



# **DIVERSITY, EQUITY & INCLUSION**

**Tom Wolf, Governor**  
**Fiscal Year 2021-2022**  
**Small Business Opportunities Program**  
**Annual Report**

**PENNSYLVANIA DEPARTMENT OF GENERAL SERVICES**

**Joe Lee, Secretary**  
PA Department of General Services

**Kerry L. Kirkland, Deputy Secretary**  
Bureau of Diversity, Inclusion & Small Business Opportunities



# Table of Contents

|  |    |
|--|----|
| Glossary.....  | 2  |
| Message from Acting Secretary Joe Lee .....  | 3  |
| Message from Deputy Secretary Kerry L. Kirkland .....                              | 4  |
| Introduction .....   | 7  |
| Section 1.0 Program Overview.....  | 9  |
| 1.1 Commonwealth 2018 Disparity Study .....  | 9  |
| 1.2 Policy Overview.....   | 15 |
| 1.3 Proposed Legislation Executive Summary .....                                   | 16 |
| Section 2.0 SBs, SDBs and VBEs in Pennsylvania.....                                | 18 |
| 2.1 Small Businesses .....   | 18 |
| 2.2 Small Diverse Businesses .....   | 20 |
| 2.3 Veteran Business Enterprises.....  | 20 |
| 2.4 Mentor Protégé Program.....  | 23 |
| Section 3.0 Distribution of Small Business Payments .....                          | 24 |
| 3.1 Payments to Small Businesses .....   | 24 |
| 3.2 Purchasing Card Payments to Small Businesses .....                             | 24 |
| 3.3 Payments to Small Diverse Businesses and Veteran Business Enterprises.....     | 25 |
| Section 4.0 Small Business Reserve .....   | 27 |
| 4.1 Small Businesses Reserve Results .....   | 27 |
| Section 5.0 Analysis.....  | 28 |
| 5.1 Nationwide Impact of COVID-19 for Small, Diverse, and Veteran Businesses ..... | 28 |
| 5.2 Payments Analysis.....   | 29 |
| 5.3 Ethnicity Breakout.....  | 31 |
| 5.4 Spotlight on Job Ordering Contracts (JOC) .....                                | 31 |
| Section 6.0 Economic Impact .....  | 32 |
| Section 7.0 Bureau Highlights .....  | 35 |
| 7.1 Customer Service .....   | 35 |
| 7.2 Outreach .....   | 35 |
| 7.3 Goal Setting.....  | 36 |
| 7.4 Compliance .....   | 36 |
| Section 8.0 Accomplishments .....  | 37 |
| Section 9.0 Recommendations .....  | 38 |
| Appendices.....  | 39 |
| Procurement Methods.....   | 39 |
| How to register as a DGS-certified/verified Small Business .....                   | 42 |
| Tables .....   | 43 |

# Glossary



|   |   |
|---|---|
| <b>BDISBO</b> Bureau of Diversity, Inclusion and Small Business Opportunities | <b>NMSDC</b> National Minority Supplier Development Council |
| <b>BOP</b> Bureau of Procurement  | <b>PW</b> Public Works                                      |
| <b>DGS</b> Department of General Services                                     | <b>RFP</b> Request for Proposals                            |
| <b>DOBE</b> Disabled-Owned Business Enterprise                                | <b>RFQ</b> Request for Quotes                               |
| <b>FY</b> Fiscal Year   | <b>SB</b> Small Business                                    |
| <b>GFE</b> Good Faith Efforts   | <b>SBA</b> US Small Business Administration 8a Program      |
| <b>HVAC</b> Heating, Ventilation & Air Conditioning                           | <b>SBPI</b> Small Business Procurement Initiative           |
| <b>IFB</b> Invitation for Bids  | <b>SBR</b> Small Business Reserve                           |
| <b>ITQ</b> Invitation to Qualify  | <b>SDB</b> Small Diverse Business                           |
| <b>JOC</b> Job Order Contracting  | <b>SDVBE</b> Service-Disabled Veteran Business Enterprise   |
| <b>LGBT</b> Lesbian, Gay, Bisexual or Transgender                             | <b>UCP</b> Unified Certification Program                    |
| <b>LGBTBE</b> LGBT Business Enterprise  | <b>VBE</b> Veteran Business Enterprise                      |
| <b>MBE</b> Minority Business Enterprise                                       | <b>WBE</b> Woman Business Enterprise                        |
| <b>NGLCC</b> National LGBT Chamber of Commerce                                | <b>WBENC</b> Women's Business Enterprise National Council   |

## Message from Acting Secretary Joe Lee



It is my pleasure to submit for your review the Bureau of Diversity, Inclusion, and Small Business Opportunities' (BDISBO) 2021-2022 Fiscal Year Annual Report. BDISBO's final report under the Wolf Administration is the culmination of seven years of commitment, cooperation, grit, and hard work.

When the Department of General Services (DGS) set out in 2015, we embarked on a journey on the common cause of making our state contracting process better than it was when we found it for the members of our small businesses (SB), small diverse businesses (SDB), and veteran-owned business enterprise (VBE) communities.

What we have achieved has been truly impressive: the commonwealth's first-ever Statewide Disparity Study that provided empirical data on the state of our contracting system; the creation of the DISBO Governor's Advisory Council that brought business owners together with state government officials for the first time to make impactful and sustained policy and program recommendations; the creation of the Agency

Liaison Program to ensure that SB, SDB, and VBE contracting opportunities are part of all annual commonwealth agency purchasing plans; and the formation of the Mentor-Protégé Program that pairs prime contractors and/or suppliers with DGS-verified SDBs to provide developmental assistance with the goal of successfully soliciting and executing commonwealth contracting opportunities.

We also implemented three new policy/program actions that positively impacted all small businesses in 2020-2021: the Small Business Reserve (SBR); Goal setting for SDBs/VBEs; a stand-alone VBE program.

Thanks to these collective efforts, more than \$4.5 billion has been spent with our SBs, SDBs, and VBEs over the past seven fiscal years! We have seen record levels in spending with more than \$955 million being spent with SBs, SDBs, and VBEs this fiscal year alone, which represents 19.3 percent of the commonwealth's total spend for that timeframe. Overall, the participation of these businesses in state contracting has increased 34 percent since 2015.

We have plenty to be proud of, but our work is not done. To that end, as we look over the horizon, we know BDISBO can grow within the commonwealth, and help small diverse and veteran owned businesses increase their technical and financial capacity. For example, the development of partnerships with federal or private sector organizations can provide greater access to capital for these businesses to be effective in competing for state contracting opportunities as prime contractors and subcontractors. BDISBO's future efforts must move forward with a "hands-on" approach of outreach and engagement for our current state programs.

Our sincere thanks go out to the members of the Governor's Advisory Council on Diversity, Inclusion, and Small Business Opportunities, commonwealth agency leaders, agency liaisons, procurement staff, the BDISBO staff, Pennsylvanian legislators, and Governor Wolf for the continued support, dedication, and bi-partisan partnership we have been able to develop and strengthen to benefit our SB, SDB, and VBE communities. It is my hope that the atmosphere of comradery and growth we currently enjoy will continue well into future administrations.

Sincerely,



Joe Lee, Acting Secretary



## Message from Deputy Secretary Kerry L. Kirkland



The Bureau of Diversity, Inclusion and Small Business Opportunities (BDISBO) is pleased to present our 2021-22 Annual Small and Small Diverse Utilization Report. This report details spend data and program initiatives that are designed to level the playing field of opportunities for small and small diverse businesses. BDISBO's mission is to educate and advocate for small and small diverse businesses. As an advocate, we seek to influence public policy, programs, and legislation that promotes and enhance the small business community. Our primary mission is to successfully engage small and small diverse businesses in the commonwealth's procurement process. This year's annual report includes our first ever Economic Impact Analysis. The economic impact analysis estimates the direct economic contributions of commonwealth-funded projects consisting of small and small diverse business participation as well as the associated multiplier or "ripple" effect that could be generated through demand on suppliers of goods and services and spending within the state's economy.

In fiscal year 2021-22, the commonwealth awarded nearly \$1 billion dollars of spend to small and small diverse companies. Small businesses received \$393 million or 8% and small diverse businesses received \$543 million or 11% of commonwealth spend for goods and services. These contract awards had a tremendous economic impact at the federal, state, and local level. The total federal tax generated from these contract awards was \$140 million and the total state and local tax generated was \$76 million. The total amount of federal, state, and local tax generated was \$216 million dollars. The nearly \$1 billion dollars in contracts awarded to small and small diverse businesses also generated 10,000 new jobs during the last fiscal year.

Diversity, Inclusion, and small business opportunities in contracting is a high priority for the Wolf Administration. This administration provided the critical financing for the first ever Commonwealth Disparity Study and a state-of-the-art data collection and monitoring system. We are currently the only state in the nation that manage contract compliance, certification, and goal setting operations through this one amazing technology. Governor Wolf has set the tone and laid the groundwork for a brighter tomorrow for small and small diverse businesses who seek to do business in the commonwealth. Our state agency liaisons collaborate with BDISBO staff to help identify small business opportunities and recommend agency procurements for the Small Business Reserve Program (SBR), an exclusive small business marketplace.

I would like to thank Governor Wolf, Secretary Lee and the Governor's Advisory Council on Diversity, Inclusion and Small Business Opportunities for their unwavering leadership, support, and small business advocacy. I would also like to thank the incredible BDISBO staff for their hard work, dedication, and commitment to increasing small and small diverse business opportunities in commonwealth contracting

Sincerely,

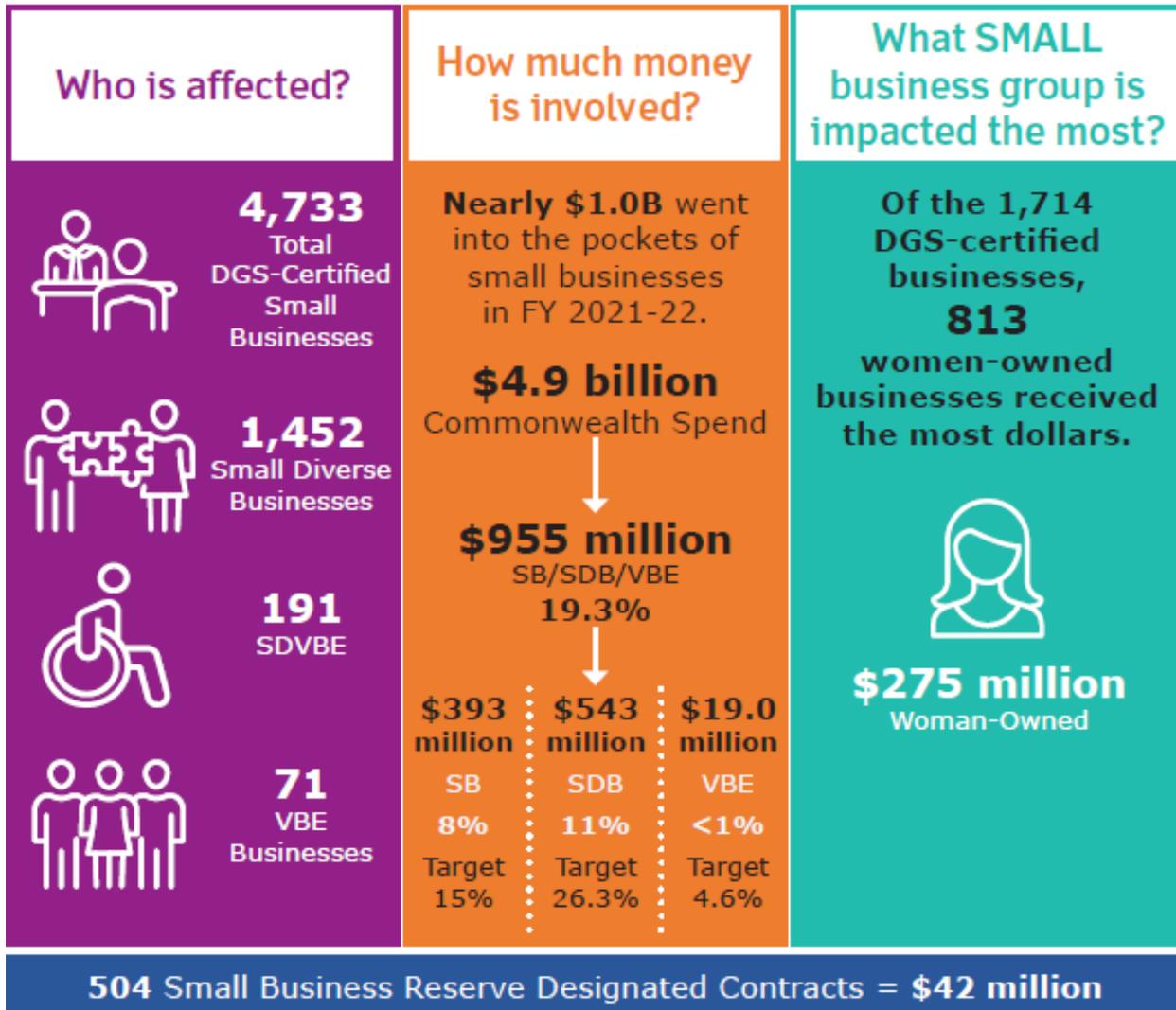
A handwritten signature in black ink that reads "Kerry L. Kirkland". The signature is written in a cursive, flowing style.

Kerry L. Kirkland, Deputy Secretary



# Commonwealth of Pennsylvania

## Small, Small Diverse and Veteran Business Program Results



### What is the historical impact?

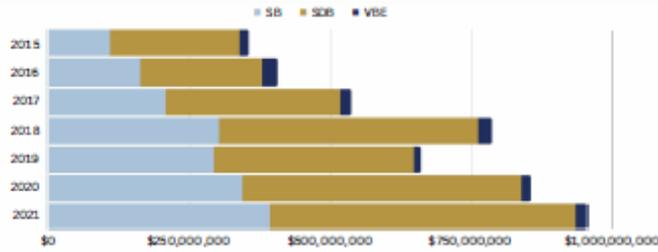
Over the years, BDISBO's efforts to engage small businesses in commonwealth procurements is on an upward trend for increasing the dollars going into the hands of small businesses.

|                         | 2015          | 2016          | 2017          | 2018          | 2019          | 2020          | 2021          |
|-------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Total Spend</b>      | <b>\$4.7B</b> | <b>\$4.8B</b> | <b>\$4.7B</b> | <b>\$4.4B</b> | <b>\$3.7B</b> | <b>\$4.2B</b> | <b>\$4.9B</b> |
| Overall SB, SDB & Vet   | \$354M        | \$406M        | \$537M        | \$787M        | \$661M        | \$856M        | \$955M        |
| % Overall SB, SDB & Vet | 7.60%         | 8.54%         | 11.32%        | 17.86%        | 17.90%        | 20.25%        | 19.29%        |
| SB                      | \$109M        | \$162M        | \$207M        | \$302M        | \$293M        | \$344M        | \$393M        |
| % SB                    | 2.33%         | 3.41%         | 4.37%         | 6.86%         | 7.93%         | 8.13%         | 7.93%         |
| SDB                     | \$230M        | \$216M        | \$310M        | \$460M        | \$355M        | \$495M        | \$543M        |
| % SDB                   | 4.93%         | 4.55%         | 6.54%         | 10.44%        | 9.63%         | 11.72%        | 10.97%        |
| VBE                     | \$16M         | \$28M         | \$19M         | \$24M         | \$13M         | \$17M         | \$19M         |
| % VBE                   | 0.34%         | 0.58%         | 0.41%         | 0.56%         | 0.34%         | 0.40%         | 0.39%         |

Source: FY 2021-22 BDISBO Annual Report

# ECONOMIC IMPACT REPORT

SMALL BUSINESS, SMALL DIVERSE BUSINESS & VETERAN BUSINESS ENTERPRISE  
HISTORICAL SPEND (2015-2021)



## DIRECT IMPACT >>> INDIRECT IMPACT >>> INDUCED IMPACT

This economic impact analysis estimates the direct economic contributions of State projects consisting of small, small & diverse business & veteran-owned business enterprises participation, as well as the associated multiplier or "ripple" effect that could be generated through demand on suppliers of goods and services and spending within the State's economy.

