



Proposition Q Analysis

3rd 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 3rd Q FY2012/13

Quick Snapshot

Total Prop Q Purchases (\$):	\$ 18 M
Total Prop Q Purchase (\$) from LBEs:	\$ 2.9 M (16%)
Total Number of Purchase Orders:	20,899
Total Number of Purchases Orders with LBEs:	3,315 (15.8%)
Total Number of Prop Q Vendors:	1348
Total Number of LBE Prop Q Vendors:	93 (7%)

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:	24
Total Number of LBE Vendors:	5 (21%)
Total Combined Purchases (\$):	\$4,815,613
Total LBE Combined Purchases (\$):	\$1,335,499 (28%)
Average Combined Purchases (All):	\$200,650
Average LBE Combined Purchases:	\$267,099

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	4%	\$ 519,547	1	20%	\$ 519,547
$\$400,000 \leq X < \$500,000$	2	8%	\$ 911,574	0	0%	
$\$300,000 \leq X < \$400,000$	1	4%	\$ 313,524	1	20%	\$ 313,524
$\$200,000 \leq X < \$300,000$	4	17%	\$ 989,408	1	20%	\$ 255,653
$\$100,000 \leq X < \$200,000$	16	67%	\$2,081,559	2	40%	\$ 246,774
Total	24	100%	\$4,815,612	5	100%	\$ 1,335,498

Profile of Prop Q Vendors – 3rd 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:	51
Total Number of LBE Vendors:	6 (12%)
Total Combined Purchases (\$):	\$3,490,350
Total LBE Combined Purchases (\$):	\$432,930 (12.4%)
Average Combined Purchases (All):	\$68,438
Average LBE Combined Purchases:	\$72,155

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	3	6%	\$285,086	1	2%	\$98,322
\$80,000 ≤ X < \$90,000	8	16%	\$664,940	0	0%	\$0
\$70,000 ≤ X < \$80,000	12	24%	\$881,911	3	6%	\$218,496
\$60,000 ≤ X < \$70,000	13	25%	\$844,575	1	2%	\$63,085
\$50,000 ≤ X < \$60,000	15	29%	\$813,836	1	2%	\$53,026
Total	51	100%	\$3,490,348	6	11%	\$432,929

Profile of Prop Q Vendors – 3rd Q FY 2012/13

“Bottom Tier” Prop Q Vendors: Snap Shot

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

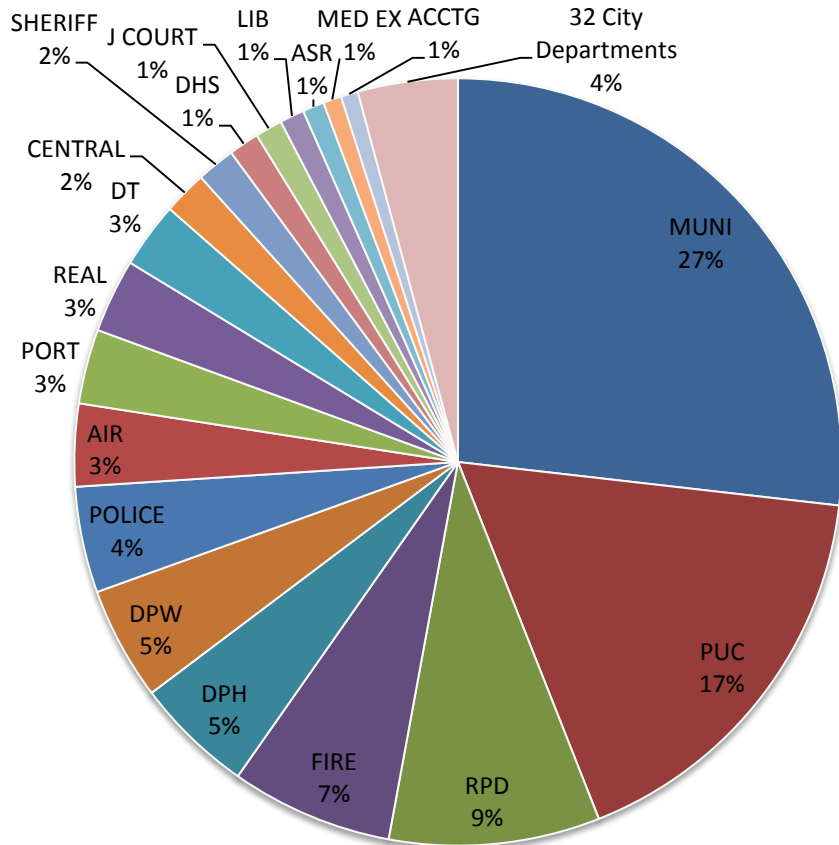
Total Number of Vendors:	1273
Total Number of LBE Vendors:	82 (6%)
Total Combined Purchases (\$):	\$9,718,370
Total LBE Combined Purchases (\$):	\$1,125,339 (12%)
Average Combined Purchases (All):	\$7,634
Average LBE Combined Purchases:	\$13,723

