


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: October 3, 2011

SUBJECT: PROCUREMENT UPDATE

Attached is an updated progress report on County Procurement. The data presented in the report is for the period July 1, 2008 through June 30, 2011 with comparisons to July 1, 2005 through June 30, 2008. As you can see on Page A from the summary chart of all contracts up to \$500,000 dollars for the period July 1, 2008 through June 30, 2011:

- 69.77% of all contract dollars were awarded to local vendors
- 44.76% of all contract dollars were awarded to MBE/SLEB vendors
- 43.23% of all contracts awarded went to MBE/SLEB vendors
- More than 42% of all contract dollars in each purchasing category were awarded to MBE/SLEB vendors
- More than 42% of all contracts in each purchasing category were awarded to MBE/SLEB vendors

When the data is compared for July 1, 2005 through June 30, 2008 on the summary chart on Page B we find that:

- 70.30% of all contract dollars were awarded to local vendors which is consistent with the current period
- 34.71% of all contract dollars were awarded to MBE/SLEB vendors which is 10% less than the current period
- 26.20% of all contracts awarded went to MBE/SLEB vendors which is 17% 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 2.61%

- 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.

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

Currently the County has certified approximately 1,300 SLEB vendors and approximately 5,000 MBE vendors in our vendor database. We are continually working to increase the number of SLEB/MBE vendors. The most recent event we attended to encourage local vendors to do business with Alameda County was the Solano Stroll on September 11, 2011.

We are also in the process of updating the County's SLEB/MBE and local vendor database. Currently we have over 8,000 local vendors in the database. This database provides the County departments with a selection of local vendors to procure goods and services. In order to expand the database we have sent letters to local chambers of commerce offering assistance for their members to become SLEB certified. We will be doing a presentation for the Hayward Chamber on doing business with Alameda County.

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

REPORT ON COUNTY PROCUREMENT

October 3, 2011

CONTRACTS UP TO \$500,000 7-1-08 THRU 6-30-11

Contracts up \$500,000 -- 7-1-08-6-30-11																
	All Contracts			Construction			A & E			Prof Services			Goods & Services			
	\$	%	#	\$	%	#	\$	%	#	\$	%	#	\$	%	#	
Total	265.6	100%	13,844	24.3	100%	419	4.5	100%	102	58.1	100%	875	178.7	100%	12,448	
Local	185.3	69.77%				-			-			-			-	
Non Local	80.3	30.23%				-			-			-			-	
MBE/SLEB	118.8	44.76%	5,985	10.7	44.25%	194	2.8	61.74%	70	30.0	51.61%	423	75.3	42.19%	5,298	
African American	8.3	3.13%	326	0.6	2.47%	14	0.2	4.44%	3	4.9	8.44%	85	2.6	1.46%	224	
Asian American	21.6	8.13%	804	0.6	2.47%	12	1.1	24.44%	26	5.9	10.16%	69	14.0	7.84%	697	
Hispanic American	10.6	3.99%	291	3.7	15.23%	43	0	0.00%	-	2.3	3.96%	35	4.6	2.58%	213	
Native American	0.5	0.19%	28	0	0.00%	-	0	0.00%	-	0.1	0.17%	9	0.4	0.22%	19	
Multi-Ethic	9.0	3.39%	380	0.2	0.82%	1	0.1	2.22%	2	2.0	3.44%	42	6.7	3.75%	335	
Caucasian	68.8	25.93%	4,156	5.6	23.26%	124	1.4	30.64%	39	14.8	25.44%	183	47.0	26.34%	3,810	
NON MBE/SLEB																
Caucasian	91.7	34.49%	3,347	10.8	44.23%	137	1.1	24.92%	24	23.9	41.16%	397	55.9	31.23%	2,789	
Unknown/Decline	4.7	1.77%	116	2.7	11.11%	85	0.1	2.22%	7	1.2	2.07%	16	0.7	0.39%	8	
Publicly Owned Entity	50.4	18.98%	4,396	0.1	0.41%	3	0.5	11.12%	1	3.0	5.16%	39	46.8	26.19%	4,353	
	265.6	100.00%	13,844	24.3	100.00%	419	4.5	100.00%	102	58.1	100.00%	875	178.7	100.00%	12,448	

Summary of Contracts up to \$500,000

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
TOTAL	\$266.3M	100.00%	13,329	\$265.6M	100.00%	13,844
Local	\$187.2M	70.30%		\$185.3M	69.77%	
Non Local	\$79.1M	29.70%		\$80.3M	30.23%	
MBE/SLEB						
African American	\$11.0M	4.13%	423	\$8.3M	3.13%	326
Asian American	\$14.1M	5.29%	565	\$21.6M	8.13%	804
Hispanic American	\$10.3M	3.87%	329	\$10.6M	3.99%	291
Native American	\$0.6M	0.22%	31	\$0.5M	0.19%	28
Multi-Ethnic	\$10.4M	3.90%	375	\$9.0M	3.39%	380
Caucasian	\$46.0M	17.30%	1,770	\$68.8M	25.93%	4,156
TOTAL MBE/SLEB	\$92.4M	34.71%	3,493	\$118.8M	44.76%	5,985
Non MBE/SLEB						
Caucasian	\$106.5M	39.98%	4,437	\$91.7M	34.50%	3,347
Unknown/Decline	\$0.9M	0.34%	46	\$4.7M	1.77%	116
Publicly Owned Entity	\$66.5M	24.97%	5,353	\$50.4M	18.97%	4,396

Summary of Construction Contracts up to \$500,000

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
TOTAL	\$12.0M	100.00%	248	\$24.3M	100.00%	419
MBE/SLEB						
African American	\$0.6M	5.00%	16	\$0.6M	2.47%	14
Asian American	\$0.5M	4.17%	8	\$0.6M	2.47%	12
Hispanic American	\$2.1M	17.50%	43	\$3.7M	15.23%	43
Native American	-	-	-	-	-	-
Multi-Ethnic	\$0.3M	2.50%	5	\$0.2M	0.82%	1
Caucasian	\$2.1M	17.69%	72	\$5.6M	23.26%	124
TOTAL MBE/SLEB	\$5.6M	46.86%	144	\$10.7M	44.25%	194
Non MBE/SLEB						
Caucasian	\$5.9M	48.98%	97	\$10.8M	44.23%	137
Unknown/Decline	\$0.4M	3.33%	2	\$2.7M	11.11%	85
Publicly Owned Entity	\$0.1M	0.83%	5	\$0.1M	0.41%	3