## Economic Impact of **\$955** million put into all industries in PA (2021)

| Impact Type         | Employment (K) | Labor Income (M) | Value Added (M/B) | Output (M/B)    |
|---------------------|----------------|------------------|-------------------|-----------------|
| Direct Effect       | 5,285          | \$346(M)         | \$547(M)          | \$955(M)        |
| Indirect Effect     | 2,181          | \$143(M)         | \$226(M)          | \$394(M)        |
| Induced Effect      | 2,365          | \$155(M)         | \$245(M)          | \$428(M)        |
| <b>Total Effect</b> | <b>9,831</b>   | <b>\$644(M)</b>  | <b>\$1(B)</b>     | <b>\$1.8(B)</b> |

Total Federal Tax  
Generated  
**\$140 Million**

Total State & Local  
Tax Generated  
**\$76 Million**



Source: Center for Workforce Information & Analysis, IMPLAN

# Introduction



This report from the Bureau of Diversity, Inclusion and Small Business Opportunities (BDISBO) provides the Pennsylvania public and members of the Pennsylvania General Assembly with information about the participation of Small Businesses (SBs), Small Diverse Businesses (SDBs), and Veteran Business Enterprises (VBEs), including those owned by women, minorities, LGBT, disabled, service-disabled veteran, and veteran business owners, in commonwealth contracting opportunities during FY 2021-22 as required by Section 2107 of the Commonwealth Procurement Code, 62 Pa. C.S. §2107 and Section 9607 of the Military Affairs Code, 51 Pa. C.S. §9607.

## Who We Are

BDISBO is comprised of dedicated commonwealth professionals who believe the importance of our mission to create a fairer and more equitable landscape where both small and diverse businesses can compete for state contracting opportunities. Whether it involves the areas of compliance, certification/verification, policy, technical assistance, or outreach and education, the BDISBO team stands ready to make small businesses' contracting experience with the commonwealth a positive and productive one.

## Our Mission

BDISBO seeks to educate and advocate for small and small diverse businesses. As an advocate, we seek to influence policy, programs, and legislation to meet the needs of the small business community. Our primary mission is to actively, equitably, and successfully engage both small and minority businesses in the commonwealth's public procurement process as one of the ways to fuel the commonwealth's economy.

## Our Vision

BDISBO facilitates an open, inclusive, and accessible business environment where small businesses can develop or expand their competency, capacity, and footprint in the commonwealth marketplace.

## What We Do

BDISBO offers small businesses the opportunity to compete for commonwealth contracting opportunities. BDISBO's duties and scope of services encompass the following areas of influence:

- **Policy** – Developing more efficient protocols and re-examining existing policies to ensure that they are conducive to the advancement of our bureau's mission, vision, and values.
- **Outreach** – Proactively engaging both diverse communities and business owners to educate them about the contracting opportunities that presently exist and will be emerging with the commonwealth.

- **Technical Assistance** – Providing direct guidance and employing a hands-on approach in the way that we assist our existing and prospective customers who are interested in doing business with the Commonwealth.
- **Agency Liaison Program** – Establishing and broadening the lines of communication between BDISBO and the state agencies under the Governor's jurisdiction to ensure that there is greater utilization of small and small diverse businesses relative to available commonwealth contracting opportunities.
- **Certification Verification** – Ensuring that entities that wish to do business with the commonwealth are eligible to participate in DGS's Small Business Contracting Program or its Small Diverse Business or Veteran Business Enterprise programs. BDISBO facilitates the verification of certifications for participating businesses.
- **Goal Setting/Waivers** – Implementing a new goal setting policy based on recommendations in the 2018 disparity study. Full execution of this policy went into effect in the Summer of 2020. This new policy replaced the commonwealth's scoring methodology, which allocated 20% of the total evaluation points for commitments to utilize small and small diverse businesses.
- **Compliance** – One of BDISBO's most important functions is to monitor the actions of program participants to ensure that they are honoring their contractual commitments. Therefore, it is not lost upon the Bureau that any aspirational goals advanced by the Bureau cannot be realized without some semblance of oversight and accountability.
- **Stakeholder Engagement** – Success of any kind cannot be achieved in a vacuum. It is for this reason that we actively solicit the ideas and input of individuals, business owners, policymakers, and other interested parties to ensure that the Bureau's efforts and internal policies are collaboratively forged.
- **Disparity Study** – BDISBO is utilizing this seminal report as a foundation for driving our program and measuring the overall success of DGS's Small Business Contracting Program and Small Diverse Business and Veteran Business Enterprise Programs. You can view the 2018 Disparity Study [here](#).



## What We Value

**Diversity and Inclusion** – In light of the findings highlighted in our October 2018 Statewide Disparity Study, we recognize now more than ever that there needs to be greater parity in the way that the Commonwealth engages and awards opportunities to small and small diverse businesses. Although BDISBO has always placed a very high premium on the principles of diversity and inclusion, the findings of the statewide disparity study serve to undergird our efforts to expand access to Commonwealth contracting opportunities for duly certified small and small diverse businesses.



**Customer Service** – In an effort to dispel the notion that doing business with the Commonwealth is both daunting and complex, BDISBO professionals make themselves readily available to answer agency/bureau-related questions and assist our customers with navigating throughout the state procurement/contracting process.

**Innovation & Efficiency** – In recognition of the fact that there is always room for improvement in every sphere of human endeavor, the BDISBO staff are constantly exploring ways to make your experience more meaningful and efficient. The Bureau also encourages and welcomes feedback from the public about ways we can make your interaction and experience with the Commonwealth a favorable one.

**Integrity** – Given that BDISBO's mission is predicated on the principles of fairness and equitable access to economic opportunities, the BDISBO staff take great pride in applying these very same principles in the way that we administer our commonwealth-sanctioned duties. Therefore, our customers -- whether small, large, upstart, or experienced -- can be assured they are receiving a high standard of customer care and professional service.

**Stakeholders** – BDISBO values its stakeholders and recognizes their experience and influence are vital to BDISBO's mission, vision, and values. To this end, BDISBO takes an immense degree of pride in collaborating with its stakeholders in areas that include but are not limited to the development of public policy, the convening of business development forums, and community engagement.

## Section 1.0 Program Overview

### 1.1 Commonwealth 2018 Disparity Study

#### Implementation of the Disparity Study Recommendations

In his first year in office, Governor Tom Wolf signed Executive Order 2015-11 to get the commonwealth on a path of improvement in the quality and quantity of opportunities for SBs, SDBs, and VBEs to participate in state government contracting and the commonwealth's overall economy.

The Commonwealth of Pennsylvania's first-ever comprehensive disparity study, which was completed in 2018, examined the extent to which SDBs and VBEs face discrimination in commonwealth contracting. The disparity study

examined participation levels of SDBs and VBEs in commonwealth contracts over a five-year period, marketplace conditions, contracting policies, program measures, and legal compliance, thereby identifying disparities in the participation of SDBs and VBEs in commonwealth contracting. The disparity study report also contained recommendations to reduce the disparity in commonwealth contracting to SDB and VBE firms.

Following the conclusion of the Disparity Study, DGS began implementing most of the recommendations. These changes included improvements to the Small Business Reserve (SBR) program, expanding opportunities for VBEs, and implementing the new goal setting program to replace the scoring methodology that was in place at the time.

### Implementation of a Goal Setting Program

In January 2019, an internal steering committee comprised of DGS leadership guided the implementation of the disparity study recommendations using “Lean” principles. Steering committee members made up of executive-level individuals, such as the secretary of the Department General Services, deputy secretaries, agency counsel, and bureau directors, provided strategic vision and guidance and acted as the final decision-makers on key issues. DGS also established a project team led by a project manager/consultant from an SDB firm and comprised of upper and middle management staff from the Bureau of Procurement (BOP), Public Works (PW), and the Bureau of Diversity, Inclusion and Small Business Opportunities (BDISBO). The project team was responsible for establishing the processes, forms, trainings, and any other items needed to successfully implement goal setting and other disparity study recommendations. The Office of Administration also provided a business relationship manager who was responsible for managing the acquisition and implementation of new software to be used by BDISBO to support goal setting and ongoing contract compliance.



The project team also formed sub-committees to specifically focus on various issues critical to the adoption of program changes. Some areas included buy-in of the goal setting program, creating forms, modifying information technology to ensure a smooth transition to BDISBO’s new IT software, policies and processes to document and memorialize programmatic changes. Training to ensure awareness and understanding by other agency procurement offices, commonwealth vendors, and SDB and VBE firms required creative delivery methods and presentations since BDISBO was limited to virtual communications.

We would like to highlight the work performed by the Adoption sub-committee, which focused on activities guided by organizational change management principles. Understanding the human and corporate processes of change and moving to incorporate industry change management principles, the sub-committee looked to activities that would assist procurement staff and the vendor community to adopt the new goal setting program as their own. The department’s press secretary and a member of the business transformation department were added to assist in crafting and directing outreach and communications efforts.

Beginning in July 2019, the project entered the pilot phase, which acted as a testing ground for processes, forms, and policies developed in the first months of 2019. Lessons learned during this phase helped ensure that processes, forms, and internal staff were properly prepared for full implementation, smoothing the transition, and ensuring the vendor community was well served.

COVID-19 impacted this project just as it did with everything else around us. Although DGS transitioned to teleworking in a nearly seamless fashion with meetings and related project work continuing unabated, the implementation timeline needed to be extended because of the initial freeze on agency procurements. Additionally, staff involved in the project were sent into high gear managing procurements for items required for the commonwealth's emergency response to the pandemic. After working through the initial push with COVID-related work, the steering committee determined they could safely set new implementation dates.

Official implementation of goal setting and a myriad of new processes went into effect on Public Works construction solicitations on June 15, 2020, and non-construction BOP procurements on August 17, 2020. BDISBO engaged in training hundreds of procurement staff and program managers via virtual sessions. BDISBO along with procurement staff from various agencies across the commonwealth have established over 340 SDB/VBE goals on projects with an estimated budget of over \$1.7B, that is nearly 40% of the commonwealth's expenditures applicable to the small business programs.

### Reinvigoration of the Small Business Reserve Program



In accordance with constitutional guidelines to increase spending opportunities with small businesses using race-neutral measures, the commonwealth intentionally directed significant efforts to the re-invigoration of the SBR program. The SBR program enables businesses of similar sizes to compete among each other for specific state government contract opportunities as prime contractors. All commonwealth agencies under the governor's jurisdiction have been directed to identify and target 15% of their total agency spend for SBR procurements. To facilitate achieving this target, BDISBO worked one-on-one with agency liaisons and chief procurement officers to review upcoming solicitations, trends in

spending, and networking opportunities to engage the small business community on a higher level.

### Full Implementation of the Goal Setting Policy

To implement this change, a new goal setting policy was drafted and issued in June 2022 later revised in April 2022. This new policy requires that participation goals be individually tailored on a case-by-case basis, on market and geographic availability of SDBs. Participation goals are set by the Commonwealth for all procurements – including IFBs or low bid procurements – valued at \$250,000 or above for supplies and services and \$400,000 or above for construction and design professional services. By the end of August 2020, the newly revised and piloted goal setting policy replaced the scoring process used for SB/SDB participation on various procurement methods. The SDB and VBE participation goals are separately stated in each solicitation. Bidders or offerors are required to meet those goals as part of their bid or proposal to do business with the commonwealth or may seek a good faith effort waiver from those goals to ensure that the initiative complies with constitutional requirements.

Programmatic results remain stable following last fiscal year's rebound as restrictions eased in the aftermath of the recent COVID-19 pandemic spending freeze. See the fiscal year category summary of utilization and achievement towards our overall aspirational targets in [TABLE 1.1A](#).

**TABLE 1.1A FISCAL YEAR COMPARISON OF THREE SMALL BUSINESS PROGRAMS (NON-PCARD)**

|                               |       | FY 2020-21 |        | FY 2021-22 |        | Aspirational Target           |
|-------------------------------|-------|------------|--------|------------|--------|-------------------------------|
| <b>Small Business</b>         | Prime | 7.46%      | 8.13%  | 7.39%      | 7.97%  | Designate<br>15% Agency Spend |
|                               | Sub   | 0.67%      |        | 0.58%      |        |                               |
| <b>Small Diverse Business</b> | Prime | 2.85%      | 11.72% | 3.20%      | 11.40% | 26.3%                         |
|                               | Sub   | 8.87%      |        | 8.19%      |        |                               |
| <b>Veteran-Owned Business</b> | Prime | 0.17%      | 0.40%  | 0.13%      | 0.41%  | 4.6%                          |
|                               | Sub   | 0.23%      |        | 0.28%      |        |                               |

One metric that assists in measuring the effects of our programs to track the improvement of subcontract payments moving forward to the prime contractor payment category. This type of change over time may indicate the growth of capabilities of small businesses to move from the role of subcontractor to prime contractor which is the goal of our socio-economic programs. Since 2015, Small Business prime payments have increased 221%% as seen in [Figure 1.1B](#). Since 2017, SDB prime payments have improved 316% as depicted in [Figure 1.1C](#).

[Figure 1.1B Small Business Prime Payments vs. Subcontractor Payments](#)

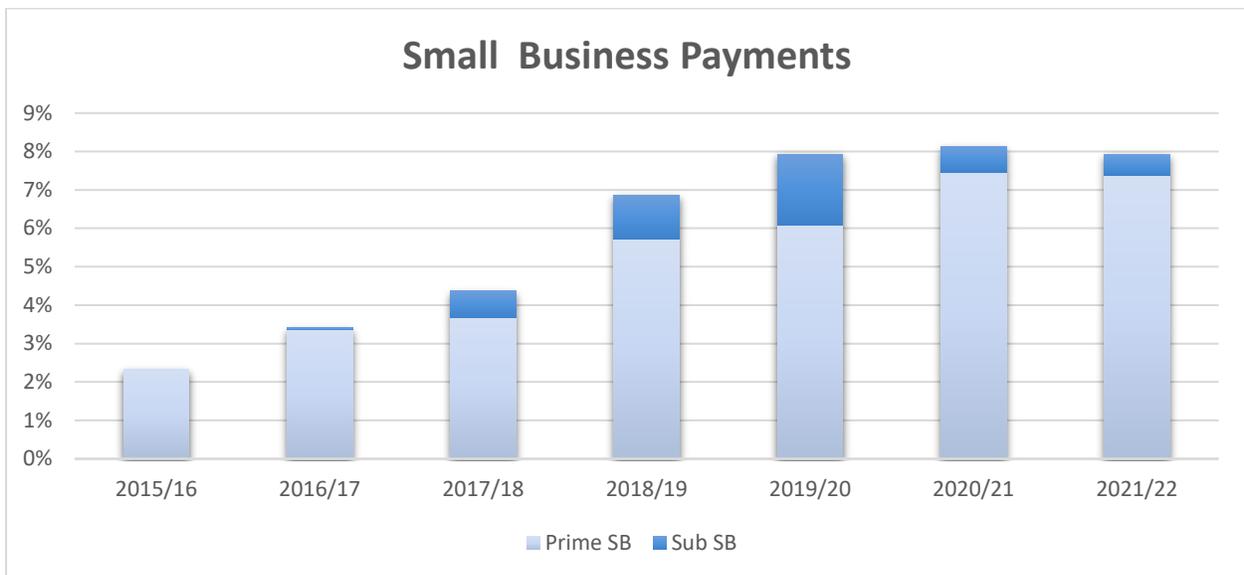
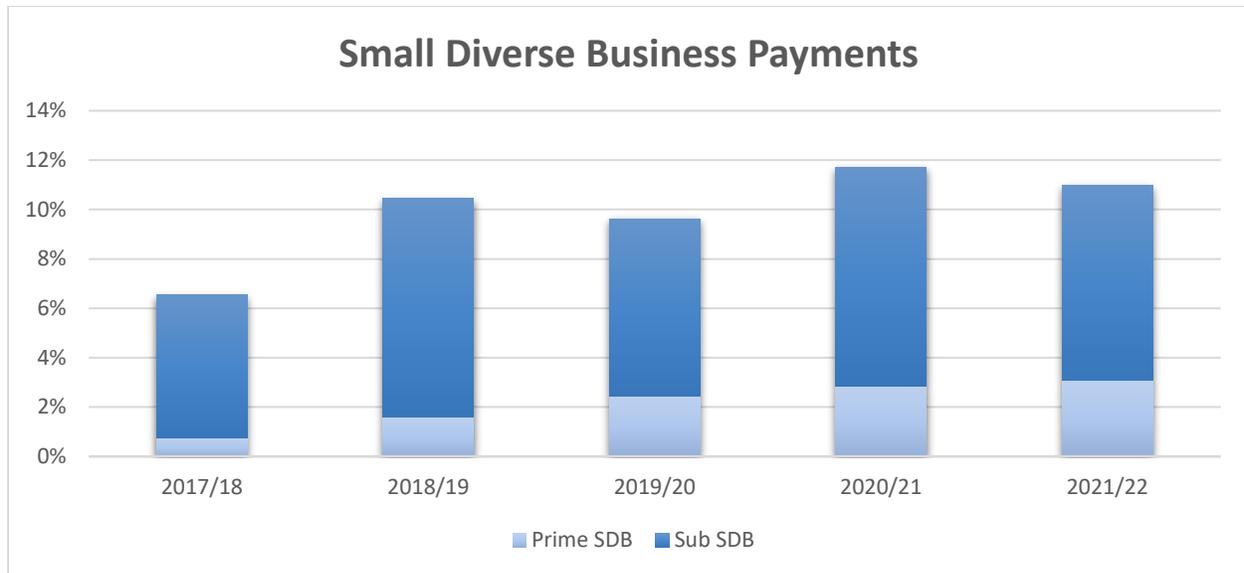


Figure 1.1C Small Diverse Prime Payments vs. Subcontractor Payments



### Continuation of the Agency Liaison Program

**The Agency Liaison Program** was born out of Executive Order 2015-11 and addresses the need for greater coordination among all agencies to ensure an increase in diversity, inclusion, and small business opportunities in Commonwealth procurement contracts and in Pennsylvania’s larger economy. The Agency Liaison Program’s mission focuses on a coordinated agency collaborative and inclusion strategy to engage and increase utilization of small businesses. BDISBO works directly with each agency to consistently expand the lines of communication, provide quarterly trainings, hold customized agency dashboard meetings, share national updates, showcase next practices, and engage with agencies to execute the systematic changes.

