

STATE OF ILLINOIS  
CHIEF PROCUREMENT OFFICE



FY16 ANNUAL REPORT

SMALL BUSINESS CONTRACTS ACT 30 ILCS 503



# *About the Chief Procurement Office*

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## ***Our Mission and Values***

To work with agencies and universities to meet their procurement needs while exercising independent authority, oversight, and approval designed to continuously improve the procurement process and ensure: compliance with law, fair treatment, diversity, integrity, transparency and value.

## ***Our Purpose***

Illinois' four independent Chief Procurement Officers (CPO) exercise all procurement authority enacted by the Illinois Procurement Code for the state agencies and universities and have a fiduciary responsibility to the taxpayers of the state. When exercising that authority, each CPO appoints State Purchasing Officers (SPO) to exercise the CPOs' procurement authority at the state agencies and universities.

By virtue of their statutory authority and independence, the CPOs ensure that procurements made by the State are transparent, accountable, and in the best interest of the State. Where possible, a competitive bid process is used and an award is made to the lowest-cost responsible and responsive bidder. It is the express duty of all CPOs and SPOs to maximize the value of procurements and to act in a manner that maintains the integrity and public's trust of State government.

## ***The Chief Procurement Officers***

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\*about the cover

More than one million small businesses Open their doors to customers in Illinois each day.

# *Performance Summary*

## *The Small Business Contracts Act*

The General Assembly enacted the Small Business Contracts Act (SBCA) 30 ILCS 503 recognizing that state contracts with Illinois' small business owners facilitates job creation and economic development. One of the most important ways that state government directly supports small business is through purchasing their products and services. The SBCA creates the goal that the State award not less than 10% of the value of all contracts to small businesses.

The CPOs are responsible for reviewing and approving agency and university SBCA compliance plans, monitoring agency and university progress, and reporting on their outcomes. The State's progress towards the 10% goal is the subject of this report.

## *Highlights*

Each year the State of Illinois spends billions of dollars making it one of the largest purchasers of supplies and services in the state. State contracts awarded to Illinois' small businesses return 68% of each dollar back to their local economies, promote hiring, and encourage capital investment. The Chief Procurement Office plays a critical role in strengthening Illinois' economy by ensuring that small businesses have meaningful opportunities to sell their supplies and services to the State, and by developing policies and practices that encourage agencies and universities to buy from Illinois' small vendors.

In Fiscal Year 2016, the Chief Procurement Officers (CPO) for the Department of Transportation, Capital Development Board, and General Services oversaw \$9.0 billion of expenditures whose procurements were subject to the Illinois Procurement Code. Of that, state agencies awarded \$173.0 million with small businesses in Illinois compared to \$256.1 million in Fiscal Year 2015 for the same CPOs. This \$83.1 million decrease represents a 32.4% decrease in small business awards.

Staff from the Chief Procurement Office assist veteran-owned small businesses at a CPO-sponsored event to connect prime contractors with subcontractors in the construction trades

Moraine Valley Community College in Palos Hills, Illinois



## *Performance Summary continued*

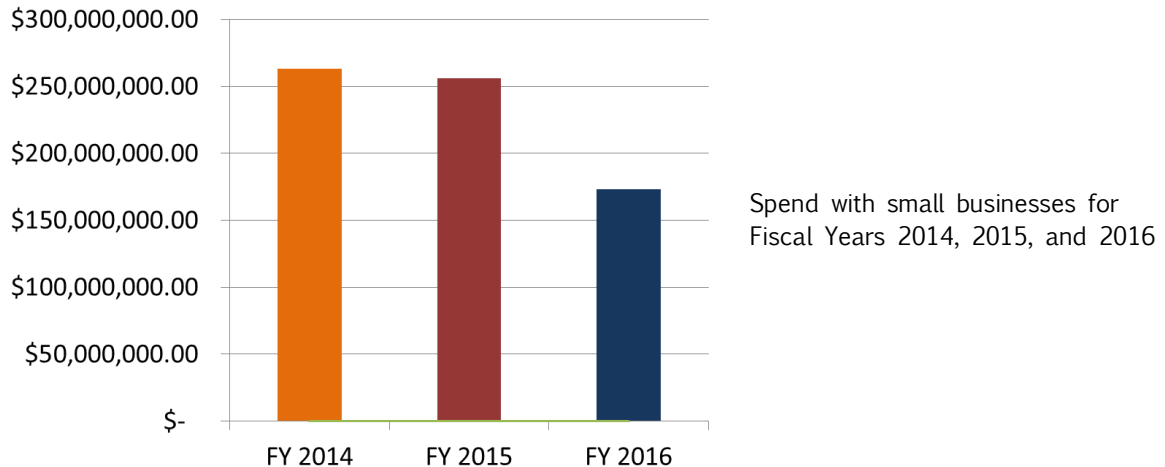
### **Results for FY16**

#### **Total Awards.**

Total All Contract Awards	=	\$9,019,903,239
Small Business Contract Spend	=	\$173,028,847
% Total Contract Awards to Small Business	=	1.92%

