



Proposition Q Analysis

4th 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 4th Q FY2012/13

Quick Snapshot

Total Prop Q Purchases (\$):	\$ 19.7M
Total Prop Q Purchase (\$) from LBEs:	\$ 3.4 M (17%)
Total Number of Purchase Orders:	23,241
Total Number of Purchases Orders with LBEs:	4,443 (19%)
Total Number of Prop Q Vendors:	1353
Total Number of LBE Prop Q Vendors:	100 (7%)

Profile of Prop Q Vendors – 4th 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 – 4th 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:	6 (23%)
Total Combined Purchases (\$):	\$5,811,531
Total LBE Combined Purchases (\$):	\$1,518,118 (27%)
Average Combined Purchases (All):	\$219,674
Average LBE Combined Purchases:	\$253,019

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	4%	\$ 693,969	0	0%	\$ -
$\$500,000 \leq X < \$600,000$	2	7%	\$ 1,052,694	1	17%	\$ 503,336
$\$400,000 \leq X < \$500,000$	0	0%	\$ -	0	0%	\$ -
$\$300,000 \leq X < \$400,000$	2	7%	\$ 617,923	2	33%	\$ 617,923
$\$200,000 \leq X < \$300,000$	3	11%	\$ 671,757	0	0%	\$ -
$\$100,000 \leq X < \$200,000$	19	70%	\$ 2,775,186	3	50%	\$ 396,859
Total	27	100%	\$ 5,811,529	6	100%	\$ 1,518,118

Profile of Prop Q Vendors – 4th 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:	56
Total Number of LBE Vendors:	12 (21%)
Total Combined Purchases (\$):	\$3,845,698
Total LBE Combined Purchases (\$):	\$813,496 (21%)
Average Combined Purchases (All):	\$68,673
Average LBE Combined Purchases:	\$67,791

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
$\$90,000 \leq X < \$100,00$	9	16%	\$856,611	1	8%	\$91,147
$\$80,000 \leq X < \$90,000$	6	11%	\$505,989	1	8%	\$82,536
$\$70,000 \leq X < \$80,000$	7	13%	\$511,124	3	25%	\$226,453
$\$60,000 \leq X < \$70,000$	13	23%	\$820,105	4	33%	\$254,375
$\$50,000 \leq X < \$60,000$	21	38%	\$1,151,867	3	25%	\$158,982
Total	56	100%	\$3,845,696	12	100%	\$813,493

Profile of Prop Q Vendors – 4th Q FY 2012/13

“Bottom Tier” Prop Q Vendors: Snap Shot

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

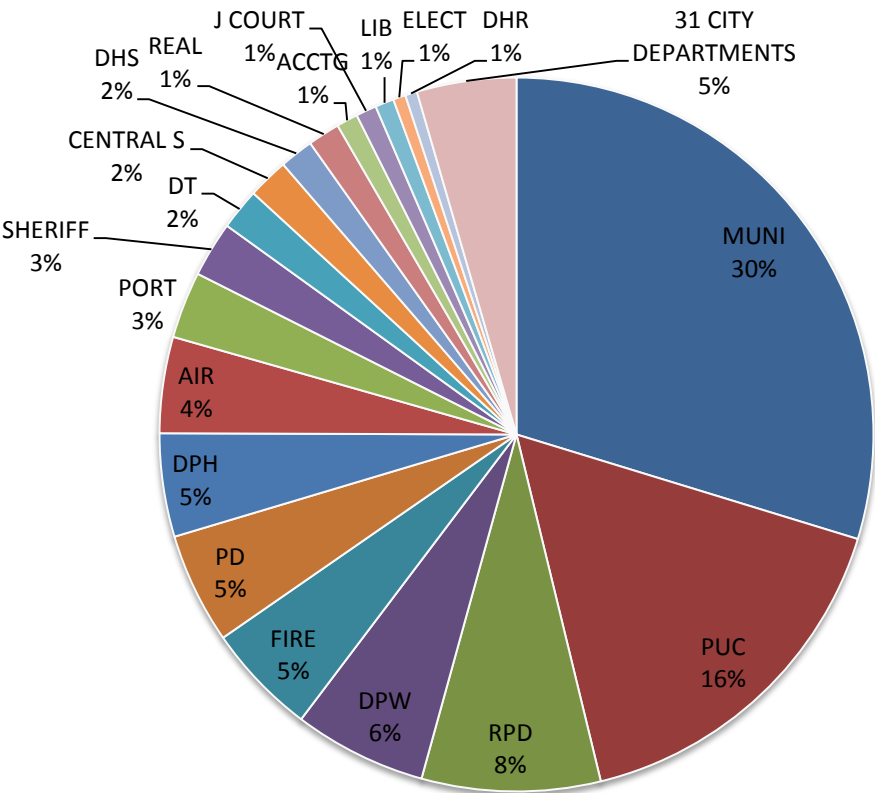
Total Number of Vendors:	1,270
Total Number of LBE Vendors:	82 (6%)
Total Combined Purchases (\$):	\$10,046,143
Total LBE Combined Purchases (\$):	\$1,044,388(10%)
Average Combined Purchases (All):	\$7,910
Average LBE Combined Purchases:	\$12,736

