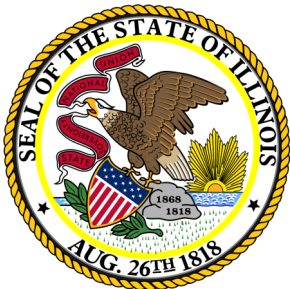


STATE OF ILLINOIS  
CHIEF PROCUREMENT OFFICE



FY15 ANNUAL REPORT

**SMALL BUSINESS CONTRACTS ACT 30 ILCS 503**



# *About the Chief Procurement Office*

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## *Our Mission and Values*

To work with agencies and universities to meet their procurement needs while exercising independent authority, oversight, and approval designed to continuously improve the procurement process and ensure: compliance with law, fair treatment, diversity, integrity, transparency and value.

## *Our Purpose*

Illinois' four independent Chief Procurement Officers (CPO) exercise all procurement authority enacted by the Illinois Procurement Code for the state agencies and universities and have a fiduciary responsibility to the taxpayers of the state. When exercising that authority, each CPO appoints State Purchasing Officers (SPO) to exercise the CPOs' procurement authority at the state agencies and universities.

By virtue of their statutory authority and independence, the CPOs ensure that procurements made by the State are transparent, accountable, and in the best interest of the State. Where possible, a competitive bid process is used and an award is made to the lowest-cost responsible and responsive bidder. It is the express duty of all CPOs and SPOs to maximize the value of procurements and to act in a manner that maintains the integrity and public's trust of State government.

## *The Chief Procurement Officers*

Ben Bagby  
CPO for Institutions of Higher Education

Bill Grunloh  
CPO Department of Transportation

Ellen H. Daley  
CPO for General Services

Margaret van Dijk  
CPO for the Capital Development Board

\* cover photo

State and Federal government representatives speak with small business owners and chambers of commerce  
Southern Illinois Women's Economic, Effingham, Illinois March 12, 2015

# *Performance Summary*

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## ***The Small Business Contracts Act***

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 creates the goal that the State award not less than 10% of the value of all contracts to small businesses. The CPOs are responsible for reviewing and approving agency and university SBCA compliance plans, monitoring agency and university progress, and reporting on their outcomes. The State's progress towards the 10% goal is the subject of this report.

## ***Highlights***

Each year the State of Illinois spends billions of dollars making it one of the largest purchasers of goods and services in the state. State contracts awarded to Illinois' small businesses return 68% of each dollar back to their local economies, promote hiring, and encourage capital investment. The Chief Procurement Office plays a critical role in strengthening Illinois' economy by ensuring that small businesses have meaningful opportunities to sell their goods and services to the State, and by developing policies and practices that encourage agencies and universities to buy from Illinois' small vendors.

In Fiscal Year 2015, the four Chief Procurement Officers oversaw \$12.5 billion of expenditures whose procurements were subject to the Illinois Procurement Code. Of that, agencies and universities awarded \$291.2 million with small businesses in Illinois compared to \$280.1 million in Fiscal Year 2014. This gain of \$11.1 million represents a 4.0% increase in small business awards.

# *Performance Summary continued*

## ***Results for FY15***

### **Total Awards.**

Total All Contract Awards	=	\$12,530,444,289
Small Business Contract Awards	=	\$291,220,456
% Total Contract Awards to Small Business	=	2.3%
# Contracts to Small Business	=	47,519
Average Contract Amount	=	\$6,129

### **Awards by CPO**

	Total All Contract Awards	SBCA Awards	SBCA % of Total
CPO-GS	\$9,913,475,446	\$194,177,481	2.0%
CPO-HE	\$77,533,706	\$35,074,509	45.2%
CPO-DOT	\$2,238,601,687	\$5,780,992	0.3%
CPO-CDB	\$300,833,450	\$56,187,474	18.7%

“Small businesses affects every Illinois citizen and are vital to job creation and revitalization of our local economies. That is why each agency and university must strive to meet or exceed the 10% goal set forth in the Small Business Contracts Act.”

