



Results

Interesting

Detailed

Creative

Challenging

Integrated

Procurement is Progressive

Collaborative
Strategic
Engaging

Chief Procurement Office General Services

FY PROCUREMENT
17 The Year in Review

OUR CHALLENGE: UNCOMPLICATE THE COMPLICATED

Ensuring that procurements are lawful is only the starting point.

Words We Live By

Be Ethical

Be Transparent

Be Accountable

Be Fair

Be Responsive

Be Respectful

Be Kind

Be Fun

Ask 25 people what “procurement” is and you’ll get 40 different answers. And 3 people will have given no answer at all. While this seems like an exaggeration, it’s worth pointing out that not even the Illinois Procurement Code contains a definition of procurement. Unfortunately, procurement is complex. The practice of it is both a science and an art. And at it’s worst, it can be confusing, slow, and unfair. A long-time state contractor recently described state procurement as a supreme test of wills: “Will I understand the State’s paperwork? Will I find someone who can answer my questions? Will I win? And if I do, will I get paid?”

The Chief Procurement Officer for General Services (CPO) is the ultimate authority and regulator of procurement for 58 state agencies, boards, and commissions. She has a fiduciary duty to the taxpayers and is statutorily mandated to ensure the lawfulness of each transaction under the Procurement Code. She leads a handpicked team of procurement experts. Together, we continue to look for ways to uncomplicate the complicated, and **create clear and simple solutions**.

We understand in this digital age of instant communication, information, and interaction, the complexity of the procurement laws and processes only compounds the frustration that vendors and state agencies feel when getting answers is difficult and filling out paper forms is the norm. We also know the **supreme joy** and satisfaction when vendors win contracts and agencies efficiently procure quality items at value prices. Yes, this excites us! We’re motivated problem-solvers and students of best practices in procurement (Yes, we’re procurement geeks).

In Fiscal Years 2016 and 2017, the State of Illinois operated without or on a partial budget. State agencies continued to procure supplies and services to operate, but vendor payments ceased. So our **challenge** is and has been how to refocus and revitalize limited resources so that words like effective, innovative, and fast are used alongside ethical and transparent when describing and defining state procurement. With big challenges ahead, we’re implementing bold solutions.

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OUR CULTURE

We believe in better government. We know our individual actions each day make it better.



Our work is led by Ellen Daley, Chief Procurement Officer for General Services. The CPO is an independent officer of the State and is appointed to the position by the Executive Ethics Commission and confirmed by the Senate.

Ellen is an attorney with more than 17 years of experience in public procurement. She represents Illinois in the National Association of State Procurement Officials.

In Fiscal Year 2017, we implemented a strategy to accelerate the **streamlining** of Illinois' procurement system. The first step was to build a team of people who believe what we believe.

Whether new to government or an experienced veteran, our team of purchasing officers and professionals is passionate about protecting the integrity of the procurement process, helping state agencies and vendors understand the state's procurement laws, and finding new and better ways to procure that bring real meaning to the words efficient and effective.

First and foremost, we believe in safeguarding the taxpayer's trust and money. Our primary **purpose** is to ensure that every procurement is conducted ethically and lawfully. We review and approve thousands of procurements each year. If anything about the procurement is unlawful, we stop it.

We believe in radical **transparency** by publishing procurements to the Illinois Procurement Bulletin (www.purchase.state.il.us), holding public hearings, and making procurement files available for public inspection. We invite questions and welcome scrutiny.

The diverse team we've assembled comes from the manufacturing and music industries, have been small business owners and government experts, earned procurement certification and advanced degrees, and are called lawyers, mothers and fathers. We believe in hard work, creativity, thorough analysis, and honesty. We love smart.

All State Purchasing Officers earn accreditation by the Universal Public Procurement Certification Council or the Institute for Supply Management. We support membership in and continuing education through the Illinois Association of Procurement Professionals, National Institute for Governmental Purchasing, and National Association of State Purchasing Officers.

Our vision for transforming procurement starts and ends with people and processes that have the highest **integrity and ethics**.

REFOCUSING ON BOLD

**Progress comes through big and small changes.
We're making some big ones.**

State agencies and vendors entered into Fiscal Year 2017 not knowing if the budget impasse would last three months, six months, or the entire year. Dozens of state employees with years of procurement experience retired. The three main software systems used statewide to support procurement activity were decades old. While it would have been easy to simply try to get by, we chose to accelerate our transformation of procurement and help shape our future.

BIDBUY

The decision to replace three legacy procurement systems with one e-procurement system, branded BidBuy, was already made in November 2014. BidBuy consolidates nearly all procurement functions into one system. Total visibility, total decision-making, and deep-dive spend analytics all with one login. To accelerate its implementation, we expanded the BidBuy team, discussed agency-specific needs with stakeholders in 50 agencies, and created a library of online multi-media content to train nearly 1,800 procurement staff statewide. Pilot agencies provided valuable feedback which led to process and system re-design. With the Department of Central Management Services as a co-owner and implementer of BidBuy, the State is quickly preparing for the biggest change to procurement in 30 years. In Fiscal Year 2018, all state agencies will use BidBuy.

LEGISLATION

When you oversee approximately \$7 billion in annual procurement, you gain a few insights about the pain points and opportunities facing vendors and state agencies. So when the General Assembly asked for input on proposed legislation that addressed both, the Chief Procurement Officer (CPO) and her team were quick to respond. The result was the passage of Public Act 100-43 which may be viewed here:

<http://www.ilga.gov/legislation/publicacts/fulltext.asp?Name=100-0043&GA=100>.



REFOCUSING ON BOLD cont.

A summary of how this law impacts procurement may be found on the CPO's website at:

<https://www.illinois.gov/cpo/general/Pages/WhatsNew.aspx>

JOINT AND COOPERATIVE PURCHASING

With fewer personnel and smaller budgets, state agencies seek more efficient use of staff time and greater value from each dollar spent. By creating a comprehensive joint and cooperative purchasing program that can deliver lower cost and higher value contracts, the CPO will be offering state agencies and local units of government more contract opportunities. You can learn more about the Governmental Joint Purchasing Act (30 ILCS 525/)

here: <http://www.ilga.gov/legislation/ilcs/ilcs3.asp?ActID=537&ChapterID=7>.