#### **Awards by CPO**

CPO	Total \$ All Contract Awards	Total \$ SBCA Spend	SBCA Spend as a % of Total Awards
General Services	\$7,502,499,612	\$140,945,483	1.9%
Dept. of Transportation	\$1,454,016,432	\$5,539,541	0.4%
Capital Development Board	\$63,387,195	\$26,543,823	41.9%



The Chief Procurement Office plays a critical role in strengthening Illinois' economy by ensuring that small businesses have meaningful opportunities to sell their supplies and services to the State, and by developing policies and practices that encourage agencies and universities to buy from Illinois' small vendors.

## *Our Strategic Model*

### ***2016 A New Challenge***

In Fiscal Year 2016, the State operated without a budget for the first time in history. This propelled the Chief Procurement Offices to examine the potential and actual impact on agency and university procurements. In a year of budget uncertainty, procurers hypothesized that they might not obtain maximum competition or the best pricing. In fact, there were instances where vendors reported the need to either increase their bid prices to compensate for slow payment or to not bid at all. A number of small business owners reported that could not financially afford to provide supplies or services on the state's credit.

As the year progressed, bidders submitted proposals not knowing if the State would actually follow-through with a purchase and contractors performed work not knowing when the State might pay for supplies and services that it received. One benefit of having the State as a customer is that the State has been a reliable payer. This benefit is one of the factors that businesses consider, especially smaller businesses, when deciding whether or not to bid on government contracts. As Fiscal Year 2016 progressed and payment became more uncertain, the number of small businesses participating in state contracting began to decrease and the number of small businesses registering for the first time in the Small Business Set-Aside Program decreased.

Without a state budget, many construction projects stopped, agencies postponed a number of procurements, and contractors began accruing late payment interest. CPO staff increased contractor referrals to the state's Vendor Payment Program and a number of small business owners reported that they had to extend their bank lines of credit to continue operating. Similarly, agencies and universities worked with the CPOs to develop contingency plans for affected procurements and find alternative sourcing strategies, like cooperative agreements.

While the CPOs' multi-dimensional strategies to increase small business contracting has resulted in year-over-year increases from Fiscal Years 2012 to 2015, the 32% decrease in contracting this year may be attributable to the threat and actual non-payment of contracts.



In 2016, the CPOs launched the Pathway to Procurement website to provide vendors a starting point to learn about state contracting. Since then, a Pathway to Procurement Facebook page has been created and both novice and experienced vendors report the sites are helpful in locating procurement resources.

[pathwaytoprocurement.illinois.gov](http://pathwaytoprocurement.illinois.gov)

## *CPO Capital Development Board*

The Capital Development Board (CDB) manages construction projects, including repair and renovation, for the State's 8,700 facilities. Many projects involve modernizing facilities to meet accessibility standards and protecting the lives and safety of Illinois residents by removing such environmental hazards as asbestos and lead.

Since the State began tracking small business utilization in 2009, CDB has exhibited an excellent history of utilizing small businesses in the design and construction of the State's buildings. CDB's percentage of contracting with small businesses routinely exceeds the 10% statewide goal found in the Small Business Contracts Act.

In Fiscal Year 2016, CDB's total spend with small business is as follows:

Fiscal Year	Contract Type	Total Spend	Total Spend to Small Businesses	Percent of Contracts
FY 2014	Total	\$213,116,530	\$60,347,095	28.3%
FY 2015	Total	\$300,833,450	\$56,187,474	18.7%
FY 2016	Architects/Engineers	\$2,179,895	\$2,047,123	91%
FY 2016	Contractors	\$61,207,300	\$24,496,699	40%
FY 2016	Total FY 16	\$63,387,195	\$26,543,823*	<b>41.88%</b>

\* \$8,019,452 Spend with M/F/V small businesses

Fiscal Year 2016 participation data indicates that:

- Most prequalified vendors are small businesses
- CDB awards most contracts to small businesses
- CDB exceeds small business participation goals

The FY 2016 performance of 42% of overall spend to small business is a considerable increase from prior years and may be partially attributed to the lower overall spend. This participation level does not include participation by subcontractors on construction projects, most of which are small businesses. As a result, actual participation of small businesses in construction projects is much larger than just the participation by prime contractors identified in this report.

The CPO-CDB and CDB recognize the vital role small businesses play in CDB projects at the subcontractor level and believe they should be counted in the achievement numbers. Regardless of the method for delivering a project, construction is largely performed through tiers of

## *CPO Department of Transportation*

subcontractors and material suppliers, the majority of whom are likely to be small businesses. The CPO-CDB has encouraged CDB to track and calculate the role small businesses play in CDB projects at the subcontractor level. The CPO-CDB continues to encourage legislative changes that will recognize all small business participation by including subcontractor contracts in the overall participation measurement.

