

Proposition Q Analysis

September 2019
Office of Contract Administration

4th Quarter Fiscal Year 2018/2019

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A dministration

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What are Prop Q Purchases?

Pursuant to Chapter 21.03(a) of the Administrative Code, the Purchaser has delegated signature and approval authority to City departments for certain classes of commodities and general services (currently up to \$10,000 including tax and shipping)*. These purchases are commonly referred to citywide as “Delegated Departmental Purchases” or, more often, “Prop Q Purchases.”

When exercising their Prop Q purchasing authority, departments are allowed to make certain purchases without a competitive bidding process but must exercise “good judgement” when placing their orders.

The following report is a summary of the Prop Q purchases that were made during the last quarter. The Office of Contract Administration (OCA), in collaboration with the Controller’s Office, periodically review Prop Q transactions to ensure compliance with the stated rules and regulations associated with these purchases.

* See, Rules and Regulation Pertaining to the San Francisco Administrative Code, Chapter 21, Regulation 21.03(a).



Prop Q Purchases for 4th Q FY 2018/19

Quick Snapshot

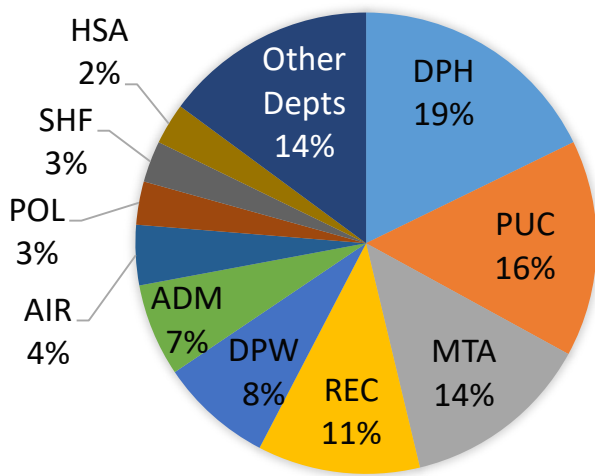
Total Prop Q Purchases (\$):	\$20.8 M
Total Prop Q Purchases from LBEs (\$):	\$5.7 M (27%)
Total Number of Transactions:	12,630
Total Number of Transactions with LBEs:	3697 (29%)
Total Number of Prop Q Vendors:	1674
Total Number of LBE Prop Q Vendors:	340 (20%)



Proposition Q Procurement Analysis (Q1-Q4 Fiscal Year 2018/19) Total CCSF

\$91.5 Million	
52196 Transactions	
LBE:	\$23.5 Million (26%)
Non-LBE:	\$68 Million (74%)

DEPARTMENT SPENDING
% OF TOTAL PROP Q



Top 10 Procurement Categories

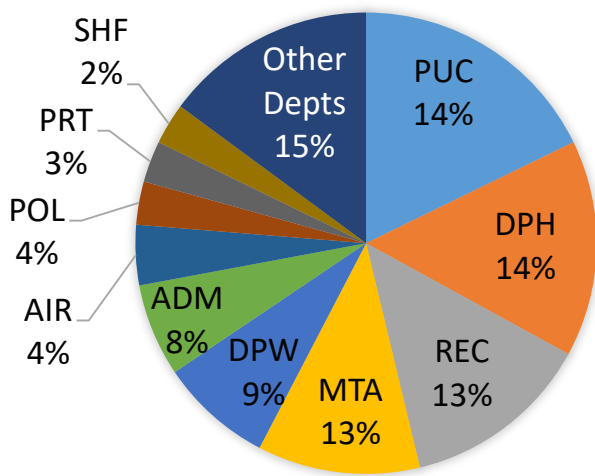
Description	\$	% of Total
Automotive Vehicles And Related Transportation Equipment	\$9,097,865	10%
Health Care Services (Not Otherwise Classified)	\$3,831,670	4%
General Maintenance And Repair, Vehicle	\$1,820,784	2%
Plumbing Equipment, Fixtures, And Supplies	\$1,683,977	2%
Hospital And Surgical Equipment, Instruments, And Supplies	\$1,543,282	2%
Medical And Dental Equipment And Supplies	\$1,073,303	1%
Furniture: Office	\$1,034,963	1%
Hardware And Related Items	\$1,010,510	1%
Repair Kits, Hospital And Medical Equipment	\$864,812	1%
Electrical Equipment And Supplies (Except Cable And Wire)	\$852,414	1%