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

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
TOTAL	\$6.7M	100.00%	135	\$4.5M	100.00%	102
MBE/SLEB						
African American	-	-	-	\$0.2M	4.44%	3
Asian American	\$1.9M	28.36%	42	\$1.1M	24.44%	26
Hispanic American	\$0.2M	2.98%	7	-	-	-
Native American	-	-	-	-	-	-
Multi-Ethnic	\$0.1M	1.49%	3	\$0.1M	2.22%	2
Caucasian	\$1.7M	24.60%	36	\$1.4M	30.64%	39
TOTAL MBE/SLEB	\$3.9M	57.43%	88	\$2.8M	61.74%	70
Non MBE/SLEB						
Caucasian	\$2.8M	42.57%	47	\$1.1M	24.92%	24
Unknown/Decline	-	-	-	\$0.1M	2.22%	7
Publicly Owned Entity	-	-	-	\$0.5M	11.12%	1

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

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
TOTAL	\$42.7M	100.00%	771	\$58.1M	100.00%	875
MBE/SLEB						
African American	\$3.9M	9.14%	72	\$4.9M	8.44%	85
Asian American	\$2.7M	6.32%	58	\$5.9M	10.16%	69
Hispanic American	\$3.1M	7.26%	37	\$2.3M	3.96%	35
Native American	\$0.1M	0.23%	1	\$0.1M	0.17%	9
Multi-Ethnic	\$3.7M	8.66%	54	\$2.0M	3.44%	42
Caucasian	\$4.7M	11.16%	85	\$14.8M	25.44%	183
TOTAL MBE/SLEB	\$18.2M	42.77%	307	\$30.0M	51.61%	423
Non MBE/SLEB						
Caucasian	\$23.4M	54.66%	428	\$23.9M	41.16%	397
Unknown/Decline	\$0.1M	0.23%	5	\$1.2M	2.07%	16
Publicly Owned Entity	\$1.0M	2.34%	31	\$3.0M	5.16%	39

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

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
TOTAL	\$204.9M	100.00%	12,175	\$178.7M	100.00%	12,448
MBE/SLEB						
African American	\$6.5M	3.17%	327	\$2.6M	1.46%	224
Asian American	\$9.0M	4.39%	457	\$14.0M	7.84%	697
Hispanic American	\$4.9M	2.39%	242	\$4.6M	2.58%	213
Native American	\$0.5M	0.25%	30	\$0.4M	0.22%	19
Multi-Ethnic	\$6.3M	3.07%	313	\$6.7M	3.75%	335
Caucasian	\$37.5M	18.31%	1,585	\$47.0M	26.34%	3,810
TOTAL MBE/SLEB	\$64.7M	31.58%	2,954	\$75.3M	42.19%	5,298
Non MBE/SLEB						
Caucasian	\$74.4M	36.30%	3,869	\$55.9M	31.23%	2,789
Unknown/Decline	\$0.4M	0.20%	39	\$0.7M	0.39%	8
Publicly Owned Entity	\$65.4M	31.92%	5,313	\$46.8M	26.19%	4,353

Total Contracts up to \$500,000

	7/1/05 - 6/30/08	7/1/08-6/30/11
Local	\$187.2M	\$185.3M
Non-Local	\$79.1M	\$80.3M
Total	\$266.3M	\$265.6M
% Local	70.30%	69.77%

Total Contracts up to \$500,000

	7/1/05 - 6/30/08	7/1/08 - 6/30/11
Total Contracts Up To \$500,000	\$266.3M	\$265.6M
MBE/SLEB	\$92.4M	\$118.8M
MBE/SLEB % of Total Contracts	34.71%	44.76%

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

Type	7/1/05 - 6/30/08		7/1/08 - 6/30/11	
	\$	%	\$	%
Construction	\$5.6M	46.86%	\$10.7M	44.25%
Architecture & Engineering	\$3.9M	57.43%	\$2.8M	61.74%
Professional Services	\$18.2M	42.77%	\$30.0M	51.61%
Goods & Services	\$64.7M	31.58%	\$75.3M	42.19%
Total	\$92.4M	34.71%	\$118.8M	44.76%

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

Type	7/1/05 – 6/30/08	7/1/08 – 6/30/11
African American	\$11.0M	\$8.3M
Asian American	\$14.1M	\$21.6M
Hispanic American	\$10.3M	\$10.6M
Native American	\$0.6M	\$0.5M
Multi-Ethnic	\$10.4M	\$9.0M
Caucasian Male	\$29.3M	\$46.8M
Caucasian Female	\$16.7M	\$22.0M
Total	\$92.4M	\$118.8M

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

	7/1/05 - 6/30/08	7/1/08-6/30/11
Construction		
Total	\$12.0M	\$24.3M
MBE/SLEB	\$5.6M	\$10.7M
% MBE/SLEB	46.86%	44.25%
Architecture & Engineering		
Total	\$6.7M	\$4.5M
MBE/SLEB	\$3.9M	\$2.8M
% MBE/SLEB	57.43%	61.74%
Professional Services		
Total	\$42.7M	\$58.1M
MBE/SLEB	\$18.2M	\$30.0M
% MBE/SLEB	42.77%	51.61%
Goods & Services		
Total	\$204.9M	\$178.7M
MBE/SLEB	\$64.7M	\$75.3M
% MBE/SLEB	31.58%	42.19%
Total All Contracts		
Total	\$266.3M	\$265.6M
MBE/SLEB	\$92.4M	\$118.8M
% MBE/SLEB	34.71%	44.76%

Construction Contracts up to \$500,000

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$0.5M	4.17%	14	\$0.2M	0.82%	7
African American Females	\$0.1M	0.83%	2	\$0.4M	1.65%	7
Asian American Males	\$0.5M	4.17%	8	\$0.4M	1.65%	8
Asian American Females	-	-	-	\$0.2M	0.82%	4
Hispanic American Males	\$2.1M	17.50%	43	\$3.3M	13.58%	37
Hispanic American Females	-	-	-	\$0.4M	1.65%	6
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	\$0.1M	0.83%	4	\$0.2M	0.82%	1
Multi-Ethnic> 50% Females	-	-	-	-	-	-
Caucasian Males - SLEB	\$1.9M	16.02%	59	\$4.6M	19.14%	101
Caucasian Females - SLEB	\$0.2M	1.67%	13	\$1.0M	4.12%	23
Multi-Ethnic 50/50	\$0.2M	1.67%	1	-	-	-
Total MBE/SLEB	\$5.6M	46.86%	144	\$10.7M	44.25%	194
Caucasian Males	\$5.2M	43.15%	83	\$9.1M	37.23%	123
Caucasian Females	\$0.7M	5.83%	14	\$1.7M	7.00%	14
Unknown/Decline	\$0.4M	3.33%	2	\$2.7M	11.11%	85
Publicly Owned Entity	\$0.1M	0.83%	5	\$0.1M	0.41%	3
Total	\$12.0M	100.00%	248	\$24.3M	100.00%	419
% MBE/SLEB	46.86%		58.06%	44.25%		46.30%