### *CPO DEPARTMENT OF TRANSPORTATION*

In terms of dollar amount awarded, the Department of Transportation's (DOT) small business contracting is the highest in the State. In FY16, DOT awarded \$56.5 million in construction and non-construction contracts to small businesses.

IDOT's Small Business Set-Aside Program started several years ago. The designated Small Business Set-Aside projects are identified in several places in the Transportation Procurement Bulletin. In accordance with Section 500/45-45 of the Illinois Procurement Code and the rules of the Department, only bids from qualified small businesses will be considered for award. The nature of road and bridge construction does not lend itself well to small contracts that would fit into the Small Business Set-Aside Program, so projects are unbundled to the greatest extent possible to increase available projects for these Lettings.

To encourage maximum competition, these Small Business Set-Asides are open bidding items. In accordance with the rules of the Department, prequalification is waived for these items. All bidders, including those correctly prequalified by the Department, are required to submit with the bids a Qualification and Equipment Inventory Certification Form. The form is included with the proposal and bidding documents.

Typically, the Department administers an average of seven (7) scheduled lettings per year with approximately seven (7) Small Business Set-Aside projects per each letting.

Fiscal Year	Total Awards for Construction	SBCA Awards (\$)	SBCA % of Total	# of SBCA Awards	Average SBCA Award (\$)
FY14	\$1,783,739,888	\$7,984,373	.45%	47	\$169,880
FY15	\$2,238,601,687	\$5,780,992	.26%	41	\$141,000
FY16	\$1,454,016,432	\$5,539,541	.38%	43	\$128,827



## *CPO General Services*

The CPO for General Services (CPO-GS) focuses on strengthening and expanding the unique procurement services offered to Illinois' small business owners. Whether it's supporting the Toll Highway Authority's initiative to create more small business contracts in road construction, identifying new small business set-aside categories, assisting veteran-owned small businesses learn about procurement opportunities, or speaking with small business owners at outreach events around the state, the CPO-GS' small business services are distinct from those offered by other state entities.

Individual, yet centrally coordinated, procurement planning is essential to increasing contracting with small business. The CPO-GS' Small Business Specialist assists each agency with an annual compliance plan demonstrating how the agency will progress towards obtaining the 10% small business contracting goal. The Small Business Specialist provides guidance and assistance in development of the plans and monitors progress during the year.

The most important tool to assist state agencies increase their small business contracting is the creation and use of small business set-asides. When a contract is set-aside, only qualified Illinois small businesses may compete for it. Contracts obtained through the use of set-asides is a sub-set of the small business contracts reported here.

### Small Business Set-Aside Program (SBSP) Statistics

Total Contract Expenditures for All CPO-GS Agencies = \$7,502,499,612  
(includes large and small, in-state and out-of-state vendors)

SBSP Expenditures = \$96,810,791  
(only small businesses based in Illinois qualify for SBSP)

% of Total Contract Expenditures to SBSP vendors = 1.29%

% of SBSP Expenditures to Business Enterprise Program vendors = 50.0%  
SBSP Expenditures to BEP vendors = \$48,391,430

In Fiscal Year 2017, the CPO-GS is evaluating all commodity codes set-aside for small businesses in an effort to remove any that are not being used and to add new ones where appropriate.