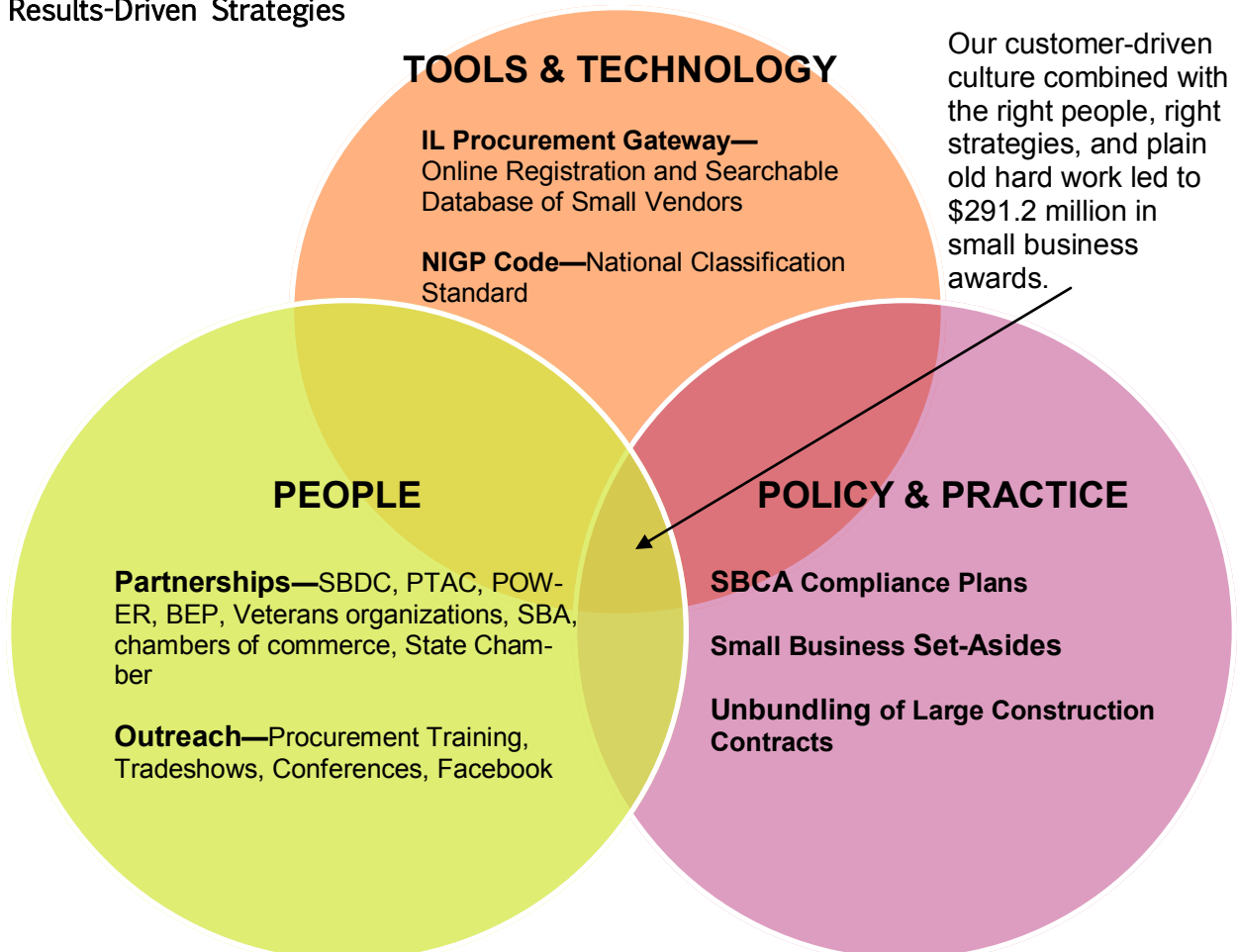
State Representative La Shawn K. Ford  
Co-sponsor of the Small Business Contracts Act

# Our Strategic Model

## 2012 to 2015 to 2020

Since 2012, the CPOs started and implemented four strategies to increase state contracting with Illinois' small business owners. These strategies were described in last year's FY14 SBCA Annual Report and include increasing set-asides and the small business database, counting subcontracts, and training state procurement staff and business owners. The policies, practices, and tools developed and employed for each strategy remains integral to ensuring a high level of small business contracting. They will continue to be used into the foreseeable future. Additionally, the CPOs are designing new approaches to implement through 2020.

### Results-Driven Strategies



## *CPO Capital Development Board*

The Capital Development Board (CDB) has a long history of utilizing small business firms in the design and construction of the State’s buildings. When one of the State’s 8,400 properties requires repair or renovation, CDB manages the project. Many projects involve modernizing facilities to meet accessibility standards and protecting the lives and safety of Illinois residents by removing such environmental hazards as asbestos and lead.

The Chief Procurement Officer for the Capital Development Board (CPO-CDB) has never exercised authority to set-aside contracts for small businesses since CDB’s percentage of contracting with small businesses exceeds the 10% statewide goal. CDB and the CPO-CDB routinely measure the overall pool of prequalified vendors, as well as those who receive contracts, to evaluate the need for a set-aside program. Nearly all of the CDB’s contracts are awarded to vendors that are prequalified to bid by the CDB, with 67% of all prequalified firms being small businesses as follows:

<b>Firm Type</b>	<b>Total Prequalified</b>	<b># of Small Businesses</b>	<b>Small Business Percent</b>
Architects/Engineers	922	668	72%
Contractors	1020	647	63%
<b>Total</b>	<b>1942</b>	<b>1315</b>	<b>67%</b>

The total number of prime contracts awarded directly to small businesses is as follows:

<b>Contract Type</b>	<b>Total Awarded</b>	<b>Total Awarded to Small Businesses</b>	<b>Percentage of Contracts</b>
Architects/Engineers	72	51	70%
Contractors	200	96	48%
<b>Total</b>	<b>272</b>	<b>147</b>	<b>54%</b>

The total spend with small business is as follows:

Contract Type	Total Spend \$	Total Spend \$ to Small Business	Percentage of Contracts
Architects/Engineers	\$16,330,965	\$7,383,933	45%
Contractors	\$284,502,485	\$48,803,541	17%
<b>Total</b>	<b>300,833,450</b>	<b>56,187,474*</b>	<b>18.7%</b>

\* \$2,528,397 spend with M/F/V small businesses

Fiscal Year 2015 participation data indicates that:

- Most prequalified vendors are small businesses
- CDB awards most contracts to small businesses
- CDB exceeds small business participation goals

The CPO-CDB continues to monitor the value of contracts awarded to small business to evaluate the need for a set-aside program. The FY15 performance of 18.7% of overall spend to small business is a decrease from prior years. This participation level, however, does not include the participation by subcontractors on construction projects, most of which are small businesses. As a result, actual participation of small businesses in construction projects is much larger than just the participation by prime contractors identified in this report.

The CPO-CDB and CDB recognize the vital role small businesses play in CDB projects at the subcontractor level and believe they should be counted in the achievement numbers. Regardless of the method for delivering a project, construction is largely performed through tiers of subcontractors and material suppliers, the majority of whom are likely to be small businesses. The CPO has encouraged CDB to track and calculate the role small businesses play in CDB projects at the subcontractor level. The CPOs have proposed legislative changes (HB4333) that will recognize all small business participation by including subcontractor contracts in the overall participation measurement.

