



State Certifications

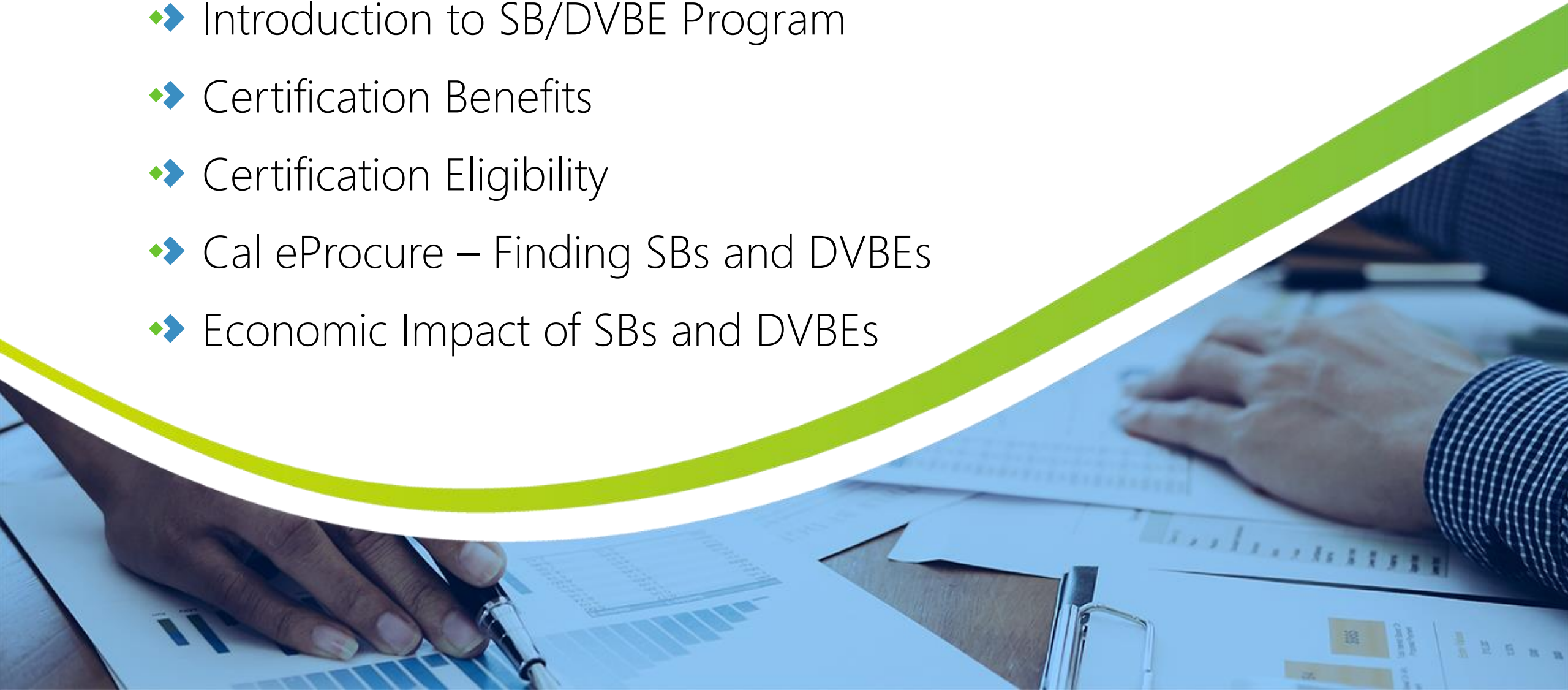
Danetta Jackson, Chief, Statewide Supplier Diversity Program

