




ALAMEDA COUNTY
AUDITOR-CONTROLLER AGENCY
PATRICK O'CONNELL
AUDITOR-CONTROLLER/CLERK-RECORDER

M E M O R A N D U M

TO: Nate Miley, Board of Supervisors, Chair-Procurement and Contracting Policy Committee
Keith Carson, Board of Supervisors, Procurement and Contracting Policy Committee

FROM:  Patrick O'Connell, Auditor-Controller

DATE: March 5, 2012

SUBJECT: PROCUREMENT UPDATE

Attached is an updated progress report on County Procurement. The data presented in the report is for the period July 1, 2009 through December 31, 2011 with comparisons to July 1, 2006 through June 30, 2009. As you can see on Page A from the summary chart of all contracts up to \$500,000 dollars for the period July 1, 2009 through December 31, 2011:

- 67.16% of all contract dollars were awarded to local vendors
- 45.54% of all contract dollars were awarded to MBE/SLEB vendors
- 49.01% of all contracts awarded went to MBE/SLEB vendors
- More than 43% of all contract dollars in each purchasing category were awarded to MBE/SLEB vendors
- More than 44% of all contracts in each purchasing category were awarded to MBE/SLEB vendors

When the data is compared for July 1, 2006 through June 30, 2009 on the summary chart on Page B we find that:

- 71.83% of all contract dollars were awarded to local vendors which is consistent with the current period
- 38.25% of all contract dollars were awarded to MBE/SLEB vendors which is 7.2% less than the current period
- 29.76% of all contracts awarded went to MBE/SLEB vendors which is 19.2% less than the current period
- The percentage of all contract dollars in each purchasing category awarded to MBE/SLEB vendors is higher in the current period with the exception of the construction category decrease of 0.80%
- The percentage of contract dollars for goods and services has increased from 34.24% to 43.59%

- The percentage of all contracts in each purchasing category awarded to MBE/SLEB vendors is higher in the current period with the exception of the construction category and architecture and engineering category.

Side by side comparisons for Fiscal Years by Purchasing Category are provided on pages 1-5.

As you review the report please keep in mind that the period July 1, 2009 through December 31, 2011 is only two years and six months, and is being compared to July 1, 2006 through June 30, 2009 which is a full three years. This difference would account for some of the overall decrease in contract dollars and the number of contracts issued for the current period.

Currently the County has certified 1,382 SLEB vendors and approximately 5,300 MBE vendors in our vendor database. We are continually working to increase the number of SLEB/MBE vendors.

We are also continuing to update the County's SLEB/MBE and local vendor database. Currently we have over 9,300 local vendors in the database. This database provides the County departments with a selection of local vendors to procure goods and services.

SLEB Certification Recent Outreach Events

- | | |
|-------------------|--|
| January 12, 2012 | <p><u>Hayward Chamber of Commerce</u>
As a result of our offer letters to all local chambers of commerce within Alameda County for their members to become certified, the SLEB Certification team held a presentation to the Hayward Chamber and its members on how to become certified. There were 54 participants in attendance along with City of Hayward representatives who spoke about their contract opportunities. (To date none of the participants have submitted a SLEB application);</p> |
| February 23, 2012 | <p><u>Dublin Chamber of Commerce</u>
Staffed an exhibitor booth at the 2012 Dublin Chamber of Commerce Business Expo (5:00 p.m. – 7:00 p.m.) and;</p> |
| March 2, 2012 | <p><u>Oakland and East Bay Business and Procurement Fair</u>
Will staff an exhibitor booth at the 2012 Oakland and East Bay Business and Procurement Fair (2:00 p.m. – 5:00 p.m.)</p> |

This report in its entirety is available on our website at <http://www.acgov.org/auditor/sleb/documents.html>.

CONTRACTS UP TO \$500,000 7-1-09 THRU 12-31-11

Contracts up \$500,000 -- 7-1-09 thru 12-31-11																
	All Contracts			Construction			A & E			Prof Services			Goods & Services			
	\$	%	#	\$	%	#	\$	%	#	\$	%	#	\$	%	#	
Total	219.9	100%	11,413	17.6	100%	344	4.3	100%	95	48.7	100%	756	149.3	100%	10,218	
Local	147.7	67.17%				-			-			-			-	
Non Local	72.2	32.83%				-			-			-			-	
MBE/SLEB	100.1	45.54%	5,594	7.8	44.62%	154	3.1	70.73%	69	24.1	49.63%	358	65.1	43.59%	5,013	
African American	6.7	3.04%	247	0.5	2.84%	11	0.2	4.65%	2	4.2	8.63%	65	1.8	1.21%	169	
Asian American	17.1	7.77%	674	0.5	2.84%	9	1.6	36.41%	20	4.5	9.24%	58	10.5	7.03%	587	
Hispanic American	7.9	3.60%	263	1.8	10.23%	29	0.1	2.33%	3	1.9	3.90%	30	4.1	2.75%	201	
Native American	0.7	0.32%	23	0	0.00%	-	0	0.00%	-	0.1	0.21%	1	0.6	0.40%	22	
Multi-Ethic	8.6	3.92%	355	0.2	1.14%	1	0.2	4.66%	4	1.6	3.29%	34	6.6	4.42%	316	
Caucasian	59.1	26.89%	4,032	4.8	27.57%	104	1.0	22.68%	40	11.8	24.36%	170	41.5	27.78%	3,718	
NON MBE/SLEB																
Caucasian	80.5	36.59%	2,835	8.5	48.00%	122	0.7	17.64%	18	21.4	43.80%	361	49.9	33.43%	2,334	
Unknown/Decline	1.9	0.86%	73	1.1	6.25%	61	0.1	2.33%	7	0.7	1.44%	4	0	0.00%	1	
Publicly Owned Entity	37.4	17.01%	2,911	0.2	1.13%	7	0.4	9.30%	1	2.5	5.13%	33	34.3	22.98%	2,870	
	219.9	100.00%	11,413	17.6	100.00%	344	4.3	100.00%	95	48.7	100.00%	756	149.3	100.00%	10,218	