The program’s composition includes 26 agency leaders, appointed by each agency head official, who are responsible for the following:

- Integrating diversity and inclusion into an agency’s strategic plan for utilizing SBs, DBs, and VBEs
- Setting agency-level SDB/VBE goals and integrating those goals with agency programs and procurement goals
- Increasing the use of best value procurement methods which consider more than low bid when awarding opportunities
- Developing and executing an agency SB/SDB/VBE outreach plan
- Reinvigorating the SBR set-aside program
- Understanding and reviewing a reporting and goal setting structure that requires agencies to monitor SB/SDB/VBE spend data
- Ensuring customer-friendly agency contracting environment
- Increasing competition by enlarging the vendor pool
- Facilitating resolution of SB/SDB/VBE advocacy issues with immediate attention



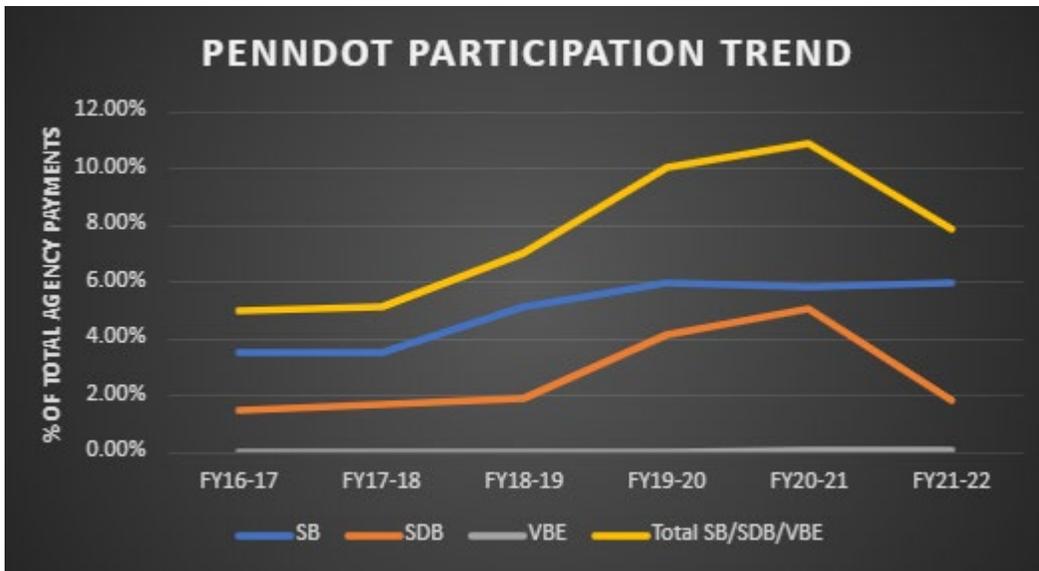
Since the inception of the program, BDISBO has worked alongside agencies to increase small business participation of SBs, SDBs and VBEs. As a result, the historical overall combined agencies' utilization has increased from 7.60% to 19.29%. The self-sustaining community members reports to their agency heads have been critical to BDISBO's success as the liaisons help shift organizational cultures, create visibility for BDISBO policies and procedures, and ultimately empower agencies to include small businesses and equity in Commonwealth spending activities.

Through quarterly meetings with the agency liaisons, BDISBO recognized a need for monthly pipeline conversations with agency procurement chiefs to discuss the methods available to increase small business participation. Agency strategic plans were reviewed by BDISBO, and performance metrics were established to align agency activities with BDISBO goals.

**Some *next level* practices, implemented by agencies included:**

- **Department of Environmental Protection** established an Office of Environmental Justice headed by a director of Environmental Justice appointed by the DEP Secretary. The office includes an Environmental Justice Advisory Board and Interagency Council.
- **Department of Human Services** internally, following the BDISBO agency liaison model, created an internal Agency Liaison Program to educate the DHS Area's Bureau of Procurement and Contract Management liaisons with BDISBO and DHS procurement information.
- **Department of Labor and Industry** collaborated across five program areas (Workers' Compensation, State Workers' Insurance Fund, Disability Determination, Office of Vocational Rehabilitation, and Workforce Development) to ensure bureaus were provided customized training and oriented on BDISBO's programs, policies, and targets.
- **Pennsylvania State Police** established its inaugural Multicultural Celebration Day as a start to engage with diverse businesses and expose the community to cultural activities.
- **Department of Transportation (PennDOT)** created a participation and utilization dashboard; a screenshot of that dashboard can be found below in [FIGURE 1.1D](#).

FIGURE 1.1D



The Agency Liaison Program is having a tremendous impact on agencies and the commonwealth’s aspirational utilization targets for SBs, SDBs and VBEs as evidenced by the historical data. The SB community is utilized more than ever before. Though there is still more work to be done, the upward trajectory of the systemic impact is undeniable.

## 1.2 Policy Overview

The statutory requirements associated with commonwealth contracting and DGS’s duties relative to assisting SBs and SDBs are found in the Commonwealth Procurement Code, 62 Pa.C.S. §§ 101 et seq., and for veterans and service-disabled veterans in the Military Affairs Code at 51 Pa.C.S. §§ 9601 et seq. In accordance with its statutory authority, DGS establishes policies and procedures that commonwealth agencies are required to follow when awarding contracts.

BDISBO along with statewide procurement staff worked feverishly this fiscal year to implement most of the recommendations made in the 2018 Disparity Study. The activities that DGS embarked upon over the past few years were crucial milestones in the sustainability and constitutionality of these programs. [FIGURE 1.2A, ADMINISTRATION HIGHLIGHTS](#) shows the historical timeline of milestones of the commonwealth’s movement regarding the SB, SDB, and VBE programs. Critical milestones are indicated in red to show the swiftness in which BDISBO moved to comply with the Administration’s desire to offer growth to the small business community.

FIGURE 1.2A ADMINISTRATION HIGHLIGHTS



### 1.3 Proposed Legislation Executive Summary

In addition to the formal implementation of major policy changes, BDISBO drafted legislation to amend Title 62 (Procurement) and Title 51 (Military Affairs) of the Pennsylvania Consolidated Statutes. This legislation would codify these socio-economic programs to continue the unprecedented successes for the small business community. The introduction of bi-partisan legislation drafts in 2021 made the commonwealth one of only four states nationwide to have draft legislation to codify the three socio-economic programs. Under BDISBO's leadership, the commonwealth's achievement – almost \$1 billion in business for small businesses – places Pennsylvania as a national leader, alongside Maryland and New York.



Comments and accolades by Governor Wolf were delivered at a press conference supported by the bipartisan co-sponsors.



*“We have been very successful in implementing policies and programs that give our small-, diverse- and veteran-owned businesses a fairer and more equitable chance to compete for – and obtain – contracting opportunities with state government,” Governor Wolf said. “We also know the role that consistency plays in ensuring the continued success of any policy or program, which is why this effort to legislatively establish the programs and policies administered through the Department of General Services Bureau of Diversity Inclusion & Small Business Opportunities is so significant.”*

Deputy Secretary, Kerry Kirkland and many of the co-sponsors continue to address concerns that arise from the details of the legislation, highlighted below:

**Details and the intended impact of this proposed legislation are as follows:**

#### [Changes to Title 62 \(Procurement Code\)](#)

- This legislation would amend Chapter 21 of the Pennsylvania Procurement Code which currently contains a limited statutory framework for the current program administered by BDISBO. The legislation would divide Chapter 21 into two Subchapters. Subchapter A would include the provisions applying generally to the SDB programs administered by BDISBO and provisions that apply specifically to procurements of supplies and services. Subchapter B would be a new addition to Chapter 21 and would outline the program as it applies to procurement of Construction and Design Professional Services. BDISBO is seeking this separation to ensure that aspects of the programs continue in the event of a legal challenge.
- Both Subchapters would change the terminology of the program from “Disadvantaged business” to “Small Diverse Business” to align with BDISBO’s current program terminology. It also would remove the 100-employee limit from the definition of a SB and allow size and other eligibility requirements to be set by policy or regulation, allowing BDISBO to set size and revenue limits on an industry-by-industry basis and in a manner that is more consistent with federal program eligibility requirements.
- Both Subchapters include language which would require that a Disparity Study be completed every five years to ensure that both programs meet constitutional requirements, and that aspirational targets for SDB participation be set based upon the results of the Disparity Study.
- Both Subchapters would require setting contract-specific goals and allow bidders or offerors to seek good faith effort waivers from those goals, which is required to meet constitutional requirements for program flexibility.
- Subchapter A would contain a statutory framework for the Agency Liaison program, which will ensure agency participation and buy-in to the BDISBO-administered programs.



## Changes to Title 51 (Military and Veterans Code)

- This legislation would amend Chapter 96 of the Pennsylvania Military and Veterans Code, which now contains a limited statutory framework for the current program administered by BDISBO as it applies to Veteran-Owned Small Businesses and Service-Disabled Veteran-Owned Small Businesses.
- Because programs giving preference to veterans are race- and gender-neutral, they are subject to the lowest standard of constitutional legal review. For that reason, and because a veteran preference program is less likely to be successfully challenged from a constitutional perspective, this proposed legislation would not create separate Subchapters as it does for the Small Diverse Business Programs.
- This legislation would include a definition of “Veteran Business Enterprise (VBE)” to include both Veteran-Owned Small Businesses and Service-Disabled Veteran-Owned Small Businesses for ease of reference. Because the current statutory language sets the eligibility standards based upon the definition of Small Business in Title 62, the changes involving size eligibility that are described above would also apply to VBEs.
- This legislation would allow for a Disparity Study be completed and an aspirational target for VBE participation be set based upon the results of the Disparity Study. However, any aspirational target could not be less than the annual goal of 3% currently in statute. BDISBO envisions that an analysis on VBE availability and utilization could be folded into the Disparity study that would be conducted regarding SDBs.
- This legislation would require the setting of contract-specific goals and allow bidders or offerors to seek good faith efforts waivers from those goals.



## Section 2.0 SBs, SDBs and VBEs in Pennsylvania

### 2.1 Small Businesses

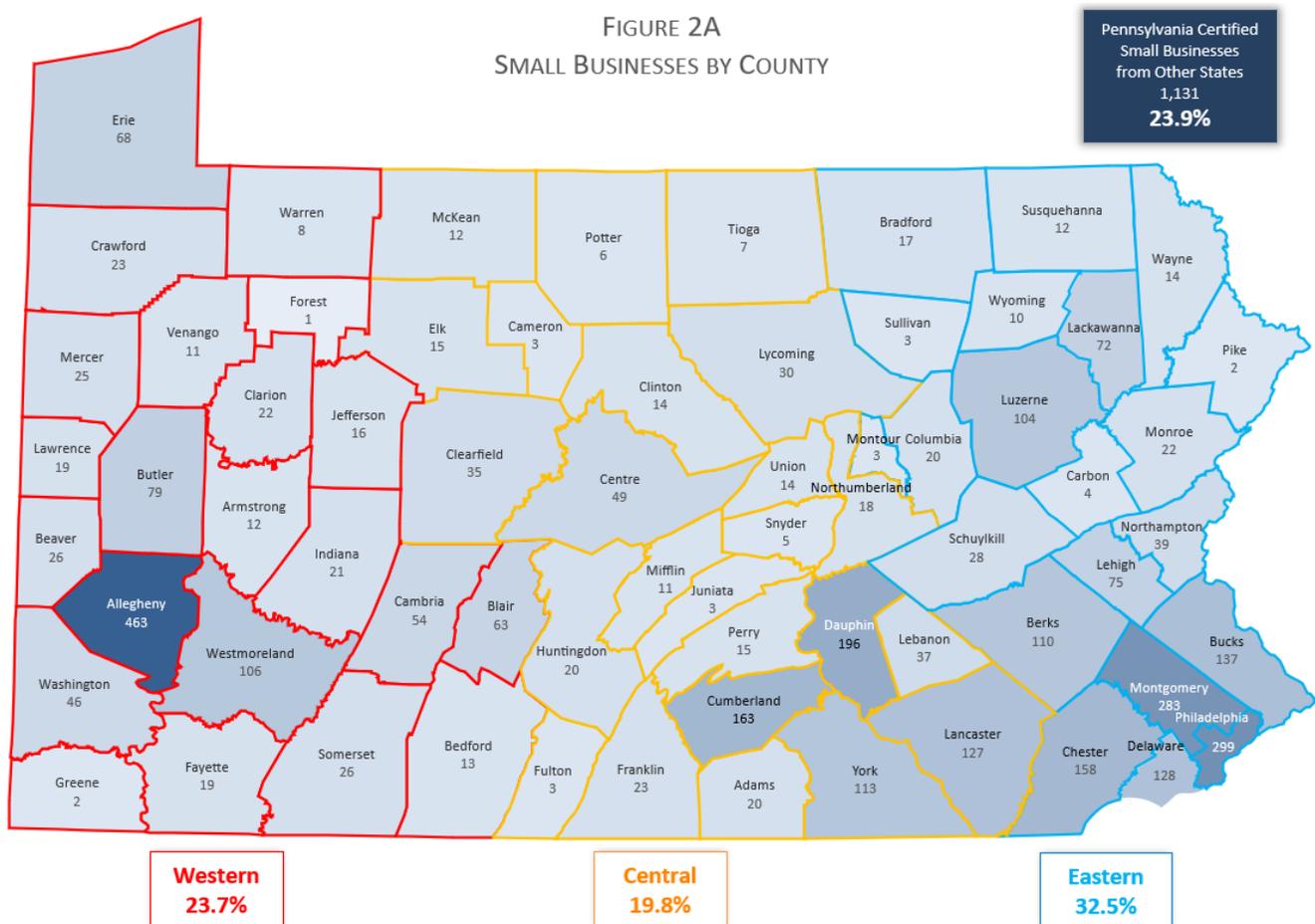


To be designated by the commonwealth as an SB, vendors must self-certify their eligibility to participate in the SB contracting program every two years through an online application. Any business that is independently owned, for-profit, not dominant in its field, has 100 or fewer full-time employees, and whose 3-year average gross revenues does not exceed \$38.5 million is eligible to self-certify as a SB.

During FY 2021-22, the number of self-certified SBs decreased from 5,034 to 4,733, 5.98% from the prior fiscal year. This is most likely due to the continued fallout from the COVID-19 pandemic which challenged many businesses particularly small

businesses.<sup>1</sup> Allowing for the SB program’s two-year certification period, we can now more fully appreciate the impact business closures have had following the mitigation efforts to curb the spread of COVID-19 early in the pandemic and society’s gradual return to the new normal.

Although most self-certified SBs are located within the commonwealth, self-certification is not restricted to businesses incorporated or residing in Pennsylvania. The distribution of businesses across these four regions remains stable since the last fiscal year as illustrated in **FIGURE 2A, SMALL BUSINESSES BY COUNTY**.



<sup>1</sup> Simon, Ruth, “Covid-19’s Toll on U.S. Business? 200,000 Extra Closures in Pandemic’s First Year,” Wall Street Journal, 4/16/2021, <https://www.wsj.com/articles/covid-19s-toll-on-u-s-business-200-000-extra-closures-in-pandemics-first-year-11618580619>.

## 2.2 Small Diverse Businesses

In addition to self-certifying as a SB, eligible firms may seek verification as an SDB. To obtain SDB verification, a firm must maintain active SB self-certification and submit proof of active certification as a minority, woman, LGBT, disabled, or service-disabled veteran-owned businesses from one of seven approved third-party entities. The third-party certification entities include the Unified Certification Program (UCP), the National Minority Supplier Development Council (NMSDC), the Women's Business Enterprise National Council (WBENC), the United States Small Business Administration (SBA) 8(a) Business Development Program, the National LGBT Chamber of Commerce (NGLCC), Disability:IN, and the Vets First Verification Program. Prior to verifying a firm as an SDB with the commonwealth, BDISBO checks the third-party certifications to ensure they are valid.