Profile of Prop Q Vendors

“Bottom Tier” Prop Q Vendors by Dollar Range

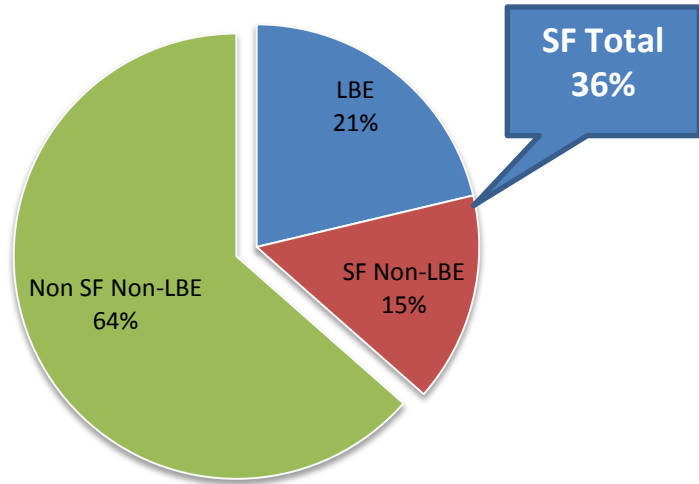
Combined Purchases	Total Firms	% of All Bottom Tier Firms	Total \$ for Specified Range	Total LBE Firms	LBE % of All Bottom Tier Firms	Total LBE \$ for Specified Range
\$40,000 < X < \$50,000	18	1%	\$800,359	2	0%	\$89,784
\$30,000 < X < \$40,000	55	4%	\$1,902,205	10	1%	\$350,591
\$20,000 < X < \$30,000	59	5%	\$1,487,800	4	0%	\$110,383
\$10,000 < X < \$20,000	196	15%	\$2,766,636	18	1%	\$266,784
\$0 < X < \$10,000	942	74%	\$3,089,141	48	4%	\$226,843
Total	1270	100%	\$10,046,141	82	6%	\$1,044,385

\$19.7 Million			
23,241 Transactions			
SF:	\$6.2 Million (31%)	LBE:	\$3.4 Million (17%)
Non-SF:	\$13.5 Million (69%)	Non-LBE:	\$16.3 Million (83%)



Description	\$	% of Total
LIGHT RAIL TRANSIT VEHICLE EQPT, PARTS, MATLS & SU	\$ 1,083,187.17	5%
ELECTRIC TRANSIT VEHICLE EQPT, PARTS, MATLS & SUPP	\$ 656,862.54	3%
COMMON DIESEL & ELECTRIC TRANSIT VEHICLE EQPT, PAR	\$ 643,874.09	3%
CHARGE;LABOR	\$ 556,922.35	3%
POLICE UNIFORMS & UNIFORM ACCESSORIES	\$ 393,479.91	2%
SEWAGE TREATMENT SYS, EQPT, PARTS, MATLS & SUPPL	\$ 385,986.21	2%
MATERIALS HANDLING EQPT & SUPPL INCLUDING MAINT/RE	\$ 313,879.39	2%
LABORATORY MATLS & SUPPL, CONSUMABLES	\$ 287,007.97	1%
TOOL; GENERAL/SHOP,INCLDNG EQPT/PARTS/SUPPL,CRAFTS	\$ 280,549.35	1%
MAINT/REPAIR;VEHICLE/ MOUNTED EQPT	\$ 264,933.64	1%