CONTRACTS UP TO \$500,000 7-1-06 THRU 6-30-09

Contracts up \$500,000 -- 7-1-06 thru 6-30-09																
	All Contracts			Construction			A & E			Prof Services			Goods & Services			
	\$	%	#	\$	%	#	\$	%	#	\$	%	#	\$	%	#	
Total	270.1	100%	13,315	18.8	100%	287	5.6	100%	101	52.2	100%	837	193.5	100%	12,090	
Local	194.0	71.83%				-			-			-			-	
Non Local	76.1	28.17%				-			-			-			-	
MBE/SLEB	103.3	38.25%	3,963	8.5	45.42%	151	3.7	65.64%	74	24.8	47.57%	354	66.3	34.24%	3,384	
African American	8.6	3.19%	339	0.6	3.19%	14	0.1	1.79%	3	4.1	7.85%	74	3.8	1.97%	248	
Asian American	17.6	6.51%	691	0.5	2.66%	8	1.7	30.36%	38	4.0	7.66%	61	11.4	5.90%	584	
Hispanic American	12.2	4.52%	309	3.8	20.21%	48	0.1	1.79%	2	3.5	6.71%	44	4.8	2.48%	215	
Native American	0.6	0.22%	32	0	0.00%	-	0	0.00%	-	0.1	0.19%	2	0.5	0.26%	30	
Multi-Ethic	9.9	3.66%	360	0.2	1.06%	3	0	0.00%	3	4.0	7.66%	55	5.7	2.95%	299	
Caucasian	54.4	20.15%	2,232	3.4	18.30%	78	1.8	31.70%	28	9.1	17.50%	118	40.1	20.68%	2,008	
NON MBE/SLEB																
Caucasian	103.5	38.31%	4,158	8.2	43.41%	108	1.9	34.36%	25	25.5	48.79%	437	67.9	35.11%	3,588	
Unknown/Decline	3.1	1.15%	44	2	10.64%	25	0	0.00%	-	0.5	0.96%	12	0.6	0.31%	7	
Publicly Owned Entity	60.2	22.29%	5,150	0.1	0.53%	3	0	0.00%	2	1.4	2.68%	34	58.7	30.34%	5,111	
	270.1	100.00%	13,315	18.8	100.00%	287	5.6	100.00%	101	52.2	100.00%	837	193.5	100.00%	12,090	

REPORT ON COUNTY PROCUREMENT

March 5, 2012

Summary of Contracts up to \$500,000

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
TOTAL	\$270.1M	100.00%	13,315	\$219.9M	100.00%	11,413
Local	\$194.0M	71.83%		\$147.7M	67.16%	
Non Local	\$76.1M	28.17%		\$72.2M	32.84%	
MBE/SLEB						
African American	\$8.6M	3.19%	339	\$6.7M	3.04%	247
Asian American	\$17.6M	6.51%	691	\$17.1M	7.77%	674
Hispanic American	\$12.2M	4.52%	309	\$7.9M	3.60%	263
Native American	\$0.6M	0.22%	32	\$0.7M	0.32%	23
Multi-Ethnic	\$9.9M	3.66%	360	\$8.6M	3.92%	355
Caucasian	\$54.4M	20.15%	2,232	\$59.1M	26.89%	4,032
TOTAL MBE/SLEB	\$103.3M	38.25%	3,963	\$100.1M	45.54%	5,594
Non MBE/SLEB						
Caucasian	\$103.5M	38.31%	4,158	\$80.5M	36.59%	2,835
Unknown/Decline	\$3.1M	1.15%	44	\$1.9M	0.86%	73
Publicly Owned Entity	\$60.2M	22.29%	5,150	\$37.4M	17.01%	2,911

Summary of Construction Contracts up to \$500,000

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
TOTAL	\$18.8M	100.00%	287	\$17.6M	100.00%	344
MBE/SLEB						
African American	\$0.6M	3.19%	14	\$0.5M	2.84%	11
Asian American	\$0.5M	2.66%	8	\$0.5M	2.84%	9
Hispanic American	\$3.8M	20.21%	48	\$1.8M	10.23%	29
Native American	-	-	-	-	-	-
Multi-Ethnic	\$0.2M	1.06%	3	\$0.2M	1.14%	1
Caucasian	\$3.4M	18.30%	78	\$4.8M	27.57%	104
TOTAL MBE/SLEB	\$8.5M	45.42%	151	\$7.8M	44.62%	154
Non MBE/SLEB						
Caucasian	\$8.2M	43.41%	108	\$8.5M	48.00%	122
Unknown/Decline	\$2.0M	10.64%	25	\$1.1M	6.25%	61
Publicly Owned Entity	\$0.1M	0.53%	3	\$0.2M	1.13%	7

Summary of Architecture & Engineering Contracts up to \$500,000

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
TOTAL	\$5.6M	100.00%	101	\$4.3M	100.00%	95
MBE/SLEB						
African American	\$0.1M	1.79%	3	\$0.2M	4.65%	2
Asian American	\$1.7M	30.36%	38	\$1.6M	36.41%	20
Hispanic American	\$0.1M	1.79%	2	\$0.1M	2.33%	3
Native American	-	-	-	-	-	-
Multi-Ethnic	-	-	3	\$0.2M	4.66%	4
Caucasian	\$1.8M	31.70%	28	\$1.0M	22.68%	40
TOTAL MBE/SLEB	\$3.7M	65.64%	74	\$3.1M	70.73%	69
Non MBE/SLEB						
Caucasian	\$1.9M	34.36%	25	\$0.7M	17.64%	18
Unknown/Decline	-	-	-	\$0.1M	2.33%	7
Publicly Owned Entity	-	-	2	\$0.4M	9.30%	1

Summary of Professional Services Contracts up to \$500,000

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
TOTAL	\$52.2M	100.00%	837	\$48.7M	100.00%	756
MBE/SLEB						
African American	\$4.1M	7.85%	74	\$4.2M	8.63%	65
Asian American	\$4.0M	7.66%	61	\$4.5M	9.24%	58
Hispanic American	\$3.5M	6.71%	44	\$1.9M	3.90%	30
Native American	\$0.1M	0.19%	2	\$0.1M	0.21%	1
Multi-Ethnic	\$4.0M	7.66%	55	\$1.6M	3.29%	34
Caucasian	\$9.1M	17.50%	118	\$11.8M	24.36%	170
TOTAL MBE/SLEB	\$24.8M	47.57%	354	\$24.1M	49.63%	358
Non MBE/SLEB						
Caucasian	\$25.5M	48.79%	437	\$21.4M	43.80%	361
Unknown/Decline	\$0.5M	0.96%	12	\$0.7M	1.44%	4
Publicly Owned Entity	\$1.4M	2.68%	34	\$2.5M	5.13%	33

Summary of Goods & Services Contracts up to \$500,000

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
TOTAL	\$193.5M	100.00%	12,090	\$149.3M	100.00%	10,218
MBE/SLEB						
African American	\$3.8M	1.97%	248	\$1.8M	1.21%	169
Asian American	\$11.4M	5.90%	584	\$10.5M	7.03%	587
Hispanic American	\$4.8M	2.48%	215	\$4.1M	2.75%	201
Native American	\$0.5M	0.26%	30	\$0.6M	0.40%	22
Multi-Ethnic	\$5.7M	2.95%	299	\$6.6M	4.42%	316
Caucasian	\$40.1M	20.68%	2,008	\$41.5M	27.78%	3,718
TOTAL MBE/SLEB	\$66.3M	34.24%	3,384	\$65.1M	43.59%	5,013
Non MBE/SLEB						
Caucasian	\$67.9M	35.11%	3,588	\$49.9M	33.43%	2,334
Unknown/Decline	\$0.6M	0.31%	7	-	-	1
Publicly Owned Entity	\$58.7M	30.34%	5,111	\$34.3M	22.98%	2,870

Total Contracts up to \$500,000

	7/1/06 - 6/30/09	7/1/09 -12/31/11
Local	\$194.0M	\$147.7M
Non-Local	\$76.1M	\$72.2M
Total	\$270.1M	\$219.9M
% Local	71.83%	67.16%