Proposition Q Procurement Analysis (4th Q Fiscal Year 2018/19) Total CCSF

\$20.8 Million	
12,630 Transactions	
LBE:	\$5.7 Million (27%)
Non-LBE:	\$15.1 Million (73%)

DEPARTMENT SPENDING
% OF TOTAL PROP Q



Top 10 Procurement Categories

Description	\$	% of Total
Automotive Vehicles And Related Transportation Equipment	\$1,953,978	9%
General Maintenance And Repair, Vehicle	\$362,240	2%
Hospital And Surgical Equipment, Instruments, And Supplies	\$358,057	2%
Laboratory Supplies: Asbestos Squares, Corks, Files, Glass C	\$357,374	2%
Plumbing Equipment, Fixtures, And Supplies	\$356,984	2%
Electrical Equipment And Supplies (Except Cable And Wire)	\$230,988	1%
Hardware And Related Items	\$224,371	1%
Medical And Dental Equipment And Supplies	\$200,570	1%
Printing And Typesetting Services	\$198,601	1%
Furniture: Office	\$189,933	1%



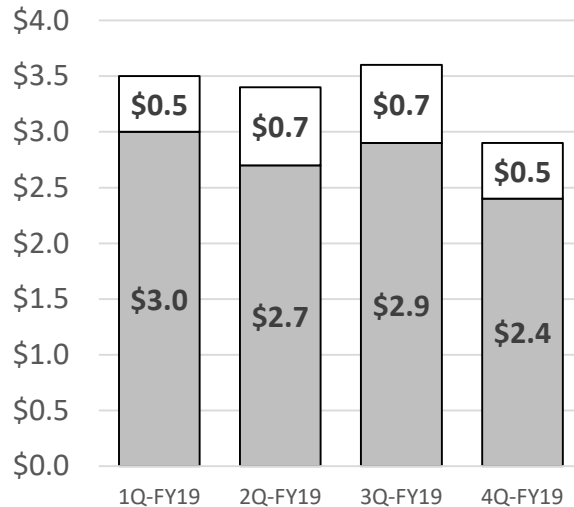
Prop Q Procurement Analysis (4th Q Fiscal Year 2018/19)

PUC

\$2.9 Million	
2323 Transactions	
LBE:	\$494,229
Non-LBE:	\$2,423,190

Top 10 Procurement Categories		
Description	\$	% of Total
Laboratory Supplies: Asbestos Squares, Corks, Files, Glass C	\$211,305	7%
Plumbing Equipment, Fixtures, And Supplies	\$186,896	6%
Electrical Equipment And Supplies (Except Cable And Wire)	\$158,779	5%
Miscellaneous Services, No. 1 (Not Otherwise Classified)	\$75,028	3%
Miscellaneous Products (Not Otherwise Classified)	\$68,896	2%
First Aid And Safety Equipment And Supplies (Except Nuclear)	\$52,392	2%
Machinery And Hardware, Industrial	\$34,567	1%
Electronic Equipment, Components, Parts, And Accessories	\$29,406	1%
Generator Rental Or Lease	\$28,514	1%
Transportation Of Goods And Other Freight Services	\$28,508	1%

Prop Q Spend per Quarter*



■ Non-LBE □ LBE

* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
R & B Company	\$134,683	5%
Evantec Corp	\$108,891	4%
Independent Electric Supply Inc	\$85,929	3%
Cal-steam A Wolseley Company	\$84,946	3%
VWR International LLC	\$76,824	3%
Power Plant Supply	\$58,089	2%
Cedar Sales	\$57,157	2%
Bearing Engineering Co	\$52,778	2%
Government Scientific Source	\$52,342	2%
Gilmore Services	\$51,082	2%