**GENERAL SERVICES: Small Business Contracting by Agency**

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total	SBSP Spend
AGING	FY14	\$940,980	\$113,316	12.0%	\$123,550
AGING	FY15	\$1,344,012	\$242,503	18.0%	\$242,503
AGING	FY16	\$306,265	\$11,331	3.7%	\$11,331
AGRICULTURE	FY14	\$10,352,652	\$1,989,371	19.2%	\$1,273,566
AGRICULTURE	FY15	\$10,306,222	\$2,073,752	20.1%	\$1,444,815
AGRICULTURE	FY16	\$7,532,547	\$973,315	12.9%	\$315,473
ARTS COUNCIL	FY14	\$169,363	\$44,825	26.5%	\$39,625
ARTS COUNCIL	FY15	\$167,273	\$52,929	31.6%	\$52,929
ARTS COUNCIL	FY16	\$16,197	\$741	4.6%	\$741
BOARD OF HIGHER EDUCATION	FY14	\$708,611	\$60,071	8.5%	\$60,071
BOARD OF HIGHER EDUCATION	FY15	\$538,895	\$21,404	4.0%	\$21,404
BOARD OF HIGHER EDUCATION	FY16	\$142,968	\$1,593	1.1%	\$1,593
CENTRAL MANAGEMENT SERVICES	FY14	\$3,709,093,886	\$25,991,522	0.7%	\$21,016,192
CENTRAL MANAGEMENT SERVICES	FY15	\$3,384,375,090	\$20,255,291	0.6%	\$20,555,291
CENTRAL MANAGEMENT SERVICES	FY16	\$1,369,733,234	\$10,737,289	0.8%	\$10,767,289
CHILDREN AND FAMILY SERVICES	FY14	\$24,071,837	\$7,454,124	31.0%	\$3,587,163
CHILDREN AND FAMILY SERVICES	FY15	\$18,385,285	\$3,356,597	18.3%	\$2,292,753
CHILDREN AND FAMILY SERVICES	FY16	\$18,320,098	\$2,998,476	16.4%	\$1,959,056
CIVIL SERVICE COMMISSION	FY14	\$9,070	\$3,075	33.9%	\$3,075
CIVIL SERVICE COMMISSION	FY15	\$8,079	\$107	1.3%	\$107
CIVIL SERVICE COMMISSION	FY16	\$0	\$0	\$0	\$0
COMMERCE AND ECONOMIC OPPORTUNITY	FY14	\$36,484,736	\$134,223	0.4%	\$108,209
COMMERCE AND ECONOMIC OPPORTUNITY	FY15	\$39,361,549	\$112,159	0.3%	\$0
COMMERCE AND ECONOMIC OPPORTUNITY	FY16	\$14,851,826	\$177,684	1.2%	\$163,475
COMMERCE COMMISSION	FY14	\$1,043,420	\$190,853	18.3%	\$130,863
COMMERCE COMMISSION	FY15	\$860,530	\$199,690	23.2%	\$152,691
COMMERCE COMMISSION	FY16	\$664,850	\$168,766	25.4%	\$133,055
COMMUNITY COLLEGE BOARD	FY14	\$453,741	\$6,628	1.5%	\$6,628
COMMUNITY COLLEGE BOARD	FY15	\$544,596	\$21,943	4.0%	\$21,943
COMMUNITY COLLEGE BOARD	FY16	\$103,361	\$569	0.6%	\$569
CORRECTIONS	FY14	\$294,320,632	\$17,794,624	6.0%	\$17,632,684
CORRECTIONS	FY15	\$276,878,567	\$15,216,188	5.5%	\$15,216,187
CORRECTIONS	FY16	\$32,022,044	\$4,020,189	12.6%	\$3,819,180
COUNCIL ON DEVELOPMENTAL DISABILITIES	FY14	\$77,118	\$18,012	23.4%	\$18,134
COUNCIL ON DEVELOPMENTAL DISABILITIES	FY15	\$78,915	\$2,824	3.6%	\$2,824
COUNCIL ON DEVELOPMENTAL DISABILITIES	FY16	\$91,049	\$2,389	2.6%	\$2,389
CRIMINAL JUSTICE INFORMATION AUTHORITY	FY14	\$648,244	\$54,543	8.4%	\$20,495
CRIMINAL JUSTICE INFORMATION AUTHORITY	FY15	\$315,918	\$36,776	11.6%	\$28,085
CRIMINAL JUSTICE INFORMATION AUTHORITY	FY16	\$538,000	\$252,000	46.8%	\$150,000
DEAF & HARD OF HEARING COMMISSION	FY14	\$105,496	\$28,496	27.0%	\$28,655
DEAF & HARD OF HEARING COMMISSION	FY15	\$126,977	\$16,840	13.3%	\$16,840
DEAF & HARD OF HEARING COMMISSION	FY16	\$52,611	\$3,705	7.0%	\$3,705