## *CPO Department of Transportation*

In terms of dollar amount awarded, the Department of Transportation’s (DOT) small business contracting is the highest in the State. In FY15, DOT awarded \$81.4 million in construction and non-construction contracts to small businesses; nearly triple the amount awarded by the second leading agency.

IDOT’s Small Business Set-Aside Program started several years ago. The designated Small Business Set-Aside projects are identified in several places in the Transportation Procurement Bulletin. In accordance with Section 500/45-45 of the Illinois Procurement Code and the rules of the Department, only bids from qualified small businesses will be considered for award. The nature of road and bridge construction does not lend itself well to small contracts that would fit into the Small Business Set-Aside Program, so projects are unbundled to the greatest extent possible to increase available projects for these Lettings.

To encourage maximum competition, these Small Business Set-Asides are open bidding items. In accordance with the rules of the Department, prequalification is waived for these items. All bidders, including those correctly prequalified by the Department, are required to submit with the bids a Qualification and Equipment Inventory Certification Form. The form is included with the proposal and bidding documents.

Typically, the Department administers an average of seven (7) scheduled lettings per year with approximately seven (7) Small Business Set-Aside projects per each letting.

Fiscal Year	Total Awards for Construction	SBCA Awards (\$)	SBCA % of Total	# of SBCA Awards	Average SBCA Award (\$)
FY12	\$1,909,752,338	\$6,172,609	.3%	47	\$131,332
FY13	\$1,589,036,374	\$7,931,687	.5%	56	\$141,637
FY14	\$1,783,739,888	\$7,984,373	.4%	47	\$169,880
FY15	\$2,238,601,687	\$5,780,992	.3%	41	\$141,000



## *CPO Higher Education*

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The nine public universities use the Small Business Set-aside Program (SBSP) database of certified small businesses and their own internal resources to determine the number of small businesses that received contracts and the value of those contracts. Each university maintains their own separate contract and accounting systems. They each collect data differently and have different abilities to extract that data from their systems. With no central or uniform system of data collection and extraction, it is a challenge to obtain and report this information. However, the overall results are a good indication of the level of contracting with certified small business by the state universities.

The small business contracting data found in this report shows that some universities far exceed the goal while others have come up short. It is important to note that universities have access to and spend from a variety of funding sources, many of which are not subject to the Small Business Contracts Act. This report shows only State and Federal appropriated funds (those subject to the Act). In addition, not all small businesses are certified in the SBSP database. This report shows only contracting activity with certified firms. In FY15, 45.2% of all university state and federal contracting funds were spent with certified small businesses. The Chief Procurement Officer for Higher Education has never exercised authority to set-aside contracts for small businesses and historically, the state universities have done a good job of meeting or exceeding the goal.

In recognition of the policy of the state to promote the use of small businesses and to better address some of the concerns about contracting with small business, we will be providing a larger focus on small business matters and may look at implementing set-asides as a way to increase utilization of small businesses. Outreach, with an emphasis on encouraging small businesses to become certified, is another way to help improve the opportunity to meet or exceed the goal.

## CPO Higher Education continued

University	Fiscal Year	Total State/ Federal Appro- priations Avail- able for Con- tracts	Value of Contracts Awarded to Small Busi- nesses	% of Total Contract \$ Available	Number of Contracts to Small Businesses	Average Contract Value to Small Busi- nesses
Chicago State University	FY13	\$12,326,700	\$1,972,272	16%	398	\$4,955
	FY14	\$10,206,614	\$1,276,492	13%	669	\$1,908
	FY15	\$18,244,538	\$1,278,867	7%	669	\$1,912
Eastern Illinois University	FY13	\$500,000	\$0	0%	0	\$0
	FY14	\$43,578,100	\$0	0%	0	\$0
	FY15	\$1,980,058	\$0	0%	0	\$0
Governors State University	FY13	\$0	\$0	0%	0	\$0
	FY14	\$6,289,274	\$264,859	3%	59	\$4,489
	FY15	\$525,000	\$523,214	99%	15	\$34,881
Illinois State University *	FY13	\$7,788,900	\$1,054,617	14%	337	\$3,129
	FY14	\$0	\$0	0%	0	\$0
	FY15	\$0	\$0	0%	0	\$0
Northeastern Illinois University **	FY13	\$0	\$0	0%	0	\$0
	FY14	\$0	\$0	0%	0	\$0
	FY15	\$0	\$0	0%	0	\$0
Northern Illinois University	FY13	\$7,558,100	\$0	0%	0	\$0
	FY14	\$25,175,867	\$251,759	1%	78	\$3,228
	FY15	\$6,420,177	\$1,979,280	31%	172	\$11,507
Southern Illinois University	FY13	\$0	\$0	0%	0	\$0
	FY14	\$2,756,805	\$5,070	.18%	2	\$2,535
	FY15	\$8,176,853	\$5,000	.06%	2	\$2,500
University of Illinois	FY13	\$39,532,000	\$24,984,224	63%	426	\$58,648
	FY14	\$40,438,600	\$30,026,496	74%	505	\$59,458
	FY15	\$40,753,300	\$30,830,300	76%	4,034	\$7,643
Western Illinois University	FY13	\$964,319	\$368,370	38%	68	\$5,417
	FY14	\$1,226,604	\$314,239	26%	66	\$4,761
	FY15	\$1,433,780	\$457,848	32%	173	\$2,647

CPO staff speak with small business owners  
 Supplier Diversity Conference at Governor State University  
 March 12, 2015