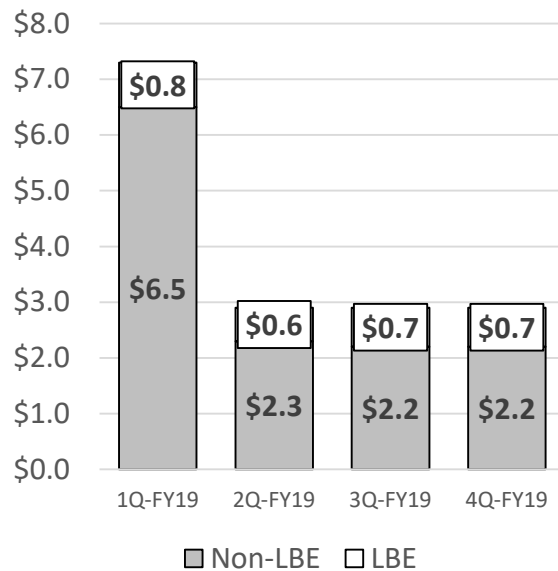
Prop Q Procurement Analysis (4th Q Fiscal Year 2018/19)

DPH

\$2.9 Million	
1784 Transactions	
LBE:	\$686,516
Non-LBE:	\$2,227,309

Top 10 Procurement Categories		
Description	\$	% of Total
Hospital And Surgical Equipment, Instruments, And Supplies	\$347,643	12%
Medical And Dental Equipment And Supplies	\$195,322	7%
Repair Kits, Hospital And Medical Equipment	\$185,284	6%
Janitorial Supplies, General Line, Environmentally Certified	\$166,130	6%
Well Equipment And Supply Manufacturing Services	\$108,790	4%
Clinical Laboratory Reagents And Tests	\$73,349	3%
All Categories	\$56,732	2%
Furniture: Office	\$53,147	2%
Alarm Equipment Maintenance/Repair (Fire, Etc.)	\$51,184	2%
Service Awards, Specialty Type	\$44,430	2%

Prop Q Spend per Quarter*



* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
Santora Sales	\$174,021	6%
Irhythm Technologies Inc	\$108,790	4%
Abco Mechanical Contractors Inc	\$85,957	3%
Cepheid	\$74,863	3%
Toptek Micro Center Inc	\$68,975	2%
S F Dental Supply LLC	\$58,066	2%
Siemens Industry Inc	\$51,613	2%
Laerdal Medical Corp	\$49,281	2%
Q Surgical LLC	\$46,657	2%
Labrador Integrated Systems Inc	\$45,275	2%

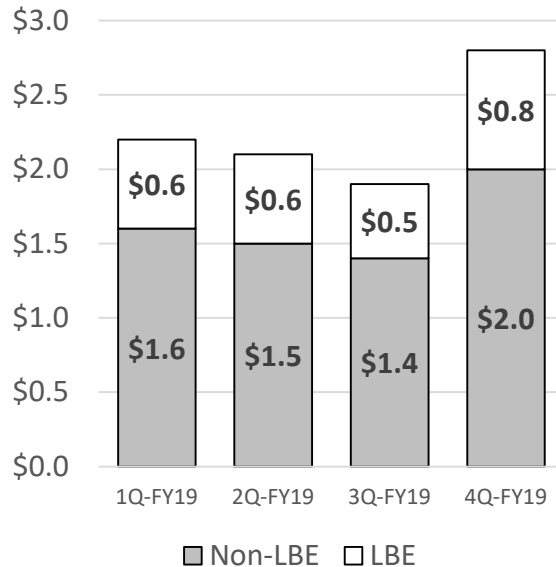
Prop Q Procurement Analysis (4th Q Fiscal Year 2018/19)

REC

\$2.8 Million	
1163 Transactions	
LBE:	\$758,897
Non-LBE:	\$2,059,468

Top 10 Procurement Categories		
Description	\$	% of Total
Hardware And Related Items	\$120,055	4%
Amusement, Decorations, Entertainment, Gifts, Toys, Etc.	\$90,185	3%
Janitorial Supplies, General Line	\$88,477	3%
Sand And Gravel	\$75,383	3%
Rental Or Lease Of General Equipment	\$72,052	3%
Construction Services, General (Incl. Maintenance And Repair	\$68,951	2%
Agriculture Equipment And Commodities	\$68,922	2%
Event Planning Services	\$59,011	2%
Garden Hand Tools (Not Otherwise Specified)	\$53,959	2%
Party, Holiday, And Event Decorating Services	\$52,995	2%