Total Contracts up to \$500,000

	7/1/06 - 6/30/09	7/1/09 -12/31/11
Total Contracts Up To \$500,000	\$270.1M	\$219.9M
MBE/SLEB	\$103.3M	\$100.1M
MBE/SLEB % of Total Contracts	38.25%	45.54%

MBE/SLEB Contracts up to \$500,000 by Type

Type	7/1/06 - 6/30/09		7/1/09 - 12/31/11	
	\$	%	\$	%
Construction	\$8.5M	45.42%	\$7.8M	44.62%
Architecture & Engineering	\$3.7M	65.64%	\$3.1M	70.73%
Professional Services	\$24.8M	47.57%	\$24.1M	49.63%
Goods & Services	\$66.3M	34.24%	\$65.1M	43.59%
Total	\$103.3M	38.25%	\$100.1M	45.54%

MBE/SLEB Contracts up to \$500,000 by Ethnicity

Type	7/1/06 – 6/30/09	7/1/09 – 12/31/11
African American	\$8.6M	\$6.7M
Asian American	\$17.6M	\$17.1M
Hispanic American	\$12.2M	\$7.9M
Native American	\$0.6M	\$0.7M
Multi-Ethnic	\$9.9M	\$8.6M
Caucasian Male	\$36.5M	\$39.3M
Caucasian Female	\$17.9M	\$19.8M
Total	\$103.3M	\$100.1M

MBE/SLEB Participation up to \$500,000 by Type

	7/1/06 - 6/30/09	7/1/09 - 12/31/11
Construction		
Total	\$18.8M	\$17.6M
MBE/SLEB	\$8.5M	\$7.8M
% MBE/SLEB	45.42%	44.62%
Architecture & Engineering		
Total	\$5.6M	\$4.3M
MBE/SLEB	\$3.7M	\$3.1M
% MBE/SLEB	65.64%	70.73%
Professional Services		
Total	\$52.2M	\$48.7M
MBE/SLEB	\$24.8M	\$24.1M
% MBE/SLEB	47.57%	49.63%
Goods & Services		
Total	\$193.5M	\$149.3M
MBE/SLEB	\$66.3M	\$65.1 M
% MBE/SLEB	34.24%	43.59%
Total All Contracts		
Total	\$270.1M	\$219.9M
MBE/SLEB	\$103.3M	\$100.1M
% MBE/SLEB	38.25%	45.54%

Construction Contracts up to \$500,000

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$0.5M	2.66%	12	\$0.1M	0.57%	3
African American Females	\$0.1M	0.53%	2	\$0.4M	2.27%	8
Asian American Males	\$0.5M	2.66%	8	\$0.3M	1.70%	5
Asian American Females	-	-	-	\$0.2M	1.14%	4
Hispanic American Males	\$3.6M	19.15%	46	\$1.6M	9.09%	25
Hispanic American Females	\$0.2M	1.06%	2	\$0.2M	1.14%	4
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	-	-	2	\$0.2M	1.14%	1
Multi-Ethnic> 50% Females	-	-	-	-	-	-
Caucasian Males - SLEB	\$3.2M	17.24%	65	\$3.7M	21.32%	87
Caucasian Females - SLEB	\$0.2M	1.06%	13	\$1.1M	6.25%	17
Multi-Ethnic 50/50	\$0.2M	1.06%	1	-	-	-
Total MBE/SLEB	\$8.5M	45.42%	151	\$7.8M	44.62%	154
Caucasian Males	\$6.5M	34.37%	92	\$7.8M	44.02%	113
Caucasian Females	\$1.7M	9.04%	16	\$0.7M	3.98%	9
Unknown/Decline	\$2.0M	10.64%	25	\$1.1M	6.25%	61
Publicly Owned Entity	\$0.1M	0.53%	3	\$0.2M	1.13%	7
Total	\$18.8M	100.00%	287	\$17.6M	100.00%	344
% MBE/SLEB	45.42%		52.61%	44.62%		44.77%

Architect & Engineering Contracts up to \$500,000

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$0.1M	1.79%	3	\$0.2M	4.65%	2
African American Females	-	-	-	-	-	-
Asian American Males	\$1.0M	17.86%	31	\$1.5M	34.08%	13
Asian American Females	\$0.7M	12.50%	7	\$0.1M	2.33%	7
Hispanic American Males	\$0.1M	1.79%	2	\$0.1M	2.33%	2
Hispanic American Females	-	-	-	-	-	1
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	-	-	1	\$0.1M	2.33%	2
Multi-Ethnic> 50% Females	-	-	-	-	-	-
Caucasian Males - SLEB	\$0.6M	10.27%	7	\$0.8M	18.03%	26
Caucasian Females - SLEB	\$1.2M	21.43%	21	\$0.2M	4.65%	14
Multi-Ethnic 50/50	-	-	2	\$0.1M	2.33%	2
Total MBE/SLEB	\$3.7M	65.64%	74	\$3.1M	70.73%	69
Caucasian Males	\$1.8M	32.57%	24	\$0.7M	17.64%	18
Caucasian Females	\$0.1M	1.79%	1	-	-	-
Unknown/Decline	-	-	-	\$0.1M	2.33%	7
Publicly Owned Entity	-	-	2	\$0.4M	9.30%	1
Total	\$5.6M	100.00%	101	\$4.3M	100.00%	95
% MBE/SLEB	65.64%		73.27%	70.73%		72.63%

Professional Services Contracts up to \$500,000

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$1.9M	3.64%	29	\$2.2M	4.52%	26
African American Females	\$2.2M	4.21%	45	\$2.0M	4.11%	39
Asian American Males	\$2.0M	3.83%	34	\$2.8M	5.75%	29
Asian American Females	\$2.0M	3.83%	27	\$1.7M	3.49%	29
Hispanic American Males	\$2.4M	4.60%	29	\$1.3M	2.67%	16
Hispanic American Females	\$1.1M	2.11%	15	\$0.6M	1.23%	14
Native American Males	\$0.1M	0.19%	2	\$0.1M	0.21%	1
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	\$1.1M	2.11%	18	\$0.7M	1.44%	19
Multi-Ethnic> 50% Females	\$0.2M	0.38%	7	\$0.3M	0.62%	5
Caucasian Males - SLEB	\$7.0M	13.48%	70	\$7.1M	14.71%	83
Caucasian Females - SLEB	\$2.1M	4.02%	48	\$4.7M	9.65%	87
Multi-Ethnic 50/50	\$2.7M	5.17%	30	\$0.6M	1.23%	10
Total MBE/SLEB	\$24.8M	47.57%	354	\$24.1M	49.63%	358
Caucasian Males	\$20.5M	39.21%	342	\$16.5M	33.74%	276
Caucasian Females	\$5.0M	9.58%	95	\$4.9M	10.06%	85
Unknown/Decline	\$0.5M	0.96%	12	\$0.7M	1.44%	4
Publicly Owned Entity	\$1.4M	2.68%	34	\$2.5M	5.13%	33
Total	\$52.2M	100.00%	837	\$48.7M	100.00%	756
% MBE/SLEB	47.57%		42.29%	49.63%		47.35%