Profile of Prop Q Vendors

“Bottom Tier” Prop Q Vendors by Dollar Range

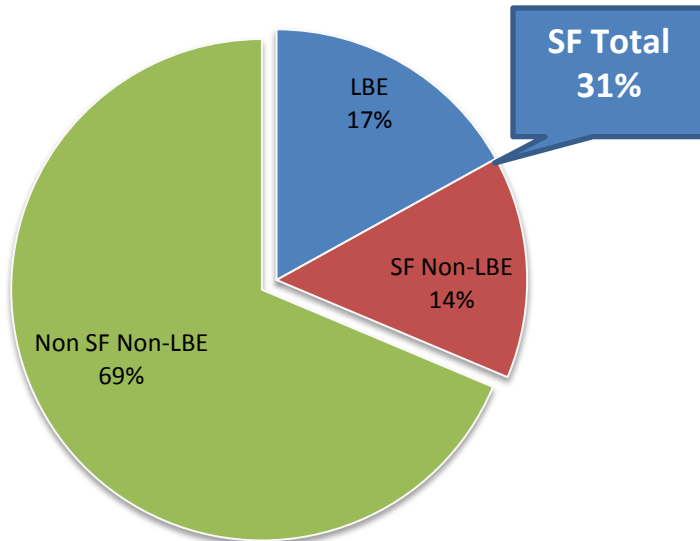
Combined Purchases	Total Firms	% of All Bottom Tier Firms	Total \$ for Specified Range	Total LBE Firms	LBE % of All Bottom Tier Firms	Total LBE \$ for Specified Range
\$40,000 < X < \$50,000	19	1%	\$836,867	5	0%	\$213,531
\$30,000 < X < \$40,000	34	3%	\$1,170,005	6	0%	\$208,820
\$20,000 < X < \$30,000	76	6%	\$1,820,931	10	1%	\$242,661
\$10,000 < X < \$20,000	201	16%	\$2,818,045	22	2%	\$294,239
\$0 < X < \$10,000	943	74%	\$3,072,519	39	3%	\$166,085
Total	1273	100%	\$9,718,367	82	6%	\$1,125,336

\$18 Million			
20,899 Transactions			
SF:	\$5.4 Million (30%)	LBE:	\$2.9 Million (16%)
Non-SF:	\$12.6 Million (70%)	Non-LBE:	\$15.1 Million (84%)



Description	\$	% of Total
LIGHT RAIL TRANSIT VEHICLE EQPT, PARTS, MATLS & SU	\$ 821,613.15	5%
ELECTRIC TRANSIT VEHICLE EQPT, PARTS, MATLS & SUPP	\$ 661,814.59	4%
COMMON DIESEL & ELECTRIC TRANSIT VEHICLE EQPT, PAR	\$ 641,219.28	4%
CHARGE;LABOR	\$ 418,226.68	2%
MAINT/REPAIR;ELECTRICAL/ELECTRO-MECHANICAL/ELECTRO	\$ 337,760.21	2%
MATERIALS HANDLING EQPT & SUPPL INCLUDING MAINT/RE	\$ 311,124.95	2%
LABORATORY MATLS & SUPPL, CONSUMABLES	\$ 270,629.17	2%
TELECOMMUNICATION SYS, EQPT, PARTS, INSTALL, MAINT	\$ 261,036.21	1%
SEWAGE TREATMENT SYS, EQPT, PARTS, MATLS & SUPPL	\$ 248,525.30	1%
TOOL; GENERAL/SHOP,INCLDNG EQPT/PARTS/SUPPL,CRAFTS	\$ 248,282.58	1%

