

Small Business Set Aside Program

FY 2009 Annual Report



James P. Sledge
DIRECTOR

CMS ILLINOIS
DEPARTMENT OF CENTRAL
MANAGEMENT SERVICES



December 3, 2009

The Honorable Pat Quinn
Governor of the State of Illinois
207 State House
Springfield, IL 62706

Dear Governor Quinn:

State agencies have diligently pursued contracting opportunities with small businesses during Fiscal Year 2009.

CMS has worked hard to achieve this success, including efforts to:

- o Educate purchasing officials in State agencies about the capabilities of small Illinois firms
- o Continue outreach initiatives through the use of the Sell2Illinois website
- o Promote the program at more than 125 events, conferences and workshops
- o Provide monthly newsletters to inform small companies of State contracting opportunities
- o Designated 64 procurement categories solely for small business competition
- o Set aside all State contracts valued up to \$50,000

The number of companies registered in the set-aside program has increased to 5,892 from only 1,925 back in 2005.

The total amount spent and/or awarded by State agencies in FY 09 with Illinois businesses registered with the Small Business Set Aside program is \$162,463,654. A detailed breakdown by agency is shown in the attached report. CMS continues to work with the various State agencies to determine (1) a breakdown of the total value of awards made to small businesses pursuant to the set-aside designation in FY09, and (2) the total amount actually spent with small businesses pursuant to the set-aside designation in FY09. As soon as that data is available CMS will file a supplement to the attached report.

At CMS, we will continue to expand competition for State contract opportunities and help small businesses enhance their credentials and grow their revenue – which, in turn, spurs economic growth and job creation throughout our great state.

Sincerely,



James P. Sledge
Director

Executive Summary

The focus of the CMS Small Business Set-Aside Program is on growth:

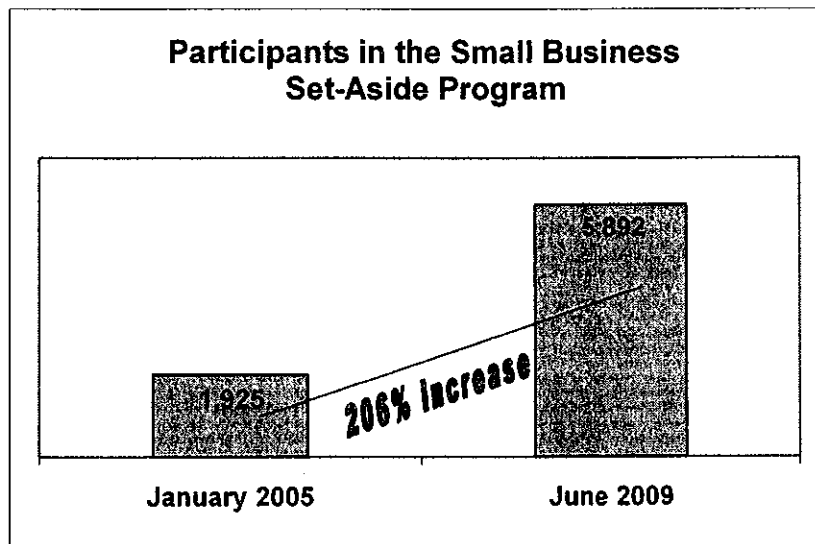
- Growing the amount of State agency spending with small Illinois businesses,
- Encouraging growth in the number of companies registered in the program, and of course
- Helping entrepreneurs grow their revenues by winning State contracts – which can lead them to expand their capabilities, become more competitive, and create more jobs.

CMS is proud to report that our efforts along with those efforts of other state agencies are driving significant growth in the SBSA program.

By integrating the Small Business Set-Aside program into the statewide procurement network and giving powerful tools to purchasing officials in state agencies, the State of Illinois is continuously increasing the number registered companies, state contracts, and awarded value.

More companies = more participation

The number of participating companies has increased to 5,892 by the end of FY2009.



More participation = more competition

To open up opportunities for small Illinois companies and increase competition for State contracts, CMS has worked hard to build the set-aside program procurement network and to increase State purchasing officials' awareness of and participation in this important program.

More value = more competitiveness

More and more small Illinois companies are competing for – and winning – State business, thanks in part to the Small Business Set-Aside Program. And – importantly – participation in the program is working to help small firms build their capacity, establish a track record and enhance their ability to compete.

In addition to the contracts that small companies won through the SBSA program (where they compete only against other small firms), they also won a significant amount of State business while competing outside the program.

To build on this success, CMS continues to seek ways to enhance the SBSA program and to work with State purchasing experts from all agencies, boards and commissions under the Governor to expand competition for State contracts.

To build on this success, we will continue our efforts to help small Illinois businesses grow their revenues, expand their capacity, enhance their credentials and increase their competitiveness – which, in turn, helps spur investment, job creation, and economic growth in communities throughout Illinois.

The total amount spent and/or awarded by State agencies in FY 09 with Illinois businesses registered with the Small Business Set Aside program is \$162,463,654. A detailed breakdown by agency is shown in this report. CMS continues to work with the various State agencies to determine (1) a breakdown of the total value of awards made to small businesses pursuant to the set-aside designation in FY09, and (2) the total amount actually spent with small businesses pursuant to the set-aside designation in FY09. As soon as that data is available CMS will file a supplement to this report.