Service-disabled veteran-owned businesses and veteran-owned businesses that also certify through third parties approved for SDB verification as minority, woman, LGBT, or disabled-owned businesses qualify for both the VBE and SDB programs. This results in some overlap of the numbers between the two programs. For this report, all SDVBEs and VBEs maintaining concurrent SDB verifications will be considered SDBs.

Because SB self-certification is a prerequisite for SDB and VBE verification, SDB verifications predictably dropped alongside SB certifications during the fiscal year. The overall number of verified SDBs (which includes SDVBEs and SDB/VBEs) declined 2.1% to 1,643.

Despite the overall decline within the SDBs numbers, several designations saw growth, with LGBTBEs jumping by 7.7% and MWBEs, by 16.7%.

## 2.3 Veteran Business Enterprises

To comply with the recommendations from the 2018 Disparity Study and ensure that the SDB program meets all legal requirements for a race- and gender-specific program, in FY 2019-20, the commonwealth established a VBE program under which (non-disabled owned) VBEs which are not eligible for the SDB program due constitutional guidelines following strict scrutiny rules. *Service-Disabled* Veteran Business Enterprises are also eligible for the VBE program, but for reporting purposes are counted under the SDB classification. As with SDBs, VBEs must periodically self-certify their eligibility to participate in the SB contracting program and then



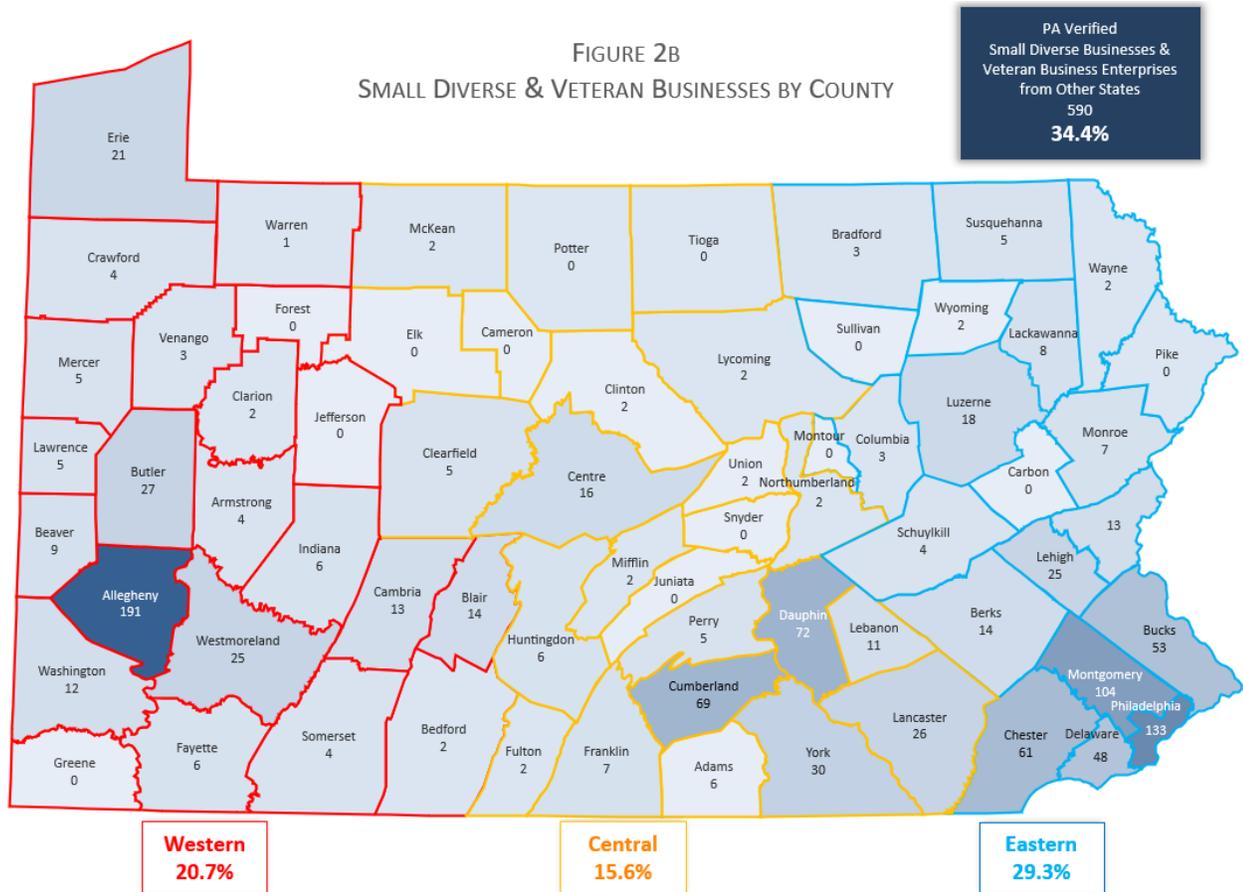
submit additional proof of active certification as VBEs or SDVBEs through the Vets First Verification Program or Disability:IN.

Given the decrease in the SB and SDB populations, the total number of VBEs (not including SDVBEs and SDB/VBEs) likewise followed the same pattern, decreasing 4.1% to 71. Of the VBEs, 21 (30%) were headquartered in **Western PA**; 18 (25%) in **Central PA**; and 20 (28%) in **Eastern PA**. The remaining 12 (17%) are considered **Out-of-State**.

Although this report tracks them as part of the SDB program, SDVBEs, the unique population that spans both the SDB and VBE programs, warrants a highlight. Going against the overall trend, the number SDVBEs increased 8.5% over the prior year, growing the eligible VBE population by 4.8%.

As shown in **FIGURE 2B, SDBs AND VBEs BY COUNTY**, is a graphical representation of the distribution of verified SDBs and VBEs throughout Pennsylvania. Of the SDBs alone, 333 (20%) were headquartered in **Western PA**; 249 (15%) in **Central PA**; and 483 (29%) in **Eastern PA**. The remaining 578 (35%) are headquartered **Out-of-State**.

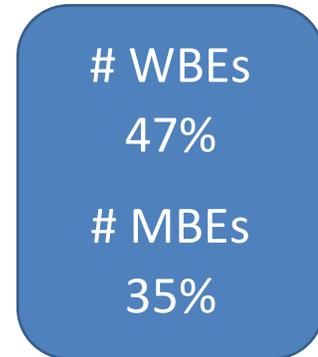
Since 2015  
# Service-Disabled Veteran Businesses  
130% growth



As follows, **TABLE 2A** and **FIGURE 2C** summarize the number of businesses at a high level while **TABLE 2B** and **TABLE 2C (SEE APPENDIX)** provide detailed classification breakdowns, including regional and county data on SDBs and VBES verified by DGS. These classifications are based on the particular third-party certification held by the vendor.

**TABLE 2A VERIFIED SDBS & VBES BY GENERAL CLASSIFICATION**

| Classifications  | #            | %           |
|--|--------------|-------------|
| Minority Business Enterprises (MBEs)                   | 476          | 28%         |
| Women Business Enterprises (WBEs)                      | 813          | 47%         |
| Minority Women Business Enterprises (MWBEs)            | 126          | 7%          |
| LGBT Business Enterprises (LGBTBEs)                    | 28           | 2%          |
| Disability-Owned Business Enterprises (DOBEs)          | 9            | 1%          |
| Service-Disabled Veteran Business Enterprises (SDVBEs) | 191          | 11%         |
| Veteran Business Enterprise (VBEs)                     | 71           | 4%          |
| <b>Grand Total</b>                                     | <b>1,714</b> | <b>100%</b> |

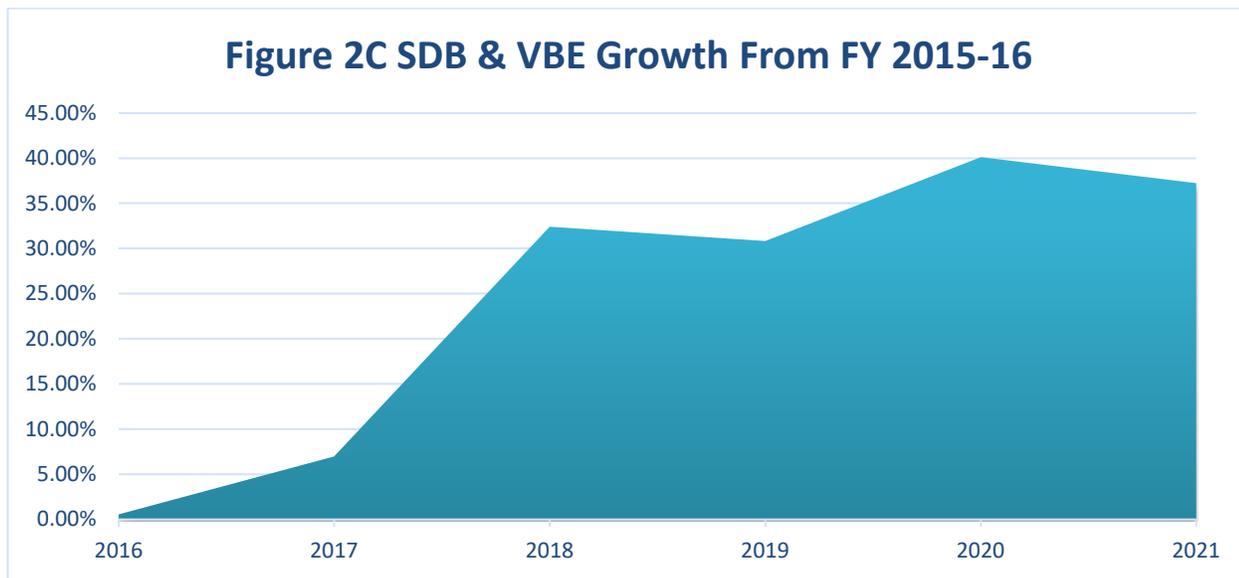


**TABLE 2B SDB AND VBE VENDOR CLASSIFICATIONS**

| SDB Vendor Classification   | Companies Verified | Percentage of Total DGS SDB/VBE Population |
|---|--------------------|--|
| Minority Business Enterprise (M)                                    | 471                | 27.48%                                     |
| Minority, LGBT Business Enterprise (MG)                             | 1                  | 0.06%                                      |
| Minority, Service-Disabled Veteran Business Enterprise (MS)         | 15                 | 0.88%                                      |
| Minority, Veteran Business Enterprise (MV)                          | 4                  | 0.23%                                      |
| Woman Business Enterprise (W)                                       | 800                | 46.67%                                     |
| Woman, Disabled-Owned Business Enterprise (WD)                      | 4                  | 0.23%                                      |
| Woman, LGBT Business Enterprise (WG)                                | 6                  | 0.35%                                      |
| Woman, Service-Disabled Veteran Business Enterprise (WS)            | 4                  | 0.23%                                      |
| Woman, Veteran Business Enterprise (WV)                             | 3                  | 0.18%                                      |
| Minority, Woman Business Enterprise (MW)                            | 125                | 7.29%                                      |
| Minority, Woman, Disabled-Owned Business Enterprise (MWD)           | 1                  | 0.06%                                      |
| Minority, Woman, Service-Disabled Veteran Business Enterprise (MWS) | 2                  | 0.12%                                      |
| LGBT Business Enterprise (G)  | 26                 | 1.52%                                      |
| LGBT, Disabled-Owned Business Enterprise (GD)                       | 2                  | 0.12%                                      |
| Disabled-Owned Business Enterprise (D)                              | 9                  | 0.53%                                      |
| Service-Disabled Veteran Business Enterprise (S)                    | 170                | 9.92%                                      |
| Veteran Business Enterprise (V)                                     | 71                 | 4.14%                                      |
| <b>TOTAL</b>  | <b>1,714</b>       | <b>100.00%</b>                             |

Note: Due to rounding of percentages, data may not add up to 100%. DGS has not listed SDB designations with no verified vendors.

**FIGURE 2C SDB & VBE GROWTH FROM FY 2015-16** illustrates the growth of the number of the SDB and VBE businesses interested and registered in the DGS database and ready to do business with the commonwealth since 2015.



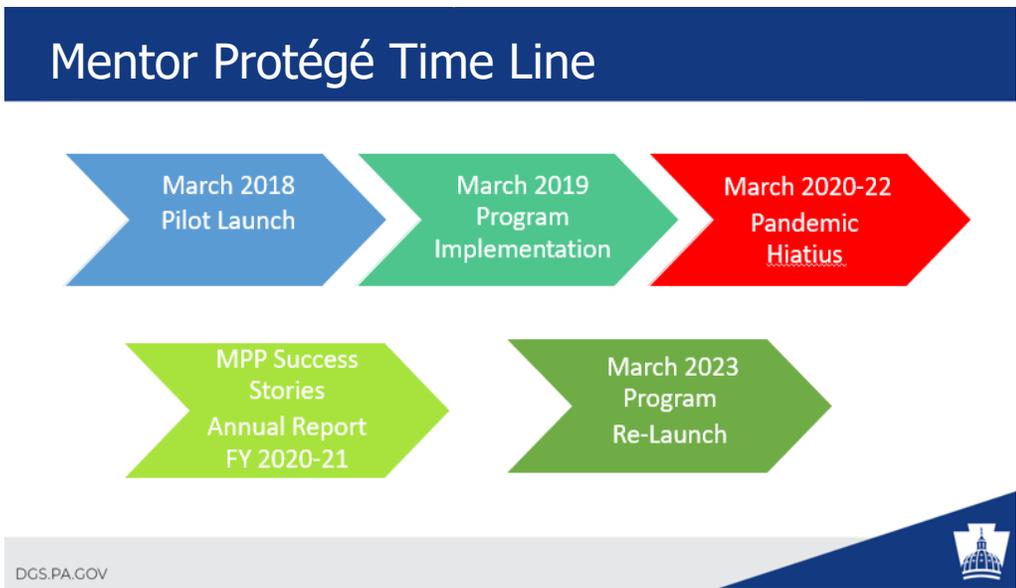
## 2.4 Mentor Protégé Program

BDISBO placed the Mentor Protégé program on hiatus due to the impact of the COVID-19 pandemic. During the interim, BDISBO worked to keep our mentors and proteges informed of federal, state, and local programs providing direction, resources, and sharing funding program information to assist small business in responding to the crisis. BDISBO coordinated educational webinars and shared valuable information to help our mentors and proteges access critical support programs geared to assisting them manage the “new normal” business landscape. Program participants continued to share best practices, re-assess goals to find new opportunities, and worked to preserve existing businesses while literally re-inventing workspaces and responding to the almost daily changes to business operations as our country rose to respond to the pandemic.

Specific successes of the program included mentors introducing protégés to commonwealth agency contacts and assisted in facilitating meetings and contracts in the private sector. In addition, Protégés gained greater understanding in business areas such as, service pricing, financial projections, portfolio development, and insight into the commonwealth’s Costars and ITQ processes.

Given the success of facilitating these relationships with minimal guidance, oversight, and structure, BDISBO believes this low-tech, low-cost race-neutral measure is worth expanding the project to the small business community on a broader basis. **FIGURE 2.4** shows a brief recap of the Mentor Protégé Program historical timeline.

FIGURE 2.4 MENTOR PROTÉGÉ PROGRAM HISTORICAL TIMELINE



## Section 3.0 Distribution of Small Business Payments

### 3.1 Payments to Small Businesses



As the commonwealth continues to recover from the disruptions of the COVID-19 pandemic, so do small businesses. FY 2021-22 saw 890 self-certified SBs receive a total of \$379,443,521 in non-PCARD payments for supplies, services, and construction, a \$50 million increase over last fiscal year. Since 2015, the small business classification has experienced a 261% growth in payments totaling over \$1.8 billion.

**TABLE 3A PAYMENTS TO SMALL BUSINESSES (SEE APPENDIX)** illustrates the distribution of SB payments by commonwealth agencies. These figures only include payments to SBs that are not classified as SDBs or VBEs. Excluded from the data

are payments made to potentially eligible small businesses that are not registered within DGS’s certified/verified databases. As such, the data likely understates the overall level of participation by SBs in commonwealth contracting to some degree.

### 3.2 Purchasing Card Payments to Small Businesses

Commonwealth PCARD purchases, typically used on Small No-Bid Procurements which do not exceed \$10,000, were \$186,923,396 for FY 2021-22 . Of these, \$13,036,945 went toward 501 self-certified SBs (which include verified SDBs and VBEs). Gross payments to SBs not only increased overall by 5.51% over the previous fiscal year but also increased

relative to total PCARD spend, growing from 6.67% to 6.97% as shown in **FIGURE 3B**. When combined with non-PCARD spend, Small Businesses received a \$393 Million for this fiscal year.