Goods & Services Contracts up to \$500,000

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$3.3M	1.71%	211	\$1.4M	0.94%	125
African American Females	\$0.5M	0.26%	37	\$0.4M	0.27%	44
Asian American Males	\$7.5M	3.88%	373	\$7.3M	4.89%	476
Asian American Females	\$3.9M	2.02%	211	\$3.2M	2.14%	111
Hispanic American Males	\$3.4M	1.76%	158	\$2.4M	1.61%	152
Hispanic American Females	\$1.4M	0.72%	57	\$1.7M	1.14%	49
Native American Males	\$0.2M	0.10%	13	\$0.1M	0.07%	5
Native American Females	\$0.3M	0.16%	17	\$0.5M	0.33%	17
Multi-Ethnic> 50% Males	\$2.3M	1.19%	142	\$2.4M	1.61%	102
Multi-Ethnic> 50% Females	\$0.7M	0.36%	22	\$0.9M	0.60%	13
Caucasian Males - SLEB	\$25.7M	13.24%	1,068	\$27.7M	18.54%	2,787
Caucasian Females - SLEB	\$14.4M	7.44%	940	\$13.8M	9.24%	931
Multi-Ethnic 50/50	\$2.7M	1.40%	135	\$3.3M	2.21%	201
Total MBE/SLEB	\$66.3M	34.24%	3,384	\$65.1M	43.59%	5,013
Caucasian Males	\$62.3M	32.22%	3,222	\$42.7M	28.61%	2,040
Caucasian Females	\$5.6M	2.89%	366	\$7.2M	4.82%	294
Unknown/Decline	\$0.6M	0.31%	7	-	-	1
Publicly Owned Entity	\$58.7M	30.34%	5,111	\$34.3M	22.98%	2,870
Total	\$193.5M	100.00%	12,090	\$149.3M	100.00%	10,218
% MBE/SLEB	34.24%		27.99%	43.59%		49.06%

Total Contracts up to \$500,000

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$5.8M	2.15%	255	\$3.9M	1.77%	156
African American Females	\$2.8M	1.04%	84	\$2.8M	1.27%	91
Asian American Males	\$11.0M	4.07%	446	\$11.9M	5.41%	523
Asian American Females	\$6.6M	2.44%	245	\$5.2M	2.36%	151
Hispanic American Males	\$9.5M	3.52%	233	\$5.4M	2.46%	195
Hispanic American Females	\$2.7M	1.00%	76	\$2.5M	1.14%	68
Native American Males	\$0.3M	0.11%	15	\$0.2M	0.09%	6
Native American Females	\$0.3M	0.11%	17	\$0.5M	0.23%	17
Multi-Ethnic> 50% Males	\$3.4M	1.26%	163	\$3.4M	1.55%	124
Multi-Ethnic> 50% Females	\$0.9M	0.33%	29	\$1.2M	0.55%	18
Caucasian Males - SLEB	\$36.5M	13.52%	1,210	\$39.3M	17.89%	2,984
Caucasian Females - SLEB	\$17.9M	6.63%	1,022	\$19.8M	9.00%	1,048
Multi-Ethnic 50/50	\$5.6M	2.07%	168	\$4.0M	1.82%	213
Total MBE/SLEB	\$103.3M	38.25%	3,963	\$100.1M	45.54%	5,594
Caucasian Males	\$91.1M	33.72%	3,680	\$67.7M	30.77%	2,447
Caucasian Females	\$12.4M	4.59%	478	\$12.8M	5.82%	388
Unknown/Decline	\$3.1M	1.15%	44	\$1.9M	0.86%	73
Publicly Owned Entity	\$60.2M	22.29%	5,150	\$37.4M	17.01%	2,911
Total	\$270.1M	100.00%	13,315	\$219.9M	100.00%	11,413
% MBE/SLEB	38.25%		29.76%	45.54%		49.01%

MBE/SLEB Contract Amounts up to \$500,000

	7/1/06 - 6/30/09	7/1/09 - 12/31/11
<i>CONTRACTS UNDER \$25,000</i>		
Total	\$77.9M	\$60.8M
MBE/SLEB	\$27.1M	\$27.2M
% MBE/SLEB	34.83%	44.83%
<i>CONTRACTS \$25,001 - \$100,000</i>		
Total	\$81.7M	\$64.5M
MBE/SLEB	\$31.5M	\$30.1M
% MBE/SLEB	38.56%	46.60%
<i>CONTRACTS \$100,001 - \$500,000</i>		
Total	\$110.5M	\$94.6M
MBE/SLEB	\$44.7M	\$42.8M
% MBE/SLEB	40.43%	45.27%
<i>TOTAL ALL CONTRACTS</i>		
Total	\$270.1M	\$219.9M
MBE/SLEB	\$103.3M	\$100.1M
% MBE/SLEB	38.25%	45.54%

Contract Amounts Under \$25,000 by Ethnicity

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$1.7M	2.18%	202	\$0.9M	1.48%	130
African American Females	\$0.6M	0.77%	57	\$0.5M	0.82%	69
Asian American Males	\$3.3M	4.24%	375	\$3.0M	4.93%	432
Asian American Females	\$1.5M	1.93%	187	\$1.1M	1.81%	109
Hispanic American Males	\$2.0M	2.57%	169	\$1.3M	2.14%	154
Hispanic American Females	\$0.7M	0.90%	57	\$0.8M	1.32%	48
Native American Males	\$0.1M	0.13%	12	\$0.1M	0.16%	6
Native American Females	\$0.2M	0.26%	14	\$0.2M	0.33%	13
Multi-Ethnic > 50% Males	\$1.6M	2.05%	137	\$1.3M	2.14%	101
Multi-Ethnic > 50% Females	\$0.2M	0.26%	21	\$0.1M	0.16%	6
Caucasian Males - SLEB	\$8.6M	11.06%	934	\$10.5M	17.37%	2,691
Caucasian Females - SLEB	\$5.2M	6.68%	849	\$6.0M	9.87%	866
Multi-Ethnic 50/50	\$1.4M	1.80%	132	\$1.4M	2.30%	179
Total MBE/SLEB	\$27.1M	34.83%	3,146	\$27.2M	44.83%	4,804
Caucasian Males	\$26.3M	33.72%	3,034	\$17.3M	28.43%	1,939
Caucasian Females	\$3.7M	4.75%	396	\$2.7M	4.44%	306
Unknown/Decline	\$0.2M	0.26%	22	\$0.3M	0.49%	39
Publicly Owned Entity	\$20.6M	26.44%	4,593	\$13.3M	21.81%	2,586
Total	\$77.9M	100.00%	11,191	\$60.8M	100.00%	9,674
% MBE/SLEB	34.83%		28.11%	44.83%		49.66%