University	State/Federal Appropriation Subject to SBCA	Awards to Small Businesses (\$)	Small Business Awards as a Percent of Appropriation Subject to SBCA
Chicago State University	\$18,244,538	\$1,278,867	7.0%
Eastern Illinois University	\$1,980,058	\$0	0.0%
Governors State University	\$525,000	\$523,214	99.7%
Illinois State University ***	\$0	\$0	0.0%
Northeastern Illinois University***	\$0	\$0	0.0%
Northern Illinois University	\$6,420,177	\$1,979,280	30.8%
Southern Illinois University	\$8,176,853	\$5,000	0.1%
University of Illinois	\$40,753,300	\$30,830,300	75.7%
Western Illinois University	\$1,433,780	\$457,848	31.9%

\* ISU uses all State appropriations for personnel services

\*\* NEIU does not utilize State funds for procurements

\*\*\* ISU and NEIU use all State appropriations for personnel services

## *CPO General Services*

The CPO for General Services (CPO-GS) focuses on strengthening and expanding the unique procurement services offered to Illinois' small business owners. Whether it's supporting the Toll Highway Authority's initiative to create more small business contracts in road construction, identifying new small business set-aside categories, assisting veteran-owned small businesses learn about procurement opportunities, or speaking with small business owners at outreach events around the state, the CPO-GS' small business services are distinct from those offered by other state entities.

Individual, yet centrally coordinated, procurement planning is essential to increasing contracting with small business. The CPO-GS' Small Business Specialist assists each agency submit for review and acceptance an annual compliance plan demonstrating how the agency will obtain the 10% small business contracting goal. The Small Business Specialist provides guidance and assistance in development of the plans and monitors progress during the year.

The most important tool to assist state agencies progress in their small business contracting is the 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 is a sub-set of the small business contracts reported here.

### Small Business Set-Aside Program (SBSP) Statistics

Total Contract Expenditures for All Agencies = \$9,913,475,446  
(includes large and small, in-state and out-of-state vendors)

SBSP Expenditures = \$114,906,261  
(includes only small, in-state vendors)

% of Total Contract Expenditures to SBSP vendors = 1.16%

% of SBSP Expenditures to Business Enterprise Program vendors = 52.7%  
SBSP Expenditures to BEP vendors = \$60,540,308

**GENERAL SERVICES: Small Business Contracting by Agency**

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total	SBSP Spend
AGING	FY13	\$1,234,743	\$408,560	33.1%	\$103,894
AGING	FY14	\$940,980	\$113,316	12.0%	\$123,550
AGING	FY15	\$1,344,012	\$242,503	18.0%	\$242,503
AGRICULTURE	FY13	\$9,379,806	\$1,609,750	17.2%	\$1,249,192
AGRICULTURE	FY14	\$10,352,652	\$1,989,371	19.2%	\$1,273,566
AGRICULTURE	FY15	\$10,306,222	\$2,073,75	20.1%	\$1,444,815
ARTS COUNCIL	FY13	\$174,645	\$74,848	42.9%	\$71,000
ARTS COUNCIL	FY14	\$169,363	\$44,825	26.5%	\$39,625
ARTS COUNCIL	FY15	\$167,273	\$52,929	31.6%	\$52,929
BOARD OF HIGHER EDUCATION	FY13	\$468,461	\$35,528	7.6%	\$35,528
BOARD OF HIGHER EDUCATION	FY14	\$708,611	\$60,071	8.5%	\$60,071
BOARD OF HIGHER EDUCATION	FY15	\$538,895	\$21,404	4.0%	\$21,404
CENTRAL MANAGEMENT SERVICES	FY13	\$3,144,935,097	\$10,976,054	0.3%	\$9,839,054
CENTRAL MANAGEMENT SERVICES	FY14	\$3,709,093,886	\$25,991,522	0.7%	\$21,016,192
CENTRAL MANAGEMENT SERVICES	FY15	\$3,384,375,090	\$20,255,291	0.6%	\$20,555,291
CHILDREN AND FAMILY SERVICES	FY13	\$15,872,851	\$3,880,540	24.4%	\$2,099,615
CHILDREN AND FAMILY SERVICES	FY14	\$24,071,837	\$7,454,124	31.0%	\$3,587,163
CHILDREN AND FAMILY SERVICES	FY15	\$18,385,285	\$3,356,597	18.3%	\$2,292,753
CIVIL SERVICE COMMISSION	FY13	\$25,282	\$7,957	31.5%	\$0
CIVIL SERVICE COMMISSION	FY14	\$9,070	\$3,075	33.9%	\$3,075
CIVIL SERVICE COMMISSION	FY15	\$8,079	\$107	1.3%	\$107
COMMERCE AND ECON OPPORTUN	FY13	\$36,684,274	\$1,030,264	2.8%	\$243,950
COMMERCE AND ECON OPPORTUN	FY14	\$36,484,736	\$134,223	0.4%	\$108,209
COMMERCE AND ECON OPPORTUN	FY15	\$39,361,549	\$112,159	0.3%	\$0
COMMERCE COMMISSION	FY13	\$855,317	\$171,450	20.0%	\$18,477
COMMERCE COMMISSION	FY14	\$1,043,420	\$190,853	18.3%	\$130,863
COMMERCE COMMISSION	FY15	\$860,530	\$199,690	23.2%	\$152,691
COMMUNITY COLLEGE BOARD	FY13	\$421,617	\$2,284	0.5%	\$2,284
COMMUNITY COLLEGE BOARD	FY14	\$453,741	\$6,628	1.5%	\$6,628
COMMUNITY COLLEGE BOARD	FY15	\$544,596	\$21,943	4.0%	\$21,943
CORRECTIONS	FY13	\$282,493,937	\$11,436,824	4.0%	\$11,436,824
CORRECTIONS	FY14	\$294,320,632	\$17,794,624	6.0%	\$17,632,684
CORRECTIONS	FY15	\$276,878,567	\$15,216,188	5.5%	\$15,216,187
COUNCIL ON DEV DISABILITIES	FY13	\$78,454	\$15,404	19.6%	\$13,644
COUNCIL ON DEV DISABILITIES	FY14	\$77,118	\$18,012	23.4%	\$18,134
COUNCIL ON DEV DISABILITIES	FY15	\$78,915	\$2,824	3.6%	\$2,824
CRIMINAL JUSTICE INFO AUTHORITY	FY13	\$509,122	\$51,748	10.2%	\$39,487
CRIMINAL JUSTICE INFO AUTHORITY	FY14	\$648,244	\$54,543	8.4%	\$20,495
CRIMINAL JUSTICE INFO AUTHORITY	FY15	\$315,918	\$36,776	11.6%	\$28,085