Architect & Engineering Contracts up to \$500,000

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	-	-	-	\$0.2M	4.44%	3
African American Females	-	-	-	-	-	-
Asian American Males	\$0.9M	13.43%	30	\$1.0M	22.22%	19
Asian American Females	\$1.0M	14.93%	12	\$0.1M	2.22%	7
Hispanic American Males	\$0.1M	1.49%	3	-	-	-
Hispanic American Females	\$0.1M	1.49%	4	-	-	-
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	-	-	-	\$0.1M	2.22%	2
Multi-Ethnic> 50% Females	-	-	-	-	-	-
Caucasian Males - SLEB	\$0.6M	8.96%	12	\$0.5M	11.12%	17
Caucasian Females - SLEB	\$1.1M	15.64%	24	\$0.9M	19.52%	22
Multi-Ethnic 50/50	\$0.1M	1.49%	3	-	-	-
Total MBE/SLEB	\$3.9M	57.43%	88	\$2.8M	61.74%	70
Caucasian Males	\$2.7M	41.08%	44	\$1.1M	24.92%	24
Caucasian Females	\$0.1M	1.49%	3	-	-	-
Unknown/Decline	-	-	-	\$0.1M	2.22%	7
Publicly Owned Entity	-	-	-	\$0.5M	11.12%	1
Total	\$6.7M	100.00%	135	\$4.5M	100.00%	102
% MBE/SLEB	57.43%		65.19%	61.74%		68.63%

Professional Services Contracts up to \$500,000

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$1.8M	4.22%	28	\$2.6M	4.48%	34
African American Females	\$2.1M	4.92%	44	\$2.3M	3.96%	51
Asian American Males	\$1.4M	3.28%	36	\$3.3M	5.68%	34
Asian American Females	\$1.3M	3.04%	22	\$2.6M	4.48%	35
Hispanic American Males	\$2.2M	5.15%	26	\$1.4M	2.41%	20
Hispanic American Females	\$0.9M	2.11%	11	\$0.9M	1.55%	15
Native American Males	\$0.1M	0.23%	1	\$0.1M	0.17%	9
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	\$0.8M	1.87%	15	\$0.7M	1.20%	22
Multi-Ethnic> 50% Females	\$0.2M	0.47%	7	\$0.4M	0.69%	8
Caucasian Males - SLEB	\$3.0M	7.18%	44	\$10.3M	17.69%	94
Caucasian Females - SLEB	\$1.7M	3.98%	41	\$4.5M	7.75%	89
Multi-Ethnic 50/50	\$2.7M	6.32%	32	\$0.9M	1.55%	12
Total MBE/SLEB	\$18.2M	42.77%	307	\$30.0M	51.61%	423
Caucasian Males	\$17.7M	41.31%	321	\$19.6M	33.76%	312
Caucasian Females	\$5.7M	13.35%	107	\$4.3M	7.40%	85
Unknown/Decline	\$0.1M	0.23%	5	\$1.2M	2.07%	16
Publicly Owned Entity	\$1.0M	2.34%	31	\$3.0M	5.16%	39
Total	\$42.7M	100.00%	771	\$58.1M	100.00%	875
% MBE/SLEB	42.77%		39.82%	51.61%		48.34%

Goods & Services Contracts up to \$500,000

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$5.6M	2.73%	275	\$2.3M	1.29%	185
African American Females	\$0.9M	0.44%	52	\$0.3M	0.17%	39
Asian American Males	\$5.2M	2.54%	258	\$10.5M	5.88%	582
Asian American Females	\$3.8M	1.85%	199	\$3.5M	1.96%	115
Hispanic American Males	\$3.4M	1.66%	170	\$2.8M	1.57%	154
Hispanic American Females	\$1.5M	0.73%	72	\$1.8M	1.01%	59
Native American Males	\$0.2M	0.10%	12	-	-	-
Native American Females	\$0.3M	0.15%	18	\$0.4M	0.22%	19
Multi-Ethnic> 50% Males	\$3.0M	1.46%	160	\$2.4M	1.34%	111
Multi-Ethnic> 50% Females	\$0.7M	0.34%	24	\$1.0M	0.56%	14
Caucasian Males - SLEB	\$23.8M	11.62%	883	\$31.4M	17.61%	2,607
Caucasian Females - SLEB	\$13.7M	6.69%	702	\$15.6M	8.73%	1,203
Multi-Ethnic 50/50	\$2.6M	1.27%	129	\$3.3M	1.85%	210
Total MBE/SLEB	\$64.7M	31.58%	2,954	\$75.3M	42.19%	5,298
Caucasian Males	\$68.5M	33.42%	3,461	\$48.5M	27.09%	2,457
Caucasian Females	\$5.9M	2.88%	408	\$7.4M	4.14%	332
Unknown/Decline	\$0.4M	0.20%	39	\$0.7M	0.39%	8
Publicly Owned Entity	\$65.4M	31.92%	5,313	\$46.8M	26.19%	4,353
Total	\$204.9M	100.00%	12,175	\$178.7M	100.00%	12,448
% MBE/SLEB	31.58%		24.26%	42.19%		42.56%

Total Contracts up to \$500,000

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$7.9M	2.97%	325	\$5.3M	2.00%	229
African American Females	\$3.1M	1.16%	98	\$3.0M	1.13%	97
Asian American Males	\$8.0M	3.00%	332	\$15.2M	5.72%	643
Asian American Females	\$6.1M	2.29%	233	\$6.4M	2.41%	161
Hispanic American Males	\$7.8M	2.93%	242	\$7.5M	2.82%	211
Hispanic American Females	\$2.5M	0.94%	87	\$3.1M	1.17%	80
Native American Males	\$0.3M	0.11%	13	\$0.1M	0.04%	9
Native American Females	\$0.3M	0.11%	18	\$0.4M	0.15%	19
Multi-Ethnic> 50% Males	\$3.9M	1.46%	180	\$3.4M	1.28%	136
Multi-Ethnic> 50% Females	\$0.9M	0.34%	31	\$1.4M	0.53%	22
Caucasian Males - SLEB	\$29.3M	11.03%	998	\$46.8M	17.65%	2,819
Caucasian Females - SLEB	\$16.7M	6.27%	772	\$22.0M	8.28%	1,337
Multi-Ethnic 50/50	\$5.6M	2.10%	164	\$4.2M	1.58%	222
Total MBE/SLEB	\$92.4M	34.71%	3,493	\$118.8M	44.76%	5,985
Caucasian Males	\$94.1M	35.32%	3,905	\$78.3M	29.45%	2,916
Caucasian Females	\$12.4M	4.66%	532	\$13.4M	5.05%	431
Unknown/Decline	\$0.9M	0.34%	46	\$4.7M	1.77%	116
Publicly Owned Entity	\$66.5M	24.97%	5,353	\$50.4M	18.97%	4,396
Total	\$266.3M	100.00%	13,329	\$265.6M	100.00%	13,844
% MBE/SLEB	34.71%		26.21%	44.76%		43.23%