Contract Amounts \$25,001-\$100,000 by Ethnicity

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$2.2M	2.69%	40	\$0.7M	1.09%	15
African American Females	\$1.1M	1.35%	20	\$1.1M	1.71%	17
Asian American Males	\$2.4M	2.94%	48	\$3.4M	5.27%	66
Asian American Females	\$2.4M	2.94%	43	\$1.7M	2.64%	30
Hispanic American Males	\$2.2M	2.69%	42	\$1.6M	2.48%	25
Hispanic American Females	\$0.6M	0.73%	12	\$0.8M	1.24%	17
Native American Males	\$0.2M	0.24%	3	\$0.1M	0.16%	1
Native American Females	\$0.1M	0.12%	3	\$0.3M	0.47%	4
Multi-Ethnic > 50% Males	\$1.2M	1.47%	23	\$0.7M	1.09%	17
Multi-Ethnic > 50% Females	\$0.2M	0.24%	5	\$0.3M	0.47%	7
Caucasian Males - SLEB	\$10.4M	12.75%	196	\$10.9M	16.80%	218
Caucasian Females - SLEB	\$7.6M	9.30%	151	\$7.3M	11.32%	149
Multi-Ethnic 50/50	\$0.9M	1.10%	20	\$1.2M	1.86%	28
Total MBE/SLEB	\$31.5M	38.56%	606	\$30.1M	46.60%	594
Caucasian Males	\$24.8M	30.36%	469	\$19.2M	29.84%	373
Caucasian Females	\$3.1M	3.79%	57	\$2.4M	3.72%	52
Unknown/Decline	\$0.5M	0.61%	11	\$0.6M	0.93%	19
Publicly Owned Entity	\$21.8M	26.68%	459	\$12.2M	18.91%	253
Total	\$81.7M	100.00%	1,602	\$64.5M	100.00%	1,291
% MBE/SLEB	38.56%		37.83%	46.60%		46.01%

Contract Amounts \$100,001-\$500,000 by Ethnicity

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$1.9M	1.72%	13	\$2.3M	2.43%	11
African American Females	\$1.1M	1.00%	7	\$1.2M	1.27%	5
Asian American Males	\$5.3M	4.80%	23	\$5.5M	5.81%	25
Asian American Females	\$2.7M	2.44%	15	\$2.4M	2.54%	12
Hispanic American Males	\$5.3M	4.80%	22	\$2.5M	2.64%	16
Hispanic American Females	\$1.4M	1.27%	7	\$0.9M	0.95%	3
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	\$0.6M	0.54%	3	\$1.4M	1.48%	6
Multi-Ethnic> 50% Females	\$0.5M	0.45%	3	\$0.8M	0.85%	5
Caucasian Males - SLEB	\$17.5M	15.80%	80	\$17.9M	18.95%	74
Caucasian Females - SLEB	\$5.1M	4.62%	22	\$6.5M	6.87%	33
Multi-Ethnic 50/50	\$3.3M	2.99%	16	\$1.4M	1.48%	6
Total MBE/SLEB	\$44.7M	40.43%	211	\$42.8M	45.27%	196
Caucasian Males	\$40.0M	36.22%	177	\$31.2M	32.96%	135
Caucasian Females	\$5.6M	5.07%	25	\$7.7M	8.14%	30
Unknown/Decline	\$2.4M	2.17%	11	\$1.0M	1.06%	15
Publicly Owned Entity	\$17.8M	16.11%	98	\$11.9M	12.57%	72
Total	\$110.5M	100.00%	522	\$94.6M	100.00%	448
% MBE/SLEB	40.43%		40.42%	45.27%		43.75%

Total Contracts up to \$500,000

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$5.8M	2.15%	255	\$3.9M	1.77%	156
African American Females	\$2.8M	1.04%	84	\$2.8M	1.27%	91
Asian American Males	\$11.0M	4.07%	446	\$11.9M	5.41%	523
Asian American Females	\$6.6M	2.44%	245	\$5.2M	2.36%	151
Hispanic American Males	\$9.5M	3.52%	233	\$5.4M	2.46%	195
Hispanic American Females	\$2.7M	1.00%	76	\$2.5M	1.14%	68
Native American Males	\$0.3M	0.11%	15	\$0.2M	0.09%	6
Native American Females	\$0.3M	0.11%	17	\$0.5M	0.23%	17
Multi-Ethnic > 50% Males	\$3.4M	1.26%	163	\$3.4M	1.55%	124
Multi-Ethnic > 50% Females	\$0.9M	0.33%	29	\$1.2M	0.55%	18
Caucasian Males - SLEB	\$36.5M	13.52%	1,210	\$39.3M	17.89%	2,984
Caucasian Females - SLEB	\$17.9M	6.63%	1,022	\$19.8M	9.00%	1,048
Multi-Ethnic 50/50	\$5.6M	2.07%	168	\$4.0M	1.82%	213
Total MBE/SLEB	\$103.3M	38.25%	3,963	\$100.1M	45.54%	5,594
Caucasian Males	\$91.1M	33.72%	3,680	\$67.7M	30.77%	2,447
Caucasian Females	\$12.4M	4.59%	478	\$12.8M	5.82%	388
Unknown/Decline	\$3.1M	1.15%	44	\$1.9M	0.86%	73
Publicly Owned Entity	\$60.2M	22.29%	5,150	\$37.4M	17.01%	2,911
Total	\$270.1M	100.00%	13,315	\$219.9M	100.00%	11,413
% MBE/SLEB	38.25%		29.76%	45.54%		49.01%

Total Contracts Local & Non-Local

	7/1/06 - 6/30/09	7/1/09 - 12/31/11
Local	\$511.8M	\$314.6M
Non-Local	\$242.7M	\$221.9M
Total	\$754.5M	\$536.5M
% Local	67.83%	58.64%

Local Contracts Summary

	7/1/06 - 6/30/09	7/1/09 - 12/31/11
Total Contracts	\$754.5M	\$536.5M
MBE/SLEB	\$264.9M	\$181.0M
MBE/SLEB % of Total Contracts	35.11%	33.74%

MBE/SLEB Contracts by Type

Type	7/1/06 - 6/30/09		7/1/09 - 12/31/11	
	\$	%	\$	%
Construction	\$46.9M	41.12%	\$36.7M	33.12%
Architecture & Engineering	\$4.2M	56.07%	\$6.8M	27.61%
Professional Services	\$74.0M	26.13%	\$51.4M	33.73%
Goods & Services	\$139.8M	39.97%	\$86.1M	34.63%
Total	\$264.9M	35.11%	\$181.0M	33.74%

MBE/SLEB Contract Amounts by Ethnicity

	7/1/06 - 6/30/09	7/1/09 - 12/31/11
Type	\$	\$
African American	\$45.6M	\$23.0M
Hispanic American	\$86.7M	\$16.1M
Multi-Ethnicity	\$15.9M	\$11.5M
Asian American	\$37.1M	\$29.5M
Caucasian Female	\$27.1M	\$26.3M
Caucasian Male	\$51.9M	\$73.9M
Native American	\$0.6M	\$0.7M
Total	\$264.9M	\$181.0M

