		
Description	\$	% of Total
FERGUSON ENT INC DBA GROENIGER & COMPANY	\$ 119,368	4%
VWR INTERNATIONAL LLC	\$ 93,531	3%
GILMORE SERVICES (LBE)	\$ 93,088	3%
FLUID GAUGE COMPANY	\$ 87,406	3%
C & C SCIENTIFIC INTERNATIONAL INC	\$ 77,474	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 – 1<sup>st</sup> Q Fiscal Year 2012/13

DEPARTMENT	TOTAL PROP Q PURCHASES	TOTAL PROP Q PURCHASES FROM LBES	%
ADM SVCS/ANIMAL CARE&CTRL-HOMELAND SECTY	\$ 1,754		0%
ADULT PROBATION	\$ 90,688	\$ 20,619	23%
AIRPORT COMMISSION	\$ 623,117	\$ 142,451	23%
ART COMMISSION	\$ 82,430	\$ 22,511	27%
ASSESSOR	\$ 147,017		0%
BOARD OF SUPERVISORS	\$ 43,162	\$ 17,475	40%
BUILDING INSPECTION	\$ 82,288	\$ 7,906	10%
CAO/COMMUNITY REDEVELOPMENT	\$ 75,619	\$ 6,000	8%
CHILD SUPPORT SERVICES	\$ 19,637	\$ 1,606	8%
CHILDREN AND FAMILIES COMMISSION	\$ 36,608	\$ 10,320	28%
CITY ATTORNEY	\$ 60,872	\$ 19,500	32%
COMMISSION ON THE STATUS OF WOMEN	\$ 612		0%
CONTROLLERS MANAGEMENT	\$ 47,101		0%
DEPARTMENT OF ELECTIONS	\$ 109,359	\$ 37,088	34%
DEPARTMENT OF ENVIRONMENT	\$ 78,992		0%
DEPARTMENT OF PUBLIC HEALTH	\$ 1,429,515	\$ 161,340	11%
DEPARTMENT OF TECHNOLOGY	\$ 367,058	\$ 188,406	51%
DEPT OF AGING/ADULT SERVICES	\$ 8,000		0%
DEPT OF CHILDREN, YOUTH & THEIR FAMILIES	\$ 18,975	\$ 28	0%
DEPT OF EMERGENCY MANAGEMENT	\$ 49,062	\$ 4,543	9%
DEPT OF HUMAN SERVICES	\$ 221,989	\$ 70,059	32%
DHR	\$ 94,233	\$ 6,135	7%
DISTRICT ATTORNEY	\$ 148,615	\$ 31,801	21%
DPW	\$ 1,086,470	\$ 280,625	26%
FIRE DEPARTMENT	\$ 1,437,451	\$ 414,125	29%
GSA - REAL ESTATE	\$ 1,519,561	\$ 340,906	22%
GSA / CENTRAL SHOPS	\$ 466,771	\$ 26,722	6%
GSA/ANIMAL CARE AND CONTROL	\$ 115,604	\$ 22,217	19%
GSA/CENTRAL ACCTG	\$ 299,966	\$ 25,076	8%

DEPARTMENT	TOTAL PROP Q PURCHASES	TOTAL PROP Q PURCHASES FROM	
		LBES	%
GSA/GRANTS FOR THE ARTS	\$ 5,100		0%
GSA/OCA - LS	\$ 10,335	\$ 2,000	19%
GSA/OCA - PURCHASING	\$ 700		0%
GSA/RISK MANAGEMENT	\$ 845		0%
HEALTH SERVICE SYSTEM	\$ 34,122	\$ 3,439	10%
HUMAN RIGHTS COMMISSION	\$ 4,566	\$ 3,691	81%
JUVENILE COURT	\$ 274,121	\$ 30,534	11%
MAYOR - ADMINISTRATION	\$ 6,405		0%
MAYOR - BUSINESS & ECONOMIC DEVELOPMENT	\$ 40,223	\$ 1,000	2%
MAYOR'S OFFICE OF COMMUNITY DEVELOPMENT	\$ 37,077	\$ 2,671	7%
MUNICIPAL TRANSPORTATION AGENCY	\$ 5,131,802	\$ 707,917	14%
OFFICE OF CITIZEN COMPLAINTS	\$ 5,154		0%
OFFICE OF THE MEDICAL EXAMINER	\$ 126,985	\$ 9,100	7%
PLANNING DEPARTMENT	\$ 73,530	\$ 1,887	3%
POLICE	\$ 1,293,569	\$ 52,229	4%
POLICE (HOMELAND SECURITY)	\$ 7,735		0%
PORT	\$ 723,353	\$ 92,774	13%
PUBLIC DEFENDER	\$ 26,014	\$ 10,543	41%
PUBLIC LIBRARY	\$ 553,742	\$ 63,836	12%
PUBLIC UTILITIES COMMISSION (PUC)	\$ 3,315,463	\$ 309,075	9%
RECREATION AND PARK COMMISSION	\$ 2,609,376	\$ 437,978	17%
RENT ARBITRATION BOARD	\$ 28,640	\$ 14,000	49%
RETIREMENT SERVICES	\$ 63,403	\$ 1,360	2%
SHERIFF	\$ 650,725	\$ 90,727	14%
TAX COLLECTOR	\$ 49,212	\$ 2,811	6%
WAR MEMORIAL	\$ 63,291	\$ 7,163	11%
Total	\$ 23,898,017	\$ 3,702,193	15%

# 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](mailto:boris.delepine@sfgov.org).

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Maria Cordero  
CMD Director