With joint and cooperative purchasing, Illinois joins other states and government entities to combine their purchasing needs and use of procurement and subject matter experts to procure best-in-class contracts. Fewer state resources are used to procure these contracts and they usually result in better pricing and terms due to **leveraged buying power**.

The CPO's joint and cooperative purchasing program is being branded as the Unified Procurement Program, or UPP. The highest priority for UPP is the assurance that all vendors that receive a state contract meet state standards for disclosure and certification. And, through UPP, Illinois businesses will have growth opportunities by selling to other states.



REFOCUSING ON BOLD cont.

PROCUREMENT REGULATOR

The responsibility of the CPO and her team begins and ends with making sure that 58 state agencies conduct every procurement not only lawfully, but with the highest integrity and ethics. It is this directive that underpins all initiatives.

In Fiscal Year 2017, the CPO identified and stopped a variety of situations that potentially violated or actually violated a law or policy. The CPO's response included **advising** agency directors of the misconduct, conducting training for agency staff, **removing** vendors from preference programs, and referring the situations to the Office of Executive Inspector General or Attorney General.

CONTACT US

We're not only here, we want to hear from you!

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Unified Procurement Program
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Small Business Set-Aside Program
<https://www.facebook.com/StateOfIllinoisSmallBusinessSetAsideProgram>
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IL FINANCE AUTHORITY'S EXEMPT CONTRACTS

The Illinois Finance Authority (IFA) provides access to low-cost capital to public and private institutions that foster economic development, create and retain jobs, and improve quality of life for Illinois residents. IFA is a body politic and corporate of the State of Illinois. You may learn more about the IFA at:

<http://il-fa.com/>.

While the Illinois Procurement Code applies to IFA's procurements, it does not apply to IFA's contracts for legal, financial, and other professional and artistic services entered into on or before December 31, 2018 in which the State of Illinois is not obligated. 30 ILCS 500/1-10(b)(12).

To provide **transparency**, the Procurement Code requires the publication of these exempt contracts in the Illinois Procurement Bulletin within 14 days after contract execution. IFA must provide the Chief Procurement Officer a monthly report of these contracts and the CPO must provide the Governor and General Assembly an annual report of these exemptions.

Below is a summary of the thirty-nine contracts procured under this provision of the Procurement Code in Fiscal Year 2017.

The estimated total value of the 39 contracts is \$3,399,999.



IL FINANCE AUTHORITY'S EXEMPT CONTRACTS cont.

MAXIMUM DOLLAR AMOUNT	TERM	AGREEMENT DESCRIPTION	SERVICES	VENDOR
\$175,000	07/16/16 – 07/15/17	Contract Renewal	Financial Advisory Services	Acacia Financial Group, Inc.
\$175,000	07/16/16 – 07/15/17	Contract Renewal	Financial Advisory Services	Sycamore Advisors LLC
\$900,000	12/27/16 - 12/26/18	Contract Amendment	Investment Management Services	ClearArc Capital, Inc.
\$225,000	03/16/17 – 03/01/18	Contract Amendment	Financial Advisory Services	Acacia Financial Group, Inc
\$225,000	03/16/17 – 03/01/18	Contract Amendment	Financial Advisory Services	Sycamore Advisors LLC
\$114,285.71*	02/17/17 – 02/16/21	Contract, as amended	Legal Services	Burke, Burns & Pinelli, Ltd.
\$114,285.71*	02/17/17 – 02/16/21	Contract	Legal Services	Charity & Associates, P.C.
\$114,285.71*	02/17/17 – 02/16/21	Contract	Legal Services	Franczek Radelet P.C.
\$114,285.71*	02/28/17 – 02/27/21	Contract	Legal Services	Greenberg Traurig, LLP
\$114,285.71*	02/17/17 – 02/16/21	Contract	Legal Services	Hart, Southworth & Witsman
\$185,714.28**	02/17/17 – 02/16/21	Contract, as amended	Legal Services	Katten Muchin Rosenman LLP
\$114,285.71*	02/17/17 – 02/16/21	Contract	Legal Services	Miller, Hall & Triggs, LLC
\$114,285.71*	02/17/17 – 02/16/21	Contract, as amended	Legal Services	Nixon Peabody
\$185,714.28**	02/17/17 – 02/16/21	Contract, as amended	Legal Services	Quarles & Brady
\$114,285.71*	02/17/17 – 02/16/21	Contract, as amended	Legal Services	Schiff Hardin LLP
\$114,285.71*	04/06/17-4/5/2021	Contract	Legal Services	Baker & McKenzie
\$114,285.71*	04/06/17-4/5/2021	Contract	Legal Services	Cahill Law Offices
\$185,714.28**	04/06/17-4/5/2021	Contract, as amended	Legal Services	Chapman & Cutler

IL FINANCE AUTHORITY'S EXEMPT CONTRACTS cont.

MAXIMUM DOLLAR AMOUNT	TERM	AGREEMENT DESCRIPTION	SERVICES	VENDOR
\$114,285.71*	04/06/17 - 4/5/2021	Contract	Legal Services	Clark Hill
\$114,285.71*	04/06/17 - 4/5/2021	Contract	Legal Services	Cotillas and Associates
\$185,714.28**	04/06/17 - 4/5/2021	Contract	Legal Services	Dinsmore & Shohl LLP
\$185,714.28**	04/18/17 - 4/17/2021	Contract, as amended	Legal Services	Foley & Lardner LLP
\$114,285.71*	04/06/17 - 4/5/2021	Contract	Legal Services	Freeborn & Peters
\$114,285.71*	04/06/17 - 4/5/2021	Contract	Legal Services	G&R Public Law and Strategies
\$185,714.28**	04/06/17 - 4/5/2021	Contract	Legal Services	Hardwick Law Firm LLC
\$114,285.71*	04/06/17 - 4/5/2021	Contract	Legal Services	Hart, Southworth & Witsman
\$185,714.28**	04/06/17- 4/5/2021	Contract	Legal Services	Holland & Knight LLP
\$185,714.28**	04/06/17- 4/5/2021	Contract	Legal Services	Ice Miller
\$185,714.28**	04/06/17- 4/5/2021	Contract	Legal Services	Kutak Rock LLP
\$185,714.28**	04/06/17- 4/5/2021	Contract	Legal Services	Lock Lord LLC
\$185,714.28**	04/18/17- 4/17/2021	Contract	Legal Services	Mayer Brown LLP
\$185,714.28**	04/06/17- 4/5/2021	Contract	Legal Services	McGuire Woods LLP
\$114,285.71*	04/06/17- 4/5/2021	Contract	Legal Services	Polsinelli PC
\$185,714.28**	04/06/17- 4/5/2021	Contract	Legal Services	Pugh, Jones & Johnson, P.C.