Contracts by Geographic Area

Geographic Area	7/1/06 - 6/30/09		7/1/09 - 12/31/11	
	\$	%	\$	%
Alameda	\$12.9M	2.52%	\$8.8M	2.80%
Albany	\$1.5M	0.29%	\$2.3M	0.73%
Berkeley	\$6.8M	1.32%	\$5.7M	1.81%
Castro Valley	\$2.8M	0.55%	\$4.3M	1.38%
Dublin	\$105.2M	20.56%	\$31.9M	10.12%
Emeryville	\$6.9M	1.34%	\$7.7M	2.44%
Fremont	\$22.6M	4.42%	\$8.9M	2.84%
Hayward	\$22.2M	4.35%	\$30.3M	9.63%
Livermore	\$29.7M	5.80%	\$22.2M	7.04%
Newark	\$3.0M	0.58%	\$5.2M	1.64%
Oakland	\$210.1M	41.07%	\$97.8M	31.10%
Piedmont	-	-	-	-
Pleasanton	\$55.7M	10.88%	\$58.8M	18.71%
San Leandro	\$20.0M	3.90%	\$22.5M	7.15%
San Lorenzo	\$3.5M	0.69%	\$2.4M	0.76%
Sunol	\$0.1M	0.01%	\$0.1M	0.03%
Union City	\$8.8M	1.72%	\$5.7M	1.82%
TOTAL	\$511.8M	100.00%	\$314.6M	100.00%

MBE/SLEB Participation by Type

	7/1/06 - 6/30/09	7/1/09 - 12/31/11
Construction		
Total	\$114.1M	\$110.7M
MBE/SLEB	\$46.9M	\$36.7M
% MBE/SLEB	41.12%	33.12%
Architecture & Engineering		
Total	\$7.4M	\$24.8M
MBE/SLEB	\$4.2M	\$6.8M
% MBE/SLEB	56.07%	27.61%
Professional Services		
Total	\$283.3M	\$152.3M
MBE/SLEB	\$74.0M	\$51.4M
% MBE/SLEB	26.13%	33.73%
Goods & Services		
Total	\$349.7M	\$248.7M
MBE/SLEB	\$139.8M	\$86.1M
% MBE/SLEB	39.97%	34.63%
Total All Contracts		
Total	\$754.5M	\$536.5M
MBE/SLEB	\$264.9M	\$181.0M
% MBE/SLEB	35.11%	33.74%

Construction Contracts by Ethnicity

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$1.3M	1.14%	13	\$0.1M	0.09%	3
African American Females	\$0.1M	0.09%	2	\$0.6M	0.54%	8
Asian American Males	\$0.5M	0.44%	8	\$5.5M	4.97%	8
Asian American Females	\$12.2M	10.69%	3	\$3.4M	3.07%	6
Hispanic American Males	\$23.4M	20.51%	49	\$8.1M	7.32%	29
Hispanic American Females	\$0.9M	0.79%	3	\$0.3M	0.27%	4
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	-	-	2	\$0.1M	0.09%	1
Multi-Ethnic> 50% Females	-	-	-	-	-	-
Caucasian Males - SLEB	\$8.1M	7.10%	67	\$12.9M	11.62%	93
Caucasian Females - SLEB	\$0.2M	0.18%	13	\$5.7M	5.15%	20
Multi-Ethnic 50/50	\$0.2M	0.18%	1	-	-	-
Total MBE/SLEB	\$46.9M	41.12%	161	\$36.7M	33.12%	172
Caucasian Males	\$61.4M	53.79%	129	\$69.9M	63.17%	140
Caucasian Females	\$3.1M	2.72%	18	\$1.5M	1.36%	10
Unknown/Decline	\$2.7M	2.37%	26	\$2.5M	2.26%	70
Publicly Owned Entity	-	-	3	\$0.1M	0.09%	7
Total	\$114.1M	100.00%	337	\$110.7M	100.00%	399
% MBE/SLEB	41.12%		47.77%	33.12%		43.11%

Architect & Engineering Contracts by Ethnicity

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$0.1M	0.66%	3	\$0.5M	2.02%	2
African American Females	-	-	-	-	-	-
Asian American Males	\$1.0M	13.51%	31	\$3.5M	14.24%	14
Asian American Females	\$0.7M	9.46%	7	\$0.1M	0.40%	7
Hispanic American Males	-	-	-	-	-	2
Hispanic American Females	-	-	2	-	-	1
Native American Males	-	-	-	-	-	1
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	-	-	1	\$0.1M	0.40%	2
Multi-Ethnic> 50% Females	-	-	-	\$0.7M	2.82%	3
Caucasian Males - SLEB	\$1.2M	16.22%	8	\$1.1M	4.50%	26
Caucasian Females - SLEB	\$1.2M	16.22%	21	\$0.8M	3.23%	13
Multi-Ethnic 50/50	-	-	2	-	-	0
Total MBE/SLEB	\$4.2M	56.07%	75	\$6.8M	27.61%	71
Caucasian Males	\$3.2M	43.93%	26	\$16.3M	65.54%	21
Caucasian Females	-	-	1	-	-	-
Unknown/Decline	-	-	-	\$0.1M	0.40%	7
Publicly Owned Entity	-	-	2	\$1.6M	6.45%	2
Total	\$7.4M	100.00%	104	\$24.8M	100.00%	101
% MBE/SLEB	56.07%		72.12%	27.61%		70.30%

Professional Services Contracts by Ethnicity

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$7.7M	2.72%	33	\$4.6M	3.02%	30
African American Females	\$4.1M	1.45%	47	\$4.8M	3.15%	42
Asian American Males	\$2.0M	0.71%	34	\$3.6M	2.36%	30
Asian American Females	\$5.7M	2.01%	29	\$3.0M	1.97%	31
Hispanic American Males	\$29.9M	10.55%	33	\$2.0M	1.31%	17
Hispanic American Females	\$1.1M	0.39%	15	\$0.6M	0.39%	14
Native American Males	\$0.1M	0.04%	2	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	\$2.0M	0.71%	19	\$1.4M	0.92%	20
Multi-Ethnic> 50% Females	\$0.2M	0.07%	7	\$0.3M	0.20%	5
Caucasian Males - SLEB	\$12.3M	4.34%	77	\$24.1M	15.81%	93
Caucasian Females - SLEB	\$2.9M	1.02%	49	\$4.7M	3.09%	87
Multi-Ethnic 50/50	\$6.0M	2.12%	32	\$2.3M	1.51%	12
Total MBE/SLEB	\$74.0M	26.13%	377	\$51.4M	33.73%	381
Caucasian Males	\$78.7M	27.77%	375	\$43.1M	28.30%	292
Caucasian Females	\$8.5M	3.00%	100	\$5.5M	3.61%	86
Unknown/Decline	\$0.5M	0.18%	12	\$0.7M	0.46%	4
Publicly Owned Entity	\$121.6M	42.92%	46	\$51.6M	33.90%	49
Total	\$283.3M	100.00%	910	\$152.3M	100.00%	812
% MBE/SLEB	26.13%		41.43%	33.73%		46.92%