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

	7/1/05 - 6/30/08	7/1/08 - 6/30/11
<i>CONTRACTS UNDER \$25,000</i>		
Total	\$79.1M	\$72.0M
MBE/SLEB	\$25.6M	\$30.5M
% MBE/SLEB	32.36%	42.40%
<i>CONTRACTS \$25,001 - \$100,000</i>		
Total	\$80.8M	\$75.7M
MBE/SLEB	\$28.8M	\$33.3M
% MBE/SLEB	35.64%	44.14%
<i>CONTRACTS \$100,001 - \$500,000</i>		
Total	\$106.4M	\$117.9M
MBE/SLEB	\$38.0M	\$55.0M
% MBE/SLEB	35.71%	46.72%
<i>TOTAL ALL CONTRACTS</i>		
Total	\$266.3M	\$265.6M
MBE/SLEB	\$92.4M	\$118.8M
% MBE/SLEB	34.71%	44.76%

Contract Amounts Under \$25,000 by Ethnicity

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$2.6M	3.29%	252	\$1.2M	1.67%	193
African American Females	\$0.6M	0.76%	69	\$0.6M	0.83%	71
Asian American Males	\$2.6M	3.29%	272	\$3.9M	5.42%	538
Asian American Females	\$1.6M	2.02%	182	\$1.2M	1.67%	114
Hispanic American Males	\$2.1M	2.65%	185	\$1.5M	2.08%	160
Hispanic American Females	\$0.7M	0.88%	65	\$0.9M	1.25%	55
Native American Males	\$0.1M	0.13%	10	\$0.1M	0.14%	9
Native American Females	\$0.2M	0.25%	16	\$0.1M	0.14%	14
Multi-Ethnic> 50% Males	\$1.6M	2.02%	150	\$1.4M	1.94%	108
Multi-Ethnic> 50% Females	\$0.3M	0.38%	25	\$0.1M	0.14%	7
Caucasian Males - SLEB	\$7.5M	9.49%	779	\$11.2M	15.60%	2,478
Caucasian Females - SLEB	\$4.4M	5.56%	615	\$6.9M	9.58%	1,128
Multi-Ethnic 50/50	\$1.3M	1.64%	124	\$1.4M	1.94%	188
Total MBE/SLEB	\$25.6M	32.36%	2,744	\$30.5M	42.40%	5,063
Caucasian Males	\$26.9M	34.01%	3,234	\$20.7M	28.71%	2,341
Caucasian Females	\$4.2M	5.31%	450	\$3.0M	4.17%	345
Unknown/Decline	\$0.3M	0.38%	42	\$0.5M	0.69%	61
Publicly Owned Entity	\$22.1M	27.94%	4,744	\$17.3M	24.03%	3,947
Total	\$79.1M	100.00%	11,214	\$72.0M	100.00%	11,757
% MBE/SLEB	32.36%		24.47%	42.40%		43.06%

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

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$3.1M	3.84%	60	\$1.0M	1.32%	19
African American Females	\$1.0M	1.24%	20	\$1.1M	1.45%	19
Asian American Males	\$2.4M	2.97%	47	\$3.3M	4.36%	67
Asian American Females	\$1.9M	2.35%	36	\$1.9M	2.51%	31
Hispanic American Males	\$1.9M	2.35%	41	\$1.8M	2.38%	28
Hispanic American Females	\$0.9M	1.11%	17	\$0.9M	1.19%	19
Native American Males	\$0.2M	0.25%	3	-	-	-
Native American Females	\$0.1M	0.12%	2	\$0.3M	0.40%	5
Multi-Ethnic > 50% Males	\$1.2M	1.49%	25	\$1.0M	1.32%	23
Multi-Ethnic > 50% Females	\$0.1M	0.12%	3	\$0.5M	0.66%	10
Caucasian Males - SLEB	\$8.1M	10.02%	156	\$12.2M	16.26%	243
Caucasian Females - SLEB	\$6.6M	8.17%	129	\$8.0M	10.57%	170
Multi-Ethnic 50/50	\$1.3M	1.61%	25	\$1.3M	1.72%	27
Total MBE/SLEB	\$28.8M	35.64%	564	\$33.3M	44.14%	661
Caucasian Males	\$25.1M	31.07%	485	\$21.7M	28.51%	414
Caucasian Females	\$3.2M	3.96%	59	\$2.8M	3.70%	57
Unknown/Decline	\$0.2M	0.25%	3	\$1.2M	1.59%	30
Publicly Owned Entity	\$23.5M	29.08%	496	\$16.7M	22.06%	353
Total	\$80.8M	100.00%	1,607	\$75.7M	100.00%	1,515
% MBE/SLEB	35.64%		35.10%	44.14%		43.63%

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

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$2.2M	2.07%	13	\$3.1M	2.63%	17
African American Females	\$1.5M	1.41%	9	\$1.3M	1.10%	7
Asian American Males	\$3.0M	2.82%	13	\$8.0M	6.79%	38
Asian American Females	\$2.6M	2.44%	15	\$3.3M	2.80%	16
Hispanic American Males	\$3.8M	3.57%	16	\$4.2M	3.56%	23
Hispanic American Females	\$0.9M	0.85%	5	\$1.3M	1.10%	6
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	\$1.1M	1.03%	5	\$1.0M	0.85%	5
Multi-Ethnic> 50% Females	\$0.5M	0.47%	3	\$0.8M	0.68%	5
Caucasian Males - SLEB	\$13.7M	12.87%	63	\$23.4M	19.92%	98
Caucasian Females - SLEB	\$5.7M	5.36%	28	\$7.1M	6.02%	39
Multi-Ethnic 50/50	\$3.0M	2.82%	15	\$1.5M	1.27%	7
Total MBE/SLEB	\$38.0M	35.71%	185	\$55.0M	46.72%	261
Caucasian Males	\$42.1M	39.57%	186	\$35.9M	30.38%	161
Caucasian Females	\$5.0M	4.70%	23	\$7.6M	6.45%	29
Unknown/Decline	\$0.4M	0.38%	1	\$3.0M	2.54%	25
Publicly Owned Entity	\$20.9M	19.64%	113	\$16.4M	13.91%	96
Total	\$106.4M	100.00%	508	\$117.9M	100.00%	572
% MBE/SLEB	35.71%		36.42%	46.72%		45.63%