IL FINANCE AUTHORITY'S EXEMPT CONTRACTS cont.

MAXIMUM DOLLAR AMOUNT	TERM	AGREEMENT DESCRIPTION	SERVICES	VENDOR
\$114,285.71*	04/06/17-4/5/2021	Contract	Legal Services	Quintairos, Prieto, Wood & Boyer
\$114,285.71*	04/06/17-4/5/2021	Contract	Legal Services	Reyes Kurson, Ltd.
\$114,285.71*	04/06/17-4/5/2021	Contract	Legal Services	Rock Fusco & Connelly, LLC
\$114,285.71*	04/06/17-4/5/2021	Contract	Legal Services	Sanchez Daniels & Hoffman LLP
\$114,285.71*	04/10/17-4/9/2021	Contract	Legal Services	Zuber Lawler & Del Luca

NOTES:

*Maximum Amount under this Contract is \$4,000,000 less amounts paid to the other vendors receiving non-State Revolving Fund related payments under IPB #22040012. The estimated maximum amount listed for the contract term is an equal allotment of the \$4,000,000 to each such vendor.

**Maximum Amounts under this Contract are (A) \$4,000,000 less amounts paid to the other vendors receiving non-State Revolving Fund related payments under IPB #22040012; and (B) \$1,000,000 less amounts paid to the other vendors receiving State Revolving Fund related payments under IPB #22040012. The estimated maximum amount listed for the contract term is an equal allotment of the \$4,000,000 and \$1,000,000, respectively, to each such vendor.

ARTISTIC AND MUSICAL SERVICES EXEMPT CONTRACTS

The Illinois Procurement Code contains an exemption that applies to procurement expenditures necessary to provide artistic or musical services, performances, or theatrical productions held at a venue operated or leased by a State agency. 30 ILCS 500/1-12. This exemption provides state agencies with flexibility and latitude when obtaining **unique entertainment** that is not best awarded through a competitive or sole source procurement process.

The 2017 Illinois State Fair sold **a record 59,023 concert tickets** breaking the previous 2016 record of 58,540.

On December 31, 2016, the exemption was repealed. On August 9, 2017, Public Act 100-43 became effective reinstating Section 1-12 of the Procurement Code.

To provide transparency, Section 1-12 of the Procurement Code requires state agencies to publish a notice of each exempted contract in the Illinois Procurement Bulletin within 14 days after contract execution. Any state agency using this exemption must provide the Chief Procurement Officer (CPO) a monthly report of these contracts and the CPO is required to provide the Governor and General Assembly a report of these exemptions by November 1.

Below is a summary of the 25 contracts that would have qualified for exemption under Section 1-12 if it had not been repealed, but were instead procured as sole source procurements.

In Fiscal Year 2017, only the Illinois Department of Agriculture procured services that would have qualified under this exemption. These musical acts performed at the Illinois State Fair and/or DuQuoin State Fair. The Department of Agriculture published three notices (IPB Reference numbers 22041320, 22041345, and 22041359) in August 2017 of those artistic and musical services.



ARTISTIC AND MUSICAL SERVICES EXEMPT CONTRACTS cont.

These Grand Stand musical acts were sole source procurements since they had an estimated value to the artist greater than the small purchase threshold of \$80,000.

IPB Reference#	Artist/Group	Amount paid
22040772	Sublime with Rome	\$115,000
22040179	Neal McCoy	\$20,000
22040179	Alabama	\$250,000
22040179	Chase Rice	\$100,000
22040533	Pentatonix	\$344,364
22040533	Brad Paisley	\$260,000
22040533	Montgomery Gentry	\$50,000
22040533	The Charlie Daniels Band	\$40,000
22040179	John Mellencamp	\$300,000
22040179	Jason Derulo	\$155,000
22040179	Five Finger Death Punch	\$214,051
22041143	Nelly	\$103,683

The 2017 Illinois State Fair had the second highest-grossing Grandstand lineup in State Fair history with ticket sales of more than \$2 million.

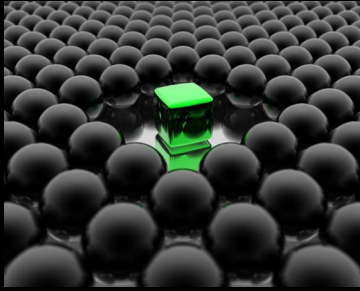
These sales allowed re-cooping of more than 100% of the Grandstand entertainment investment.

These artistic and musical services were procured as small purchases since they were valued less than \$80,000.

Artist/Group	Amount paid
After Midnite (9/3)	\$500
Alley Cats (9/4)	\$12,000
Annette Bingaman (8/27)	\$50
Away from Reason (8/30)	\$500
Boat Drunks (8/27)	\$2,000
Butterfly Encounter (All Fair)	\$10,000
Cat Daddy O (9/2/17)	\$400
Cause of Ruin (9/1)	\$400
Chel	\$1,000
Chicago 6	\$10,000
Chris Cavanaugh	\$1,500
Chris Janson	\$40,000
Chris Slone (9/2)	\$500
Chris Slone Band (8/28)	\$500
Cirque Extreme (All Fair)	\$21,000
Denis Stroughmatt (Tribute) (8/30)	\$800

ARTISTIC AND MUSICAL SERVICES EXEMPT CONTRACTS cont.

