



Contra Costa County
Public Works
Department

Small Business Enterprise and Local Business Preference Report

January – June 2025



SBE Program

- In 2024, the Board approved updates to the Small Business Enterprise Program. The updated policy includes a goal of awarding 50% of eligible product and services dollars to SBEs for the following transactions:
 - County funded construction contracts of \$200,000 or less
 - Purchasing transactions of \$200,000 or less
 - Professional/Personal Service contracts of \$200,000 or less
- The SBE Program Policy include the following business designations:
 - Disabled Veteran
 - Disadvantaged
 - Local
 - Women
 - Minority
 - Small

January – June 2025 Activity

ACTIVITY TYPE:	Total # of ALL Contracts	Total # of SBE Contracts	SBE Percent of Total	Total Dollar Value of ALL Contracts	Total Dollar Value of SBE Contracts	SBE Percent of Total
Professional/Personal Services	336	191	56.8%	\$31,558,988	\$15,275,896	48.4%
Purchasing Transactions	876	419	47.8%	\$26,184,796	\$11,308,422	43.2%
Construction Contracts	3	3	100%	293,552	\$293,552	100%



Solicitations

Product and service contracts above \$100,000 require solicitations online.

E-Outreach January 1, – June 30, 2025

Number of Solicitations	112
Total Notifications	619,873
Dollar Value	\$136,665,339

BUSINESS CATEGORY	Notifications	Percentage of Total
MBE - Minority Business Enterprise	38,271	6.1%
WBE - Women Business Enterprise	31,072	5.0%
SBE - Small Business Enterprise	107,545	17.3%
LBE - Local Business Enterprise	2,473	0.4%
DVBE - Disabled Veteran Business Enterprise	4,206	0.7%
DBE – Disadvantaged Business Enterprise	20,678	3.4%
Total	204,245	32.9%

Local Bid Preference Program

- Applies to the purchase of supplies, materials or equipment in excess of \$25,000, through the use of competitive bids.
- If the low bid is not a local vendor, any responsive local vendor who submitted a bid that was within 7% of the lowest responsive bid has the option of submitting a new bid within 48 hours.
- There were no instances of the Local Bid Preference utilized in this reporting period.

Dollar Value Awarded to Local and Bay Area Businesses

- Dollar Value of Purchase Orders issued for the Period was \$26,194,796.
- Dollar Value Awarded to Contra Costa County Businesses was 16.4% or \$4.2 million.
- Dollar Value Awarded to Bay Area Businesses was 22.6% or \$5.9 million.

Contra Costa County	\$4,245,982	16.4%
Other Bay Area Counties	\$5,964,666	22.6%
Other	\$15,974,148	61%
Total	\$26,184,796	100%

Program Enhancements and Outreach

- Developed a multi-lingual guide and instructional videos to help businesses understand and compete for County opportunities.
 - Guides and videos are available on the Purchasing Services webpage: [Purchasing Services | Contra Costa County, CA Official Website](#)
- Developed a short PSA shown on CCTV directing viewers to the Purchasing webpage to learn more about doing business with the County.
- A Business Finder Application was developed for County staff to identify registered Small Business Enterprises and enable targeted outreach to underrepresented businesses.
- Collaboration with Economic Development Partners to provide additional resources to small businesses.



May 2025 Equity Committee Meeting Follow-Up

- **SBE Tracking/Business with the County**
 - Purchasing Services tracks data based on specific business designations as directed in Board policy.
 - The definitions of the Board approved SBE designations are defined in the State Government Code and Public Contract Code.
 - Businesses select their designation, if applicable when they register with the County on the Purchasing Portal.
- **Bidnet**
 - The County uses Bidnet to list formal solicitations online.
 - All businesses can register on Bidnet at no cost and receive solicitations based on the type of product or service they provide.
 - Businesses can select their business designation (small, local, minority, etc.) when they register on Bidnet. The County track notifications sent to each type of designated business.



Thank you

- Supervisor Carlson and Supervisor Scales-Preston for the opportunity to present the Small Business Report for the period of January 1, 2025 through June 30, 2025.