Total Contracts up to \$500,000

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$7.9M	2.97%	325	\$5.3M	2.00%	229
African American Females	\$3.1M	1.16%	98	\$3.0M	1.13%	97
Asian American Males	\$8.0M	3.00%	332	\$15.2M	5.72%	643
Asian American Females	\$6.1M	2.29%	233	\$6.4M	2.41%	161
Hispanic American Males	\$7.8M	2.93%	242	\$7.5M	2.82%	211
Hispanic American Females	\$2.5M	0.94%	87	\$3.1M	1.17%	80
Native American Males	\$0.3M	0.11%	13	\$0.1M	0.04%	9
Native American Females	\$0.3M	0.11%	18	\$0.4M	0.15%	19
Multi-Ethnic> 50% Males	\$3.9M	1.46%	180	\$3.4M	1.28%	136
Multi-Ethnic> 50% Females	\$0.9M	0.34%	31	\$1.4M	0.53%	22
Caucasian Males – SLEB	\$29.3M	11.03%	998	\$46.8M	17.65%	2,819
Caucasian Females - SLEB	\$16.7M	6.27%	772	\$22.0M	8.28%	1,337
Multi-Ethnic 50/50	\$5.6M	2.10%	164	\$4.2M	1.58%	222
Total MBE/SLEB	\$92.4M	34.71%	3,493	\$118.8M	44.76%	5,985
Caucasian Males	\$94.1M	35.32%	3,905	\$78.3M	29.45%	2,916
Caucasian Females	\$12.4M	4.66%	532	\$13.4M	5.05%	431
Unknown/Decline	\$0.9M	0.34%	46	\$4.7M	1.77%	116
Publicly Owned Entity	\$66.5M	24.97%	5,353	\$50.4M	18.97%	4,396
Total	\$266.3M	100.00%	13,329	\$265.6M	100.00%	13,844
% MBE/SLEB	34.71%		26.21%	44.76%		43.23%

Total Contracts Local & Non-Local

	7/1/05 - 6/30/08	7/1/08 - 6/30/11
Local	\$437.9M	\$464.4M
Non-Local	\$198.6M	\$268.0M
Total	\$636.5M	\$732.4M
% Local	68.79%	63.41%

Local Contracts Summary

	7/1/05 - 6/30/08	7/1/08 - 6/30/11
Total Contracts	\$636.5M	\$732.4M
MBE/SLEB	\$228.7M	\$230.5M
MBE/SLEB % of Total Contracts	35.92%	31.47%

MBE/SLEB Contracts by Type

Type	7/1/05 - 6/30/08		7/1/08 - 6/30/11	
	\$	%	\$	%
Construction	\$30.9M	36.72%	\$49.7M	34.25%
Architecture & Engineering	\$5.9M	58.37%	\$6.6M	58.00%
Professional Services	\$59.8M	34.62%	\$68.0M	24.61%
Goods & Services	\$132.1M	35.74%	\$106.2M	35.45%
Total	\$228.7M	35.92%	\$230.5M	31.47%

MBE/SLEB Contract Amounts by Ethnicity

	7/1/05 - 6/30/08	7/1/08 - 6/30/11
Type	\$	\$
African American	\$45.9M	\$25.6M
Hispanic American	\$75.9M	\$27.6M
Multi-Ethnicity	\$14.7M	\$14.8M
Asian American	\$19.3M	\$47.5M
Caucasian Female	\$19.9M	\$35.7M
Caucasian Male	\$52.4M	\$78.8M
Native American	\$0.6M	\$0.5M
Total	\$228.7M	\$230.5M

Contracts by Geographic Area

Geographic Area	7/1/05 - 6/30/08		7/1/08 - 6/30/11	
	\$	%	\$	%
Alameda	\$14.9M	3.40%	\$12.3M	2.65%
Albany	\$0.8M	0.18%	\$3.0M	0.64%
Berkeley	\$12.1M	2.76%	\$6.4M	1.39%
Castro Valley	\$2.9M	0.66%	\$4.9M	1.06%
Dublin	\$45.1M	10.31%	\$102.9M	22.17%
Emeryville	\$5.5M	1.26%	\$9.5M	2.05%
Fremont	\$27.6M	6.30%	\$17.4M	3.74%
Hayward	\$24.3M	5.56%	\$34.7M	7.48%
Livermore	\$17.0M	3.89%	\$35.2M	7.58%
Newark	\$2.5M	0.56%	\$5.5M	1.15%
Oakland	\$207.6M	47.40%	\$113.2M	24.36%
Piedmont	-	-	-	-
Pleasanton	\$48.3M	11.02%	\$82.9M	17.86%
San Leandro	\$17.2M	3.93%	\$26.1M	5.63%
San Lorenzo	\$3.3M	0.75%	\$2.3M	0.50%
Sunol	\$0.1M	0.02%	\$0.1M	0.01%
Union City	\$8.7M	2.00%	\$8.0M	1.73%
TOTAL	\$437.9M	100.00%	\$464.4M	100.00%

MBE/SLEB Participation by Type

	7/1/05 - 6/30/08	7/1/08 - 6/30/11
Construction		
Total	\$84.2M	\$145.2M
MBE/SLEB	\$30.9M	\$49.7M
% MBE/SLEB	36.72%	34.25%
Architecture & Engineering		
Total	\$10.1M	\$11.3M
MBE/SLEB	\$5.9M	\$6.6M
% MBE/SLEB	58.37%	58.00%
Professional Services		
Total	\$172.6M	\$276.3M
MBE/SLEB	\$59.8M	\$68.0M
% MBE/SLEB	34.62%	24.61%
Goods & Services		
Total	\$369.6M	\$299.6M
MBE/SLEB	\$132.1M	\$106.2M
% MBE/SLEB	35.74%	35.45%
Total All Contracts		
Total	\$636.5M	\$732.4M
MBE/SLEB	\$228.7M	\$230.5M
% MBE/SLEB	35.92%	31.47%