\$857K
759 Transactions
SF Total \$312K

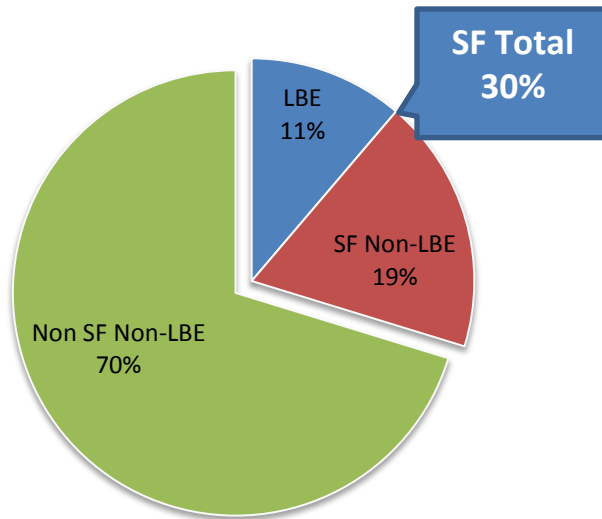


LBE	\$	182,563
Non LBE	\$	675,262
Total	\$	857,825

Top 5 Procurement Categories		
Description	\$	% of Total
WATER TREATMENT SYS, EQPT, PARTS, MATLS & SUPPL	\$ 41,261.67	5%
PAPER; COMPUTER, COPIER, DRAFTING, GRAPHIC ARTS, R	\$ 38,461.43	4%
PLUMBING FIXTURE/PART/SUPPL	\$ 35,508.31	4%
.....		
ELEVATOR, ESCALATOR & MOVING WALKWAY SYS, EQPT, PA	\$ 30,544.41	4%
PROMOTIONAL ITEMS; PLAQUES, PINS, CUPS, PENS, CAPS	\$ 27,394.37	3%

Top 5 Vendors		
Description	\$	% of Total
ADORA CORP	\$ 42,007.05	5%
FREGOSI & COMPANY PAINTS (LBE)	\$ 39,819.65	5%
DIRECT BUSINESS CONNECTION	\$ 39,470.00	5%
SANTORA SALES (LBE)	\$ 35,255.50	4%
ROBERTS & BRUNE CO	\$ 30,195.00	4%

\$921K
923 Transactions
SF Total \$256K



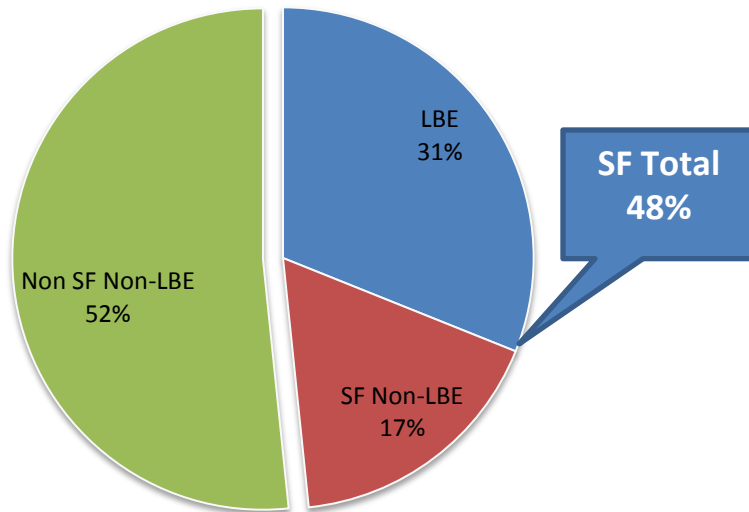
LBE	\$103,534
Non LBE	\$ 818,292
Total	\$ 921,826