# CPO General Services *continued*

## GENERAL SERVICES: Small Business Contracting by Agency cont.

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total	SBSP Spend
DEAF & HARD OF HEARING COMMISSION	FY13	\$92,324	\$7,959	8.6%	\$7,959
DEAF & HARD OF HEARING COMMISSION	FY14	\$105,496	\$28,496	27.0%	\$28,655
DEAF & HARD OF HEARING COMMISSION	FY15	\$126,977	\$16,840	13.3%	\$16,840
EDUCATIONAL LABOR RELATIONS BOARD	FY13	\$59,650	\$32,516	54.5%	\$32,516
EDUCATIONAL LABOR RELATIONS BOARD	FY14	\$61,565	\$20,666	33.6%	\$20,666
EDUCATIONAL LABOR RELATIONS BOARD	FY15	\$67,247	\$19,341	28.8%	\$19,341
EMERGENCY MANAGEMENT AGENCY	FY13	\$6,098,152	\$587,489	9.6%	\$521,653
EMERGENCY MANAGEMENT AGENCY	FY14	\$5,228,867	\$535,419	10.2%	\$520,383
EMERGENCY MANAGEMENT AGENCY	FY15	\$3,614,008	\$379,894	10.5%	\$379,894
EMPLOYMENT SECURITY	FY13	\$14,102,402	\$4,009,884	28.4%	\$206,381
EMPLOYMENT SECURITY	FY14	\$9,167,715	\$3,032,416	33.1%	\$1,576,580
EMPLOYMENT SECURITY	FY15	\$7,384,279	\$1,243,983	16.9%	\$1,235,070
ENVIRONMENTAL PROTECT AGENCY	FY13	\$26,478,088	\$2,133,408	8.1%	\$756,572
ENVIRONMENTAL PROTECT AGENCY	FY14	\$25,352,866	\$2,060,576	8.1%	\$842,529
ENVIRONMENTAL PROTECT AGENCY	FY15	\$29,139,906	\$2,403,932	8.3%	\$1,277,487
EXECUTIVE ETHICS COMMISSION	FY13	\$219,614	\$10,673	4.9%	\$10,763
EXECUTIVE ETHICS COMMISSION	FY14	\$228,540	\$1,821	0.8%	\$1,821
EXECUTIVE ETHICS COMMISSION	FY15	\$170,878	\$2,566	1.5%	\$2,566
FINANCE AUTHORITY	FY13	\$5,275,815	\$1,488,004	28.2%	\$0
FINANCE AUTHORITY	FY14	\$0	\$0		\$0
FINANCE AUTHORITY	FY15	\$0	\$0		\$0
FINANCIAL AND PROFESSIONAL REGULATION	FY13	\$5,275,815	\$1,488,004	28.2%	\$1,347,880
FINANCIAL AND PROFESSIONAL REGULATION	FY14	\$6,273,359	\$1,951,066	31.1%	\$1,843,594
FINANCIAL AND PROFESSIONAL REGULATION	FY15	\$5,502,119	\$699,977	12.7%	\$577,663
GAMING BOARD	FY13	\$756,345	\$76,632	10.1%	\$35,356
GAMING BOARD	FY14	\$887,913	\$81,375	9.2%	\$44,745
GAMING BOARD	FY15	\$641,267	\$95,706	14.9%	\$73,274
GUARDIAN & ADVOCACY COMMISSION	FY13	\$234,763	\$25,857	11.0%	\$20,000
GUARDIAN & ADVOCACY COMMISSION	FY14	\$216,528	\$37,703	17.4%	\$17,620
GUARDIAN & ADVOCACY COMMISSION	FY15	\$179,025	\$27,196	15.2%	\$0