# CPO General Services *continued*

## GENERAL SERVICES: Small Business Contracting by Agency cont.

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total	SBSP Spend
EDUCATIONAL LABOR RELATIONS BOARD	FY14	\$61,565	\$20,666	33.6%	\$20,666
EDUCATIONAL LABOR RELATIONS BOARD	FY15	\$67,247	\$19,341	28.8%	\$19,341
EDUCATIONAL LABOR RELATIONS BOARD	FY16	\$70,713	\$1,458	2.1%	\$1,458
EMERGENCY MANAGEMENT AGENCY	FY14	\$5,228,867	\$535,419	10.2%	\$520,383
EMERGENCY MANAGEMENT AGENCY	FY15	\$3,614,008	\$379,894	10.5%	\$379,894
EMERGENCY MANAGEMENT AGENCY	FY16	\$3,801,694	\$717,089	18.9%	\$717,089
EMPLOYMENT SECURITY	FY14	\$9,167,715	\$3,032,416	33.1%	\$1,576,580
EMPLOYMENT SECURITY	FY15	\$7,384,279	\$1,243,983	16.9%	\$1,235,070
EMPLOYMENT SECURITY	FY16	\$9,482,175	\$2,500,877	26.4%	\$2,500,877
ENVIRONMENTAL PROTECT AGENCY	FY14	\$25,352,866	\$2,060,576	8.1%	\$842,529
ENVIRONMENTAL PROTECT AGENCY	FY15	\$29,139,906	\$2,403,932	8.3%	\$1,277,487
ENVIRONMENTAL PROTECT AGENCY	FY16	\$24,514,473	\$4,428,044	18.1%	\$3,099,630
EXECUTIVE ETHICS COMMISSION	FY14	\$228,540	\$1,821	0.8%	\$1,821
EXECUTIVE ETHICS COMMISSION	FY15	\$170,878	\$2,566	1.5%	\$2,566
EXECUTIVE ETHICS COMMISSION	FY16	\$0	\$0	\$0	\$0
FINANCE AUTHORITY	FY14	\$0	\$0	\$0	\$0
FINANCE AUTHORITY	FY15	\$0	\$0	\$0	\$0
FINANCE AUTHORITY	FY16	\$0	\$0	\$0	\$0
FINANCIAL AND PROFESSIONAL REGULATION	FY14	\$6,273,359	\$1,951,066	31.1%	\$1,843,594
FINANCIAL AND PROFESSIONAL REGULATION	FY15	\$5,502,119	\$699,977	12.7%	\$577,663
FINANCIAL AND PROFESSIONAL REGULATION	FY16	\$4,581,954	\$161,991	3.5%	\$161,991
GAMING BOARD	FY14	\$887,913	\$81,375	9.2%	\$44,745
GAMING BOARD	FY15	\$641,267	\$95,706	14.9%	\$73,274
GAMING BOARD	FY16	\$493,199	\$136,716	27.7%	\$110,895
GUARDIAN & ADVOCACY COMMISSION	FY14	\$216,528	\$37,703	17.4%	\$17,620
GUARDIAN & ADVOCACY COMMISSION	FY15	\$179,025	\$27,196	15.2%	\$0
GUARDIAN & ADVOCACY COMMISSION	FY16	\$189,706	\$22,598	11.9%	\$0
HEALTHCARE & FAMILY SERVICES	FY14	\$1,088,960,182	\$6,230,963	0.6%	\$6,040,622
HEALTHCARE & FAMILY SERVICES	FY15	\$1,866,885,729	\$3,276,574	0.2%	\$3,276,574
HEALTHCARE & FAMILY SERVICES	FY16	\$1,645,104,399	\$1,790,985	0.1%	\$1,697,727
HISTORIC PRESERVATION AGENCY	FY14	\$3,571,126	\$1,057,343	29.6%	\$1,057,343
HISTORIC PRESERVATION AGENCY	FY15	\$3,454,068	\$595,353	17.2%	\$131,643
HISTORIC PRESERVATION AGENCY	FY16	\$1,871,060	\$155,082	8.3%	\$0
HUMAN RIGHTS	FY14	\$242,623	\$73,035	30.1%	\$0
HUMAN RIGHTS	FY15	\$252,583	\$38,463	15.2%	\$0
HUMAN RIGHTS	FY16	\$104,772	\$6,947	6.6%	\$6,947
HUMAN RIGHTS COMMISSION	FY14	\$73,592	\$36,592	49.7%	\$0
HUMAN RIGHTS COMMISSION	FY15	\$78,747	\$39,695	50.4%	\$0
HUMAN RIGHTS COMMISSION	FY16	\$0	\$0	\$0	\$0
HOUSING DEVELOPMENT AUTHORITY	FY14	\$0	\$0	\$0	\$296,064
HOUSING DEVELOPMENT AUTHORITY	FY15	\$0	\$0	\$0	\$91,216
HOUSING DEVELOPMENT AUTHORITY	FY16	\$4,256,037	\$50,649	1.2%	\$50,649
HUMAN SERVICES	FY14	\$145,764,954	\$15,099,858	10.4%	\$15,099,858
HUMAN SERVICES	FY15	\$131,720,865	\$8,430,879	6.4%	\$8,430,879
HUMAN SERVICES	FY16	\$78,829,762	\$7,478,954	9.5%	\$6,307,845