Prop Q Spend per Quarter*



* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
The Urban Farmer Store, LP	\$115,377	4%
Alpine Awards And Advertising Inc	\$100,119	4%
Brown Sand Inc	\$82,250	3%
Romeo Packing Co	\$78,154	3%
Turf Star Inc	\$76,116	3%
Recreation Safari	\$72,380	3%
H Y Floor Hardwood Floors	\$70,943	3%
Ewing Irrigation Products Inc	\$69,377	2%
Roberts Hardware	\$67,743	2%
San Francisco Parks Alliance	\$67,584	2%

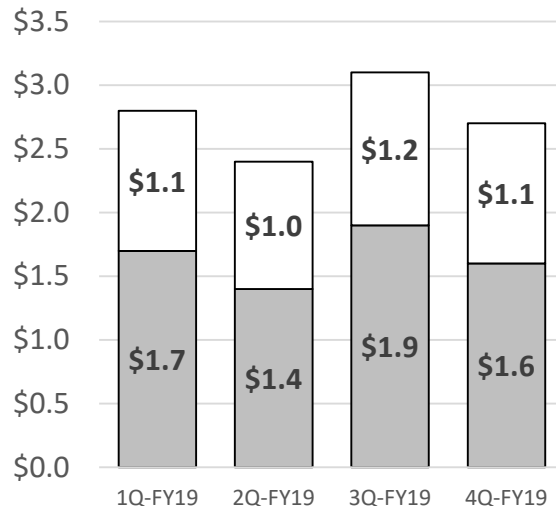
Prop Q Procurement Analysis (4th Q Fiscal Year 2018/19)

MTA

\$2.7 Million	
1116 Transactions	
LBE:	\$1,157,658
Non-LBE:	\$1,596,457

Top 10 Procurement Categories		
Description	\$	% of Total
Automotive Vehicles And Related Transportation Equipment	\$1,944,066	71%
General Maintenance And Repair, Vehicle	\$361,789	13%
Professional Services (Not Otherwise Classified)	\$116,932	4%
Newspaper And Publication Advertising	\$46,999	2%
All Categories	\$17,405	1%
Aluminum: Bars, Plates, Posts, Rods, Sheets, Siding, Strips,	\$14,571	1%
Rainwear (Raincoats, Hats, Slicker Suits, Storm Suits, Umbrellas)	\$14,281	1%
Instructor-led, Classroom Training (Technical)	\$11,070	0%
Service Charges	\$10,134	0%
Traffic Signals And Equipment, Electric Parts	\$9,874	0%

Prop Q Spend per Quarter*



■ Non-LBE □ LBE

* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
Vortech Industries	\$590,267	21%
Westwind Trading Co	\$201,961	7%
Industrial Solutions	\$145,938	5%
JBR Partners Inc	\$116,932	4%
Mallory Safety & Supply LLC	\$110,307	4%
Cummins Pacific LLC	\$102,173	4%
T & S Trading & Enterprise Co	\$87,843	3%
The Aftermarket Parts Company LLC	\$57,168	2%
Peninsula Color Service LLC	\$41,078	1%
Vehicle Maintenance Program Inc	\$39,100	1%

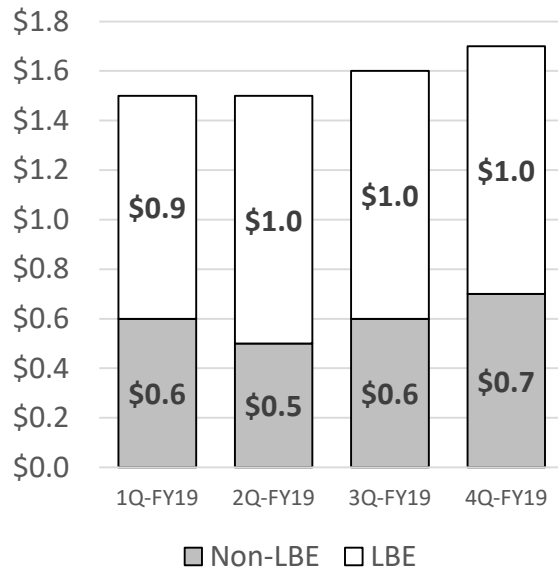
Prop Q Procurement Analysis (4th Q Fiscal Year 2018/19)