\$627K
547 Transactions
SF Total \$196K

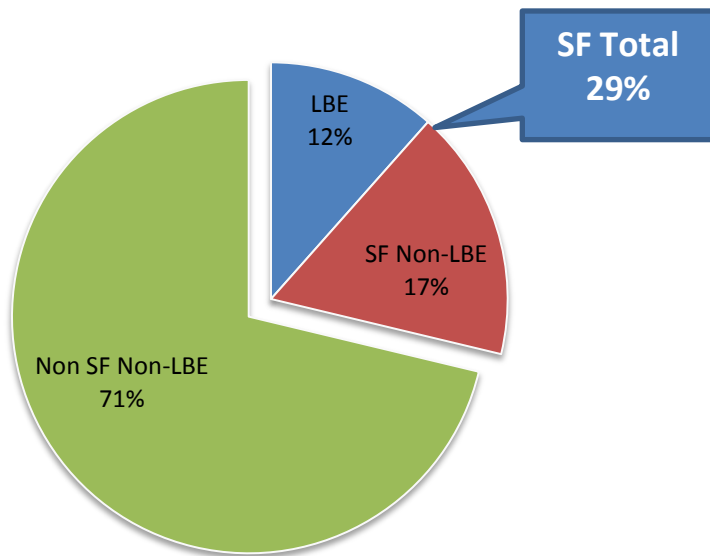


LBE	\$	106,355
Non LBE	\$	520,560
Total	\$	626,915

Top 5 Procurement Categories		
Description	\$	% of Total
SEWAGE & WATER TREATMENT CHEMICALS & CHEMICAL PRDT	\$ 29,165.89	5%
MATERIALS HANDLING EQPT & SUPPL INCLUDING MAINT/RE	\$ 25,512.68	4%
PAPER; COMPUTER, COPIER, DRAFTING, GRAPHIC ARTS, R	\$ 19,696.18	3%
FOOD;MEALS: PREPARE/DELIVER/CATER	\$ 18,668.79	3%
MAINT/REPAIR;HVAC SYS/EQPT- HEATING/VENTING/AIR CON	\$ 17,849.59	3%

Top 5 Vendors		
Description	\$	% of Total
GARRATT-CALLAHAN COMPANY	\$ 29,165.89	5%
ADORA CORP	\$ 23,029.97	4%
FREGOSI & COMPANY PAINTS (LBE)	\$ 22,062.17	4%
SANTORA SALES (LBE)	\$ 20,622.44	3%
FLUID GAUGE COMPANY	\$ 19,468.16	3%

\$899K
789 Transactions
SF Total \$255K



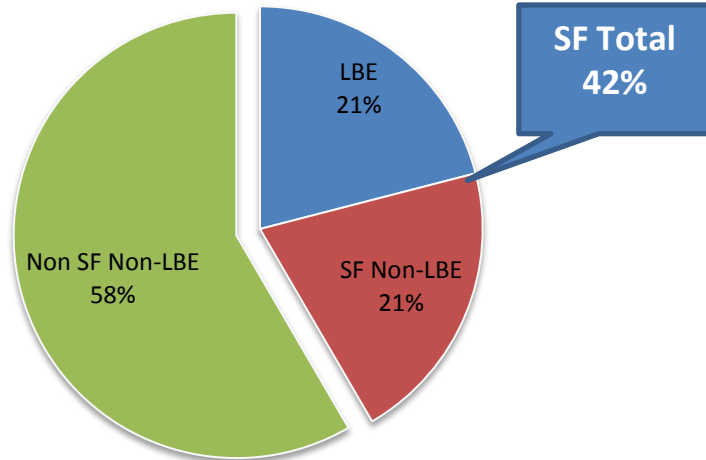
LBE	\$103,944
Non LBE	\$ 796,002
Total	\$ 899,946