## GENERAL SERVICES: Small Business Contracting by Agency cont.

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total	SBSP Spend
INSURANCE	FY14	\$33,538,923	\$608,140	1.8%	\$279,608
INSURANCE	FY15	\$31,543,519	\$578,898	1.8%	\$152,509
INSURANCE	FY16	\$12,690,177	\$120,274	0.9%	\$82,248
JUVENILE JUSTICE	FY14	\$20,688,016	\$1,258,376	6.1%	\$1,127,159
JUVENILE JUSTICE	FY15	\$16,976,045	\$1,168,610	6.9%	\$1,168,610
JUVENILE JUSTICE	FY16	\$17,727,262	\$699,422	3.9%	\$678,439
LABOR	FY14	\$123,212	\$16,625	13.5%	\$13,900
LABOR	FY15	\$163,155	\$13,922	8.5%	\$0
LABOR	FY16	\$363,245	\$15,064	4.1%	\$15,064
LABOR RELATIONS BOARD	FY14	\$108,182	\$66,059	61.1%	\$0
LABOR RELATIONS BOARD	FY15	\$112,139	\$86,857	77.5%	\$0
LABOR RELATIONS BOARD	FY16	\$0	\$0	\$0	\$0
LAW ENFORCEMENT TRAINING STANDARDS BD	FY14	\$210,483	\$3,581	1.7%	\$0
LAW ENFORCEMENT TRAINING STANDARDS BD	FY15	\$180,711	\$7,601	4.2%	\$0
LAW ENFORCEMENT TRAINING STANDARDS BD	FY16	\$160,499	\$16,986	10.6%	\$0
LOTTERY	FY14	\$3,794,631	\$371,990	9.8%	\$0
LOTTERY	FY15	\$4,384,152	\$565,164	12.9%	\$0
LOTTERY	FY16	\$2,611,303	\$221,681	8.5%	\$221,681
MATH AND SCIENCE ACADEMY	FY14	\$0	\$0	\$0	\$0
MATH AND SCIENCE ACADEMY	FY15	\$0	\$0	\$0	\$0
MATH AND SCIENCE ACADEMY	FY16	\$5,479,303	\$976,087	17.8%	\$878,615
MILITARY AFFAIRS	FY14	\$11,597,782	\$1,731,620	14.9%	\$2,182,831
MILITARY AFFAIRS	FY15	\$11,533,030	\$1,969,533	17.1%	\$1,969,532
MILITARY AFFAIRS	FY16	\$8,025,008	\$1,051,584	13.1%	\$1,051,584
NATURAL RESOURCES	FY14	\$48,521,788	\$8,770,982	18.1%	\$4,529,089
NATURAL RESOURCES	FY15	\$58,372,866	\$9,245,320	15.8%	\$5,385,609
NATURAL RESOURCES	FY16	\$17,494,469	\$1,205,324	6.9%	\$361,563
OEIG	FY14	\$401,228	\$5,385	1.3%	\$2,846
OEIG	FY15	\$277,410	\$3,129	1.1%	\$0
OEIG	FY16	\$6,933	\$412	5.9%	\$0
OFFICE OF THE STATE FIRE MARSHAL	FY14	\$1,657,624	\$831,418	50.2%	\$590,770
OFFICE OF THE STATE FIRE MARSHAL	FY15	\$1,760,117	\$659,389	37.5%	\$68,553
OFFICE OF THE STATE FIRE MARSHAL	FY16	\$1,420,480	\$682,853	48.1%	\$120,234
PRISONER REVIEW BOARD	FY14	\$125,993	\$16,656	13.2%	\$10,711
PRISONER REVIEW BOARD	FY15	\$132,811	\$16,825	12.7%	\$1,874
PRISONER REVIEW BOARD	FY16	\$137,633	\$2,118	1.5%	\$1,879
PROPERTY TAX APPEAL BOARD	FY14	\$175,542	\$131,482	74.9%	\$0
PROPERTY TAX APPEAL BOARD	FY15	\$152,040	\$41,150	27.1%	\$0
PROPERTY TAX APPEAL BOARD	FY16	\$26,136	\$3,214	12.3%	\$0
ILLINOIS POWER AUTHORITY	FY14	\$60,824	\$18,864	31.0%	\$0
ILLINOIS POWER AUTHORITY	FY15	\$15,106	\$275	1.8%	\$275
ILLINOIS POWER AUTHORITY	FY16	\$81,880	\$0	0.0%	\$0