**FIGURE 3B SB PCARD PAYMENTS RELATIVE TO TOTAL PCARD PAYMENTS**

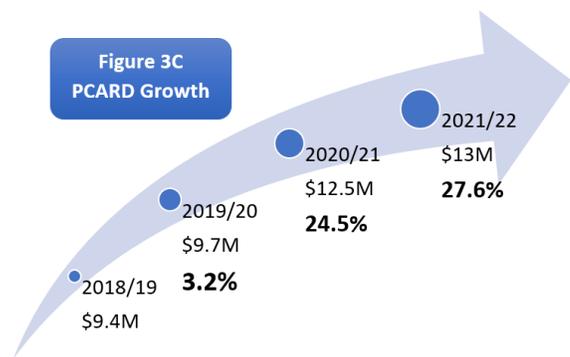
| SB, SDB & VBE<br>PCARD | 2018/19 | 2019/20 | 2020/21 | 2021/22 |
|------------------------|---------|---------|---------|---------|
|                        |         | 4.19%   | 5.26%   | 6.67%   |

PCARD purchases toward SBs has trended positively since the commonwealth began tracking payments in FY 2018-19. Although gross payments grew by 5.51% over FY 2020-21, when compared to FY 2018-19, the relative growth jumps to 27.6% as illustrated by **FIGURE 3C**.

**TABLE 3D (SEE APPENDIX)** summarizes PCARD payment distribution to SBs, including SBs verified as SDB and VBE, by commonwealth agencies.

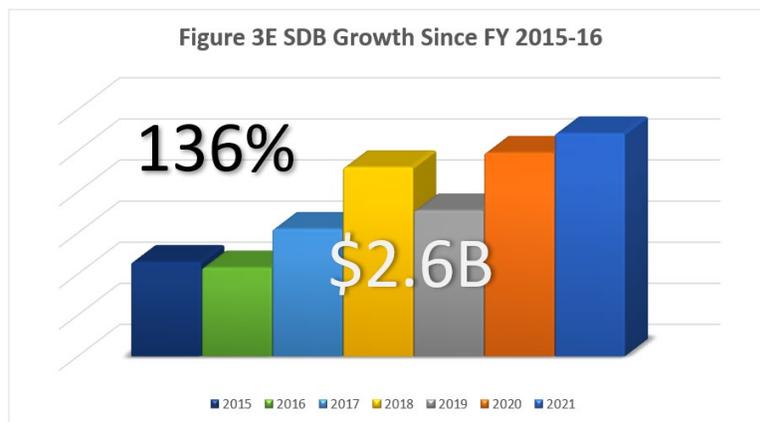
### 3.3 Payments to Small Diverse Businesses and Veteran Business Enterprises

During FY 2020-21, 537 SDBs and VBEs received combined total payments of \$562,040,452 for supplies, services, and construction. In dollar-value, this represents an increase of 9.7% over FY 2020-21's number, continuing the positive trend.



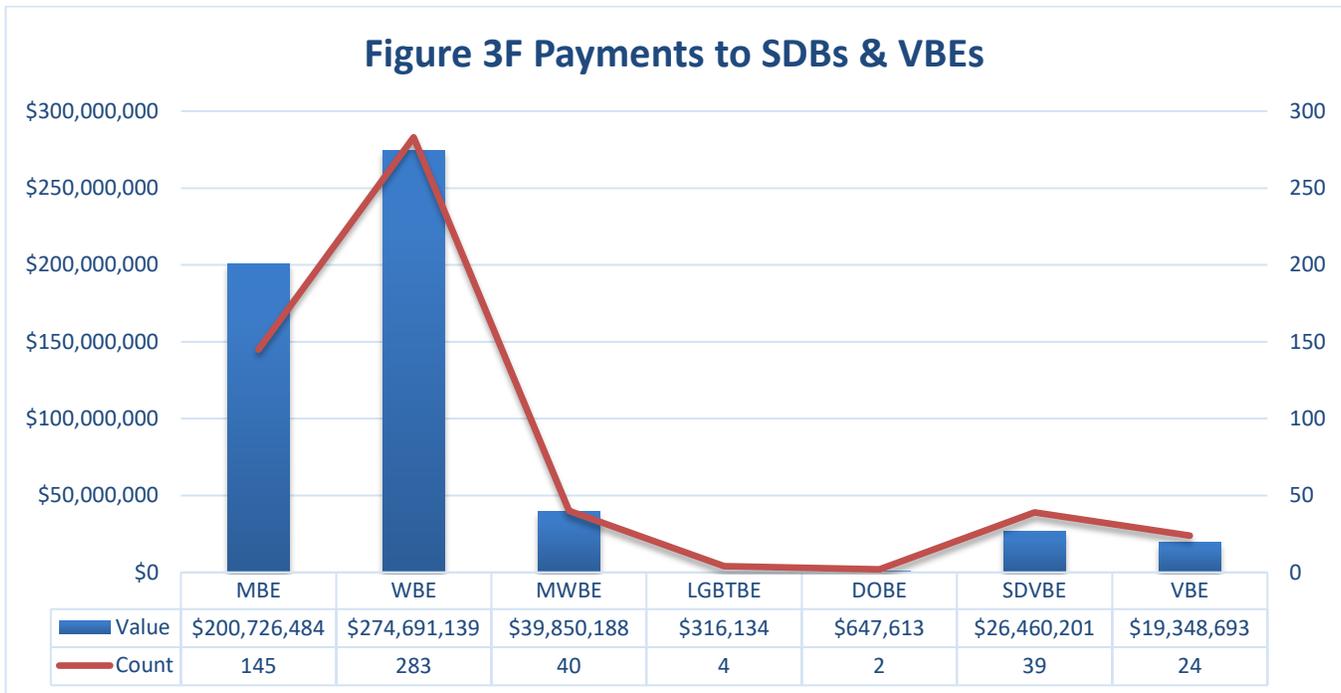
Distinguishing SDB and VBE, payments to SDBs rose from \$495,236,992 to \$542,691,759, and VBEs, from \$12,669,750 to \$19,348,693, between FY 2020-21 and 2021-22.

Since 2015, SDB businesses has experienced phenomenal growth in payments by 136% totaling over \$2.6 Billion, while growth in the number of businesses grew 40% (See **FIGURE 3E**).





**FIGURE 3F PAYMENTS TO SDBs & VBEs** and **TABLE 3G** depict the distribution of the combined \$562 Million in payments of each of the SDB and VBE classifications as **TABLE 3H (SEE APPENDIX)** does the same by commonwealth agency. In line with industry practices, the Service-Disabled Veteran Business Enterprise classification is a subset of the Small Diverse Business classification rather than the Veteran Business Enterprise classification.



**TABLE 3G PAYMENTS TO SDBs AND VBES**

| Classification                               | Value                | %           | Count      | %           |
|--|----------------------|-------------|------------|-------------|
| Minority Business Enterprise                 | \$200,726,484        | 35.71%      | 145        | 27.00%      |
| Woman Business Enterprise                    | \$274,691,139        | 48.87%      | 283        | 52.70%      |
| Minority, Woman Business Enterprise          | \$39,850,188         | 7.09%       | 40         | 7.45%       |
| LGBT Business Enterprise                     | \$316,134            | 0.06%       | 4          | 0.74%       |
| Disability-Owned Business Enterprise         | \$647,613            | 0.12%       | 2          | 0.37%       |
| Service-Disabled Veteran Business Enterprise | \$26,460,201         | 4.71%       | 39         | 7.26%       |
| Veteran Business Enterprise                  | \$19,348,693         | 3.44%       | 24         | 4.47%       |
| <b>Grand Total</b>                           | <b>\$562,040,452</b> | <b>100%</b> | <b>537</b> | <b>100%</b> |

## Section 4.0 Small Business Reserve

### 4.1 Small Businesses Reserve Results

Governor Wolf increased the commonwealth target of 10% agency spend with small businesses to 15% to reinvigorate the use of designated prime contracts available to the SBs. One of the major educational initiatives BDISBO embarked upon during this fiscal year was instructing procurement staff, commodity specialists, and buyers across the commonwealth to use an internal tracking mechanism within our enterprise system to denote purchases that were intentionally made with small businesses, also known as the Small Business Reserve (SBR) program. These procurements focus exclusively on creating prime contracting opportunities for SBs which, by definition, also includes SDBs and

VBES. The major intent of this remediation measure is for small businesses to gain critical capabilities and capacity to grow and ultimately take on larger scopes of work. Five hundred four set-aside contracts with a total value of \$41,818,744 were awarded to 163 SBs through the SBR Program through FY 2021-22. BDISBO will continue providing education to the ever-changing procurement professionals to remind them of the importance of designated contracts and how to indicate such contracts within our enterprise system for tracking.

Despite SBR spend falling slightly (4%) over the prior fiscal year, the program saw participation from more commonwealth agencies, up from 22 to 26 agencies. The Departments of Conservation & Natural Resources, Labor & Industry, and PennDOT together awarded 68% of the SBR contracts. PennDOT’s SBR awards represented 47% of the dollar value of all SBR contracts awarded during the fiscal year.



## Section 5.0 Analysis

### 5.1 Nationwide Impact of COVID-19 for Small, Diverse, and Veteran Businesses

In March 2020, the COVID-19 pandemic arrived in the United States. Along with illness and death, the pandemic brought widespread economic disruption. Businesses closed and unemployment surged to levels not seen since the Great Depression. During the COVID-19 pandemic, earning losses for minority businesses were disproportionately larger compared to white business owners, according to the U.S. Small Business Administration.



The effects of the COVID-19 pandemic are ongoing. While some businesses have largely recovered from the initial decline, others continue to lag, and some recovered only to experience subsequent declines. Future impacts of the pandemic, including whether business closures become permanent will depend in part on policy responses. The federal response has already included \$525 billion in emergency funds extended through the Paycheck Protection Program and \$194 billion through the Economic Injury Disaster Loan program, with an additional \$284 billion in Paycheck Protection Program funds available.

In December 2020, the first vaccine was approved for use in the United States, bringing the end of the pandemic in sight. However, the effects of the pandemic will continue long after it ends. The pandemic changed patterns of consumption and forced businesses to find new ways of serving their customers. Some businesses have ended, some have been created, and many that have survived, will have been permanently changed.

Source: [The Effects of the COVID-19 Pandemic on Small Businesses \(sba.gov\)](https://www.sba.gov/economic-recovery/2020/12/23/the-effects-of-the-covid-19-pandemic-on-small-businesses)

As this annual report shows payments to small businesses engaged in commonwealth opportunities is on an upward trend and reached nearly \$1 billion last year. BDISBO programs are viewed as a valuable resource to the small businesses impacted by the COVID-19 pandemic. Section 6 includes a new analysis regarding the impact of a billion dollars injected into the small business community.

## 5.2 Payments Analysis

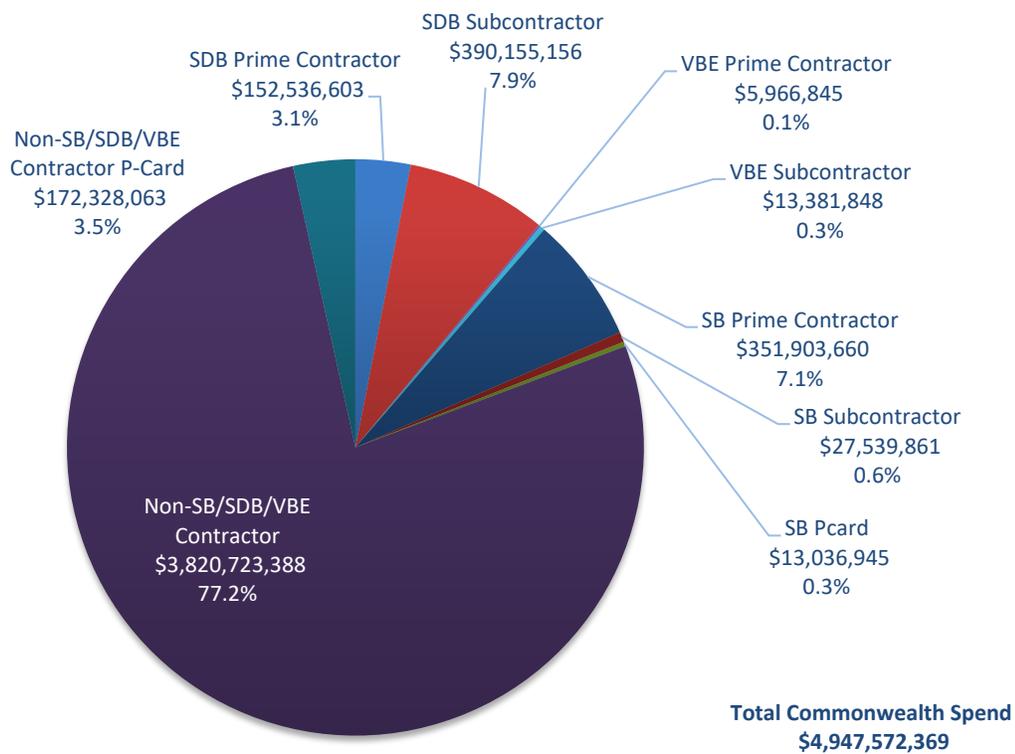
During FY 2021-22, total commonwealth expenditures for goods, services, and construction, adjusted for certain categories per industry best practices, were \$4,947,572,369 (FIGURE 5A) with \$185,365,008 PCARD and \$4,762,207,361 non-PCARD. Together, registered SBs, SDBs, and VBEs received nearly \$1 billion in a single fiscal year for the first time since focused tracking of payments toward these groups began. This is a testament to the Wolf Administration’s enduring perseverance to fine-tune our three socio-economic programs, educate and train the purchasers, and encourage the small business community to renew their faith in the premise of these programs.

### Small Business Payments

Nearly  
\$1.0 Billion

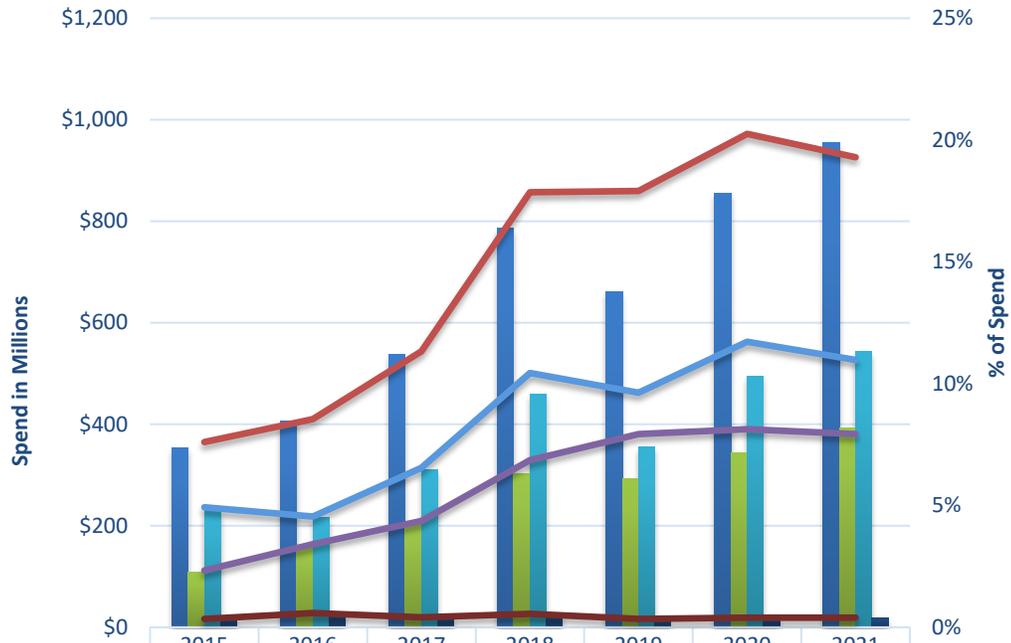


**Figure 5A FY 2021-22 Total Commonwealth Spend**



**FIGURE 5B** displays the general trend of SB, SDB, and VBE utilization over the last several years. The continued upward trends and growth of the program components is a testimony and concrete evidence to the diligence of the stakeholders committed to the growth of the small business community. It's clear that strict application of the programs is necessary to remedy the discrimination described in the 2018 disparity study. This data shows that it is necessary for the government to guide the prime contracting community to engage all types of small businesses to foster competition and innovation. Without the government pushing for change and opening doors for small businesses, small businesses will likely be ignored within the context of large majority prime contractors.