Construction Contracts by Ethnicity

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$1.3M	1.54%	15	\$0.2M	0.14%	7
African American Females	\$0.1M	0.12%	2	\$0.6M	0.41%	7
Asian American Males	\$0.5M	0.59%	8	\$5.5M	3.79%	11
Asian American Females	\$0.8M	0.95%	1	\$13.0M	8.95%	7
Hispanic American Males	\$21.0M	24.94%	45	\$10.8M	7.44%	42
Hispanic American Females	-	-	-	\$1.3M	0.90%	7
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	\$0.1M	0.12%	5	\$0.2M	0.14%	1
Multi-Ethnic> 50% Females	-	-	-	-	-	-
Caucasian Males - SLEB	\$6.9M	8.22%	61	\$12.5M	8.62%	106
Caucasian Females - SLEB	\$0.2M	0.24%	13	\$5.6M	3.86%	26
Multi-Ethnic 50/50	-	-	-	-	-	-
Total MBE/SLEB	\$30.9M	36.72%	150	\$49.7M	34.25%	214
Caucasian Males	\$52.1M	61.86%	106	\$86.7M	59.68%	165
Caucasian Females	\$0.7M	0.83%	14	\$3.9M	2.69%	17
Unknown/Decline	\$0.4M	0.47%	2	\$4.8M	3.31%	95
Publicly Owned Entity	\$0.1M	0.12%	5	\$0.1M	0.07%	3
Total	\$84.2M	100.00%	277	\$145.2M	100.00%	494
% MBE/SLEB	36.72%		54.15%	34.25%		43.32%

Architect & Engineering Contracts by Ethnicity

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	-	-	-	\$0.5M	4.42%	3
African American Females	-	-	-	-	-	-
Asian American Males	\$1.0M	9.90%	30	\$3.0M	26.14%	22
Asian American Females	\$2.5M	24.71%	20	\$0.1M	0.88%	6
Hispanic American Males	-	-	-	-	-	-
Hispanic American Females	\$0.1M	0.99%	4	-	-	-
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	-	-	-	-	-	-
Multi-Ethnic> 50% Females	-	-	-	\$0.7M	6.19%	2
Caucasian Males - SLEB	\$1.1M	10.89%	13	\$0.8M	7.07%	16
Caucasian Females - SLEB	\$1.1M	10.89%	20	\$1.5M	13.27%	23
Multi-Ethnic 50/50	\$0.1M	0.99%	3	-	-	-
Total MBE/SLEB	\$5.9M	58.37%	90	\$6.6M	58.00%	72
Caucasian Males	\$4.1M	40.64%	46	\$3.1M	27.85%	25
Caucasian Females	\$0.1M	0.99%	3	-	0.00%	-
Unknown/Decline	-	-	-	\$0.1M	0.88%	7
Publicly Owned Entity	-	-	-	\$1.5M	13.27%	2
Total	\$10.1M	100.00%	139	\$11.3M	100.00%	106
% MBE/SLEB	58.37%		64.75%	58.00%		67.92%

Professional Services Contracts by Ethnicity

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$6.5M	3.77%	31	\$6.0M	2.17%	39
African American Females	\$2.8M	1.62%	45	\$5.1M	1.85%	54
Asian American Males	\$1.5M	0.87%	36	\$4.1M	1.48%	35
Asian American Females	\$3.4M	1.97%	23	\$4.8M	1.74%	37
Hispanic American Males	\$22.5M	13.04%	28	\$9.2M	3.33%	23
Hispanic American Females	\$0.9M	0.52%	11	\$0.9M	0.33%	16
Native American Males	\$0.1M	0.06%	1	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	\$1.7M	0.98%	16	\$1.3M	0.47%	23
Multi-Ethnic> 50% Females	\$0.2M	0.12%	7	\$0.4M	0.14%	8
Caucasian Males - SLEB	\$12.9M	7.45%	50	\$26.3M	9.51%	114
Caucasian Females - SLEB	\$1.7M	0.98%	41	\$5.5M	2.00%	90
Multi-Ethnic 50/50	\$5.6M	3.24%	34	\$4.4M	1.59%	15
Total MBE/SLEB	\$59.8M	34.62%	323	\$68.0M	24.61%	454
Caucasian Males	\$59.4M	34.43%	348	\$65.0M	23.54%	338
Caucasian Females	\$7.0M	4.06%	109	\$7.0M	2.53%	89
Unknown/Decline	\$0.1M	0.06%	5	\$1.2M	0.43%	16
Publicly Owned Entity	\$46.3M	26.83%	38	\$135.1M	48.89%	60
Total	\$172.6M	100.00%	823	\$276.3M	100.00%	957
% MBE/SLEB	34.62%		39.25%	24.61%		47.44%

Goods & Services Contracts by Ethnicity

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$32.3M	8.74%	285	\$9.6M	3.20%	190
African American Females	\$2.9M	0.78%	53	\$3.6M	1.20%	41
Asian American Males	\$5.7M	1.54%	259	\$11.1M	3.70%	581
Asian American Females	\$3.9M	1.06%	192	\$5.9M	1.97%	117
Hispanic American Males	\$20.6M	5.57%	175	\$3.6M	1.20%	155
Hispanic American Females	\$10.8M	2.92%	73	\$1.8M	0.60%	58
Native American Males	\$0.2M	0.05%	12	\$0.1M	0.03%	9
Native American Females	\$0.3M	0.08%	18	\$0.4M	0.13%	19
Multi-Ethnic> 50% Males	\$3.7M	1.00%	161	\$3.7M	1.23%	114
Multi-Ethnic> 50% Females	\$0.7M	0.19%	24	\$0.9M	0.30%	13
Caucasian Males - SLEB	\$31.5M	8.54%	892	\$39.2M	13.11%	2,608
Caucasian Females - SLEB	\$16.9M	4.57%	700	\$23.1M	7.71%	1,205
Multi-Ethnic 50/50	\$2.6M	0.70%	129	\$3.2M	1.07%	211
Total MBE/SLEB	\$132.1M	35.74%	2,973	\$106.2M	35.45%	5,321
Caucasian Males	\$134.6M	36.42%	3,489	\$88.8M	29.64%	2,476
Caucasian Females	\$12.1M	3.27%	410	\$7.3M	2.44%	332
Unknown/Decline	\$0.4M	0.11%	39	\$0.7M	0.23%	8
Publicly Owned Entity	\$90.4M	24.46%	5,339	\$96.6M	32.24%	4,381
Total	\$369.6M	100.00%	12,250	\$299.6M	100.00%	12,518
% MBE/SLEB	35.74%		24.27%	35.45%		42.51%