Dirtwater Fox (8/31)	\$500
Dirtwater Fox (9/4)	\$500
Downstate Music (8/25)	\$500
Downstate Music Company (9/4)	\$500
Drew Baldridge	\$7,500
Dueling Pianos Show	\$4,250
Emerson Farms Petting Zoo (All Fair)	\$7,000
Fertile Soil (8/25)	\$400
Gavin the Hypnotist (All Fair)	\$8,000
Granger Smith	\$35,000
High Valley	\$17,500
Illinois Tractor Pulling Association	\$39,200
Jake Hoult Band (8/27/17)	\$500
Jerry Ford Orchestra (8/30)	\$1,500
Kearney Brothers	\$75
Lifhouse	\$37,500
Logan Mize	\$5,000
Lyle East National Cattle Dog Assn.	\$1,750
Magic Mike (All Fair)	\$6,500
Natural Horsemanship (All Fair)	\$7,500
One Night Stand (8/30)	\$500
Party Pants (9/1)	\$500
Roots & Boots Tour - Aaron Tippin	\$12,375
Roots & Boots Tour - Colin Raye	\$12,375
Roots & Boots Tour - Sammy Kershaw	\$20,250
Smash Band (9/2/17)	\$3,000
Southern Pride Band (8/29/17)	\$500
Southern Thunder (8/26)	\$500
Steel Creek (8/28)	\$320
Switchfoot	\$37,500
The Brat Pack (8/26)	\$2,500
The Cadillac 3	\$20,000
The Gin Blossoms	\$30,000
The Hoot'N Holler Band (9/4)	\$400
Trampled Underfoot (9/3)	\$500
Travis Parks Band (8/27/17)	\$500
West of 57 (8/29)	\$500
West of 57 (9/3)	\$500
Whippoorwill Rodeo (9/2)	\$11,000
Whiskey River (8/31/17)	\$400



SOLE SOURCE PROCUREMENTS

When only one responsible and economically feasible source for a supply or service exists, and no other supply or service will satisfy the State's requirements, a sole source procurement is used.

EXECUTIVE SUMMARY

In Fiscal Year 2017, the Chief Procurement Officer for General Services (CPO) ensured that 164 sole source awards, valued at \$196,160,269, received the highest level of scrutiny. This was a significant decrease in both the number of awards and their total value compared to Fiscal Year 2016.

Prior to publishing a notice of intent to award a sole source contract, State Purchasing Officers **consult** with agency procurement staff on the appropriateness of using a sole source procurement method versus a competitive method. This consultation includes a review of the agency's sole source justification. In some instances, the decision to alternatively use a competitive procurement is made.

In Fiscal Year 2017, there were no hearings held at the request of vendors, the Procurement Policy Board, or the Chief Procurement Office. The lack of hearings, especially when compared to the overall number of sole source procurements, is remarkable and due to the Chief Procurement Office's heightened scrutiny and sensitivity to sole source procurements.

SOLE SOURCE PROCUREMENT PROCESS

Section 20-25 of the Illinois Procurement Code (30 ILCS 500/20-25) allows contracts to be awarded without using a competitive method of source selection when there is only one economically feasible source for an item. For example, sole source is appropriate when procuring public utilities or where the item is proprietary and available only from the manufacturer. However, because these are exceptions to the normal practice of competitive bidding, sole source contracts require **heightened scrutiny** and may include a public hearing before they are executed.

SOLE SOURCE PROCUREMENTS cont.

Justifications for Using a Sole Source Procurement

No Substitutions Available

Lack of Competition

Specific Characteristics Limit to One Supplier

Supplier's Unique Capability

Proprietary Technology

Copyrighted

Patented

Radio or TV Broadcast Rights

Time is of the Essence and only One Supplier can Meet Needs within Timeframe

Grant Requires Contract with Designated Supplier

In the past, the award of a sole source contract was subject to some suspicion that the awarded vendor was improperly selected to exclude competitors. Now, the Chief Procurement Office follows practices ensuring that the sole source process is an **open** and **transparent** process.

Agencies must justify a sole source request using a standardized justification form. If the request appears to meet the criteria for sole source, a notice of intent to enter into a sole source contract is published in the publicly available on-line Illinois Procurement Bulletin (www.purchase.state.il.us/). This notice also goes to the Procurement Policy Board. The notice is published for at least 14 days and includes a description of the item to be procured, the intended sole source contractor, and the date, time, and location of a public hearing that would be held if requested by any interested party.

The 14-day notice allows time for interested parties to provide comments and request a hearing. Hearing participants may include the person who requested the hearing, the state purchasing officer, an agency representative, a representative of the Procurement Policy Board, the vendor identified as the sole source, and a hearing officer. Each party is given the opportunity to speak and raise any issues pertinent to the sole source intent.

After the hearing, the hearing officer makes a recommendation based on all the hearing and relevant documentation. The CPO takes the recommendation under advisement and issues a decision to permit or disallow the award. This decision and related documentation is posted to the Procurement Bulletin. This current process provides transparency through notice and opportunity to potential competitors to respond in a manner similar to an Invitation for Bid or Request for Proposal.

A State contract may not be awarded as sole source unless approved by the Chief Procurement Officer.

SOLE SOURCE PROCUREMENTS cont.

A LOOK AT THE NUMBERS

The number of Sole Source contracts decreased by 78 or -32.2%, and the dollar value of Sole Source contracts decreased by \$94,694,460 or -32.6%. The three largest sole source awards were to firms that provide services in the Information Technology field: Toll Highway Authority awarded a \$30M contract to Accenture, the Department of Central Management Services awarded a \$30M contract to McKinsey & Co., and the Department of Innovation and Technology awarded a \$23M contract to IBM.

Total Value of Sole Source Contracts

\$196,160,269

Total Number of Sole Source Contracts

164

Total Number of Agencies Awarding Sole Source Contracts

29

The top 10% of sole source awards accounted for 78.8% of the total dollars awarded via sole source.

To apply a higher level of scrutiny over proposed sole source procurements, the CPO requires **greater justification** for sole source contracts lasting longer than one year. This policy forces agencies to review their own needs and the marketplace frequently whenever sole source vendors are used. The premise is that the marketplace is dynamic, and ever-changing technologies and vendors present an opportunity for the State to conduct a competitive procurement.

Of the 164 sole source awards, zero hearings were requested by interested parties.

	FY17	FY16
Number of Agencies Awarding Sole Source Contracts	29	31
Dollar Value of Sole Source Contracts	\$196,160,269	\$290,854,729
Number of Sole Source Contracts Approved	164	242
Average Dollar Value of Sole Source Contracts	\$1,188,850	\$1,201,879
Number of Sole Source Contracts Denied	0	0

SOLE SOURCE PROCUREMENTS cont.