Goods & Services Contracts by Ethnicity

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$29.8M	8.52%	214	\$8.7M	3.50%	129
African American Females	\$2.5M	0.71%	38	\$3.7M	1.49%	46
Asian American Males	\$8.8M	2.52%	375	\$7.2M	2.90%	476
Asian American Females	\$6.2M	1.77%	212	\$3.2M	1.29%	111
Hispanic American Males	\$20.7M	5.92%	160	\$3.4M	1.37%	153
Hispanic American Females	\$10.7M	3.06%	58	\$1.7M	0.68%	49
Native American Males	\$0.2M	0.06%	13	\$0.2M	0.08%	5
Native American Females	\$0.3M	0.09%	17	\$0.5M	0.20%	17
Multi-Ethnic> 50% Males	\$4.1M	1.17%	145	\$2.4M	0.97%	102
Multi-Ethnic> 50% Females	\$0.7M	0.20%	22	\$0.9M	0.36%	13
Caucasian Males - SLEB	\$30.3M	8.66%	1,074	\$35.8M	14.39%	2,793
Caucasian Females - SLEB	\$22.8M	6.52%	942	\$15.1M	6.07%	933
Multi-Ethnic 50/50	\$2.7M	0.77%	135	\$3.3M	1.33%	201
Total MBE/SLEB	\$139.8M	39.97%	3,405	\$86.1M	34.63%	5,028
Caucasian Males	\$124.0M	35.47%	3,250	\$72.8M	29.26%	2,057
Caucasian Females	\$6.2M	1.77%	367	\$7.2M	2.90%	294
Unknown/Decline	\$0.6M	0.17%	7	-	-	1
Publicly Owned Entity	\$79.1M	22.62%	5,127	\$82.6M	33.21%	2,898
Total	\$349.7M	100.00%	12,156	\$248.7M	100.00%	10,278
% MBE/SLEB	39.97%		28.01%	34.63%		48.92%

Total Contracts by Ethnicity

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$38.9M	5.16%	263	\$13.9M	2.59%	164
African American Females	\$6.7M	0.89%	87	\$9.1M	1.70%	96
Asian American Males	\$12.3M	1.63%	448	\$19.8M	3.69%	528
Asian American Females	\$24.8M	3.29%	251	\$9.7M	1.81%	155
Hispanic American Males	\$74.0M	9.81%	242	\$13.5M	2.52%	201
Hispanic American Females	\$12.7M	1.68%	78	\$2.6M	0.48%	68
Native American Males	\$0.3M	0.04%	15	\$0.2M	0.04%	6
Native American Females	\$0.3M	0.04%	17	\$0.5M	0.09%	17
Multi-Ethnic> 50% Males	\$6.1M	0.81%	167	\$4.0M	0.75%	125
Multi-Ethnic> 50% Females	\$0.9M	0.12%	29	\$1.9M	0.35%	18
Caucasian Males - SLEB	\$51.9M	6.87%	1,226	\$73.9M	13.78%	3,005
Caucasian Females - SLEB	\$27.1M	3.59%	1,025	\$26.3M	4.90%	1,053
Multi-Ethnic 50/50	\$8.9M	1.18%	170	\$5.6M	1.04%	216
Total MBE/SLEB	\$264.9M	35.11%	4,018	\$181.0M	33.74%	5,652
Caucasian Males	\$267.3M	35.43%	3,780	\$202.1M	37.67%	2,510
Caucasian Females	\$17.8M	2.36%	486	\$14.2M	2.65%	390
Unknown/Decline	\$3.8M	0.50%	45	\$3.3M	0.62%	82
Publicly Owned Entity	\$200.7M	26.60%	5,178	\$135.9M	25.32%	2,956
Total	\$754.5M	100.00%	13,507	\$536.5M	100.00%	11,590
% MBE/SLEB	35.11%		29.75%	33.74%		48.77%

MBE/SLEB by Contract Amount

	7/1/06 - 6/30/09	7/1/09 - 12/31/11
<i>CONTRACTS UNDER \$25,000</i>		
Total	\$77.9M	\$60.8M
MBE/SLEB	\$27.1M	\$27.2M
% MBE/SLEB	34.83%	44.83%
<i>CONTRACTS \$25,001 - \$100,000</i>		
Total	\$81.7M	\$64.5M
MBE/SLEB	\$31.5M	\$30.1M
% MBE/SLEB	38.56%	46.60%
<i>CONTRACTS \$100,001 - \$500,000</i>		
Total	\$110.5M	\$94.6M
MBE/SLEB	\$44.7M	\$42.8M
% MBE/SLEB	40.43%	45.27%
<i>CONTRACTS OVER \$500,000</i>		
Total	\$484.4M	\$316.6M
MBE/SLEB	\$161.6M	\$80.9M
% MBE/SLEB	33.35%	25.54%
<i>TOTAL ALL CONTRACTS</i>		
Total	\$754.5M	\$536.5M
MBE/SLEB	\$264.9M	\$181.0M
% MBE/SLEB	35.11%	33.74%

Contract Amounts Under \$25,000 by Ethnicity

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$1.7M	2.18%	202	\$0.9M	1.48%	130
African American Females	\$0.6M	0.77%	57	\$0.5M	0.82%	69
Asian American Males	\$3.3M	4.24%	375	\$3.0M	4.93%	432
Asian American Females	\$1.5M	1.93%	187	\$1.1M	1.81%	109
Hispanic American Males	\$2.0M	2.57%	169	\$1.3M	2.14%	154
Hispanic American Females	\$0.7M	0.90%	57	\$0.8M	1.32%	48
Native American Males	\$0.1M	0.13%	12	\$0.1M	0.16%	6
Native American Females	\$0.2M	0.26%	14	\$0.2M	0.33%	13
Multi-Ethnic > 50% Males	\$1.6M	2.05%	137	\$1.3M	2.14%	101
Multi-Ethnic > 50% Females	\$0.2M	0.26%	21	\$0.1M	0.16%	6
Caucasian Males - SLEB	\$8.6M	11.06%	934	\$10.5M	17.37%	2,691
Caucasian Females - SLEB	\$5.2M	6.68%	849	\$6.0M	9.87%	866
Multi-Ethnic 50/50	\$1.4M	1.80%	132	\$1.4M	2.30%	179
Total MBE/SLEB	\$27.1M	34.83%	3,146	\$27.2M	44.83%	4,804
Caucasian Males	\$26.3M	33.72%	3,034	\$17.3M	28.43%	1939
Caucasian Females	\$3.7M	4.75%	396	\$2.7M	4.44%	306
Unknown/Decline	\$0.2M	0.26%	22	\$0.3M	0.49%	39
Publicly Owned Entity	\$20.6M	26.44%	4,593	\$13.3M	21.81%	2,586
Total	\$77.9M	100.00%	11,191	\$60.8M	100.00%	9,674
% MBE/SLEB	34.83%		28.11%	44.83%		49.66%