**GENERAL SERVICES: Small Business Contracting by Agency cont.**

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total	SBSP Spend
HEALTHCARE & FAMILY SERVICES	FY13	\$644,441,503	\$5,692,981	0.9%	\$5,422,685
HEALTHCARE & FAMILY SERVICES	FY14	\$1,088,960,182	\$6,230,963	0.6%	\$6,040,622
HEALTHCARE & FAMILY SERVICES	FY15	\$1,866,885,729	\$3,276,574	0.2%	\$3,276,574
HISTORIC PRESERVATION AGENCY	FY13	\$3,405,548	\$972,775	28.6%	\$450,000
HISTORIC PRESERVATION AGENCY	FY14	\$3,571,126	\$1,057,343	29.6%	\$1,057,343
HISTORIC PRESERVATION AGENCY	FY15	\$3,454,068	\$595,353	17.2%	\$131,643
HUMAN RIGHTS	FY13	\$262,626	\$80,230	30.5%	\$80,231
HUMAN RIGHTS	FY14	\$242,623	\$73,035	30.1%	\$0
HUMAN RIGHTS	FY15	\$252,583	\$38,463	15.2%	\$0
HUMAN RIGHTS COMMISSION	FY13	\$50,142	\$19,661	39.2%	\$4,495
HUMAN RIGHTS COMMISSION	FY14	\$73,592	\$36,592	49.7%	\$0
HUMAN RIGHTS COMMISSION	FY15	\$78,747	\$39,695	50.4%	\$0
HOUSING DEVELOPMENT AUTHORITY	FY13	\$0	\$0		\$0
HOUSING DEVELOPMENT AUTHORITY	FY14	\$0	\$0		\$296,064
HOUSING DEVELOPMENT AUTHORITY	FY15	\$0	\$0		\$91,216
HUMAN SERVICES	FY13	\$959,514,315	\$14,956,013	1.6%	\$11,984,126
HUMAN SERVICES	FY14	\$145,764,954	\$15,099,858	10.4%	\$15,099,858
HUMAN SERVICES	FY15	\$131,720,865	\$8,430,879	6.4%	\$8,430,879
INSURANCE	FY13	\$3,246,929	\$571,662	17.6%	\$107,661
INSURANCE	FY14	\$33,538,923	\$608,140	1.8%	\$279,608
INSURANCE	FY15	\$31,543,519	\$578,898	1.8%	\$152,509
JUVENILE JUSTICE	FY13	\$19,251,475	\$860,534	4.5%	\$860,534
JUVENILE JUSTICE	FY14	\$20,688,016	\$1,258,376	6.1%	\$1,127,159
JUVENILE JUSTICE	FY15	\$16,976,045	\$1,168,610	6.9%	\$1,168,610
LABOR	FY13	\$123,314	\$22,270	18.1%	\$22,270
LABOR	FY14	\$123,212	\$16,625	13.5%	\$13,900
LABOR	FY15	\$163,155	\$13,922	8.5%	\$0
LABOR RELATIONS BOARD	FY13	\$99,668	\$53,971	54.2%	\$0
LABOR RELATIONS BOARD	FY14	\$108,182	\$66,059	61.1%	\$0
LABOR RELATIONS BOARD	FY15	\$112,139	\$86,857	77.5%	\$0
LAW ENFORCEMENT TRAINING STANDARDS BD	FY13	\$201,788	\$2,747	1.4%	\$0
LAW ENFORCEMENT TRAINING STANDARDS BD	FY14	\$210,483	\$3,581	1.7%	\$0
LAW ENFORCEMENT TRAINING STANDARDS BD	FY15	\$180,711	\$7,601	4.2%	\$0

# CPO General Services *continued*

## GENERAL SERVICES: Small Business Contracting by Agency cont.

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total	SBSP Spend
LOTTERY	FY13	\$0	\$0		\$0
LOTTERY	FY14	\$3,794,631	\$371,990	9.8%	\$0
LOTTERY	FY15	\$4,384,152	\$565,164	12.9%	\$0
MILITARY AFFAIRS	FY13	\$11,369,116	\$1,907,649	16.8%	\$1,907,649
MILITARY AFFAIRS	FY14	\$11,597,782	\$1,731,620	14.9%	\$2,182,831
MILITARY AFFAIRS	FY15	\$11,533,030	\$1,969,533	17.1%	\$1,969,532
NATURAL RESOURCES	FY13	\$38,489,822	\$6,112,160	15.9%	\$3,739,397
NATURAL RESOURCES	FY14	\$48,521,788	\$8,770,982	18.1%	\$4,529,089
NATURAL RESOURCES	FY15	\$58,372,866	\$9,245,320	15.8%	\$5,385,609
OEIG	FY13	\$387,795	\$57,884	14.9%	\$6,402
OEIG	FY14	\$401,228	\$5,385	1.3%	\$2,846
OEIG	FY15	\$277,410	\$3,129	1.1%	\$0
OFFICE OF THE STATE FIRE MARSHAL	FY13	\$1,519,647	\$672,221	44.2%	\$672,221
OFFICE OF THE STATE FIRE MARSHAL	FY14	\$1,657,624	\$831,418	50.2%	\$590,770
OFFICE OF THE STATE FIRE MARSHAL	FY15	\$1,760,117	\$659,389	37.5%	\$68,553
PRISONER REVIEW BOARD	FY13	\$86,419	\$10,142	11.7%	\$1,193
PRISONER REVIEW BOARD	FY14	\$125,993	\$16,656	13.2%	\$10,711
PRISONER REVIEW BOARD	FY15	\$132,811	\$16,825	12.7%	\$1,874
PROPERTY TAX APPEAL BOARD	FY13	\$175,836	\$112,180	63.8%	\$0
PROPERTY TAX APPEAL BOARD	FY14	\$175,542	\$131,482	74.9%	\$0
PROPERTY TAX APPEAL BOARD	FY15	\$152,040	\$41,150	27.1%	\$0
ILLINOIS POWER AUTHORITY	FY13	\$0	\$0		\$0
ILLINOIS POWER AUTHORITY	FY14	\$60,824	\$18,864	31.0%	\$0
ILLINOIS POWER AUTHORITY	FY15	\$15,106	\$275	1.8%	\$275
PUBLIC HEALTH	FY13	\$75,034,449	\$1,646,606	2.2%	\$1,646,606
PUBLIC HEALTH	FY14	\$83,238,526	\$1,252,904	1.5%	\$1,148,195
PUBLIC HEALTH	FY15	\$71,851,602	\$995,503	1.4%	\$639,282
RACING BOARD	FY13	\$104,803	\$40,176	38.3%	\$0
RACING BOARD	FY14	\$99,280	\$31,588	31.8%	\$14,400
RACING BOARD	FY15	\$97,525	\$27,779	28.5%	\$0
REVENUE	FY13	\$14,123,191	\$1,862,998	13.2%	\$1,862,998
REVENUE	FY14	\$10,877,412	\$2,094,220	19.3%	\$2,080,542
REVENUE	FY15	\$9,692,267	\$811,423	8.4%	\$811,422
STATE BOARD OF EDUCATION	FY13	\$67,544,100	\$1,388,579	2.1%	\$582,597
STATE BOARD OF EDUCATION	FY14	\$67,710,843	\$1,757,986	2.6%	\$222,061
STATE BOARD OF EDUCATION	FY15	\$74,518,913	\$2,298,249	3.1%	\$2,078,726