Top 5 Procurement Categories		
Description	\$	% of Total
SVC,MED/HLTH;PROFESSIONAL	\$ 110,000.00	12%
MAINT/REPAIR;MEDICAL EQPT/INST	\$ 86,616.12	10%
SVC,TRANSPORT;MOVING/STORAGE	\$ 57,154.40	6%
RENT;MEDICAL EQPT/INST	\$ 37,388.16	4%
MAINT/REPAIR;DOOR/GATE/FRAME (ALL TYPES)	\$ 32,021.50	4%

Top 5 Vendors		
Description	\$ (in Thousands)	% of Total
EVOKED POTENTIAL ASSOCIATES LLC	\$ 110,000.00	12%
LYNCH & SONS VAN & STORAGE CO	\$ 44,802.40	5%
ZOLL MEDICAL CORP	\$ 26,100.00	3%
MALTBY ELECTRIC SUPPLY CO INC	\$ 20,691.95	2%
UNITED CALIFORNIA GLASS & DOOR	\$ 19,656.34	2%

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

\$860K
2322 Transactions
SF Total \$348K

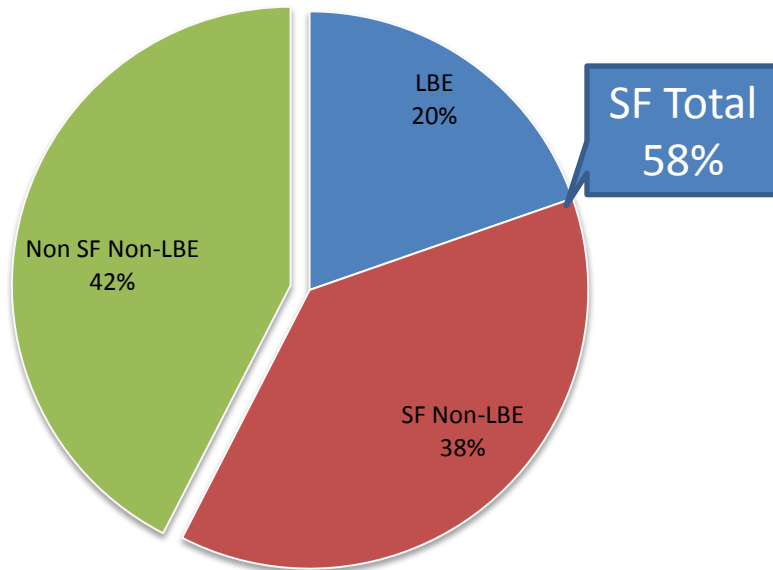


LBE	\$180,544
Non LBE	\$680,202
Total	\$860,746

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	\$ 131,632.50	15%
SPEEDY'S HARDWARE (LBE)	\$ 43,330.58	5%
MALTBY ELECTRIC SUPPLY CO INC	\$ 39,149.75	5%
UNITED LABORATORIES INC	\$ 36,934.15	4%
R & H WHOLESALE SUPPLY INC (LBE)	\$ 32,403.55	4%