**Figure 5B Historical Small, Small Diverse & Veteran Business Payments**



|                         | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|
| Overall SB, SDB & Vet   | \$354M | \$406M | \$537M | \$787M | \$661M | \$856M | \$955M |
| SB                      | \$109M | \$162M | \$207M | \$302M | \$293M | \$344M | \$392M |
| SDB                     | \$230M | \$216M | \$310M | \$460M | \$355M | \$495M | \$543M |
| VBE                     | \$16M  | \$28M  | \$19M  | \$24M  | \$13M  | \$17M  | \$19M  |
| % Overall SB, SDB & Vet | 7.60%  | 8.54%  | 11.32% | 17.86% | 17.90% | 20.25% | 19.29% |
| % SB                    | 2.33%  | 3.41%  | 4.37%  | 6.86%  | 7.93%  | 8.13%  | 7.93%  |
| % SDB                   | 4.93%  | 4.55%  | 6.54%  | 10.44% | 9.63%  | 11.72% | 10.97% |
| % VBE                   | 0.34%  | 0.58%  | 0.41%  | 0.56%  | 0.34%  | 0.40%  | 0.39%  |

\*FY 2021/22 includes PCARD and non-PCARD payments.

### 5.3 Ethnicity Breakout

For the first time, BDISBO has the ability to report the ethnic breakdown of payments to SDB and VBEs in **TABLE 5C**. The source of the ethnic breakdown is volunteered by the vendor when they register in BDISBO’s PRISM database, it is not based on their third-party certificates. We have compared our progress by analyzing the availability of firms as reported by the 2018 Disparity Study to our current fiscal year. We still have a way to go before we are at parity which is why these programs are so vital to the health of our communities and economy.

**TABLE 5C ETHNIC BREAKDOWN OF PAYMENTS TO SDB AND VBEs**

| <b>Ethnic Breakdown <sup>5</sup></b>                     | <b>Disparity Study Recommended Aspirational Goal (FY2011-16 Availability) <sup>1</sup></b> | <b>FY2021-22 Spend in Dollars <sup>2</sup></b> | <b>FY2021-22 Utilization Percent<sup>3</sup></b> | <b>Percentage Difference in Aspirational Goal and Current Utilization <sup>4</sup></b> |
|--|--|--|--|--|
| Non-Hispanic white woman-owned                           | 10.6%  | \$275,881,285                                  | 5.58%  | -5.02%   |
| Minority-owned <sup>6</sup>                              |  |  |  |  |
| Asian American-owned                                     | 4.9%   | \$103,424,045                                  | 2.09%  | -2.81%   |
| Black American-owned                                     | 4.3%   | \$87,202,063                                   | 1.76%  | -2.54%   |
| Hispanic American-owned                                  | 1.9%   | \$16,546,600                                   | 0.33%  | -1.57%   |
| Native American-owned                                    | 0.4%   | \$0  | 0.00%  | -0.40%   |
| Not disclosed  |  | \$33,705,235                                   | 0.68%  | 0.68%  |
| Veteran-owned <sup>7</sup>                               | 4.6%   | \$45,886,561                                   | 0.93%  | -3.67%   |
| Disabled-owned   | 2.5%   | \$316,134                                      | 0.01%  | -2.49%   |
| LGBT-owned   | 1.7%   | \$647,613                                      | 0.01%  | -1.69%   |
| <b>Total Commonwealth Operational Spend <sup>8</sup></b> | <b>30.9%</b>   | <b>\$4,947,572,369</b>                         | <b>11.4%</b>                                     | <b>-19.5%</b>  |

*Annual report data is by certification classification; ethnic reporting is voluntary via PRISM registration process.*

<sup>1</sup> 2018 Disparity Study Figures: F2, F14, F15, F16

<sup>2</sup> Annual Report in dollars by PRISM ethnic breakdown

<sup>3</sup> FY Utilization is a calculation: FY Spend in Dollars/Total Spend

<sup>4</sup> Calculation: FY21-22 FY Utilization minus Disparity Study (Availability) Recommended Aspirational Goal/Target

<sup>5</sup> Ethnic data from PRISM Report 711 Vendor Profiles

<sup>6</sup> Minority-owned ethnicity breakdown includes MBE and MWBE

<sup>7</sup> Includes both VBE and SDVBE

<sup>8</sup> Figure 5A FY 2021-22 Total Commonwealth Spend

### 5.4 Spotlight on Job Ordering Contracts (JOC)

The Job Order Contracting (JOC) Program is a procurement method that agencies may use to complete small construction projects with a total value of \$10,000 to \$400,000 per project. The program is currently administered by the Gordian Group who acts as the commonwealth’s JOC Consultant and facilitates the completion of the projects in seven state regions: Northwestern, Northeastern, Southwestern, Central Southwestern, Capital, Central Southeastern and Southeastern\* The JOC program provides job opportunities as suppliers/subcontractors in the disciplines of small business construction, HVAC, plumbing, electrical, and design. The prime contractors are expected to engage DGS verified subcontractors for construction and professional design opportunities for agencies undertaking construction, renovation, and maintenance projects. As part of the compliance review, BDISBO monitors and tracks Small Diverse Business participation goals to ensure commitments made by the JOC prime contractors are met on an annual basis. For FY 20-21, \$5.3 million went into the pockets of Small Diverse Businesses that were utilized for JOC small construction projects.

\*Map illustrates statewide JOC opportunities across seven regions for FY 20-21

## Job Order Contracting – Regional Map



## Section 6.0 Economic Impact

This economic impact analysis estimates the direct economic contributions of state projects consisting of small, small diverse & veteran-owned business enterprises participation, as well as the associated multiplier or “ripple” effect that could be generated through demand on suppliers of goods and services and spending within the state's economy.

**Direct Impact** - Jobs gained/immediate suppliers, the initial change to the economy who employ people to support their sales

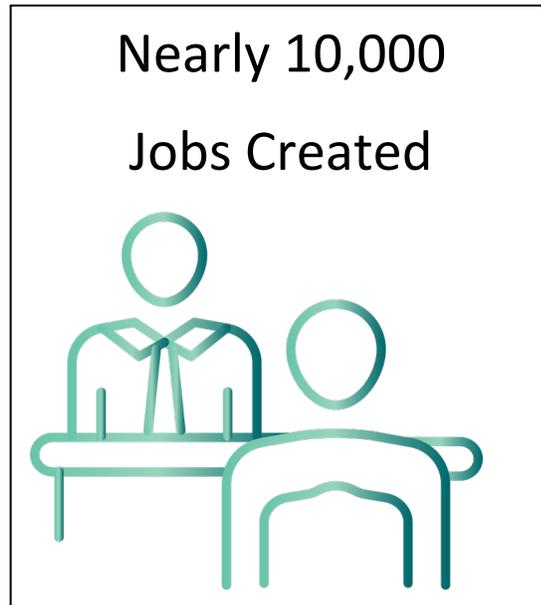
**Indirect Impact** - Jobs gained/supply chain effects stemming from purchases of local goods and services

**Induced Impact** - Jobs gained/impact effects spending/purchases of local goods and services

**Multiplier Effect** - The total number of jobs gained (direct, indirect & included) from each direct job gained

**Labor Income** - All forms of employment income, including Employee

**Value Added** - The total value of production



FIGURES 6A, 6B, AND 6C reflect the volume and output of activity directly related to the commonwealth’s purchase/payments of good and services. Through a chain of activities, the commonwealth’s \$955 million investment in Small, Small Diverse, and Veteran Businesses generated 1.8 billion dollars in total economic impact. (*Industries included, but not limited to, Agriculture, Construction, Manufacturing, Healthcare, and Education*)

FIGURE 6A FINANCIAL IMPACTS

Economic Impact of **\$955** million put into all industries in PA (2021)

| Impact Type         | Employment (K) | Labor Income (M) | Value Added (M/B) | Output (M/B)    |
|---------------------|----------------|------------------|-------------------|-----------------|
| Direct Effect       | 5,285          | \$346(M)         | \$547(M)          | \$955(M)        |
| Indirect Effect     | 2,181          | \$143(M)         | \$226(M)          | \$394(M)        |
| Induced Effect      | 2,365          | \$155(M)         | \$245(M)          | \$428(M)        |
| <b>Total Effect</b> | <b>9,831</b>   | <b>\$644(M)</b>  | <b>\$1(B)</b>     | <b>\$1.8(B)</b> |

The Commonwealth of Pennsylvania's commitment to supporting small businesses is vital to the overall growth of Pennsylvania. Dollars spent on construction projects and procurement of goods and services generate tax revenue for economic growth, offering opportunity for generational wealth, all the while supporting families of Pennsylvania. This critical support allows businesses to remain open and retain employees while driving business growth. As the state attempts to retain these talented homegrown small businesses, empowering them will be the key and the true test to sustainability.

FIGURE 6B TYPES OF IMPACTS

CALCULATED AGAINST ALL PA INDUSTRIES (2021)

**PAYMENTS**

2021 Commonwealth Payments to Small, Small & Diverse Businesses

**WAGES**

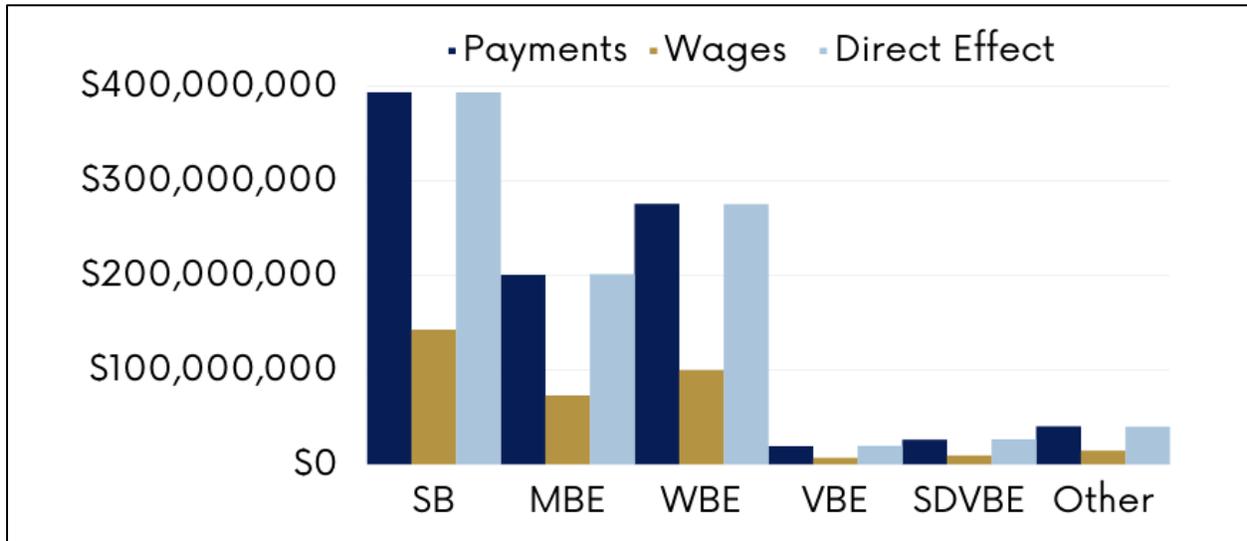
Generated Wages, Benefits, and Payroll Taxes

**DIRECT EFFECT**

Generated economic revenue/sales



6C IMPACTS BY TYPE



Source: Center for Workforce Information & Analysis, IMPLAN

**SB:** Small Business

**MBE:** Minority Business Enterprise

**WBE:** Women Business Enterprise

**VBE:** Veteran Business Enterprise

**SDVBE:** Service-Disabled Veteran Business Enterprise

**Other:** Minority/Women-owned Business Enterprises, Disability-Owned Business Enterprise, LGBT-Owned Business Enterprise

In partnership with the Pennsylvania Department of Labor and Industry, BDISBO assesses that the \$955 million in direct and indirect payments to small businesses have translated to \$70 million in state and local taxes and \$140 million from small businesses in federal taxes last fiscal year alone. Proactive and intentional implementation on small businesses over the past seven years has grown substantially as the bar graphs illustrate in [Figure 6D](#). The dedicated focus to growing small business participation is clearly demonstrated in the small and diverse categories.

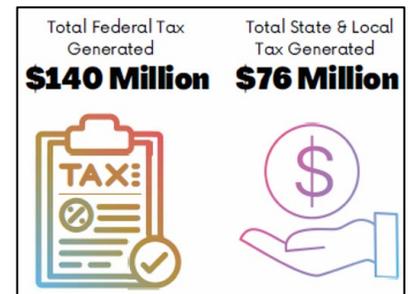
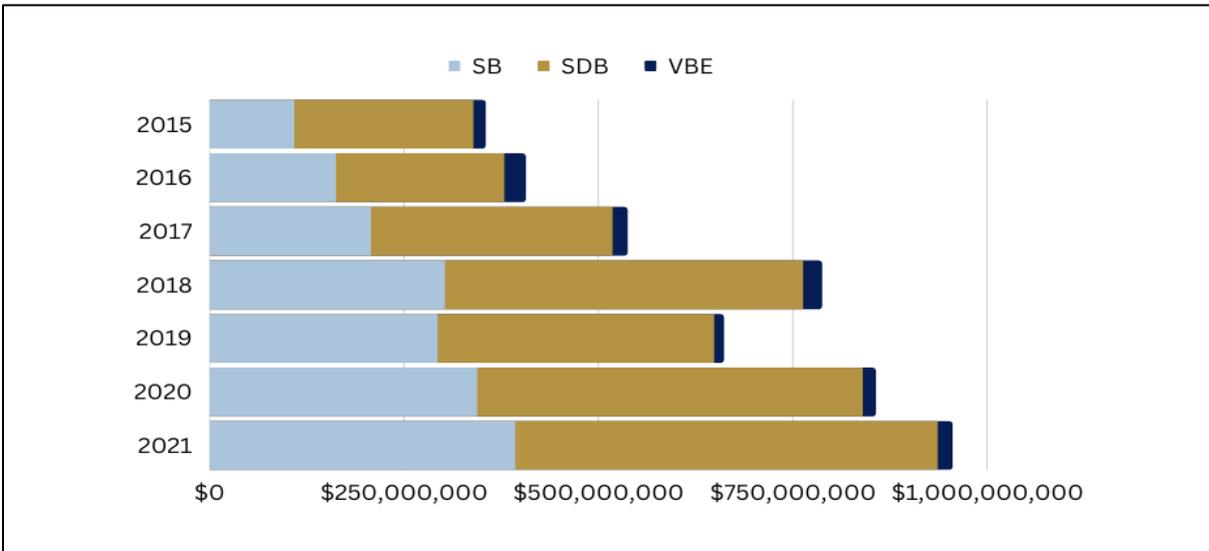


FIGURE 6D SMALL BUSINESS, SMALL DIVERSE BUSINESS & VETERAN BUSINESS ENTERPRISE HISTORICAL SPEND (2015 - 2021)



\*Source: Department of Labor & Industry, Center for Workforce Information & Analysis, IMPLAN model

## Section 7.0 Bureau Highlights

### 7.1 Customer Service

Over 2,000  
Inquiries  
Handled

For the FY 2021-22, BDISBO personally fielded over 2,000 inquiries related to registration issues in PRISM, such as questions on the certification/verification processes, challenges or problems related to understanding solicitation requirements, and assist prime contractors with finding specific resources within the commonwealth system or through other third parties. BDISBO maintains a centralized phone line and email resource accounts which provide businesses with the means to contact BDISBO directly so that they receive assistance promptly. The Small Business Application Guide and the Submitting Utilization Payments Instructions was developed and has been disseminated to Prism users. These instruction guides have proven to be valuable tools in providing self-help direction to businesses.

### 7.2 Outreach

The BDISBO Outreach team has continued to fulfill its mission to support SB, SDB, and VBE firms. Despite the global pandemic, outreach attempted to be resilient, creative, and tenacious in our efforts to virtually communicate and educate internal staff and external stakeholders. Throughout the fiscal year, BDISBO attended or hosted over 150 networking events, supplier forums, pre-bid or pre-proposal conferences, trainings, and workshops. BDISBO prides itself on sharing knowledge regarding policy, procurement, certification, and opportunities, not only with the SB community, but with legislators, agency staff, prime contractors, key stakeholders, and the media. The most exciting change made to the outreach program was hosting educational networking events by industry in order to further enhance opportunities for the business community to meet the buyers of their specific goods or services on a more personal level.

## 7.3 Goal Setting

In FY 2021-22, BDISBO assessed 265 solicitations for goal setting, and along with procurement staff from various agencies across the commonwealth have established over 386 SDB/VBE goals on projects, including 116 goals that were set for construction projects containing multiple base bids and disciplines. During the reporting period, BDISBO's processing/turnaround time improved by 40%. The addition of human resources (increase to 3.5 FTEs), to perform goal setting activities, has contributed to continuous improvements. In the last two fiscal quarters, BDISBO averaged a six-day turnaround. BDISBO is diligently aiming to maintain this level of efficiency.