SOLE SOURCE AWARDS BY AGENCY

Agency	Dollar Value Contracts FY17	# Contracts FY17	Dollar Value Contracts FY16	# Contracts FY16
AGING	\$240,000	1	\$645,105	2
AGRICULTURE	\$2,595,611	19	\$509,556	6
BOARD OF HIGHER EDUCATION		0	\$0	0
CENTRAL MANAGEMENT SERVICES	\$43,616,529	9	\$45,380,904	51
CHILDREN AND FAMILY SERVICES	\$7,805,630	10	\$4,619,137	5
COMMERCE AND ECON OPPORTUNITY	\$953,363	6	\$1,847,239	9
CORRECTIONS	\$84,500	1	\$25,783,644	5
COURT OF CLAIMS			\$0	0
CPO GENERAL SERVICES	\$0	0	\$395,570	1
CRIMINAL JUSTICE INFO AUTHORITY	\$690,000	5	\$127,400	2
EMERGENCY MANAGEMENT AGENCY	\$600,000	4	\$648,600	5
EMPLOYMENT SECURITY	\$377,187	4	\$12,059,587	7
ENVIRONMENTAL PROT AGENCY	\$150,000	1	\$187,500	1
FINANCE AUTHORITY	\$320,000	2	\$300,000	1
FINANCIAL AND PROF REGULATION	\$6,611,058	5	\$1,463,336	5
HEALTHCARE & FAMILY SERVICES	\$2,311,217	3	\$69,339,998	8
HISTORIC PRESERVATION AGENCY	\$0	0	\$0	0
HOUSING DEVELOPMENT AUTHORITY	\$819,754	5	\$2,032,335	8
HUMAN SERVICES	\$3,266,929	5	\$8,051,146	14
INSURANCE	\$4,000,000	11	\$11,479,184	21
JUVENILE JUSTICE	\$0	0	\$137,145	2
LABOR	\$0	0	\$0	0
LOTTERY	\$0	0	\$380,000	2
MATH AND SCIENCE ACADEMY	\$58,569	1	\$76,725	1
MILITARY AFFAIRS	\$0	0	\$100,000	1
NATURAL RESOURCES	\$5,716,200	4	\$6,274,110	8
OFFICE OF EXECUTIVE INSPECTOR GENERAL	\$0	0	\$0	0
PUBLIC HEALTH	\$2,547,123	9	\$6,801,633	23

SOLE SOURCE PROCUREMENTS cont.

SOLE SOURCE AWARDS BY AGENCY cont.

Agency	Dollar Value Contracts FY17	# Contracts FY17	Dollar Value Contracts FY16	# Contracts FY16
REVENUE	\$1,290,998	3	\$1,264,132	4
STATE BOARD OF EDUCATION	\$3,940,800	5	\$9,972,194	13
STATE FIRE MARSHALL	\$300,000	1	\$750,000	2
STATE POLICE	\$7,651,694	12	\$6,396,303	12
STUDENT ASSISTANCE COMMISSION	\$0	0	\$5,171,000	7
TOLL HIGHWAY AUTHORITY	\$53,603,059	7	\$62,850,680	11
TRANSPORT (NON-CONSTRUCTION)	\$2,521,357	6	\$5,310,291	3
VETERAN'S AFFAIRS	\$330,000	2	\$500,274	3
WORKER'S COMPENSATION COMM	\$195,000	1	\$0	0
INNOVATION AND TECHNOLOGY	\$43,563,690	22	N/A	N/A

SMALL BUSINESS SET-ASIDE PROGRAM

Procurement is a powerful tool for economic development

Setting-aside contracts for Illinois' Small Businesses **Maximizes Tax Dollars**

Only small businesses **based in Illinois** may participate in the Small Business Set-Aside Program (**SBSP**)

A set-aside simply **limits** the pool of vendors eligible to compete for contracts, but still **promotes competition**

1 in 2 SBSP vendors did business with a state agency

When the State procures from small businesses registered in the Small Business Set-Aside Program (SBSP), a significant economic benefit occurs: taxpayer dollars remain in Illinois communities and the state longer than when agencies buy from out-of-state vendors. Some economists call this the “multiplier effect”. In a study comparing the economic impact of ten Andersonville, Illinois businesses and their chain competitors, the Andersonville Development Corporation found that for every \$100 in consumer spending with a local firm, \$68 remains in the area economy compared to \$43 when spent with a chain firm.

Through the SBSP, the Chief Procurement Office and state agencies use targeted contracts to drive economic growth in Illinois' cities and towns.

HERE'S HOW WE DID

- 911 unique SBSP vendors receiving contract payments
- -1.0% decrease in vendors receiving payments in FY17 compared to FY16
- \$146,626,048 total value of payments to SBSP vendors
- +51.5% increase in payments in FY17 compared to FY16
- 1,685 average number of registered vendors in SBSP
- -21.6% decrease in the number of SBSP vendors in FY17 compared to FY16
- 2.1% payments to SBSP vendors as a percent of total spend by state agencies under the Chief Procurement Officer General Services (CPO) and transacted under the requirements of the Illinois Procurement Code; an increase over FY16's 1.3%

BEHIND THE NUMBERS

For the second year in a row, the State of Illinois operated without a full budget during Fiscal Year 2017. It's difficult to quantify the full effect of the budget impasse on the Small Business Set-Aside Program's short and long-term outcomes. But we believe the State's delayed or lack of payments to small businesses reduced the number of bidders for available contracts and increased costs to state agencies.

SMALL BUSINESS SET-ASIDE PROGRAM cont.

“Small businesses” are independently owned and operated and are not dominant in their field of operation.

Additional criteria:

1. Illinois business

2. Annual gross sales:

* Wholesale
\$13,000,000 or less

* Retail or Service
\$8,000,000 or less

* Construction
\$14,000,000 or less

* Manufacturing
250 employees or less

30 ILCS 500/45-45

There are five elements that impact SBSP spend: (1) knowledge by agency buyers on how to procure through the set-aside program, (2) regulation and monitoring by the Chief Procurement Officer for General Services (CPO-GS) of set-aside transactions, (3) the quality of set-aside contracts, (4) the quantity of set-aside contracts, and (5) the participation of SBSP vendors.

The first four elements were not significantly different between FY16 and FY17. But element #5, the participation of SBSP vendors, was significantly down in terms of registration. In FY17, 911 vendors received contract payments compared to 920 in FY16. But, the value of those payments was 51.5% greater in FY17 than in FY16. Uncertain when they might be paid, it is likely that vendors charged the State more for the same supplies and services.