Below is a breakdown by agency:

Aging	\$56,812	Environmental Protection Agency	\$13,600,024
Agriculture	\$1,428,118	Financial & Professional Regulation	\$152,587
Board of Higher Education	\$17,477	Guardianship & Advocacy Commission	\$4,592
Community College Board	\$16,151	Healthcare & Family Services	\$13,046,027
Capital Development Board	\$18,539,197	Illinois Arts Council	\$24,837
Council on Developmental Disability	\$7,537	Illinois Commerce Commission	\$96,649
Commerce & Economic Opportunity	\$1,889,470	Illinois Student Assistance Commission	\$220,542
Children & Family Services	\$6,238,850	Illinois State Police	\$559,871
Criminal Justice Information Authority	\$37,908	Judicial Inquiry Board	\$6,935
Central Management Services	\$11,631,962	Law Enforcement Training & Standards	\$10,984
Court of Claims	\$488,357	Labor Relations Board	\$41,262
Civil Service Commission	\$69	Military Affairs	\$1,396,917
Dept of Employment Security	\$891,416	Office of Executive Inspector General	\$27,106
Deaf & Hard of Hearing Commission	\$10,567	Office of Management and Budget	\$4,872
Dept of Human Services	\$14,682,494	Prisoner Review Board	\$6,910
Dept of Juvenile Justice	\$846,191	Property Tax Appeal Board	\$7,319
Dept of Natural Resources	\$5,213,521	Revenue	\$417,774
Dept of Corrections	\$8,527,873	State Board of Education	\$605,599
Dept of Transportation	\$54,969,825	State Employee Retirement System	\$189,268
Dept of Public Health	\$699,412	State Fire Marshall	\$441,115
Dept of Veteran's Affairs	\$3,286,376	State Universities Civil Service Commission	\$3,811
Educational Labor Relations Board	\$837	Toil Highway Authority	\$1,527,724
Emergency Management Agency	\$381,845	Workers Compensation Commission	\$208,667
			\$162,463,654

The total amount spent and/or awarded by State agencies
in FY 09 with Illinois businesses registered
with the Small Business Set Aside program \$162,463,654

The total amount spent and/or awarded by State agencies
in FY 09 with Illinois businesses registered
with the Small Business Set Aside program
who are also registered as Businesses Owned by
Minorities, Females, and Persons with Disabilities \$ 28,337,560

The following is a list of 64 procurement categories that have been set aside for competition among small Illinois businesses registered in the Small Business Set-Aside Program:

Procurement Category	Classification	Procurement Category	Classification
Addressing and Mailing	S370-100	Janitorial	S320-425
Air Conditioner Repair	S120-100	Jugs and Caps	5085-288
Air Filters and Air Filter Media	3585-016	Labeling Services	S370-400
Asphalt Paving	S210-120	Landscaping	S340-200
Automotive Maintenance, Batteries	5013-114	Laser Printer Cartridges and Supplies	5096-646
Automotive Maintenance, Belts and Hoses	5013-097	Lawn Care, Misc.	S340-225
Automotive Maintenance, Exhaust	5013-105	Mailing Services	S370-500
Building and Grounds Maintenance	S340-100	Masonry Services	S210-310
Calendars (excluding Calendar Pads)	5112-572	Painting	S210-390
Carpentry	S210-380	Parking Lot Maintenance	S460-450
Carpet Cleaning	S320-250	Pavement Maintenance	S210-400
Carpet/Linoleum/Tile Laying	S210-150	Plastering	S210-410
Computer Supplies, Data Tape Cartridges	5083-859	Plumbing, Misc.	S450-050
Concrete Finishing	S210-190	Plumbing Services	S450-200
Data Entry	S420-340	Plumbing Supplies and Equipment, Misc.	3292-618
Drapery Cleaning	S200-100	Pneumatic Tools	3423-621
Dry Wall Services	S210-230	Power Tools	3423-782
Electrical Services	S160-200	Roofing	S210-440
Electricians	S210-240	Safety Supplies	3840-843
Excavating	S210-250	Snow Plowing	S340-450
Exterior Building Cleaning	S320-300	Trucking and Hauling Services	S370-800
Fencing	S210-260	Typing Services	S420-740
Fertilizer Application	S340-150	Upholstery Cleaning	S200-700
Flags	5189-357	Ventilating	S120-700
Floor Maintenance Machines	3589-355	Ventilation Services	S210-700
Floor Surfacing	S210-270	Video and Audio Tapes	5043-823
Floor Wax Components	5087-455	Wallpaper Hanging	S460-700
Furniture Cleaning	S200-200	Water Heaters	3292-619
Gloves, Disposable, Medical Type	3841-284	Window Washing	S320-650
Heating Repair	S120-400	Wiping Rags	5140-660
Housekeeping	S320-400	Word Processing Services	S420-800
Imprinted Notions	5136-549	Woodworking	S210-550