502  
Goals  
Set

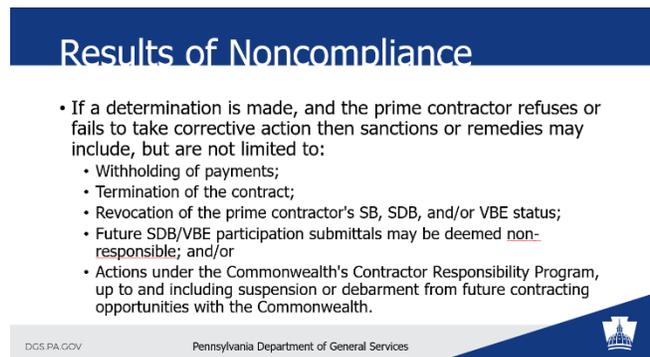
The goal setting process established an industry best practice called the Procurement Review Group (PRG), consisting of individuals from the issuing office, the issuing officer (IO), a project manager or subject matter expert (SME), and the BDISBO goal setting team including general counsel from both agencies. The PRG meets to review historical data on similar work and any market pressures that could impact the goal and adjust the mathematically set goal if appropriate. The outcome of the mathematical calculation and the PRG meeting is a goal set on a specific solicitation. PRGs are also held after the bid closing to determine a Bidder's responsiveness. More than 172 virtual PRG meetings were conducted from July 2021 through June 2022.

### Other Goal Setting Highlights:

- BDISBO assists Procurement with debrief sessions specifically surrounding SDB/VBE submittal packets for greater understanding of the nuances for prime contractors.
- BDISBO offers and conducts pre-bid information session on nearly every solicitation with goals to enhance the quality of responsive submissions.
- BDISBO establishes a 3% VBE goal on every solicitation that has an SDB goal
- BDISBO's continues to build upon the team's strengths, sharing best and next practices and the sharing of information while improving our automated and standardized processes for better efficiency and incorporating Lean principles.
- BDISBO sent roughly 150 contract awards with established goals to the Contract Module in PRISM for compliance monitoring to track SDB/VBE spend/utilization and contract attainment.

## 7.4 Compliance

Overall industry compliance objectives govern BDISBO's practices and policies. The primary objective is measuring performance of both prime contractor and subcontractor is the key to a successful program. There are many tools and practices to successfully manage and track progress in terms of dollars and experiences offered to subcontractors. A main objective is to have consistent monitoring so that poor contractor performance can be addressed sooner rather than later so that non-compliance does not adversely affect the integrity and financial outcomes of our diversity program.



**Results of Noncompliance**

- If a determination is made, and the prime contractor refuses or fails to take corrective action then sanctions or remedies may include, but are not limited to:
  - Withholding of payments;
  - Termination of the contract;
  - Revocation of the prime contractor's SB, SDB, and/or VBE status;
  - Future SDB/VBE participation submittals may be deemed non-responsible; and/or
  - Actions under the Commonwealth's Contractor Responsibility Program, up to and including suspension or debarment from future contracting opportunities with the Commonwealth.

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## Section 8.0 Accomplishments

Over the past seven fiscal years as illustrated in **TABLE 8A**, the commonwealth small business programs have demonstrated significant economic growth. Over \$4.5 billion in direct payments are the sole result of BDISBO and the commonwealth’s buyers concerted efforts to provide fair and equitable opportunities to small businesses.

**TABLE 8A SMALL BUSINESS PROGRAM GROWTH**

| Small Business Classifications | Percentage of Growth in Number of Participants | Percentage of Growth in Actual Payments | Seven Year Total Payments |
|--------------------------------|--|---|---------------------------|
| Overall (SB, SDB, & VBE)       | 34%  | 169%                                    | \$4.5B                    |
| Small Business                 | 34%  | 261%                                    | \$1.8B                    |
| Small Diverse Business         | 37%  | 136%                                    | \$2.6B                    |
| Veteran Business Enterprise    | 48%  | 22%                                     | \$136M                    |

During FY 2021-22, the commonwealth engaged in the following organizational programs and policy changes, all with the goal of increasing opportunities for SBs and SDBs in commonwealth contracting:

- Completed the second full year of implementing the new Goal Setting Policy**, where goals were set on over 500 projects **with an estimated value of \$278,038,982.**
- Despite the global pandemic’s continuing effects on the economy and small businesses**, SB/SDB/VBE firms received \$955 million in payments, which represented 19.3% of the commonwealth’s \$4.8 billion total applicable expenditures. The 19.3% participation rate was a slight dip from the 20% rate from last fiscal year, which was due to at least \$50 million in delayed payments to small business from the commonwealth’s largest IT staff augmentation contract transition.
- The legislation BDISBO drafted and secured bipartisan co-sponsorship** was recognized by Governor Wolf in a press conference with the DGS Secretary and Deputy Secretary Kirkland who provided testimony and answered questions at a public hearing held by the State Government Committee at the end of June 2022.
- BDISBO continued to collaborate and educate Agency Liaisons** by requiring submissions of annual strategic plans at a detailed agency level, which helped lead to the overall success to reach the nearly \$1 billion in spend with the small business community. BDISBO held critical dashboard meetings and bureau specific trainings to enhance the success of the programs.



## Section 9.0 Recommendations

The commonwealth remains committed to working to meet the following self-imposed recommendations:

- Further increase collaboration efforts with agencies to continually promote greater SB, SDB, and VBE participation in federally funded expenditures.
- BDISBO plans to add proactive, real-time contract compliance measures via the management tools and processes for over 1,000 active contracts.
- Continue to strongly advocate for a focus on the need for “hands-on” technical assistance to SDBs. Access to capital is critical to ensuring the success of businesses; therefore, BDISBO is also exploring creative fundraising opportunities to provide technical assistance and access to capital initiatives by federal programs or private sector experts.
- Work to improve and expand the knowledge of public and private sector workforce development programs alongside the appropriate commonwealth agencies.
- Measure success based on participating firms’ relative business growth and stability combined with state spending. The commonwealth is currently measuring the success of its programs based upon the total dollar spend to SBs, SDBs, and VBEs and the total number firms participating in the BDISBO program. However, the commonwealth recognizes that another significant gauge of program success is the growth and stability of the businesses participating in the program, as the primary purpose of the program is to assist those businesses. The commonwealth is seeking to understand how to measure business growth and stability resulting from the receipt of state funds, using this important measure to judge the BDISBO program’s effectiveness, and adjust its program based upon factors indicative of success.
- Lead with greater urgency to do more to advocate for the success of the BDISBO program throughout state and local governments and in the private sector by collaborating with key stakeholders, specifically PennDOT and its Disadvantaged Business Enterprise (federally certified businesses) community and the PTAC offices across the state.
- Increase the virtual outreach mechanisms to assist registered SBs and to reach those businesses that would qualify as SBs, SDBs, and VBEs but have not yet engaged with the DGS small business programs.
- Continue to fight for the passage of BDISBO’s proposed legislation, which will remove the employee size limit from law, allowing this standard to be controlled by DGS. The Pennsylvania Procurement Code currently sets the size standard for small businesses at 100 or fewer employees. The commonwealth believes that this statutory-set limit may stunt the growth of SBs, SDBs, and VBEs that still need the assistance of the commonwealth’s programs to be successful. DGS plans to allow the employee limit to be set by policy, to align with the federal SBA rules and regulations to avoid confusion on program parameters.
- Increase the number of businesses participating in the Veterans Program by engaging in a concerted effort with legislators, Veterans associations and stakeholders.



# Appendices

## Procurement Methods

### Methods of Contractor Selection and Award

The Procurement Code provides for a few primary methods of competitive procurement for supplies, services, and construction: low bid Invitations for Bids (IFB) and best value Requests for Proposals (RFP) or Requests for Quotes (RFQ). The Procurement Code also provides for the selection of design professionals through a competitive procurement process.

**Invitation for Bids** – The IFB process is the most frequently used procurement method in the commonwealth. This process, also known traditionally as sealed bidding, essentially awards contracts based on price alone. When the IFB method is used, a contract must be awarded to the responsive and responsible bidder with the lowest price.

**Request for Proposals** – The RFP is a “best value” process that is, most commonly used for more complex non-commodity purchases. With an RFP, the commonwealth evaluates competing offers based on several factors including suppliers’ proposed costs and technical approach and capabilities.

Contracts that result from either of these two methods may be structured in different ways depending upon the needs of the commonwealth as follows:

- **Single-award contracts** award a potential business to one qualified supplier exclusively.
- **Multiple-award contracts** award a potential business to multiple qualified suppliers who then may be required to compete further for individual orders through a supplemental selection process. A common example of this approach is known as an Invitation to Qualify (ITQ) followed by a **Request for Quote (RFQ)**.

**Selection of Design Professionals** – The commonwealth procures design professional services through a competitive process which considers capability of required personnel to perform the design or construction services, geographic proximity to the project, the overall equitable distribution of contracts to design professionals, and any other relevant circumstances peculiar to the proposed project.

### Contracting Opportunities for SBs, SDBs, and VBEs

The potential for SB (through the SBR Program), SDB, and VBE participation in commonwealth contracting opportunities has historically depended significantly on the procurement methods used. Employing a procurement method that allows for direct consideration of SB, SDB, or VBE participation dramatically increases the likelihood that such participation will occur. Common current uses of IFBs and RFPs within different expenditure categories are outlined below with an explanation of how each is related to SB, SDB, and VBE opportunities.

#### IFB for Supplies & Services

Prior to the implementation of goal setting, in general, when the commonwealth issued an IFB for the procurement of supplies or services, SB, SDB, and VBE participation were irrelevant to the award decision only price was considered. SBs, SDBs, and VBEs could compete in IFBs, but they received no formal preference and were required to submit the lowest price to win. In addition, SBs, SDBs, and VBE could and did participate as subcontractors in contracts awarded to other firms through IFBs.

After fully implementing the goal setting program for *all IFBs*, BDISBO and the Issuing Agency began setting contract-specific goals for any IFB valued at \$250,000 or above. As with all other types of procurements that include goal setting, bidders can agree to meet the goals in full or seek a good faith efforts waiver from those goals. This significant change

ensures that SDBs and VBEs have additional opportunities for a significant number of procurements that historically offered no preference for SDB and VBE utilization.

### **Construction IFB**

Regarding IFBs for construction, contract awards are also based on price alone. Under the fully implemented goal setting program, BDISBO and Public Works set contract-specific goals for each of the four disciplines with cost estimates of \$400,000 or above. As with all other types of procurements that include goal setting, bidders can agree to meet the goals in full or seek a good faith effort waiver from those goals.

### **Non-Construction RFP**

The general RFP process continues to allow for direct consideration of SB, SDB, and VBE participation as a criterion for award. The goal setting program was fully implemented this fiscal year whereby BDISBO and the Issuing Agency set contract-specific goals for any RFP valued at \$250,000 or above. As with all other types of procurements that include goal setting, offerors can agree to meet the goals in full, or seek a good faith effort waiver from those goals.

### **JOC Construction**

The Job Order Contracting (JOC) Program is used by agencies to complete small construction projects with a total value of \$10,000 to \$400,000. To facilitate the completion of these projects, DGS established four Prime Professional Construction Service contracts for the disciplines of General Construction, HVAC, Plumbing, and Electrical services in each of the three regions: Central, East, and West. Job Orders are distributed to the prime contractors who are then expected to engage SB and SDB subcontractors for construction and professional design opportunities for agencies undertaking construction, renovation, and maintenance projects that fall within the established value parameters.

The JOC Program was the first to implement the new process of goal setting in its RFPs. These JOC RFPs also designated the Professional Design services as SBR. To ensure the small business community who provide supplies and services under the JOC Program were aware of the major changes affecting this contract, BDISBO along with Public Works continues to recruit and educate businesses on the new paperwork and processes. These interactive discussions continue to provide an opportunity to address the community's concerns, questions, and network.

### **ITQ**

Invitation to Qualify (ITQ) is the name given to certain multiple-award contracts issued by the commonwealth pursuant to Section 517 of the Procurement Code. Work required under an Invitation to Qualify may be solicited by an IFB or RFQ issued to pre-qualified contractors.

The ITQ Process is a two-step process utilized by the commonwealth to provide various types of services to commonwealth agencies. The first step is a pre-qualification process to qualify suppliers for specific services described in the ITQ. To qualify for an ITQ contract, a supplier must meet the qualification requirements prescribed in each ITQ solicitation. This is done by submitting an electronic proposal via the PA Supplier Portal. Each submittal is evaluated, and if the proposal meets the minimum criteria, the supplier is qualified and placed on a "parent" contract along with other qualified suppliers. The second step is an RFQ in which agencies with specific requirements request quotations from only the qualified suppliers. A quotation may be a simple price, or it may include a technical proposal with pricing.

The ITQ process does not guarantee business to an individual supplier. Suppliers are encouraged to market their services to the agencies and to respond to as many RFQs as possible.

The Department has also recently implemented goal setting on RFQs valued at \$250,000 and above. The process mirrors the goal setting requirements for IFB and RFQ procurements set forth above.

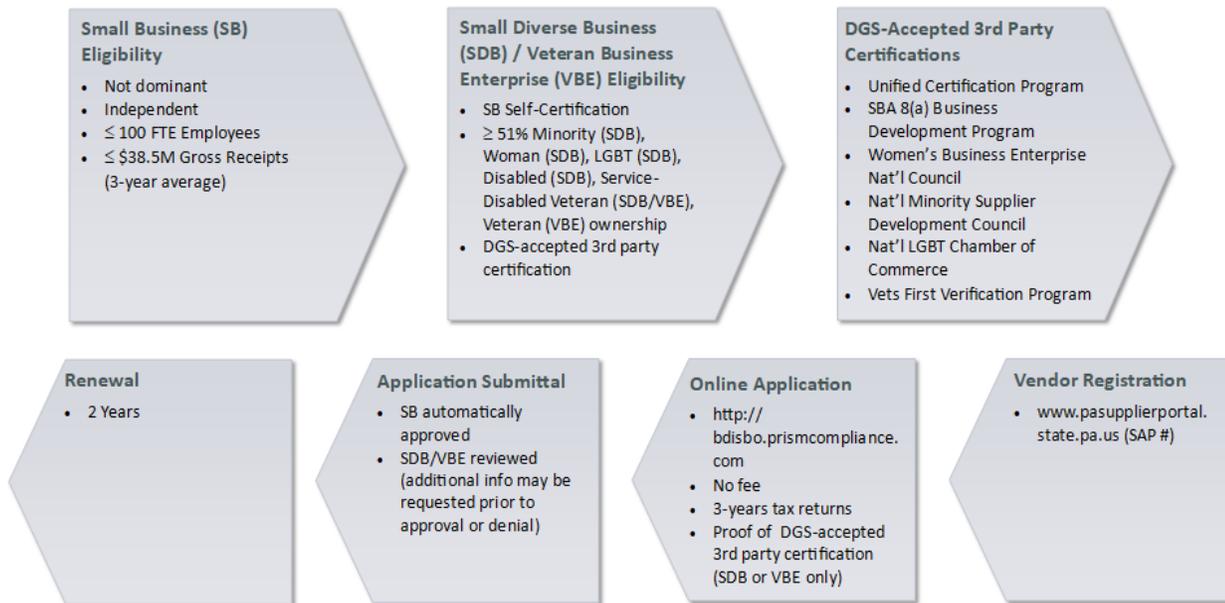
### **Small Business Reserve processes**

In accordance with DGS policy and consistent with the recent reinvigoration of the SBR program, commonwealth agencies have continued to designate certain number of solicitations as “SBR” opportunities. For these contracts, competition is formally restricted only to self-certified SBs (which includes SDBs and VBEs). Larger firms cannot be awarded contracts for procurements that have been designated as SBR. SBR procurements are a race-neutral measure that seeks to ensure the award of contracts to SBs who have been used infrequently. According to the data in Sections 3.1 and 4.1, more commonwealth business is awarded to SBs each year through general procurement methods than through these set-asides. The commonwealth is continuing to explore methods to improve upon the SBR process to be more effective throughout the various agencies. BDISBO worked with ITQ administrators to identify ITQ categories for designated SBR ITQs as addressed in [Section 8 Accomplishments](#). Future designated SBR ITQs will include Training Services, Security Guard, and Consulting.

## How to register as a DGS-certified/verified Small Business

### Small Business, Small Diverse Business, Veteran Business Enterprise Application

# SB, SDB, VBE Registration Process



#### STEP 1: REGISTER AS A VENDOR

- Go to the PA Supplier Portal at [www.pasupplierportal.state.pa.us](http://www.pasupplierportal.state.pa.us).
- Click on **Supplier Registration** and follow the instructions.