Total Contracts by Ethnicity

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$40.1M	6.30%	331	\$16.3M	2.23%	239
African American Females	\$5.8M	0.91%	100	\$9.3M	1.27%	102
Asian American Males	\$8.7M	1.37%	333	\$23.7M	3.24%	649
Asian American Females	\$10.6M	1.67%	236	\$23.8M	3.25%	167
Hispanic American Males	\$64.1M	10.07%	248	\$23.6M	3.22%	220
Hispanic American Females	\$11.8M	1.85%	88	\$4.0M	0.55%	81
Native American Males	\$0.3M	0.05%	13	\$0.1M	0.01%	9
Native American Females	\$0.3M	0.05%	18	\$0.4M	0.05%	19
Multi-Ethnic> 50% Males	\$5.5M	0.86%	182	\$5.2M	0.71%	138
Multi-Ethnic> 50% Females	\$0.9M	0.14%	31	\$2.0M	0.27%	23
Caucasian Males - SLEB	\$52.4M	8.21%	1,016	\$78.8M	10.75%	2,844
Caucasian Females - SLEB	\$19.9M	3.13%	774	\$35.7M	4.88%	1,344
Multi-Ethnic 50/50	\$8.3M	1.31%	166	\$7.6M	1.04%	226
Total MBE/SLEB	\$228.7M	35.92%	3,536	\$230.5M	31.47%	6,061
Caucasian Males	\$250.2M	39.32%	3,989	\$243.6M	33.27%	3,004
Caucasian Females	\$19.9M	3.13%	536	\$18.2M	2.48%	438
Unknown/Decline	\$0.9M	0.14%	46	\$6.8M	0.93%	126
Publicly Owned Entity	\$136.8M	21.49%	5,382	\$233.3M	31.85%	4,446
Total	\$636.5M	100.00%	13,489	\$732.4M	100.00%	14,075
% MBE/SLEB	35.92%		26.21%	31.47%		43.06%

MBE/SLEB by Contract Amount

	7/1/05 - 6/30/08	7/1/08 - 6/30/11
<i>CONTRACTS UNDER \$25,000</i>		
Total	\$79.1M	\$72.0M
MBE/SLEB	\$25.6M	\$30.5M
% MBE/SLEB	32.36%	42.40%
<i>CONTRACTS \$25,001 - \$100,000</i>		
Total	\$80.8M	\$75.7M
MBE/SLEB	\$28.8M	\$33.3M
% MBE/SLEB	35.60%	44.14%
<i>CONTRACTS \$100,001 - \$500,000</i>		
Total	\$106.4M	\$117.9M
MBE/SLEB	\$38.1M	\$55.0M
% MBE/SLEB	35.79%	46.72%
<i>CONTRACTS OVER \$500,000</i>		
Total	\$370.2M	\$466.8M
MBE/SLEB	\$136.2M	\$111.7M
% MBE/SLEB	36.80%	23.91%
<i>TOTAL ALL CONTRACTS</i>		
Total	\$636.5M	\$732.4M
MBE/SLEB	\$228.7M	\$230.5M
% MBE/SLEB	35.92%	31.47%

Contract Amounts Under \$25,000 by Ethnicity

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$2.6M	3.29%	252	\$1.2M	1.67%	193
African American Females	\$0.6M	0.76%	69	\$0.6M	0.83%	71
Asian American Males	\$2.6M	3.29%	272	\$3.9M	5.42%	538
Asian American Females	\$1.6M	2.02%	182	\$1.2M	1.67%	114
Hispanic American Males	\$2.1M	2.65%	185	\$1.5M	2.08%	160
Hispanic American Females	\$0.7M	0.88%	65	\$0.9M	1.25%	55
Native American Males	\$0.1M	0.13%	10	\$0.1M	0.14%	9
Native American Females	\$0.2M	0.25%	16	\$0.1M	0.14%	14
Multi-Ethnic > 50% Males	\$1.6M	2.02%	150	\$1.4M	1.94%	108
Multi-Ethnic > 50% Females	\$0.3M	0.38%	25	\$0.1M	0.14%	7
Caucasian Males - SLEB	\$7.5M	9.49%	779	\$11.2M	15.60%	2,478
Caucasian Females - SLEB	\$4.4M	5.56%	615	\$6.9M	9.58%	1,128
Multi-Ethnic 50/50	\$1.3M	1.64%	124	\$1.4M	1.94%	188
Total MBE/SLEB	\$25.6M	32.36%	2,744	\$30.5M	42.40%	5,063
Caucasian Males	\$26.9M	34.01%	3,234	\$20.7M	28.71%	2,341
Caucasian Females	\$4.2M	5.31%	450	\$3.0M	4.17%	345
Unknown/Decline	\$0.3M	0.38%	42	\$0.5M	0.69%	61
Publicly Owned Entity	\$22.1M	27.94%	4,744	\$17.3M	24.03%	3,947
Total	\$79.1M	100.00%	11,214	\$72.0M	100.00%	11,757
% MBE/SLEB	32.36%		24.47%	42.40%		43.06%

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

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$3.1M	3.84%	60	\$1.0M	1.32%	19
African American Females	\$1.0M	1.24%	20	\$1.1M	1.45%	19
Asian American Males	\$2.4M	2.97%	47	\$3.3M	4.36%	67
Asian American Females	\$1.9M	2.35%	36	\$1.9M	2.51%	31
Hispanic American Males	\$1.9M	2.35%	41	\$1.8M	2.38%	28
Hispanic American Females	\$0.9M	1.11%	17	\$0.9M	1.19%	19
Native American Males	\$0.2M	0.25%	3	-	-	-
Native American Females	\$0.1M	0.12%	2	\$0.3M	0.40%	5
Multi-Ethnic> 50% Males	\$1.2M	1.49%	25	\$1.0M	1.32%	23
Multi-Ethnic> 50% Females	\$0.1M	0.12%	3	\$0.5M	0.66%	10
Caucasian Males – SLEB	\$8.1M	10.02%	156	\$12.2M	16.26%	243
Caucasian Females - SLEB	\$6.6M	8.17%	129	\$8.0M	10.57%	170
Multi-Ethnic 50/50	\$1.3M	1.61%	25	\$1.3M	1.72%	27
Total MBE/SLEB	\$28.8M	35.64%	564	\$33.3M	44.14%	661
Caucasian Males	\$25.1M	31.07%	485	\$21.7M	28.51%	414
Caucasian Females	\$3.2M	3.96%	59	\$2.8M	3.70%	57
Unknown/Decline	\$0.2M	0.25%	3	\$1.2M	1.59%	30
Publicly Owned Entity	\$23.5M	29.08%	496	\$16.7M	22.06%	353
Total	\$80.8M	100.00%	1,607	\$75.7M	100.00%	1,515
% MBE/SLEB	35.60%		35.10%	44.14%		43.63%