BUSINESS ENTERPRISE PROGRAM (BEP) VENDOR SUCCESS

- 162 BEP vendors received contract payments resulting from the Small Business Set-Aside Program; -12.4% decrease compared to FY16
- 17.8% of SBSP vendors receiving payments are also certified in BEP
- \$46,093,826 total value of payments to SBSP vendors also certified in BEP; -4.7% decrease compared to FY16

BEP vendors are at least 51% owned and controlled by persons who are minority, females, or have a disability. You may learn more about the program here:

<http://www.ilga.gov/legislation/ilcs/ilcs3.asp?ActID=550&ChapterID=7>

The Business Enterprise Program recognizes ownership of firms as being in one of three categories. Below is the SBSP spend by category.

Minority Business Enterprise

- \$17,723,728

Female Business Enterprise

- \$27,814,738

Person with a Disability Business Enterprise

- \$555,359

SMALL BUSINESS SET ASIDE PROGRAM cont.

SBSP SPEND BY AGENCY

State Agency	FY16	FY17
AGING	\$11,331	\$80,994
AGRICULTURE	\$315,473	\$676,177
ARTS COUNCIL	\$741	\$18,951
BOARD OF HIGHER EDUCATION	\$1,593	\$199,694
BOARD OF ELECTIONS	\$176,795	\$0
CENTRAL MANAGEMENT SERVICES	\$10,737,289	\$15,189,930
CHILDREN AND FAMILY SERVICES	\$2,998,476	\$3,765,126
CIVIL SERVICE COMMISSION	\$0	\$60
COMMERCE AND ECONOMIC OPPORTUNITIES	\$163,475	\$427,840
COMMERCE COMMISSION	\$133,055	\$179,402
COMMUNITY COLLEGE SYSTEM	\$569	***
CORRECTIONS	\$3,819,179	\$1,832,586
COUNCIL ON DEVELOPMENTAL DISABILITIES	\$2,389	***
CRIMINAL JUSTICE INFO. AUTHORITY	\$150,000	\$30,237
DEAF & HARD OF HEARING COMM	\$3,705	\$8,238
EDUCATIONAL LABOR RELATIONS BOARD	\$1,458	\$798
EMERGENCY MANAGEMENT AGENCY	\$717,089	\$375,000
EMPLOYMENT SECURITY	\$2,500,877	\$584,909
ENVIRONMENTAL PROTECT AGENCY	\$3,099,413	\$2,141,132
EXECUTIVE ETHICS COMMISSION	\$0	\$1,453
FINANCIAL AND PROFESSIONAL REG	\$161,990	\$323,146
GAMING BOARD	\$110,895	\$119,167
GUARDIAN & ADVOCACY COMM	\$0	\$3,521
HEALTHCARE & FAMILY SERVICES	\$1,790,985	\$1,346,352
HISTORIC PRESERVATION AGENCY	\$0	N/A
HUMAN RIGHTS	\$0	\$0
HUMAN RIGHTS COMMISSION	\$0	\$0
HOUSING DEVELOPMENT AUTHORITY	\$50,649	\$412,287
HUMAN SERVICES	\$7,478,954	\$14,233,810
INNOVATION AND TECHNOLOGY	N/A	\$1,234,121
INSURANCE	\$120,274	\$469,354
JUVENILE JUSTICE	\$678,439	\$228,544
LABOR	\$15,064	\$80,994

SMALL BUSINESS SET ASIDE PROGRAM cont.

SBSP SPEND BY AGENCY cont.

State Agency	FY16	FY17
LABOR RELATIONS BOARD	\$0	\$0
LAW ENFORCEMENT TRAINING STANDARDS BOARD	\$0	\$0
LOTTERY	\$221,681	\$194,021
MATH AND SCIENCE ACADEMY	\$878,615	N/A
MILITARY AFFAIRS	\$1,051,585	\$2,164,538
NATURAL RESOURCES	\$361,563	\$2,287,126
OEIG	\$0	\$0
OFFICE OF THE STATE FIRE MARSHAL	\$120,234	***
PRISONER REVIEW BOARD	\$1,879	\$35,282
POWER AUTHORITY	\$0	\$0
PROPERTY TAX APPEAL BOARD		0
PUBLIC HEALTH	\$503,713	\$760,081
RACING BOARD	\$8,365	***
REVENUE	\$415,876	\$784,242
STATE BOARD OF EDUCATION	\$4,299,996	\$7,681,988
STATE POLICE	\$377,552	\$3,107,574
STATE POLICE MERIT BOARD	\$0	\$0
STATE UNIVERSITIES CIVIL SERVICE	\$0	\$20,772
STUDENT ASSISTANCE COMMISSION	\$958,726	\$1,004
TOLL HIGHWAY	\$31,622,893	***
TRANSPORTATION	\$48,897,341	\$80,139,095
VETERANS' AFFAIRS	\$6,107,536	\$6,268,762
WORKERS COMPENSATION COMM	\$0	\$1,982

*** despite repeated requests from the Chief Procurement Office, the following agencies did not provide their small business set-aside contracting data for FY17, nor small business contracting compliance plans for FY18 in accordance with the CPO's policies to comply with state law.:

- Community College System
- Council on Developmental Disabilities
- Racing Board
- Office of the State Fire Marshall
- Toll Highway Authority

SMALL BUSINESS CONTRACTING (30 ILCS 500/45-90)

We strengthen
Illinois' economy when we

- ensure that small businesses have meaningful opportunities to sell their supplies and services to the State
- develop policies and practices that encourage agencies to buy from Illinois' small vendors

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 created the goal that the State award not less than 10% of the value of all contracts to small businesses.

On August 9, 2017, Public Act 100-43 repealed the Small Business Contracts and added it in its entirety as a newly created Section 45-90 of the Illinois Procurement Code. At the request of the chief procurement officers, the legislature added the counting of subcontracts with small businesses that result from state contracts towards the 10% goal. Allowing the counting of these subcontracts was important as it's a better measure of how well state procurement is impacting Illinois' small businesses. For example, a very large New York construction firm may win a road construction contract. From this award, the large firm subcontracts flagging, debris hauling, and fence installation services to three Small Business Set-Aside Program vendors. These subcontracts may now be counted towards the 10% goal.

Under Section 45-90 of the Procurement Code, the CPO is responsible for reviewing and approving agency small business contracting compliance plans, monitoring agency progress, and reporting on their outcomes. The CPO's 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 the development of the plans and monitors progress during the year.