DPW

\$1.7 Million	
1855 Transactions	
LBE:	\$1,007,938
Non-LBE:	\$777,524

Top 10 Procurement Categories		
Description	\$	% of Total
Chemicals And Solvents, Commercial (In Bulk)	\$127,513	7%
Plumbing Equipment, Fixtures, And Supplies	\$104,760	6%
HVAC Equipment, Accessories And Supplies	\$63,068	4%
Bricks, Clay, Refractory Materials, Stone, And Tile Product	\$49,305	3%
Locks, Key Blanks, And Locksmith Tools	\$41,372	2%
Personal Protective Equipment (PPE), (Bloodborne Pathogen)	\$40,232	2%
Sand And Gravel	\$39,974	2%
Nursery (Plants) Stock, Equipment, And Supplies	\$39,781	2%
Construction Materials (Not Otherwise Classified)	\$37,552	2%
Traffic Cones, Lane Markers, And Barricades (Portable)	\$37,052	2%

Prop Q Spend per Quarter*



* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
Speedy's Hardware	\$157,641	9%
Your Green Source LLC	\$155,772	9%
Sigillo Supply Inc	\$100,785	6%
R & H Wholesale Supply Inc	\$95,440	5%
Ill Generation Fence	\$57,629	3%
Fluid Gauge Company	\$56,713	3%
Lyngso Garden Materials	\$53,149	3%
Stronggo Industries LLC	\$49,524	3%
Mallory Safety & Supply LLC	\$48,022	3%
Peacock Interiors & Gallery Inc	\$47,604	3%

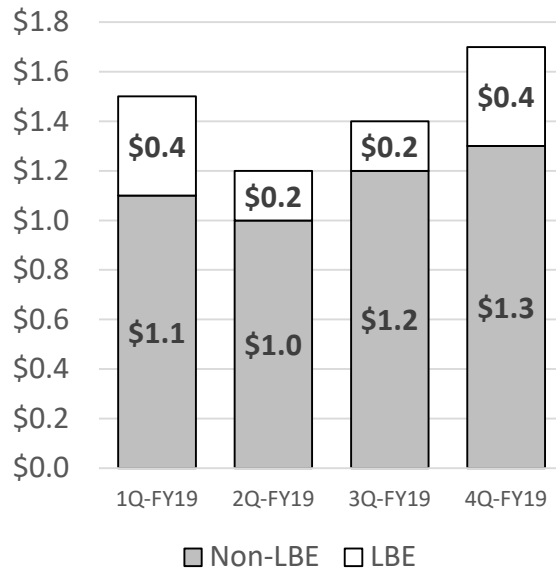
Prop Q Procurement Analysis (4th Q Fiscal Year 2018/19)

ADM

\$1.7 Million	
761 Transactions	
LBE:	\$410,918
Non-LBE:	\$1,352,648

Top 10 Procurement Categories		
Description	\$	% of Total
Parts And Accessories, Automotive, Miscellaneous	\$143,065	8%
Laboratory Supplies: Asbestos Squares, Corks, Files, Glass C	\$141,385	8%
Toilet Tissues, Paper Towels, And Toilet Seat Covers	\$66,357	4%
Printing And Typesetting Services	\$58,059	3%
Appraisal Services, Real Estate	\$31,000	2%
HVAC Equipment, Accessories And Supplies	\$29,961	2%
Pharmaceuticals, Veterinary, Animal: Drugs, Vaccines, Etc.	\$29,923	2%
Card Access Security Services	\$28,247	2%
HVAC Systems Maintenance And Repair, Power Plant	\$28,166	2%
Automotive And Trailer Equipment And Parts	\$24,487	1%

Prop Q Spend per Quarter*



* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
Santora Sales	\$105,764	6%
Waxie Sanitary Supply	\$85,556	5%
Acco Engineered Systems Inc	\$64,883	4%
Southland Medical LLC	\$58,837	3%
Microbiz Security Co Inc	\$57,424	3%
Calitho	\$56,759	3%
Mesa Energy Systems, Inc	\$48,200	3%
M W I Veterinary Supply Co	\$38,175	2%
Vortech Industries	\$35,202	2%
Grainger	\$32,527	2%