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

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$2.2M	2.07%	13	\$3.1M	2.63%	17
African American Females	\$1.5M	1.41%	9	\$1.3M	1.10%	7
Asian American Males	\$3.0M	2.82%	13	\$8.0M	6.79%	38
Asian American Females	\$2.6M	2.44%	15	\$3.3M	2.80%	16
Hispanic American Males	\$3.8M	3.57%	16	\$4.2M	3.56%	23
Hispanic American Females	\$0.9M	0.85%	5	\$1.3M	1.10%	6
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic> 50% Males	\$1.1M	1.03%	5	\$1.0M	0.85%	5
Multi-Ethnic> 50% Females	\$0.5M	0.47%	3	\$0.8M	0.68%	5
Caucasian Males – SLEB	\$13.7M	12.87%	63	\$23.4M	19.92%	98
Caucasian Females - SLEB	\$5.7M	5.36%	28	\$7.1M	6.02%	39
Multi-Ethnic 50/50	\$3.0M	2.82%	15	\$1.5M	1.27%	7
Total MBE/SLEB	\$38.0M	35.71%	185	\$55.0M	46.72%	261
Caucasian Males	\$42.1M	39.57%	186	\$35.9M	30.38%	161
Caucasian Females	\$5.0M	4.70%	23	\$7.6M	6.45%	29
Unknown/Decline	\$0.4M	0.38%	1	\$3.0M	2.54%	25
Publicly Owned Entity	\$20.9M	19.64%	113	\$16.4M	13.91%	96
Total	\$106.4M	100.00%	508	\$117.9M	100.00%	572
% MBE/SLEB	35.71%		36.42%	46.72%		45.63%

Contract Amounts Over \$500,000 by Ethnicity

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$32.1M	8.67%	6	\$11.0M	2.36%	10
African American Females	\$2.7M	0.73%	2	\$6.3M	1.35%	5
Asian American Males	\$0.7M	0.19%	1	\$8.5M	1.82%	6
Asian American Females	\$4.5M	1.22%	3	\$17.4M	3.73%	6
Hispanic American Males	\$56.3M	15.21%	6	\$16.1M	3.45%	9
Hispanic American Females	\$9.3M	2.51%	1	\$0.9M	0.19%	1
Native American Males	-	-	-	-	-	-
Native American Females	-	-	-	-	-	-
Multi-Ethnic > 50% Males	\$1.6M	0.43%	2	\$1.8M	0.39%	2
Multi-Ethnic > 50% Females	-	-	-	\$0.6M	0.13%	1
Caucasian Males - SLEB	\$23.1M	6.25%	18	\$32.0M	6.83%	25
Caucasian Females - SLEB	\$3.2M	0.86%	2	\$13.7M	2.93%	7
Multi-Ethnic 50/50	\$2.7M	0.73%	2	\$3.4M	0.73%	4
Total MBE/SLEB	\$136.2M	36.80%	43	\$111.7M	23.91%	76
Caucasian Males	\$156.1M	42.16%	84	\$165.3M	35.43%	88
Caucasian Females	\$7.6M	2.05%	4	\$4.8M	1.03%	7
Unknown/Decline	-	-	-	\$2.1M	0.45%	10
Publicly Owned Entity	\$70.3M	18.99%	29	\$182.9M	39.18%	50
Total	\$370.2M	100.00%	160	\$466.8M	100.00%	231
% MBE/SLEB	36.80%		26.88%	23.91%		32.90%

Total Contracts by Ethnicity

	7/1/05 - 6/30/08			7/1/08 - 6/30/11		
	\$	%	#	\$	%	#
African American Males	\$40.1M	6.30%	331	\$16.3M	2.23%	239
African American Females	\$5.8M	0.91%	100	\$9.3M	1.27%	102
Asian American Males	\$8.7M	1.37%	333	\$23.7M	3.24%	649
Asian American Females	\$10.6M	1.67%	236	\$23.8M	3.25%	167
Hispanic American Males	\$64.1M	10.07%	248	\$23.6M	3.22%	220
Hispanic American Females	\$11.8M	1.85%	88	\$4.0M	0.55%	81
Native American Males	\$0.3M	0.05%	13	\$0.1M	0.01%	9
Native American Females	\$0.3M	0.05%	18	\$0.4M	0.05%	19
Multi-Ethnic> 50% Males	\$5.5M	0.86%	182	\$5.2M	0.71%	138
Multi-Ethnic> 50% Females	\$0.9M	0.14%	31	\$2.0M	0.27%	23
Caucasian Males – SLEB	\$52.4M	8.21%	1,016	\$78.8M	10.75%	2,844
Caucasian Females - SLEB	\$19.9M	3.13%	774	\$35.7M	4.88%	1,344
Multi-Ethnic 50/50	\$8.3M	1.31%	166	\$7.6M	1.04%	226
Total MBE/SLEB	\$228.7M	35.92%	3,536	\$230.5M	31.47%	6,061
Caucasian Males	\$250.2M	39.32%	3,989	\$243.6M	33.27%	3,004
Caucasian Females	\$19.9M	3.13%	536	\$18.2M	2.48%	438
Unknown/Decline	\$0.9M	0.14%	46	\$6.8M	0.93%	126
Publicly Owned Entity	\$136.8M	21.49%	5,382	\$233.3M	31.85%	4,446
Total	\$636.5M	100.00%	13,489	\$732.4M	100.00%	14,075
% MBE/SLEB	35.92%		26.21%	31.47%		43.06%

Vendor Pool

September 12, 2011

	SLEB		Local Vendors Non-SLEB		Non-Local Vendors		Total	
	\$	#	\$	#	\$	#	\$	#
African American	\$22.6M	199	\$1.2M	1,304	\$1.8M	434	\$25.6M	1,937
Asian American	\$19.6M	233	\$2.9M	1,031	\$25.0M	595	\$47.5M	1,859
Hispanic American	\$9.7M	95	\$13.5M	647	\$4.4M	376	\$27.6M	1,118
Native American	\$0.3M	3	\$0.1M	28	\$0.1M	29	\$0.5M	60
Multi-Ethnic	\$2.0M	34	\$9.4M	312	\$3.4M	357	\$14.8M	703
Caucasian	\$114.5M	745	-	-	-	-	\$114.5M	745
Total MBE/SLEB	\$168.7M	1,309	\$27.1M	3,322	\$34.7M	1,791	\$230.5M	6,422
Caucasian	-	-	\$107.8M	3,562	\$154.0M	4,699	\$261.8M	8,261
Unknown/Decline	-	-	\$6.8M	1,757	-	1,426	\$6.8M	3,183
Publicly Owned Entity	-	-	\$154.1M	226	\$79.2M	502	\$233.3M	728
Total Other	-	-	\$268.7M	5,545	\$233.2M	6,627	\$501.9M	12,172
Total Vendors	\$168.7M	1,309	\$295.8M	8,867	\$267.9M	8,418	\$732.4M	18,594