# *CPO General Services continued*

## GENERAL SERVICES: Small Business Contracting by Agency cont.

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total	SBSP Spend
PUBLIC HEALTH	FY14	\$83,238,526	\$1,252,904	1.5%	\$1,148,195
PUBLIC HEALTH	FY15	\$71,851,602	\$995,503	1.4%	\$639,282
PUBLIC HEALTH	FY16	\$67,914,001	\$568,561	0.8%	\$503,713
RACING BOARD	FY14	\$99,280	\$31,588	31.8%	\$14,400
RACING BOARD	FY15	\$97,525	\$27,779	28.5%	\$0
RACING BOARD	FY16	\$69,244	\$8,365	12.1%	\$8,365
REVENUE	FY14	\$10,877,412	\$2,094,220	19.3%	\$2,080,542
REVENUE	FY15	\$9,692,267	\$811,423	8.4%	\$811,422
REVENUE	FY16	\$6,246,654	\$415,876	6.7%	\$415,876
STATE BOARD OF EDUCATION	FY14	\$67,710,843	\$1,757,986	2.6%	\$222,061
STATE BOARD OF EDUCATION	FY15	\$74,518,913	\$2,298,249	3.1%	\$2,078,726
STATE BOARD OF EDUCATION	FY16	\$43,749,441	\$4,404,121	10.1%	\$4,299,996
STATE BOARD OF ELECTIONS	FY14	\$0	\$0		\$0
STATE BOARD OF ELECTIONS	FY15	\$0	\$0		\$0
STATE BOARD OF ELECTIONS	FY16	\$1,593,180	\$338,795	21.3%	\$176,795
STATE POLICE	FY14	\$47,670,121	\$2,834,013	5.9%	\$1,677,795
STATE POLICE	FY15	\$39,239,240	\$2,476,653	6.3%	\$1,829,064
STATE POLICE	FY16	\$21,198,321	\$604,884	2.9%	\$377,552
STATE POLICE MERIT BOARD	FY14	\$220,028	\$84,542	38.4%	\$0
STATE POLICE MERIT BOARD	FY15	\$142,018	\$36,441	25.7%	\$36,440
STATE POLICE MERIT BOARD	FY16	\$80,113	\$12,981	16.2%	\$0
STATE UNIVERSITIES CIVIL SERVICE	FY14	\$189,482	\$10,071	5.3%	\$0
STATE UNIVERSITIES CIVIL SERVICE	FY15	\$203,834	\$4,743	2.3%	\$0
STATE UNIVERSITIES CIVIL SERVICE	FY16	\$0	\$0	\$0	\$0
ILLINOIS STUDENT ASSISTANCE COMMISSION	FY14	\$11,469,512	\$1,836,879	16.0%	\$1,836,879
ILLINOIS STUDENT ASSISTANCE COMMISSION	FY15	\$12,263,352	\$2,297,842	17.7%	\$2,302,366
ILLINOIS STUDENT ASSISTANCE COMMISSION	FY16	\$13,313,404	\$958,726	7.2%	\$958,726
TOLL HIGHWAY AUTHORITY	FY14	\$804,477,349	\$12,718,963	1.6%	\$9,564,942
TOLL HIGHWAY AUTHORITY	FY15	\$1,266,425,140	\$29,763,003	2.4%	\$27,092,326
TOLL HIGHWAY AUTHORITY	FY16	\$1,569,215,786	\$34,712,287	2.2%	\$31,622,893
TRANSPORTATION	FY14	\$2,295,031,948	\$67,577,516	2.9%	\$62,756,526
TRANSPORTATION	FY15	\$2,514,366,485	\$75,638,954	3.0%	\$9,282,806
TRANSPORTATION	FY16	\$2,478,067,464	\$50,999,233	2.1%	\$48,897,341
VETERANS' AFFAIRS	FY14	\$16,591,849	\$6,413,821	38.7%	\$6,413,821
VETERANS' AFFAIRS	FY15	\$16,235,133	\$6,562,032	40.4%	\$6,562,032
VETERANS' AFFAIRS	FY16	\$16,918,416	\$6,107,536	36.1%	\$6,107,536
WORKERS' COMPENSATION COMMISSION	FY14	\$483,960	\$66,383	13.7%	\$66,383
WORKERS' COMPENSATION COMMISSION	FY15	\$453,261	\$45,617	10.1%	\$0
WORKERS' COMPENSATION COMMISSION	FY16	\$316,146	\$19,662	6.2%	\$19,662

**GENERAL SERVICES:** Average Contract Amount by Agency

State Agency	Number of SBCA Contracts	Average Contract Amount
AGING	3	\$3,777
AGRICULTURE	435	\$1,254
ARTS COUNCIL	2	\$370
BOARD OF HIGHER EDUCATION	5	\$318
CENTRAL MANAGEMENT SERVICES	2,564	\$4,187
CHILDREN AND FAMILY SERVICES	180	\$15,587
CIVIL SERVICE COMMISSION	0	\$0
COMMERCE AND ECONOMIC OPPORTUNITY	69	\$2,575
COMMERCE COMMISSION	65	\$2,596
COMMUNITY COLLEGE BOARD	12	\$569
CORRECTIONS	826	\$4,867
COUNCIL ON DEVELOPMENTAL DISABILITIES	9	\$265
CRIMINAL JUSTICE INFORMATION AUTHORITY	23	\$645
DEAF & HARD OF HEARING COMMISSION	7	\$529
EDUCATIONAL LABOR RELATIONS BOARD	16	\$91
EMERGENCY MANAGEMENT AGENCY	181	\$3,961
EMPLOYMENT SECURITY	69	\$36,244
ENVIRONMENTAL PROTECTION AGENCY	225	\$19,680
EXECUTIVE ETHICS COMMISSION	0	\$0
FINANCE AUTHORITY	0	\$0
FINANCIAL AND PROFESSIONAL REGULATION	96	\$1,687
GAMING BOARD	47	\$2,908
GUARDIAN & ADVOCACY COMMISSION	26	\$869
HEALTHCARE & FAMILY SERVICES	143	\$11,872
HEALTH INFORMATION TECHNOLOGY	0	\$0
HISTORIC PRESERVATION AGENCY	186	\$833
HUMAN RIGHTS	29	\$239
HUMAN RIGHTS COMMISSION	0	\$0
HOUSING DEVELOPMENT AUTHORITY	0	\$0
HUMAN SERVICES	1,675	\$3,765
INSURANCE	40	\$3,006
JUVENILE JUSTICE	510	\$1,430
LABOR	29	\$519
LABOR RELATIONS BOARD	0	\$0
LAW ENFORCEMENT TRAINING & STANDARDS BOARD	15	\$1,132
LOTTERY	36	\$6,157