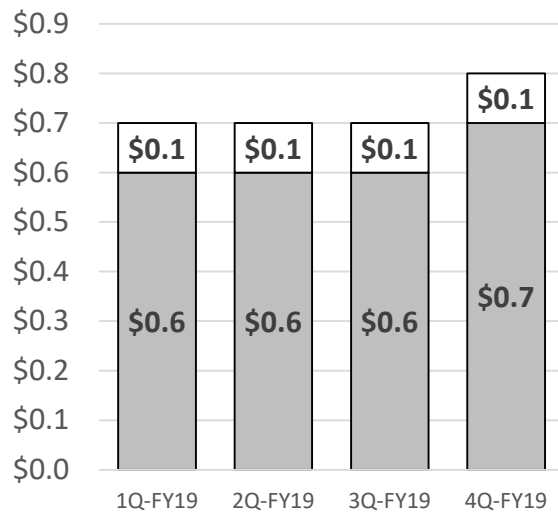
Prop Q Procurement Analysis (4th Q Fiscal Year 2018/19)

AIR

\$892K	
325 Transactions	
LBE:	\$162,836
Non-LBE:	\$729,978

Top 10 Procurement Categories		
Description	\$	% of Total
Printing And Typesetting Services	\$73,514	8%
Painting Equipment And Accessories	\$28,223	3%
Builder's Supplies	\$26,244	3%
Locks And Keys	\$18,620	2%
Foods: Perishable	\$17,792	2%
Display, Exhibit, And Promotional Materials	\$17,625	2%
Transportation Of Goods And Other Freight Services	\$15,574	2%
Building Maintenance, Installation And Repair Services	\$15,510	2%
Police Equipment Maintenance And Repair	\$12,500	1%
First Aid And Safety Equipment And Supplies (Except Nuclear)	\$11,321	1%

Prop Q Spend per Quarter*



* \$ in millions Non-LBE LBE

Top 10 Vendors		
Description	\$	% of Total
Interstate Traffic Control Products Inc	\$41,609	5%
San Francisco PaintSource Inc	\$41,600	5%
Cartwright Design Studio	\$34,581	4%
Adora Corp	\$28,326	3%
Essence Printing	\$25,327	3%
Midwest Sign & Screen Printing Supply Co	\$25,304	3%
Signature Marketing	\$24,457	3%
Assa Abloy Entrance Systems	\$20,975	2%
TPH Supply LLC	\$18,902	2%
R & B Company	\$16,854	2%

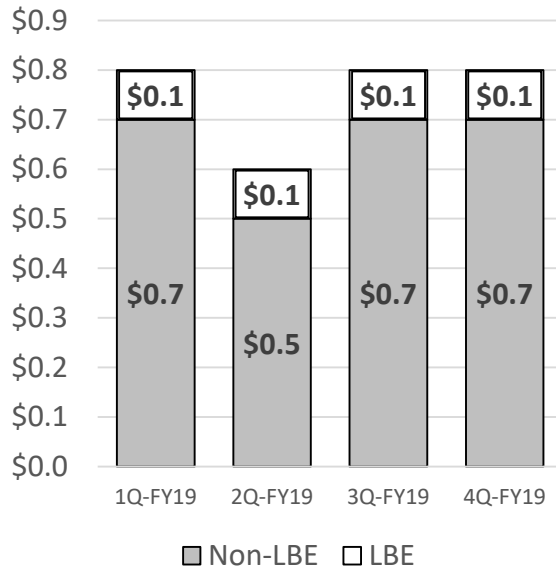
Prop Q Procurement Analysis (4th Q Fiscal Year 2018/19)

POL

\$817K	
533 Transactions	
LBE:	\$50,586
Non-LBE:	\$766,654

Top 10 Procurement Categories		
Description	\$	% of Total
Police And Prison Equipment And Supplies	\$90,865	11%
Police Protection Equipment (Body Armor And Riot Shields)	\$45,001	6%
Automotive Accessories For Automobiles, Buses, Trailers	\$40,767	5%
Gasoline, Aviation (Including Jet Fuel)	\$31,420	4%
Service Charges	\$26,435	3%
Food	\$24,919	3%
Advertising/Public Relations (Incl. Skywriting)	\$20,904	3%
Workstations: SPARC, RISC, Etc. (For Use With CAD/CAM, Etc.)	\$19,392	2%
Laboratory Equipment, Accessories And Supplies: General	\$19,190	2%
Hats And Helmets, Safety (Incl. Fire Helmets)	\$17,946	2%