Top 5 Procurement Categories		
Description	\$	% of Total
SVC,MED/HLTH;PROFESSIONAL	\$ 100,000.00	11%
MAINT/REPAIR;MEDICAL EQPT/INST	\$ 64,923.94	7%
GIFT CARDS	\$ 43,394.00	5%
MAINT/REPAIR;HEALTH/SAFETY EQPT	\$ 39,698.41	4%
RENT;MEDICAL EQPT/INST	\$ 36,179.28	4%

Top 5 Vendors		
Description	\$ (in Thousands)	% of Total
EVOKED POTENTIAL ASSOCIATES LLC	\$ 100,000.00	11%
MINTIE CORPORATION	\$ 42,045.00	5%
COIT SERVICE INC	\$ 28,214.14	3%
LEVY & ASSOCIATES/LEVYPROMO	\$ 25,927.03	3%
TRANSMETRO INC (LBE)	\$ 25,245.36	3%

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

\$1.1 Million
2984 Transactions
SF Total \$545K

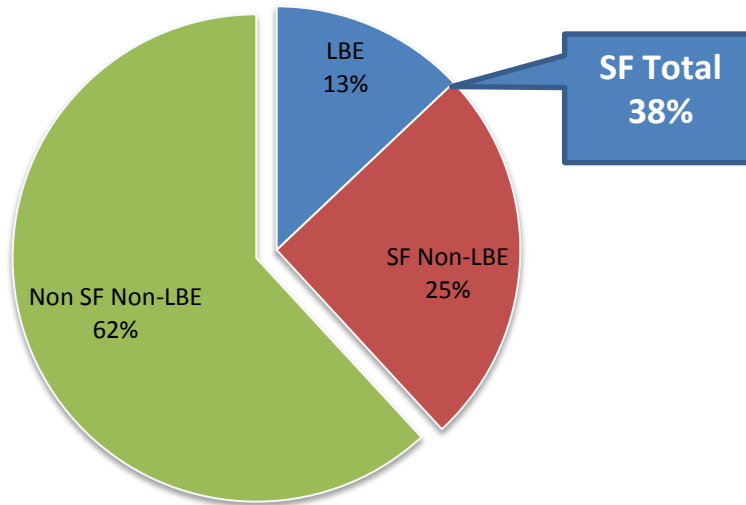


LBE	\$368,471
Non LBE	\$817,436
Total	\$1,185,906

Top 5 Procurement Categories		
Description	\$	% of Total
CONCRETE, WET MIXED, DELIVERED IN 2 CUBIC YARDS OR	\$ 181,125.00	15%
ELECTRICAL MATERIALS, SUPPLIES & FIXTURES	\$ 64,371.19	5%
PLUMBING & STEAM GENERATION SYS, EQPT, MATLS & SUP	\$ 45,555.91	4%
PAINTS, PRIMERS, STAINS, VARNISHES, THINNERS	\$ 44,964.07	4%
FLOOR COVERING MATLS & SUPPL	\$ 44,491.63	4%

Top 5 Vendors		
Description	\$	% of Total
CENTRAL CONCRETE SUPPLY CO INC	\$ 205,000.00	17%
SPEEDY'S HARDWARE (LBE)	\$ 114,510.74	10%
UNITED LABORATORIES INC	\$ 64,045.02	5%
PEACOCK INTERIORS & GALLERY (LBE)	\$ 39,541.87	3%
ALTERNATE CHOICE LLC	\$ 35,043.96	3%