## *CPO General Services continued*

### GENERAL SERVICES: Average Contract Amount by Agency cont.

State Agency	Number of SBCA Contracts	Average Contract Amount
MATH AND SCIENCE ACADEMY	354	\$2,612
MEDICAL DISTRICT	0	\$0
MILITARY AFFAIRS	466	\$2,526
NATURAL RESOURCES	972	\$1,240
OEIG	0	\$0
OFFICE OF THE STATE FIRE MARSH	39	\$17,509
PRISONER REVIEW BOARD	3	\$706
PROPERTY TAX APPEAL BOARD	5	\$642
PROCUREMENT POLICY BOARD	0	\$0
POWER AUTHORITY	0	\$0
PUBLIC HEALTH	165	\$3,445
RACING BOARD	16	\$522
REVENUE	251	\$1,656
STATE BOARD OF EDUCATION	89	\$49,484
STATE POLICE	190	\$3,183
STATE POLICE MERIT BOARD	6	\$2,163
STATE UNIV. CIVIL SERVICE SYSTEM	0	\$0
STUDENT ASSISTANCE COMMISSION	55	\$16,094
TOLL HIGHWAY	965	\$35,971
TRANSPORTATION	3,172	\$16,077
VETERANS' AFFAIRS	2,287	\$2,670
WORKERS' COMPENSATION COMMISSION	15	\$1,310

### GENERAL SERVICES: Year-Over-Year Performance

Fiscal Year	Total SBCA Spend	Total # SBCA Contracts
2014	\$194,937,005	45,834
2015	\$194,177,481	42,266
2016	\$140,945,483	16,573

49 state agencies in the General Service's portfolio spent \$140.9 million with small businesses, which represents 1.88% of these agencies' total spend of \$7.5 billion.

Total spend with small businesses is down \$53,231,998 or -27.4%. However, the agencies' spend with small businesses as a percentage of their total spend is only down -.08%. Despite the lack of a state budget and lower overall spending, agencies continue to follow established procurement procedures that promote contract awards to small businesses.

Agencies executed 16,573 contracts with small businesses; the average amount was \$8,504.

**GENERAL SERVICES: Top 10 Agencies by Total Small Business Expenditure \$**

Agency	SBCA Spend
TRANSPORTATION	\$50,999,233
TOLL HIGHWAY AUTHORITY	\$34,712,287
CENTRAL MANAGEMENT SERVICES	\$10,737,289
HUMAN SERVICES	\$7,478,954
VETERANS' AFFAIRS	\$6,107,536
ENVIRONMENTAL PROTECTION AGENCY	\$4,428,044
STATE BOARD OF EDUCATION	\$4,404,121
CORRECTIONS	\$4,020,189
CHILDREN AND FAMILY SERVICES	\$2,998,476
EMPLOYMENT SECURITY	\$2,500,877

**GENERAL SERVICES: Agencies Meeting the 10% SBCA Goal**

Agency	SBCA % of Total
OFFICE OF THE STATE FIRE MARSHAL	48.1%
CRIMINAL JUSTICE INFORMATION AUTHORITY	46.8%
VETERANS' AFFAIRS	36.1%
GAMING BOARD	27.7%
EMPLOYMENT SECURITY	26.4%
COMMERCE COMMISSION	25.4%
STATE BOARD OF ELECTIONS	21.3%
EMERGENCY MANAGEMENT AGENCY	18.9%
ENVIRONMENTAL PROTECT AGENCY	18.1%
MATH AND SCIENCE ACADEMY	17.8%
CHILDREN AND FAMILY SERVICES	16.4%
STATE POLICE MERIT BOARD	16.2%
MILITARY AFFAIRS	13.1%
AGRICULTURE	12.9%
CORRECTIONS	12.6%
PROPERTY TAX APPEAL BOARD	12.3%
RACING BOARD	12.1%
GUARDIAN & ADVOCACY COMMISSION	11.9%
LAW ENFORCEMENT TRAINING STANDARDS BD	10.6%
STATE BOARD OF EDUCATION	10.1%

And, pretty close...

HUMAN SERVICES	9.5%
LOTTERY	8.5%
HISTORIC PRESERVATION AGENCY	8.3%