Prop Q Spend per Quarter*



Top 10 Vendors		
Description	\$	% of Total
Blaisdell's Business Products	\$152,250	19%
L C Action Police Supply	\$62,437	8%
Ads Inc	\$34,149	4%
Ferrellgas LP	\$31,420	4%
Mallory Safety & Supply LLC	\$25,813	3%
Victory Tactical Gear LLC	\$25,056	3%
PSE - Public Safety Equipment	\$23,556	3%
LinkedIn Corporation	\$20,904	3%
Life-assist Inc	\$19,336	2%
VWR International LLC	\$15,057	2%

* \$ in millions

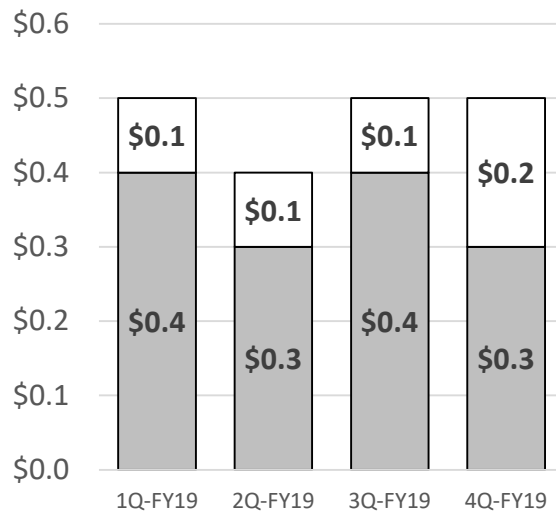
Prop Q Procurement Analysis (4th Q Fiscal Year 2018/19)

PRT

\$591K	
553 Transactions	
LBE:	\$252,928
Non-LBE:	\$338,954

Top 10 Procurement Categories		
Description	\$	% of Total
Hand Tools (Powered And Non-powered), Accessories And Supplies	\$28,518	5%
Stainless Steel: Bars, Plates, Rods, Sheets, Strips, Tubes	\$28,246	5%
Paint, Protective Coatings, Varnish, Wallpaper, And Related	\$28,186	5%
Aluminum: Bars, Plates, Posts, Rods, Sheets, Siding, Strips	\$21,615	4%
Hardware And Related Items	\$17,352	3%
Inspection And Certification Services	\$15,460	3%
Structural Shapes, Steel: Angles, Channels, I-beams, Etc.	\$14,449	2%
Training Equipment And Supplies, Fire And Safety	\$14,335	2%
Steel, Cold Rolled: Bars, Plates, Rods, Sheets, And Strips	\$13,353	2%
Furniture: Office	\$13,252	2%

Prop Q Spend per Quarter*



* \$ in millions Non-LBE LBE

Top 10 Vendors		
Description	\$	% of Total
Resource Supply LLC	\$60,544	10%
C S I Paint	\$51,601	9%
FerroGroup Inc Dba Bayshore Metals	\$48,228	8%
Grainger	\$27,776	5%
Central Builders Supply	\$21,422	4%
Office Relief Inc	\$17,971	3%
National Utility Sales Corp	\$17,398	3%
All-Cal Equipment Services Inc	\$17,140	3%
Maltby Electric Supply Co Inc	\$14,506	2%
Union Rolling Door Company	\$13,761	2%

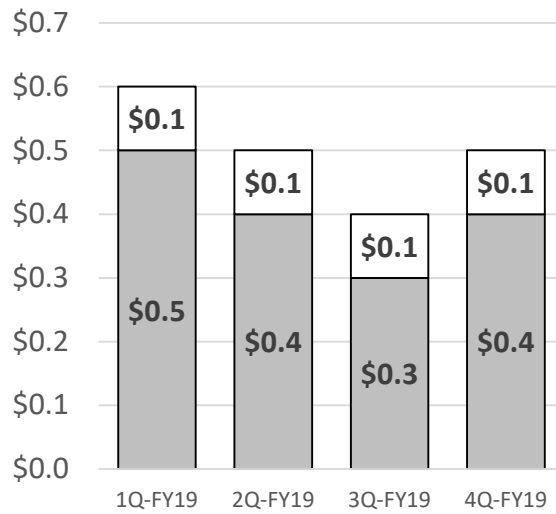
Prop Q Procurement Analysis (4th Q Fiscal Year 2018/19)