\$595K
1223 Transactions
SF Total \$595K

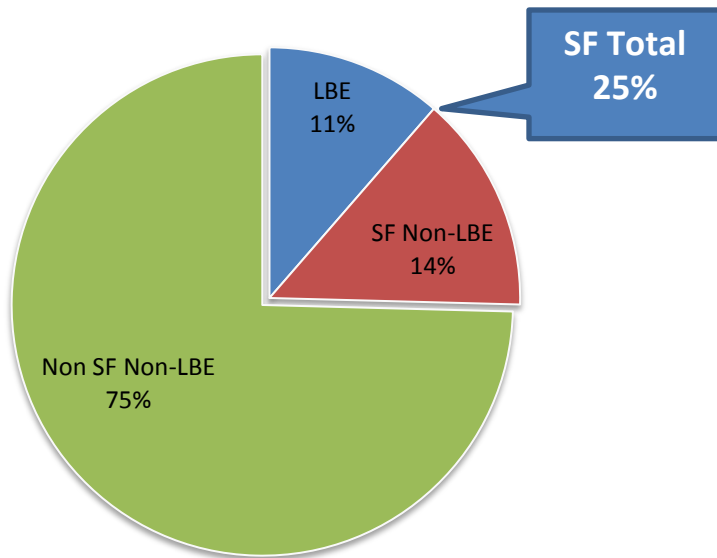


LBE	\$	77,034
Non LBE	\$	518,022
Total	\$	595,056

Top 5 Procurement Categories		
Description	\$ (in Thousands)	% of Total
SVC,HAZARDOUS MATL/WASTE;COLLECT/RECYCLE/DISPOSE	\$ 30,130.40	5%
ASPHALT,EMULSION,RS-1,QUICK SETTING,	\$ 20,000.00	3%
SVC,TRANSPORT;MARINE TOWING	\$ 16,895.00	3%
PAINTS, PRIMERS, STAINS, VARNISHES, THINNERS	\$ 16,570.00	3%
PROMOTIONAL ITEMS; PLAQUES, PINS, CUPS, PENS, CAPS	\$ 16,171.25	3%

Top 5 Vendors		
Description	\$ (in Thousands)	% of Total
C S I PAINT	\$ 41,239.61	7%
CENTRAL BUILDERS SUPPLY	\$ 34,017.63	6%
GRANITE ROCK CO	\$ 20,000.00	3%
MARINE EXPRESS INC DBA INDUSTRIAL HDWR	\$ 19,504.90	3%
FILTER RECYCLING SERVICES INC	\$ 19,430.40	3%

\$3.2 Million
6989 Transactions
SF Total \$817K



LBE	\$369,506
Non LBE	\$2,876,008
Total	\$3,245,514

Top 5 Procurement Categories		
Description	\$	% of Total
SEWAGE TREATMENT SYS, EQPT, PARTS, MATLS & SUPPL	\$ 382,689.30	12%
LABORATORY MATLS & SUPPL, CONSUMABLES	\$ 258,273.04	8%
CHARGE;LABOR	\$ 167,553.26	5%
PUMPS & COMPRESSORS, EQPT, PARTS, MATLS/SUPPL, INC	\$ 100,718.24	3%
ELECTRICAL MATERIALS, SUPPLIES & FIXTURES	\$ 64,528.16	2%

Top 5 Vendors		
Description	\$	% of Total
VWR INTERNATIONAL LLC	\$ 158,151.58	5%
FLUID GAUGE COMPANY	\$ 110,221.96	3%
AFFINITY RESOURCES CO INC	\$ 109,598.52	3%
ROBERTS & BRUNE CO	\$ 102,279.38	3%
GILMORE SERVICES (LBE)	\$ 82,872.66	3%

*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 – 4th Q Fiscal Year 2012/13