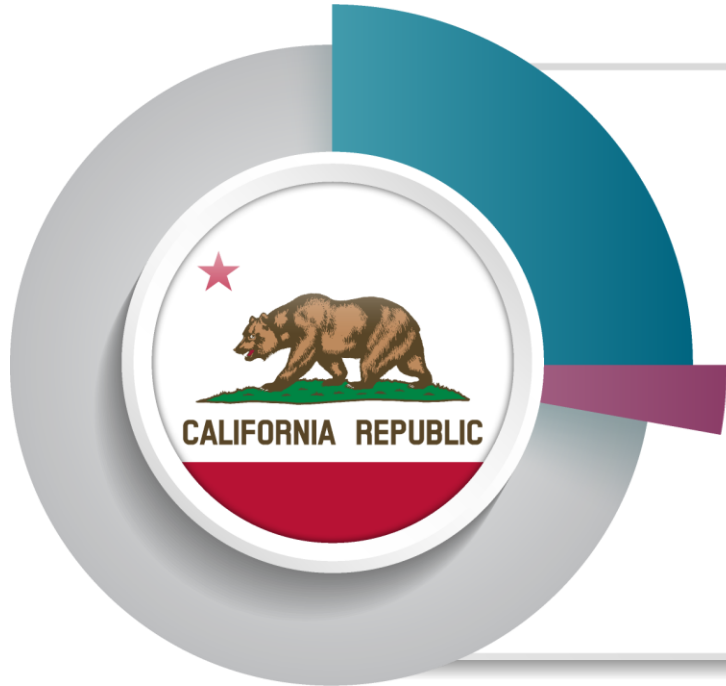
California Department of General Services

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Overview

- ◆ Introduction to SB/DVBE Program
- ◆ Certification Benefits
- ◆ Certification Eligibility
- ◆ Cal eProcure – Finding SBs and DVBEs
- ◆ Economic Impact of SBs and DVBEs





STATEWIDE PARTICIPATION GOAL

Small
Business

(SB) 25%

Disabled Veteran
Business Enterprise

(DVBE) 3%



\$3.55 Billion
26.58% of all contract dollars

SB SMALL BUSINESS

\$625.8 Million
4.69% of all contract dollars

DVBE DISABLED VETERAN
BUSINESS ENTERPRISE

2023-24 Fiscal Year



Certifications

- ◆ Small Business (SB)
- ◆ Small Business for the Purpose of Public Works (SB-PW)
- ◆ Disabled Veteran Business Enterprise (DVBE)

Certification Benefits

- ◆ 5% bid preference for SBs
- ◆ Up to 5% incentive for DVBEs
- ◆ Exclusive contract opportunities
- ◆ Prompt Payment
- ◆ Reciprocity Partners
- ◆ Working with prime contractors



Reciprocity Partners

- ◆ Cities, counties, agencies, or special districts that honor the SB/DVBE certification.
- ◆ The state's procurement policies, practices or procedures do not apply to these partnerships.
- ◆ Each reciprocity partner conducts their own procurements, separate from the state of California, following their own policies, procedures, and practices within their independent authority to do so.



Small Business Eligibility Requirements

- ◆ Independently owned and operated
- ◆ Not dominant in field of operation
- ◆ Principal office located in California
- ◆ Owners (or officers for a corporation) domiciled in California
- ◆ 100 or fewer employees
- ◆ Gross Annual Receipts (GARs) less than \$18 million (with affiliates)
- ◆ *If a manufacturer, 100 or fewer employees and no GARs cap





Small Business – Public Works Eligibility Requirements

Same as SB requirements except...

- ◆ 200 or fewer employees
- ◆ Gross Annual Receipts (GARs) less than \$43 million (with affiliates)

SB and SB-PW

- ◆ Get one certification, not both
- ◆ Same benefits
- ◆ SB-PW is *only* for public works
- ◆ SB is for everything, *including* public works





DVBE Eligibility Requirements

- ◆ At least 10% service disabled
- ◆ Be at least 51% owned by disabled veterans (100% for LLCs)
- ◆ Veteran owner(s) must reside in California
- ◆ Managed and operated by disabled veterans
- ◆ Headquarters in US



Cal
eProcure
caleprocure.ca.gov





Supplier Diversity Information

- ◆ Ethnicity, Race, gender, sexual orientation
- ◆ Voluntary
- ◆ Supports diversity, equity, and inclusion
- ◆ Evaluate outreach effectiveness
- ◆ Supports targeted outreach efforts
- ◆ www.dgs.ca.gov/PD-Supplier-Diversity-Program

Economic Impact of Using Certified Firms

- ◆ \$5.9 billion each year of new economic activity
- ◆ 35,798 net new jobs
- ◆ Keep over \$4.8 billion with the state
- ◆ \$1.1 billion in SB contracts by Reciprocity partners produced economic activity of \$2.5 billion



Economic Impact of Using Certified Firms

- ◆ 16,899 new jobs and new labor income of \$1.2 billion
- ◆ Keeps over \$2.0 billion of these dollar within the state
- ◆ Top industries: Healthcare/Social Assistance, Construction, Education, Transportation, and Professional Svcs.



*Thank You
for Participating*