**GENERAL SERVICES: Small Business Contracting by Agency cont.**

Agency	Fiscal Year	Total Spend	SBCA Spend	SBCA % of Total	SBSP Spend
STATE BOARD OF ELECTIONS	FY13	\$0	\$0		\$0
STATE BOARD OF ELECTIONS	FY14	\$0	\$0		\$0
STATE BOARD OF ELECTIONS	FY15	\$0	\$0		\$0
STATE POLICE	FY13	\$49,914,002	\$3,228,519	6.5%	\$2,585,209
STATE POLICE	FY14	\$47,670,121	\$2,834,013	5.9%	\$1,677,795
STATE POLICE	FY15	\$39,239,240	\$2,476,653	6.3%	\$1,829,064
STATE POLICE MERIT BOARD	FY13	\$91,263	\$19,413	21.3%	\$0
STATE POLICE MERIT BOARD	FY14	\$220,028	\$84,542	38.4%	\$0
STATE POLICE MERIT BOARD	FY15	\$142,018	\$36,441	25.7%	\$36,440
STATE UNIVERSITIES CIVIL SERVICE	FY13	\$198,791	\$7,947	4.0%	\$0
STATE UNIVERSITIES CIVIL SERVICE	FY14	\$189,482	\$10,071	5.3%	\$0
STATE UNIVERSITIES CIVIL SERVICE	FY15	\$203,834	\$4,743	2.3%	\$0
ILLINOIS STUDENT ASSISTANCE COMMISSION	FY13	\$0	\$0		\$0
ILLINOIS STUDENT ASSISTANCE COMMISSION	FY14	\$11,469,512	\$1,836,879	16.0%	\$1,836,879
ILLINOIS STUDENT ASSISTANCE COMMISSION	FY15	\$12,263,352	\$2,297,842	17.7%	\$2,302,366
TOLL HIGHWAY AUTHORITY	FY13	\$463,964,666	\$9,306,656	2.0%	\$7,435,709
TOLL HIGHWAY AUTHORITY	FY14	\$804,477,349	\$12,718,963	1.6%	\$9,564,942
TOLL HIGHWAY AUTHORITY	FY15	\$1,266,425,140	\$29,763,003	2.4%	\$27,092,326
TRANSPORTATION	FY13	\$2,156,970,210	\$47,350,566	2.2%	\$7,216,076
TRANSPORTATION	FY14	\$2,295,031,948	\$67,577,516	2.9%	\$62,756,526
TRANSPORTATION	FY15	\$2,514,366,485	\$75,638,954	3.0%	\$9,282,806
VETERANS' AFFAIRS	FY13	\$15,597,997	\$5,104,464	32.7%	\$5,104,464
VETERANS' AFFAIRS	FY14	\$16,591,849	\$6,413,821	38.7%	\$6,413,821
VETERANS' AFFAIRS	FY15	\$16,235,133	\$6,562,032	40.4%	\$6,562,032
WORKERS' COMPENSATION COMMISSION	FY13	\$411,040	\$68,033	16.6%	\$68,033
WORKERS' COMPENSATION COMMISSION	FY14	\$483,960	\$66,383	13.7%	\$66,383
WORKERS' COMPENSATION COMMISSION	FY15	\$453,261	\$45,617	10.1%	\$0

*CPO General Services continued***GENERAL SERVICES: Average Contract Amount by Agency**

State Agency	Number of SBCA Contracts	Average Contract Amount
AGING	25	\$9,700
AGRICULTURE	754	\$2,750
ARTS COUNCIL	51	\$1,037
BOARD OF HIGHER EDUCATION	38	\$563
CENTRAL MANAGEMENT SERVICES	5,751	\$3,522
CHILDREN AND FAMILY SERVICES	154	\$21,796
CIVIL SERVICE COMMISSION	1	\$106
COMMERCE AND ECONOMIC OPPORTUNITY	152	\$737
COMMERCE COMMISSION	111	\$1,799
COMMUNITY COLLEGE BOARD	71	\$309
CORRECTIONS	9,018	\$1,687
COUNCIL ON DEVELOPMENTAL DISAB	11	\$256
CRIMINAL JUSTICE INFO. AUTHORITY	50	\$735
DEAF & HARD OF HEARING COMM	63	\$267
EDUCATIONAL LABOR RELATIONS BOARD	64	\$302
EMERGENCY MANAGEMENT AGENCY	269	\$1,412
EMPLOYMENT SECURITY	119	\$10,453
ENVIRONMENTAL PROTECT AGENCY	393	\$6,116
EXECUTIVE ETHICS COMMISSION	12	\$213
FINANCE AUTHORITY	0	\$0
FINANCIAL AND PROFESSIONAL REG	193	\$3,626
GAMING BOARD	108	\$886
GUARDIAN & ADVOCACY COMM	63	\$431
HEALTHCARE & FAMILY SERVICES	245	\$13,373
HEALTH INFORMATION TECHNOLOGY	0	\$0
HISTORIC PRESERVATION AGENCY	541	\$1,100
HUMAN RIGHTS	120	\$320
HUMAN RIGHTS COMMISSION	23	\$1,725
HOUSING DEVELOPMENT AUTHORITY	0	\$0
HUMAN SERVICES	3,345	\$2,520
INSURANCE	59	\$9,811
JUVENILE JUSTICE	729	\$1,603
LABOR	19	\$732
LABOR RELATIONS BOARD	62	\$1,400
LAW ENFORCEMENT TRNG & STNDRDS BOARD	31	\$245
LOTTERY	39	\$14,491