SHF

\$534K	
204 Transactions	
LBE:	\$118,785
Non-LBE:	\$415,397

Top 10 Procurement Categories		
Description	\$	% of Total
Microfiche/Microfilm Reader Printer Supplies: Paper, Toner	\$25,256	5%
Prisoner Clothing	\$24,644	5%
Janitorial Supplies, General Line	\$23,941	4%
Hardware	\$19,619	4%
Door Installation, Maintenance, And Repair (Metal)	\$18,526	3%
Gloves: Latex, Plastic, PVC, Poly, Synthetic, Vinyl, Etc.	\$17,716	3%
Fuel System Maintenance And Repair	\$16,524	3%
Polygraph Testing Services	\$15,750	3%
Plumbing Fixtures And Parts: Lavatories, Showers, Sinks, Toilets	\$14,775	3%
Display, Exhibit, And Promotional Materials	\$14,696	3%

Prop Q Spend per Quarter*



* \$ in millions Non-LBE LBE

Top 10 Vendors		
Description	\$	% of Total
Charm Tex	\$36,899	7%
T & S Trading & Enterprise Co	\$30,093	6%
L C Action Police Supply	\$29,956	6%
California Veteran Supply Inc.	\$26,094	5%
Santora Sales	\$26,050	5%
OpenCopy	\$25,256	5%
Grainger	\$22,010	4%
United Calif Access & Security Systems	\$18,526	3%
Speedy's Hardware	\$17,862	3%
Tec-Accutite	\$16,974	3%

DEPARTMENT	TOTAL PROP Q PURCHASES	TOTAL PROP Q PURCHASES FROM LBES	% OF TOTAL
ADM	\$1,763,566	\$410,918	23%
ADP	\$93,702	\$2,286	2%
AIR	\$892,814	\$162,836	18%
ART	\$128,986	\$16,148	13%
ASR	\$26,401	\$1,119	4%
BOA	\$2,235	\$0	0%
BOS	\$17,037	\$7,297	43%
CAT	\$12,315	\$352	3%
CFC	\$1,947	\$0	0%
CHF	\$41,553	\$14,383	35%
CON	\$41,685	\$0	0%
CPC	\$60,267	\$4,225	7%
CSS	\$22,754	\$0	0%
DAT	\$35,417	\$10,352	29%
DBI	\$43,552	\$7,760	18%
DEM	\$73,732	\$27,323	37%
DPA	\$58,286	\$18,597	32%
DPH	\$2,913,826	\$686,516	24%
DPW	\$1,785,462	\$1,007,938	56%
ECN	\$14,315	\$2,680	19%
ENV	\$65,550	\$3,447	5%
ETH	\$5,258	\$0	0%



DEPARTMENT	TOTAL PROP Q PURCHASES	TOTAL PROP Q PURCHASES FROM LBEs	% OF TOTAL
FIR	\$469,367	\$75,250	16%
HOM	\$33,282	\$9,010	27%
HRC	\$73,473	\$0	0%
HRD	\$177,797	\$10,699	6%
HSA	\$367,793	\$73,599	20%
HSS	\$54,011	\$16,513	31%
JUV	\$205,802	\$16,567	8%
LIB	\$349,207	\$54,044	15%
LLB	\$577	\$0	0%
MTA	\$2,754,115	\$1,157,658	42%
MYR	\$32,045	\$14,878	46%
PDR	\$31,676	\$6,470	20%
POL	\$817,240	\$50,586	6%
PRT	\$591,883	\$252,928	43%
PUC	\$2,917,419	\$494,229	17%
REC	\$2,818,365	\$758,897	27%
REG	\$70,999	\$22,057	31%
RET	\$23,031	\$140	1%
RNT	\$22,972	\$13,075	57%
SHF	\$534,182	\$118,785	22%
TIS	\$346,223	\$199,744	58%
TTX	\$23,065	\$0	0%
WAR	\$74,652	\$14,218	19%
WOM	\$478	\$0	0%



Questions

If you have any questions regarding any of the information contained in this report please contact Jessica Leslie at 415-554-7799
Jessica.Leslie@sfgov.org.

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Alaric Degrafinried
Purchasing Director