RESULTS

- \$7,061,300,749 Total Spend by Agencies
- \$199,032,245 Total Spend with Small Business
- 2.8% Percent of Total Agency Spend is with Small Businesses



Dave Littrell, Small Business Specialist, provides procurement tips to potential contractors

SMALL BUSINESS CONTRACTING cont.

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 are a sub-set of the total small business contracts reported in this section of the FY17 Year in Review.

Of 56 agencies
reporting spend with
small businesses, **21**
exceed the 10% goal.

Individual, yet centrally coordinated, procurement planning is essential to increasing contracting with small business. The CPO and her SBSP team focuses on strengthening and expanding the CPO's unique procurement services offered to Illinois' small business owners. In FY17, we supported the Toll Highway Authority's piloting of the state's first procurement with a small business goal. We launched a study to identify new small business set-aside categories. We co-sponsored an event for veteran-owned small businesses in the construction trades to meet prime contractors so they may develop business relationships. We spoke with small business owners at outreach events around the state. Our small business services are distinct and in demand.



State Purchasing Officers, Victoria Santiago and Sharon Clanton, meet with small business owners at the Chicago Construction Summit.

Please say "Hello" to Vicky and Sharon when you see them at procurement events throughout the Chicagoland area.

SMALL BUSINESS CONTRACTING (30 ILCS 500/45-90) cont.

SMALL BUSINESS SPEND BY AGENCY

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total
AGING	FY17	\$1,591,704	\$80,994	5.09%
AGING	FY16	\$306,265	\$11,331	3.70%
AGRICULTURE	FY17	\$8,401,496	\$950,042	11.31%
AGRICULTURE	FY16	\$7,532,547	\$973,315	12.92%
ARTS COUNCIL	FY17	\$103,189	\$18,950	18.36%
ARTS COUNCIL	FY16	\$16,197	\$741	4.57%
BOARD OF HIGHER EDUCATION	FY17	\$1,069,693	\$199,304	18.63%
BOARD OF HIGHER EDUCATION	FY16	\$142,968	\$1,593	1.11%
CENTRAL MANAGEMENT SERVICES	FY17	\$2,418,751,568	\$15,189,930	0.63%
CENTRAL MANAGEMENT SERVICES	FY16	\$1,369,733,234	\$10,737,289	0.78%
CHILDREN AND FAMILY SERVICES	FY17	\$16,567,595	\$3,765,126	22.73%
CHILDREN AND FAMILY SERVICES	FY16	\$18,320,098	\$2,998,476	16.37%
CIVIL SERVICE COMMISSION	FY17	\$2,791	\$59	2.11%
CIVIL SERVICE COMMISSION	FY16	\$0	\$0	0.00%
COMMERCE AND ECONOMIC OPPORTUNITY	FY17	\$42,580,453	\$470,915	1.11%
COMMERCE AND ECONOMIC OPPORTUNITY	FY16	\$14,851,826	\$177,684	1.20%
COMMERCE COMMISSION	FY17	\$939,457	\$233,891	24.90%
COMMERCE COMMISSION	FY16	\$664,850	\$168,766	25.38%
COMMUNITY COLLEGE BOARD	FY17	\$874,519	\$24,399	2.79%
COMMUNITY COLLEGE BOARD	FY16	\$103,361	\$569	0.55%
CORRECTIONS	FY17	\$232,118,235	\$6,452,472	2.78%
CORRECTIONS	FY16	\$32,022,044	\$4,020,189	12.55%
COUNCIL ON DEVELOPMENTAL DISABILITIES	FY17	\$94,297	\$13,456	14.27%
COUNCIL ON DEVELOPMENTAL DISABILITIES	FY16	\$91,049	\$2,389	2.62%
CRIMINAL JUSTICE INFORMATION AUTHORITY	FY17	\$1,035,755	\$467,337	45.12%
CRIMINAL JUSTICE INFORMATION AUTHORITY	FY16	\$538,000	\$252,000	46.84%
DEAF & HARD OF HEARING COMMISSION	FY17	\$70,402	\$8,238	11.70%
DEAF & HARD OF HEARING COMMISSION	FY16	\$52,611	\$3,705	7.04%
EDUCATIONAL LABOR RELATIONS BOARD	FY17	\$74,411	\$798	1.07%
EDUCATIONAL LABOR RELATIONS BOARD	FY16	\$70,713	\$1,458	2.06%
EMERGENCY MANAGEMENT AGENCY	FY17	\$3,232,994	\$411,394	12.72%
EMERGENCY MANAGEMENT AGENCY	FY16	\$3,801,694	\$717,089	18.86%
EMPLOYMENT SECURITY	FY17	\$16,065,907	\$2,560,682	15.94%
EMPLOYMENT SECURITY	FY16	\$9,482,175	\$2,500,877	26.37%
ENVIRONMENTAL PROTECT AGENCY	FY17	\$25,474,833	\$2,141,132	8.40%
ENVIRONMENTAL PROTECT AGENCY	FY16	\$24,514,473	\$4,428,044	18.06%

SMALL BUSINESS CONTRACTING (30 ILCS 500/45-90) cont.

SMALL BUSINESS SPEND BY AGENCY cont.