Contract Amounts \$25,001-\$100,000 by Ethnicity

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$2.2M	2.69%	40	\$0.7M	1.09%	15
African American Females	\$1.1M	1.35%	20	\$1.1M	1.71%	17
Asian American Males	\$2.4M	2.94%	48	\$3.4M	5.27%	66
Asian American Females	\$2.4M	2.94%	43	\$1.7M	2.64%	30
Hispanic American Males	\$2.2M	2.69%	42	\$1.6M	2.48%	25
Hispanic American Females	\$0.6M	0.73%	12	\$0.8M	1.24%	17
Native American Males	\$0.2M	0.24%	3	\$0.1M	0.16%	1
Native American Females	\$0.1M	0.12%	3	\$0.3M	0.47%	4
Multi-Ethnic > 50% Males	\$1.2M	1.47%	23	\$0.7M	1.09%	17
Multi-Ethnic > 50% Females	\$0.2M	0.24%	5	\$0.3M	0.47%	7
Caucasian Males - SLEB	\$10.4M	12.75%	196	\$10.9M	16.80%	218
Caucasian Females - SLEB	\$7.6M	9.30%	151	\$7.3M	11.32%	149
Multi-Ethnic 50/50	\$0.9M	1.10%	20	\$1.2M	1.86%	28
Total MBE/SLEB	\$31.5M	38.56%	606	\$30.1M	46.60%	594
Caucasian Males	\$24.8M	30.36%	469	\$19.2M	29.84%	373
Caucasian Females	\$3.1M	3.79%	57	\$2.4M	3.72%	52
Unknown/Decline	\$0.5M	0.61%	11	\$0.6M	0.93%	19
Publicly Owned Entity	\$21.8M	26.68%	459	\$12.2M	18.91%	253
Total	\$81.7M	100.00%	1,602	\$64.5M	100.00%	1,291
% MBE/SLEB	38.56%		37.83%	46.60%		46.01%

Contract Amounts \$100,001-\$500,000 by Ethnicity

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$1.9M	1.72%	13	\$2.3M	2.43%	11
African American Females	\$1.1M	1.00%	7	\$1.2M	1.27%	5
Asian American Males	\$5.3M	4.80%	23	\$5.5M	5.81%	25
Asian American Females	\$2.7M	2.44%	15	\$2.4M	2.54%	12
Hispanic American Males	\$5.3M	4.80%	22	\$2.5M	2.64%	16
Hispanic American Females	\$1.4M	1.27%	7	\$0.9M	0.95%	3
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	\$0.6M	0.54%	3	\$1.4M	1.48%	6
Multi-Ethnic> 50% Females	\$0.5M	0.45%	3	\$0.8M	0.85%	5
Caucasian Males - SLEB	\$17.5M	15.80%	80	\$17.9M	18.95%	74
Caucasian Females - SLEB	\$5.1M	4.62%	22	\$6.5M	6.87%	33
Multi-Ethnic 50/50	\$3.3M	2.99%	16	\$1.4M	1.48%	6
Total MBE/SLEB	\$44.7M	40.43%	211	\$42.8M	45.27%	196
Caucasian Males	\$40.0M	36.22%	177	\$31.2M	32.96%	135
Caucasian Females	\$5.6M	5.07%	25	\$7.7M	8.14%	30
Unknown/Decline	\$2.4M	2.17%	11	\$1.0M	1.06%	15
Publicly Owned Entity	\$17.8M	16.11%	98	\$11.9M	12.57%	72
Total	\$110.5M	100.00%	522	\$94.6M	100.00%	448
% MBE/SLEB	40.43%		40.42%	45.27%		43.75%

Contract Amounts Over \$500,000 by Ethnicity

	7/1/06 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$33.1M	6.83%	8	\$10.0M	3.16%	8
African American Females	\$3.9M	0.81%	3	\$6.3M	1.99%	5
Asian American Males	\$1.3M	0.27%	2	\$7.9M	2.50%	5
Asian American Females	\$18.2M	3.76%	6	\$4.5M	1.42%	4
Hispanic American Males	\$64.5M	13.32%	9	\$8.1M	2.56%	6
Hispanic American Females	\$10.0M	2.06%	2	\$0.1M	0.03%	1
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic > 50% Males	\$2.7M	0.56%	4	\$0.6M	0.19%	1
Multi-Ethnic > 50% Females	-	-	-	\$0.7M	0.22%	1
Caucasian Males - SLEB	\$15.4M	3.16%	16	\$34.6M	10.91%	19
Caucasian Females - SLEB	\$9.2M	1.90%	3	\$6.5M	2.05%	5
Multi-Ethnic 50/50	\$3.3M	0.68%	2	\$1.6M	0.51%	3
Total MBE/SLEB	\$161.6M	33.35%	55	\$80.9M	25.54%	58
Caucasian Males	\$176.2M	36.40%	100	\$134.4M	42.46%	63
Caucasian Females	\$5.4M	1.11%	8	\$1.4M	0.44%	2
Unknown/Decline	\$0.7M	0.14%	1	\$1.4M	0.44%	9
Publicly Owned Entity	\$140.5M	29.00%	28	\$98.5M	31.12%	45
Total	\$484.4M	100.00%	192	\$316.6M	100.00%	177
% MBE/SLEB	33.35%		28.65%	25.54%		32.77%

Total Contracts by Ethnicity

	7/1/09 - 6/30/09			7/1/09 - 12/31/11		
	\$	%	#	\$	%	#
African American Males	\$38.9M	5.16%	263	\$13.9M	2.59%	164
African American Females	\$6.7M	0.89%	87	\$9.1M	1.70%	96
Asian American Males	\$12.3M	1.63%	448	\$19.8M	3.69%	528
Asian American Females	\$24.8M	3.29%	251	\$9.7M	1.81%	155
Hispanic American Males	\$74.0M	9.81%	242	\$13.5M	2.52%	201
Hispanic American Females	\$12.7M	1.68%	78	\$2.6M	0.48%	68
Native American Males	\$0.3M	0.04%	15	\$0.2M	0.04%	6
Native American Females	\$0.3M	0.04%	17	\$0.5M	0.09%	17
Multi-Ethnic> 50% Males	\$6.1M	0.81%	167	\$4.0M	0.75%	125
Multi-Ethnic> 50% Females	\$0.9M	0.12%	29	\$1.9M	0.35%	18
Caucasian Males – SLEB	\$51.9M	6.87%	1,226	\$73.9M	13.78%	3,005
Caucasian Females - SLEB	\$27.1M	3.59%	1,025	\$26.3M	4.90%	1,053
Multi-Ethnic 50/50	\$8.9M	1.18%	170	\$5.6M	1.04%	216
Total MBE/SLEB	\$264.9M	35.11%	4,018	\$181.0M	33.74%	5,652
Caucasian Males	\$267.3M	35.43%	3,780	\$202.1M	37.67%	2,510
Caucasian Females	\$17.8M	2.36%	486	\$14.2M	2.65%	390
Unknown/Decline	\$3.8M	0.50%	45	\$3.3M	0.62%	82
Publicly Owned Entity	\$200.7M	26.60%	5,178	\$135.9M	25.32%	2,956
Total	\$754.5M	100.00%	13,507	\$536.5M	100.00%	11,590
% MBE/SLEB	35.11%		29.75%	33.74%		48.77%

Vendor Pool

December 31, 2011

	SLEB #	Local Vendors Non-SLEB #	Non-Local Vendors #	Total #
African American	211	1,394	456	2,061
Asian American	242	1,087	613	1,942
Hispanic American	103	687	395	1,185
Native American	3	29	29	61
Multi-Ethnic	37	329	367	733
Caucasian	786	-	-	786
Total MBE/SLEB	1,382	3,526	1,860	6,768
Caucasian	-	3,794	4,828	8,623
Unknown/Decline	-	1,780	1,439	3,219
Publicly Owned Entity	-	224	510	733
Total Other	-	5,798	6,777	12,575
Total Vendors	1,382	9,324	8,637	19,343