**GENERAL SERVICES: Average Contract Amount by Agency**

State Agency	Number of SBCA Contracts	Average Contract Amount
MATH AND SCIENCE ACADEMY	0	\$0
MEDICAL DISTRICT	0	\$0
MILITARY AFFAIRS	900	\$2,188
NATURAL RESOURCES	4,413	\$2,095
OEIG	19	\$164
OFFICE OF THE STATE FIRE MARSH	93	\$7,090
PRISONER REVIEW BOARD	11	\$1,529
PROPERTY TAX APPEAL BOARD	43	\$956
PROCUREMENT POLICY BOARD	0	\$0
POWER AUTHORITY	1	\$275
PUBLIC HEALTH	478	\$2,082
RACING BOARD	29	\$957
REVENUE	338	\$2,400
STATE BOARD OF EDUCATION	323	\$7,115
STATE POLICE	695	\$3,563
STATE POLICE MERIT BOARD	33	\$1,104
STATE UNIV. CIVIL SERVICE SYSTEM	13	\$364
STUDENT ASSISTANCE COMMISSION	85	\$27,033
TOLL HIGHWAY	1,507	\$19,749
TRANSPORTATION	7,759	\$9,748
VETERANS' AFFAIRS	2,754	\$2,382
WORKERS' COMPENSATION COMMISSION	88	\$518

**GENERAL SERVICES: Top 10 Agencies by Total Small Business Expenditure \$**

Agency	SBCA Spend
TRANSPORTATION	\$75,638,954
TOLL HIGHWAY AUTHORITY	\$29,763,003
CENTRAL MANAGEMENT SERVICES	\$20,255,291
CORRECTIONS	\$15,216,188
NATURAL RESOURCES	\$9,245,320
HUMAN SERVICES	\$8,430,879
VETERANS' AFFAIRS	\$6,562,032
CHILDREN AND FAMILY SERVICES	\$3,356,597
HEALTHCARE & FAMILY SERVICES	\$3,276,574
STATE POLICE	\$2,476,653

**GENERAL SERVICES: Agencies Meeting the 10% SBCA Goal**

Agency	% of Total Spend being Contracted to Small Businesses
LABOR RELATIONS BOARD	77.5%
HUMAN RIGHTS COMMISSION	50.4%
VETERANS' AFFAIRS	40.4%
OFFICE OF THE STATE FIRE MARSHAL	37.5%
ARTS COUNCIL	31.6%
EDUCATIONAL LABOR RELATIONS BOARD	28.8%
RACING BOARD	28.5%
PROPERTY TAX APPEAL BOARD	27.1%
STATE POLICE MERIT BOARD	25.7%
COMMERCE COMMISSION	23.2%
AGRICULTURE	20.1%
CHILDREN AND FAMILY SERVICES	18.3%
AGING	18.0%
ILLINOIS STUDENT ASSISTANCE COMMISSION	17.7%
HISTORIC PRESERVATION AGENCY	17.2%
MILITARY AFFAIRS	17.1%
EMPLOYMENT SECURITY	16.9%
NATURAL RESOURCES	15.8%
HUMAN RIGHTS	15.2%
GUARDIAN & ADVOCACY COMMISSION	15.2%
GAMING BOARD	14.9%
DEAF & HARD OF HEARING COMMISSION	13.3%
LOTTERY	12.9%
FINANCIAL AND PROFESSIONAL REGULATION	12.7%
PRISONER REVIEW BOARD	12.7%
CRIMINAL JUSTICE INFORMATION AUTHORITY	11.6%
WORKERS' COMPENSATION COMMISSION	10.1%

In FY15, 27 of 54 (50%) agencies exceeded the 10% statewide goal for contracting with Illinois' small businesses.

54 State agencies in the General Services' portfolio spent **\$194.13 million** with small businesses representing **1.96%** of the \$9.91 billion of total agency spend.

**\$114.9 million** of the \$194.1 million (59.23%) spent with small businesses is the result of the Small Business Set-Aside Program.

Agencies executed 42,266 contracts with small businesses.

The average contract amount was \$4,594.

## *CPO Contact Information*

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### *Chief Procurement Officers*

Ben Bagby  
CPO Higher Education  
T: 217.558.5143  
[www.cpohe.illinois.gov](http://www.cpohe.illinois.gov)

Chief Procurement Office  
401 South Spring Street  
514 Stratton Office Building  
Springfield, Illinois 62706

Ellen H. Daley  
CPO General Services  
T: 217.558.2231  
[www.cpogs.illinois.gov](http://www.cpogs.illinois.gov)

T: 217.558.2157  
E: [eec.smallbusiness@illinois.gov](mailto:eec.smallbusiness@illinois.gov)  
  
[www.illinois.gov/cpo](http://www.illinois.gov/cpo)

Bill Grunloh  
CPO Department of Transportation  
(road construction)  
T: 217.558.5434  
[www.cpodot.illinois.gov](http://www.cpodot.illinois.gov)

### *Illinois Procurement Gateway*

<https://ipg.vendorreg.com>

Margaret van Dijk  
CPO Capital Development Board  
T: 217.558.2156  
[www.cpodb.illinois.gov](http://www.cpodb.illinois.gov)

T: 217.782.1270  
E: [IPG@illinois.gov](mailto:IPG@illinois.gov)

The Chief Procurement Office plays a critical role in strengthening Illinois' economy by ensuring that small businesses have meaningful opportunities to sell their goods and services to the State, and by developing policies and practices that encourage agencies and universities to buy from Illinois' small vendors.