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total
EXECUTIVE ETHICS COMMISSION	FY17	\$109,919	\$1,452	1.32%
EXECUTIVE ETHICS COMMISSION	FY16	\$0	\$0	0.00%
FINANCE AUTHORITY	FY17	N/A	N/A	N/A
FINANCE AUTHORITY	FY16	\$0	\$0	0.00%
FINANCIAL AND PROFESSIONAL REGULATION	FY17	\$5,932,130	\$409,953	6.91%
FINANCIAL AND PROFESSIONAL REGULATION	FY16	\$4,581,954	\$161,991	3.54%
GAMING BOARD	FY17	\$546,544	\$148,958	27.25%
GAMING BOARD	FY16	\$493,199	\$136,716	27.72%
GUARDIAN & ADVOCACY COMMISSION	FY17	\$254,935	\$7,154	2.81%
GUARDIAN & ADVOCACY COMMISSION	FY16	\$189,706	\$22,598	11.91%
HEALTHCARE & FAMILY SERVICES	FY17	\$201,610,737	\$1,346,352	0.67%
HEALTHCARE & FAMILY SERVICES	FY16	\$1,645,104,399	\$1,790,985	0.11%
HISTORIC PRESERVATION AGENCY	FY17	\$3,483,314	\$349,310	10.03%
HISTORIC PRESERVATION AGENCY	FY16	\$1,871,060	\$155,082	8.29%
HUMAN RIGHTS	FY17	\$156,774	\$300	0.19%
HUMAN RIGHTS	FY16	\$104,772	\$6,947	6.63%
HUMAN RIGHTS COMMISSION	FY17	\$68,677	\$31,875	46.41%
HUMAN RIGHTS COMMISSION	FY16	\$0	\$0	0.00%
HOUSING DEVELOPMENT AUTHORITY	FY17	\$0	\$0	0.00%
HOUSING DEVELOPMENT AUTHORITY	FY16	\$4,256,037	\$50,649	1.19%
HUMAN SERVICES	FY17	\$158,756,622	\$14,233,810	8.97%
HUMAN SERVICES	FY16	\$78,829,762	\$7,478,954	9.49%
INSURANCE	FY17	\$6,582,987	\$469,354	7.13%
INSURANCE	FY16	\$12,690,177	\$120,274	0.95%
JUVENILE JUSTICE	FY17	\$13,475,784	\$551,974	4.10%
JUVENILE JUSTICE	FY16	\$17,727,262	\$699,422	3.95%
LABOR	FY17	\$261,387	\$8,515	3.26%
LABOR	FY16	\$363,245	\$15,064	4.15%
LABOR RELATIONS BOARD	FY17	\$39,722	\$13,524	34.05%
LABOR RELATIONS BOARD	FY16	\$0	\$0	0.00%
LAW ENFORCEMENT TRAINING STANDARDS BD	FY17	\$172,378	\$15,606	9.05%
LAW ENFORCEMENT TRAINING STANDARDS BD	FY16	\$160,499	\$16,986	10.58%
LOTTERY	FY17	\$2,010,540	\$194,021	9.65%
LOTTERY	FY16	\$2,611,303	\$221,681	8.49%
MATH AND SCIENCE ACADEMY	FY17	N/A	N/A	N/A
MATH AND SCIENCE ACADEMY	FY16	\$5,479,303	\$976,087	17.81%

SMALL BUSINESS CONTRACTING (30 ILCS 500/45-90) cont.

SMALL BUSINESS SPEND BY AGENCY cont.

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total
MILITARY AFFAIRS	FY16	\$8,025,008	\$1,051,584	13.10%
NATURAL RESOURCES	FY17	\$34,777,511	\$4,971,280	14.29%
NATURAL RESOURCES	FY16	\$17,494,469	\$1,205,324	6.89%
OEIG	FY17	\$85,671	\$1,200	1.40%
OEIG	FY16	\$6,933	\$412	5.94%
OFFICE OF THE STATE FIRE MARSHAL	FY17	\$1,643,036	\$775,258	47.18%
OFFICE OF THE STATE FIRE MARSHAL	FY16	\$1,420,480	\$682,853	48.07%
PRISONER REVIEW BOARD	FY17	\$166,878	\$56,749	34.01%
PRISONER REVIEW BOARD	FY16	\$137,633	\$2,118	1.54%
PROPERTY TAX APPEAL BOARD	FY17	\$125,046	\$1,253	1.00%
PROPERTY TAX APPEAL BOARD	FY16	\$26,136	\$3,214	12.30%
ILLINOIS POWER AUTHORITY	FY17	\$996,837	\$0	0.00%
ILLINOIS POWER AUTHORITY	FY16	\$81,880	\$0	0.00%
PUBLIC HEALTH	FY17	\$73,656,167	\$760,081	1.03%
PUBLIC HEALTH	FY16	\$67,914,001	\$568,561	0.84%
RACING BOARD	FY17	\$76,157	\$9,609	12.62%
RACING BOARD	FY16	\$69,244	\$8,365	12.08%
REVENUE	FY17	\$12,605,630	\$797,720	6.33%
REVENUE	FY16	\$6,246,654	\$415,876	6.66%
STATE BOARD OF EDUCATION	FY17	\$88,824,440	\$7,681,987	8.65%
STATE BOARD OF EDUCATION	FY16	\$43,749,441	\$4,404,121	10.07%
STATE BOARD OF ELECTIONS	FY17	N/A	N/A	N/A
STATE BOARD OF ELECTIONS	FY16	\$1,593,180	\$338,795	21.27%
STATE POLICE	FY17	\$53,796,265	\$3,579,825	6.65%
STATE POLICE	FY16	\$21,198,321	\$604,884	2.85%
STATE POLICE MERIT BOARD	FY17	\$412,815	\$102,059	24.72%
STATE POLICE MERIT BOARD	FY16	\$80,113	\$12,981	16.20%
STATE UNIVERSITIES CIVIL SERVICE	FY17	\$357,853	\$20,772	5.80%
STATE UNIVERSITIES CIVIL SERVICE	FY16	\$0	\$0	0.00%
ILLINOIS STUDENT ASSISTANCE COMMISSION	FY17	\$13,728,476	\$1,001,348	
ILLINOIS STUDENT ASSISTANCE COMMISSION	FY16	\$13,313,404	\$958,726	7.20%
TOLL HIGHWAY AUTHORITY	FY17	\$1,088,356,970	\$18,811,543	1.73%
TOLL HIGHWAY AUTHORITY	FY16	\$1,569,215,786	\$34,712,287	2.21%
TRANSPORTATION	FY17	\$2,305,003,942	\$86,171,070	3.74%
TRANSPORTATION	FY16	\$2,478,067,464	\$50,999,233	2.06%

SMALL BUSINESS CONTRACTING (30 ILCS 500/45-90) cont.

SMALL BUSINESS SPEND BY AGENCY cont.

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total
VETERANS' AFFAIRS	FY17	\$17,397,991	\$6,268,762	36.03%
VETERANS' AFFAIRS	FY16	\$16,918,416	\$6,107,536	36.10%
WORKERS' COMPENSATION COMMISSION	FY17	\$912,760	\$1,982	0.22%
WORKERS' COMPENSATION COMMISSION	FY16	\$316,146	\$19,662	6.22%
INNOVATION AND TECHNOLOGY	FY17	\$193,043,349	\$14,691,534	7.61%
TAX TRIBUNAL	FY17	\$1,113	\$0	0.00%
STATE CHARTER SCHOOL COMMISSION	FY17	\$0	\$0	0.00%