Department	Total Prop Q Purchases		Total Purchase	%
		from LBE		
OFFICE OF CITIZEN COMPLAINTS	\$	3,562	\$ 5,120	70%
CHILD SUPPORT SERVICES	\$	304	\$ 485	63%
TAX COLLECTOR	\$	4,534	\$ 7,504	60%
BOARD OF SUPERVISORS	\$	1,507	\$ 2,953	51%
DEPT OF HUMAN SERVICES	\$	149,397	\$ 302,371	49%
FIRE DEPARTMENT	\$	422,369	\$ 995,482	42%
DEPARTMENT OF TECHNOLOGY	\$	154,116	\$ 368,201	42%
MAYOR'S OFFICE OF COMMUNITY DEVELOPMENT	\$	278	\$ 683	41%
DEPARTMENT OF ELECTIONS	\$	43,282	\$ 111,635	39%
GSA - REAL ESTATE	\$	95,719	\$ 286,511	33%
ADULT PROBATION	\$	33,651	\$ 105,141	32%
DPW	\$	368,471	\$ 1,185,906	31%
COMMISSION ON THE STATUS OF WOMEN	\$	1,898	\$ 7,038	27%
RETIREMENT SERVICES	\$	5,241	\$ 20,239	26%
GSA/CENTRAL ACCTG	\$	45,922	\$ 190,662	24%
DISTRICT ATTORNEY	\$	23,325	\$ 102,349	23%
AIRPORT COMMISSION	\$	182,563	\$ 857,825	21%
PLANNING DEPARTMENT	\$	17,045	\$ 88,796	19%
RECREATION AND PARK COMMISSION	\$	291,072	\$ 1,593,182	18%
SHERIFF	\$	89,716	\$ 494,854	18%
GSA / CENTRAL SHOPS	\$	48,274	\$ 364,155	13%
MUNICIPAL TRANSPORTATION AGENCY	\$	760,017	\$ 5,857,890	13%
PORT	\$	77,034	\$ 595,056	13%
WAR MEMORIAL	\$	4,139	\$ 34,345	12%
PUBLIC UTILITIES COMMISSION (PUC)	\$	369,506	\$ 3,245,514	11%
DEPARTMENT OF PUBLIC HEALTH	\$	103,534	\$ 921,826	11%
JUVENILE COURT	\$	20,032	\$ 183,425	11%

LBE Participation in Prop Q Purchases – 4th Q Fiscal Year 2012/13

Department	Total Prop Q Purchases		Total Purchase	%
	from LBE			
ASSESSOR	\$ 10,366		\$ 101,813	10%
GSA/ANIMAL CARE AND CONTROL	\$ 5,635		\$ 62,454	9%
CONTROLLERS MANAGEMENT	\$ 135		\$ 1,645	8%
PUBLIC LIBRARY	\$ 11,342		\$ 167,008	7%
BUILDING INSPECTION	\$ 3,529		\$ 60,778	6%
DEPARTMENT OF ENVIRONMENT	\$ 4,768		\$ 85,645	6%
ART COMMISSION	\$ 2,048		\$ 50,587	4%
POLICE	\$ 20,205		\$ 988,869	2%
DEPT OF EMERGENCY MANAGEMENT	\$ 685		\$ 47,963	1%
MAYOR - BUSINESS & ECONOMIC DEVELOPMENT	\$ 200		\$ 18,501	1%
DHR	\$ 584		\$ 106,100	1%
OFFICE OF THE MEDICAL EXAMINER			\$ 32,202	0%
CHILDREN AND FAMILIES COMMISSION			\$ 9,901	0%
RENT ARBITRATION BOARD			\$ 9,127	0%
CAO/COMMUNITY REDEVELOPMENT			\$ 8,948	0%
HUMAN RIGHTS COMMISSION			\$ 6,175	0%
HEALTH SERVICE SYSTEM			\$ 5,838	0%
PUBLIC DEFENDER			\$ 3,263	0%
POLICE (HOMELAND SECURITY)			\$ 2,594	0%
CITY ATTORNEY			\$ 2,365	0%
DEPT OF CHILDREN, YOUTH & THEIR FAMILIES			\$ 1,587	0%
MAYOR - ADMINISTRATION			\$ 500	0%
GSA/OCA - PURCHASING			\$ 201	0%
ADM SVCS/ANIMAL CARE&CTRL-HOMELAND SECTY			\$ 113	0%
GSA/GRANTS FOR THE ARTS			\$ 50	0%
Grand Total	\$ 3,376,004		\$ 19,703,373	17%

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