



Department of Finance

REPORT ON CITY PROCUREMENT- CALENDAR YEARS 2020 AND 2019

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BACKGROUND

Department of Finance

- Included in this Report:
 - > Local Pasadena Business data for 2020 & 2019
 - > Minority and Women Owned Business (M/WBE) spending for 2020 & 2019
 - > Overview of Outreach efforts to Pasadena and Small Businesses.



BACKGROUND

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- **Calendar Year 2020**
 - > The City made procurements of \$162,412,568
 - > \$25,497,807 secured by M/WBE
 - > \$12,040,111 secured by Pasadena Businesses
- **Calendar Year 2019**
 - > The City made procurements of \$138,116,199
 - > \$27,773,495 secured by M/WBE
 - > \$11,303,440 secured by Pasadena Businesses



Pasadena Business Procurements

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Calendar Year 2020

Report Category	Total	Pasadena Businesses	
Labor & Materials	\$32,592,976	\$1,933,390	5.9%
Equipment & Supplies	\$41,713,596	\$3,231,923	8.1%
Services	\$88,105,996	\$6,874,798	7.8%
	\$162,412,568	\$12,040,111	7.4%

Calendar Year 2019

Report Category	TOTAL	Pasadena Businesses	
Labor & Materials	\$36,554,241	\$510,667	1.4%
Equipment & Supplies	\$38,849,072	\$1,089,809	2.8%
Services	\$62,712,885	\$9,702,964	15.5%
	\$138,116,198	\$11,303,440	8.2%

PASADENA



Pasadena Business Procurements

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Calendar Year 2020

- > There were 185 Pasadena businesses who secured one or more contracts with the City.
- > The top five Pasadena businesses in the following commodities: Civil Engineering, Automotive Repair, Information Technology, and Medical Services.

VENDOR NAME	AMOUNT
Tetra Tech Inc	\$1,500,000
Golden Hands Auto Body Inc	\$674,091
Birdi Systems Inc	\$653,513
Glen John Apramian Md Inc	\$602,999
Tricade Technology Solutions	\$577,887



Pasadena Business Procurements

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Calendar Year 2019

- > There were 219 Pasadena businesses who secured one or more contracts with the City.
- > The top five Pasadena businesses in the following commodities: Security, Marketing, Homeless Services, and Temporary Staffing.

VENDOR NAME	AMOUNT
Select Patrol Agency Inc	\$3,992,464
Day One Inc	\$638,089
Union Station Homeless Services	\$429,461
Jada Systems Inc	\$400,000
Jba International Llc	\$400,000
Trinus Corporation	\$400,000



Women/Minority Business Enterprise Spend

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Calendar Year 2020

- \$25,497,807 (15.9%) materials, labor, and services procured from women and minority owned businesses
- 389 businesses secured one or more contracts with the City
- Top commodities were Civil Engineering, Plumbing Supplies, and Construction

Calendar Year 2019

- \$27,773,496 (20.4%) materials, labor and services procured from women and minority owned businesses
- 469 businesses secured one or more contracts with the City.
- Top commodities were Engineering, Construction, Landscaping, Large Equipment Vehicles, and Staffing



Emergency Operations Center

Department of Finance

Purchases made from Pasadena Businesses under PMC 4.08.150: purchases included meals, hotel space, clinical laboratory tests, and various personal protection equipment.

VENDOR_NAME	AMOUNT
UNION STATION HOMELESS SERVICES	\$145,333.33
THE FID GROUP	\$74,999.00
SELECT PATROL AGENCY INC	\$73,531.94
PASADENA HOSPITAL ASSOCIATION LTD	\$42,500.00
SUPPLYMATES LLC	\$31,466.77
BBC ELECTRIC INC	\$24,999.00
GLENGARRY ENTERPRISES INC	\$21,490.00
INTER-CON SECURITY SYSTEMS INC	\$10,000.00
DEROHANNESIAN, SHAHAN	\$9,297.00
HERNANDEZ, JOSE D	\$5,998.00
TERI & YAKI	\$5,998.00
STARK, GREGORY	\$5,998.00
BALDERAMA CORP	\$5,998.00
GREEN STREET RESTAURANT PARTNERS LLC	\$5,998.00
FLOAT PASADENA INC	\$5,998.00
IMPRESSIONS USA INC	\$5,973.35
CORPORATE SPACES INC	\$2,590.89
BILLOTTI INC	\$2,280.00
HERNANDEZ, EDUARDO SANTOS	\$1,273.38



Pasadena First Buy Local

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Local Purchasing Outreach Efforts

2020

- Staff conducted 20 one-on-one meetings with Pasadena, or small businesses
- Participated in a “Match Making” event to register small businesses to bid on the City’s procurement opportunities
- Major Outreach event with JPL cancelled due to pandemic
- Concord Senior Housing currently at over 26% local hiring

2019

- Partnership with JPL to reach Pasadena, and small businesses
- Doing Business with the City Workshop for Pasadena businesses
- Partnership with Small Business Development Center to reach Pasadena businesses
- Staff conducted approximately 30 one-on-one meetings with Pasadena businesses



Pasadena First Buy Local

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Planned Outreach in Calendar Year 2021

- > **Formal Solicitations:** “Doing Business with the City” Workshop
- > **Informal Solicitations:** Staff will target outreach in the following commodities to include construction materials; office supplies; tools and equipment.
- > **One-on-one Meetings:** Staff to continue one on one meetings with Pasadena, and Small businesses
- > **Targeted Outreach:** Pasadena businesses newly licensed with the City



QUESTIONS?



Emergency Operations Center

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Percentage breakdown of Procurements made by Operating Companies from Pasadena businesses and M/WBE businesses

CALENDAR YEAR 2020:

Operating Companies	Local %
PCOC	23.0%
PCAC	32.5%
RBOC	6.1%

Operating Companies	MWBE %
PCOC	0.5%
PCAC	11.6%
RBOC	8.1%

CALENDAR YEAR 2019:

Operating Companies	Local %
PCOC	15.2%
PCAC	36.4%
RBOC	12.9%

Operating Companies	MWBE %
PCOC	0.3%
PCAC	26.1%
RBOC	14.1%