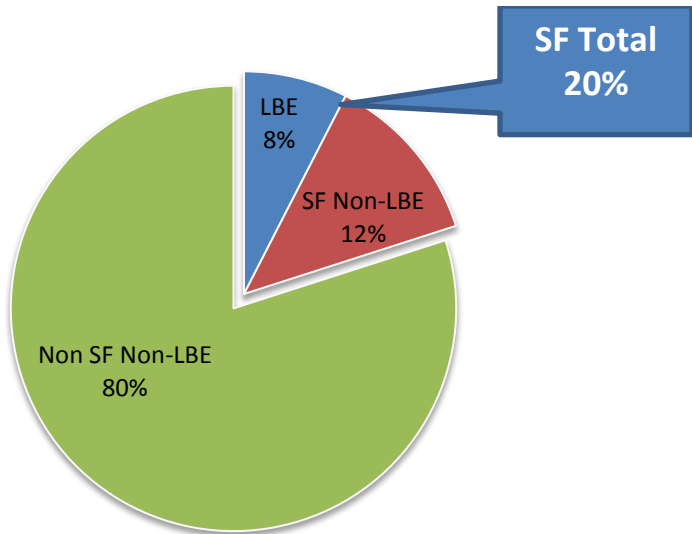
\$566K
1191 Transactions
SF Total \$317K



Top 5 Procurement Categories		
Description	\$ (in Thousands)	% of Total
SVC;FIRE SPRINKLER SYS TESTING/CERTIFICATION	\$ 27,335.00	5%
RENT:MISC. HEAVY TOOL/EQPT/VEHICLE,CONSTRUCTION/IN	\$ 26,462.80	5%
PPF;STEEL,GALVANIZED,PIPE/FITTING PLUMBING FIXTURE/PART/SUPPL	\$ 25,520.15	5%
.....	\$ 23,033.89	4%
IRON & STEEL; ANGLE, BAR, PLATE, ROD, SHEET, STRUC	\$ 18,895.70	3%

Top 5 Vendors		
Description	\$ (in Thousands)	% of Total
FERROGROUP INC DBA BAYSHORE METALS	\$ 32,524.02	6%
AYOOB & PEERY PLUMBING CO INC	\$ 29,815.00	5%
C S I PAINT	\$ 27,262.19	5%
ROBERTS & BRUNE CO	\$ 25,095.45	4%
GOW SUPPLY COMPANY (LBE)	\$ 24,959.60	4%

\$3.1 Million
6099 Transactions
SF Total \$387K



LBE	\$233,983
Non LBE	\$2,866,809
Total	\$3,100,791

Top 5 Procurement Categories		
Description	\$	% of Total
SEWAGE TREATMENT SYS, EQPT, PARTS, MATLS & SUPPL	\$ 248,525.30	8%
LABORATORY MATLS & SUPPL, CONSUMABLES	\$ 195,301.65	6%
PUMPS & COMPRESSORS, EQPT, PARTS, MATLS/SUPPL, INC	\$ 120,876.91	4%
CHARGE;LABOR	\$ 103,089.15	3%
ELECTRONIC COMPONENTS, PARTS & SUPPL	\$ 87,722.33	3%

Top 5 Vendors		
Description	\$	% of Total
VWR INTERNATIONAL LLC	\$ 125,640.36	4%
FERGUSON ENT INC DBA GROENIGER & COMPANY	\$ 90,518.24	3%
MALTBY ELECTRIC SUPPLY CO INC	\$ 81,522.35	3%
GENERAL SUPPLY CO OF SONORA	\$ 75,688.00	2%
GRAINGER	\$ 75,564.92	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 – 3rd Q Fiscal Year 2012/13

Department	Total Prop Q Purchases from LBE	Total Purchase	%
CAO/COMMUNITY REDEVELOPMENT	\$ 634.50	\$ 634.50	100%
CHILDREN AND FAMILIES COMMISSION	\$ 4,877.44	\$ 6,277.44	78%
DEPT OF HUMAN SERVICES	\$ 105,806.10	\$ 231,110.99	46%
PUBLIC DEFENDER	\$ 5,000.00	\$ 11,109.65	45%
DEPARTMENT OF TECHNOLOGY	\$ 179,770.30	\$ 500,189.90	36%
FIRE DEPARTMENT	\$ 417,109.48	\$ 1,231,576.09	34%
RENT ARBITRATION BOARD	\$ 7,595.99	\$ 23,431.34	32%
GSA - REAL ESTATE	\$ 173,863.96	\$ 559,688.56	31%
DEPT OF EMERGENCY MANAGEMENT	\$ 5,732.60	\$ 19,395.66	30%
TAX COLLECTOR	\$ 7,640.90	\$ 29,892.94	26%
DPW	\$ 180,544.48	\$ 860,746.17	21%
RECREATION AND PARK COMMISSION	\$ 331,227.26	\$ 1,600,807.25	21%
PORT	\$ 111,317.55	\$ 565,956.32	20%
GSA/CENTRAL ACCTG	\$ 22,579.69	\$ 129,792.96	17%
AIRPORT COMMISSION	\$ 106,355.00	\$ 626,914.59	17%
CHILD SUPPORT SERVICES	\$ 1,955.85	\$ 12,989.09	15%
MUNICIPAL TRANSPORTATION AGENCY	\$ 693,384.90	\$ 4,832,647.68	14%
OFFICE OF CITIZEN COMPLAINTS	\$ 466.00	\$ 3,421.00	14%
SHERIFF	\$ 39,292.40	\$ 292,650.28	13%
GSA/ANIMAL CARE AND CONTROL	\$ 9,500.93	\$ 71,455.00	13%
WAR MEMORIAL	\$ 5,990.16	\$ 46,054.96	13%
ADULT PROBATION	\$ 4,191.93	\$ 34,382.00	12%
DEPARTMENT OF ENVIRONMENT	\$ 6,783.60	\$ 57,942.61	12%
BOARD OF SUPERVISORS	\$ 609.00	\$ 5,261.42	12%
DEPARTMENT OF PUBLIC HEALTH	\$ 103,943.96	\$ 899,946.43	12%
CONTROLLERS MANAGEMENT	\$ 907.40	\$ 8,366.88	11%

Department	Total Prop Q Purchases from LBEs	Total Purchases	%
POLICE	\$ 69,737.79	\$ 805,830.36	9%
ART COMMISSION	\$ 4,453.88	\$ 55,884.28	8%
PUBLIC UTILITIES COMMISSION (PUC)	\$ 233,982.86	\$ 3,100,791.43	8%
DISTRICT ATTORNEY	\$ 6,032.81	\$ 80,417.95	8%
JUVENILE COURT	\$ 14,801.98	\$ 206,598.88	7%
PLANNING DEPARTMENT	\$ 2,253.20	\$ 32,372.62	7%
GSA / CENTRAL SHOPS	\$ 20,097.79	\$ 331,794.44	6%
BUILDING INSPECTION	\$ 2,950.58	\$ 57,232.75	5%
PUBLIC LIBRARY	\$ 8,995.45	\$ 185,817.14	5%
DHR	\$ 2,692.00	\$ 92,640.23	3%
MAYOR - BUSINESS & ECONOMIC DEVELOPMENT	\$ 616.00	\$ 35,972.74	2%
HUMAN RIGHTS COMMISSION	\$ 73.50	\$ 10,285.70	1%
ASSESSOR		\$ 163,377.75	0%
CITY ATTORNEY		\$ 1,300.00	0%
COMMISSION ON THE STATUS OF WOMEN		\$ 600.00	0%
DEPARTMENT OF ELECTIONS		\$ 15,051.51	0%
DEPT OF CHILDREN, YOUTH & THEIR FAMILIES		\$ 9,785.71	0%
GSA/OCA - PURCHASING		\$ 412.16	0%
HEALTH SERVICE SYSTEM		\$ 15,516.63	0%
MAYOR - ADMINISTRATION		\$ 2,306.30	0%
MAYOR'S OFFICE OF COMMUNITY DEVELOPMENT		\$ 238.45	0%
OFFICE OF THE MEDICAL EXAMINER		\$ 139,419.52	0%
POLICE (HOMELAND SECURITY)		\$ 10,445.47	0%
RETIREMENT SERVICES		\$ 3,804.54	0%
SHERIFF (HOMELAND SECURITY)		\$ 3,795.89	0%
Grand Total	\$ 2,893,769.25	\$ 18,024,334.16	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.

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Maria Cordero
CMD Director