#### STEP 2: SMALL BUSINESS SELF-CERTIFICATION & SMALL DIVERSE BUSINESS/VETERAN BUSINESS ENTERPRISE VERIFICATION

- Federal tax returns for the three most recently filed tax years.
- Go to <http://bdisbo.prismscompliance.com> > **Self-Certify or Recertify as a Small, Diverse, and/or Veteran Business** > **Start Application** > **Start Application**
- Enter the applicant company's Tax ID and 6-digit Vendor ID/SAP # > **Find Me**
- Select the application type to apply as **SB** (Small Business), **SDB** (Small Diverse Business), or **VBE** (Veteran Business Enterprise). SB is required for all certification types.

Small Business self-certification is immediate. The review process for Small Diverse Business and Veteran Business Enterprise verification takes approximately 15 business days upon receipt of a complete application.

# Tables

## Section 2 Tables

**TABLE 2C VERIFIED SDBs & VBEs BY REGION, COUNTY, AND CLASSIFICATION**

| WESTERN PA | COUNTY       | MBE | WBE | MWBE | LGBTBE | DOBE | SDVBE | VBE | TOTAL |
|------------|--------------|-----|-----|------|--------|------|-------|-----|-------|
|            | Allegheny    | 34  | 106 | 21   | 4      | 2    | 17    | 7   | 191   |
|            | Armstrong    | 0   | 4   | 0    | 0      | 0    | 0     | 0   | 4     |
|            | Beaver       | 1   | 5   | 0    | 0      | 0    | 2     | 1   | 9     |
|            | Bedford      | 0   | 2   | 0    | 0      | 0    | 0     | 0   | 2     |
|            | Blair        | 0   | 10  | 0    | 0      | 0    | 3     | 1   | 14    |
|            | Butler       | 2   | 18  | 1    | 0      | 1    | 1     | 4   | 27    |
|            | Cambria      | 1   | 12  | 0    | 0      | 0    | 0     | 0   | 13    |
|            | Clarion      | 0   | 1   | 1    | 0      | 0    | 0     | 0   | 2     |
|            | Crawford     | 0   | 3   | 1    | 0      | 0    | 0     | 0   | 4     |
|            | Erie         | 2   | 15  | 0    | 1      | 0    | 2     | 1   | 21    |
|            | Fayette      | 1   | 4   | 0    | 0      | 0    | 0     | 1   | 6     |
|            | Forest       | 0   | 0   | 0    | 0      | 0    | 0     | 0   | 0     |
|            | Greene       | 0   | 0   | 0    | 0      | 0    | 0     | 0   | 0     |
|            | Indiana      | 0   | 4   | 1    | 0      | 0    | 1     | 0   | 6     |
|            | Jefferson    | 0   | 0   | 0    | 0      | 0    | 0     | 0   | 0     |
|            | Lawrence     | 0   | 2   | 0    | 0      | 0    | 1     | 2   | 5     |
|            | Mercer       | 0   | 4   | 0    | 0      | 0    | 1     | 0   | 5     |
|            | Somerset     | 0   | 4   | 0    | 0      | 0    | 0     | 0   | 4     |
|            | Venango      | 0   | 3   | 0    | 0      | 0    | 0     | 0   | 3     |
|            | Warren       | 0   | 1   | 0    | 0      | 0    | 0     | 0   | 1     |
|            | Washington   | 2   | 6   | 2    | 0      | 0    | 0     | 2   | 12    |
|            | Westmoreland | 5   | 14  | 1    | 0      | 0    | 3     | 2   | 25    |
|            | TOTALS       | 48  | 218 | 28   | 5      | 3    | 31    | 21  | 354   |

| CENTRAL PA | COUNTY     | MBE | WBE | MWBE | LGBTBE | DOBE | SDVBE | VBE | TOTAL |
|------------|------------|-----|-----|------|--------|------|-------|-----|-------|
|            | Adams      | 0   | 2   | 1    | 0      | 0    | 2     | 1   | 6     |
|            | Cameron    | 0   | 0   | 0    | 0      | 0    | 0     | 0   | 0     |
|            | Centre     | 1   | 9   | 0    | 1      | 1    | 1     | 3   | 16    |
|            | Clearfield | 0   | 2   | 1    | 0      | 0    | 1     | 1   | 5     |
|            | Clinton    | 0   | 0   | 0    | 0      | 0    | 2     | 0   | 2     |
|            | Cumberland | 16  | 33  | 6    | 2      | 0    | 8     | 4   | 69    |
|            | Dauphin    | 28  | 33  | 3    | 1      | 1    | 2     | 4   | 72    |
|            | Elk        | 0   | 0   | 0    | 0      | 0    | 0     | 0   | 0     |
|            | Franklin   | 1   | 5   | 1    | 0      | 0    | 0     | 0   | 7     |
|            | Fulton     | 1   | 1   | 0    | 0      | 0    | 0     | 0   | 2     |
|            | Huntingdon | 0   | 4   | 0    | 0      | 0    | 2     | 0   | 6     |
|            | Juniata    | 0   | 0   | 0    | 0      | 0    | 0     | 0   | 0     |
|            | Lancaster  | 7   | 11  | 2    | 0      | 0    | 4     | 2   | 26    |
|            | Lebanon    | 2   | 5   | 0    | 0      | 0    | 4     | 0   | 11    |
|            | Lycoming   | 1   | 0   | 0    | 0      | 1    | 0     | 0   | 2     |

|                |           |            |           |          |          |           |           |            |
|----------------|-----------|------------|-----------|----------|----------|-----------|-----------|------------|
| McKean         | 0         | 2          | 0         | 0        | 0        | 0         | 0         | 2          |
| Mifflin        | 0         | 2          | 0         | 0        | 0        | 0         | 0         | 2          |
| Northumberland | 1         | 1          | 0         | 0        | 0        | 0         | 0         | 2          |
| Perry          | 1         | 3          | 0         | 0        | 0        | 0         | 1         | 5          |
| Potter         | 0         | 0          | 0         | 0        | 0        | 0         | 0         | 0          |
| Snyder         | 0         | 0          | 0         | 0        | 0        | 0         | 0         | 0          |
| Tioga          | 0         | 0          | 0         | 0        | 0        | 0         | 0         | 0          |
| Union          | 0         | 1          | 0         | 0        | 0        | 0         | 1         | 2          |
| York           | 4         | 24         | 1         | 0        | 0        | 0         | 1         | 30         |
| <b>TOTALS</b>  | <b>63</b> | <b>138</b> | <b>15</b> | <b>4</b> | <b>3</b> | <b>26</b> | <b>18</b> | <b>267</b> |

| <b>EASTERN PA</b> | <b>COUNTY</b> | <b>MBE</b> | <b>WBE</b> | <b>MWBE</b> | <b>LGBTBE</b> | <b>DOBE</b> | <b>SDVBE</b> | <b>VBE</b> | <b>TOTAL</b> |
|-------------------|---------------|------------|------------|-------------|---------------|-------------|--------------|------------|--------------|
|                   | Berks         | 2          | 11         | 0           | 0             | 0           | 1            | 0          | 14           |
|                   | Bradford      | 0          | 1          | 0           | 0             | 0           | 1            | 1          | 3            |
|                   | Bucks         | 16         | 28         | 4           | 2             | 0           | 3            | 0          | 53           |
|                   | Carbon        | 0          | 0          | 0           | 0             | 0           | 0            | 0          | 0            |
|                   | Chester       | 9          | 33         | 5           | 0             | 0           | 10           | 4          | 61           |
|                   | Columbia      | 1          | 2          | 0           | 0             | 0           | 0            | 0          | 3            |
|                   | Delaware      | 12         | 26         | 6           | 0             | 0           | 3            | 1          | 48           |
|                   | Lackawanna    | 1          | 5          | 0           | 1             | 0           | 1            | 0          | 8            |
|                   | Lehigh        | 7          | 11         | 0           | 1             | 0           | 3            | 3          | 25           |
|                   | Luzerne       | 1          | 8          | 0           | 0             | 0           | 6            | 3          | 18           |
|                   | Monroe        | 3          | 1          | 1           | 0             | 0           | 2            | 0          | 7            |
|                   | Montgomery    | 28         | 58         | 4           | 0             | 0           | 10           | 4          | 104          |
|                   | Montour       | 0          | 0          | 0           | 0             | 0           | 0            | 0          | 0            |
|                   | Northampton   | 2          | 7          | 0           | 0             | 0           | 2            | 2          | 13           |
|                   | Philadelphia  | 56         | 51         | 12          | 8             | 0           | 5            | 1          | 133          |
|                   | Pike          | 0          | 0          | 0           | 0             | 0           | 0            | 0          | 0            |
|                   | Schuylkill    | 2          | 0          | 0           | 0             | 0           | 2            | 0          | 4            |
|                   | Sullivan      | 0          | 0          | 0           | 0             | 0           | 0            | 0          | 0            |
|                   | Susquehanna   | 0          | 4          | 0           | 0             | 0           | 0            | 1          | 5            |
| Wayne             | 0             | 1          | 0          | 0           | 0             | 1           | 0            | 2          |              |
| Wyoming           | 0             | 2          | 0          | 0           | 0             | 0           | 0            | 2          |              |
| <b>TOTALS</b>     | <b>140</b>    | <b>249</b> | <b>32</b>  | <b>12</b>   | <b>0</b>      | <b>50</b>   | <b>20</b>    | <b>503</b> |              |

| <b>OUT-OF-STATE</b> | <b>MBE</b> | <b>WBE</b> | <b>MWBE</b> | <b>LGBTBE</b> | <b>DOBE</b> | <b>SDVBE</b> | <b>VBE</b> | <b>TOTAL</b> |
|---------------------|------------|------------|-------------|---------------|-------------|--------------|------------|--------------|
|                     | 225        | 208        | 51          | 7             | 3           | 84           | 12         | 590          |

Section 3 Tables

TABLE 3A PAYMENTS TO SBs BY AGENCY

| Agency                           | Contractor Type | SB            | Agency Total  | %      |
|----------------------------------|-----------------|---------------|---------------|--------|
| Aging                            | Prime           | \$67,419      | \$67,419      | 0.02%  |
|                                  | Sub             | \$0           |               |        |
| Agriculture                      | Prime           | \$1,297,173   | \$1,337,105   | 0.34%  |
|                                  | Sub             | \$39,932      |               |        |
| Attorney General                 | Prime           | \$425,924     | \$425,924     | 0.11%  |
|                                  | Sub             | \$0           |               |        |
| Auditor General                  | Prime           | \$49,717      | \$49,717      | 0.01%  |
|                                  | Sub             | \$0           |               |        |
| Banking & Securities             | Prime           | \$15,978      | \$15,978      | 0.00%  |
|                                  | Sub             | \$0           |               |        |
| Civil Service Commission         | Prime           | \$645         | \$645         | 0.00%  |
|                                  | Sub             | \$0           |               |        |
| Community & Economic Development | Prime           | \$136,538     | \$140,454     | 0.04%  |
|                                  | Sub             | \$3,916       |               |        |
| Conservation & Natural Resources | Prime           | \$35,805,310  | \$35,812,488  | 9.12%  |
|                                  | Sub             | \$7,178       |               |        |
| Corrections                      | Prime           | \$31,387,253  | \$31,387,253  | 8.00%  |
|                                  | Sub             | \$0           |               |        |
| Drug and Alcohol Programs        | Prime           | \$174,873     | \$174,873     | 0.04%  |
|                                  | Sub             | \$0           |               |        |
| Education                        | Prime           | \$7,308,050   | \$7,308,050   | 1.86%  |
|                                  | Sub             | \$0           |               |        |
| Environmental Hearing Board      | Prime           | \$197         | \$197         | 0.00%  |
|                                  | Sub             | \$0           |               |        |
| Environmental Protection         | Prime           | \$23,760,013  | \$23,825,753  | 6.07%  |
|                                  | Sub             | \$65,740      |               |        |
| Ethics Commission                | Prime           | \$7,498       | \$7,498       | 0.00%  |
|                                  | Sub             | \$0           |               |        |
| Fish & Boat Commission           | Prime           | \$837,174     | \$837,174     | 0.21%  |
|                                  | Sub             | \$0           |               |        |
| Game Commission                  | Prime           | \$10,866,880  | \$10,866,880  | 2.77%  |
|                                  | Sub             | \$0           |               |        |
| General Services                 | Prime           | \$122,112,420 | \$129,648,628 | 33.03% |
|                                  | Sub             | \$7,536,208   |               |        |
| Health                           | Prime           | \$3,096,518   | \$3,096,518   | 0.79%  |
|                                  | Sub             | \$0           |               |        |
| Historical & Museum Commission   | Prime           | \$826,068     | \$826,068     | 0.21%  |
|                                  | Sub             | \$0           |               |        |
| Human Services                   | Prime           | \$11,222,533  | \$13,250,596  | 3.38%  |
|                                  | Sub             | \$2,028,063   |               |        |
| Insurance                        | Prime           | \$1,082,998   | \$1,082,998   | 0.28%  |

|   |       |              |               |        |
|---|-------|--------------|---------------|--------|
|   | Sub   | \$0          |               |        |
| Labor & Industry                          | Prime | \$12,164,556 | \$12,169,703  | 3.10%  |
|   | Sub   | \$5,147      |               |        |
| Liquor Control Board                      | Prime | \$156,698    | \$196,199     | 0.05%  |
|   | Sub   | \$39,501     |               |        |
| Military & Veterans Affairs               | Prime | \$14,623,960 | \$14,623,960  | 3.73%  |
|   | Sub   | \$0          |               |        |
| Milk Marketing Board                      | Prime | \$324        | \$324         | 0.00%  |
|   | Sub   | \$0          |               |        |
| Office of Administration                  | Prime | \$3,183,856  | \$5,605,366   | 1.43%  |
|   | Sub   | \$2,421,510  |               |        |
| PA Emergency Management Agency            | Prime | \$377,847    | \$377,847     | 0.10%  |
|   | Sub   | \$0          |               |        |
| PA Game Control Board                     | Prime | \$2,302      | \$2,302       | 0.00%  |
|   | Sub   | \$0          |               |        |
| PA Infrastructure Investment              | Prime | \$115,271    | \$115,271     | 0.03%  |
|   | Sub   | \$0          |               |        |
| PA Municipal Retirement Board             | Prime | \$398,550    | \$15,405,514  | 3.93%  |
|   | Sub   | \$15,006,964 |               |        |
| PA Port Authorities                       | Prime | \$4,059      | \$4,059       | 0.00%  |
|   | Sub   | \$0          |               |        |
| Public School Employees Retirement System | Prime | \$621,626    | \$621,626     | 0.16%  |
|   | Sub   | \$0          |               |        |
| Public Utility Commission                 | Prime | \$309,856    | \$384,784     | 0.10%  |
|   | Sub   | \$74,928     |               |        |
| Revenue                                   | Prime | \$607,148    | \$607,534     | 0.15%  |
|   | Sub   | \$386        |               |        |
| State Department                          | Prime | \$253,250    | \$253,250     | 0.06%  |
|   | Sub   | \$0          |               |        |
| State Employees Retirement System         | Prime | \$22,526     | \$22,526      | 0.01%  |
|   | Sub   | \$0          |               |        |
| State Police                              | Prime | \$4,927,444  | \$4,927,444   | 1.26%  |
|   | Sub   | \$0          |               |        |
| State System of Higher Education          | Prime | \$0          | \$27,790      | 0.01%  |
|   | Sub   | \$27,790     |               |        |
| Transportation                            | Prime | \$76,689,918 | \$76,972,516  | 19.61% |
|   | Sub   | \$282,598    |               |        |
| Total                                     | Prime |              | \$364,940,605 | 94.80% |
|   | Sub   |              | \$27,539,861  | 7.50%  |
|   | Total |              | \$392,480,466 | 100%   |

**TABLE 3D PCARD PAYMENTS TO SBs INCLUDING SBs VERIFIED AS SDB AND VBE**

| Agency                           | Payments    | Agency                                 | Payments            |
|----------------------------------|-------------|--|---------------------|
| Aging                            | \$16,800    | Human Services                         | \$1,540,585         |
| Agriculture                      | \$255,082   | Insurance                              | \$11,234            |
| Attorney General                 | \$44,034    | Labor & Industry                       | \$351,807           |
| Banking & Securities             | \$127       | Liquor Control Board                   | \$156,698           |
| Civil Service Commission         | \$645       | Military & Veterans Affairs            | \$616,292           |
| Community & Economic Develop     | \$3,160     | Milk Marketing Board                   | \$154               |
| Conservation & Natural Resources | \$1,492,284 | PA Emergency Management Agency         | \$49,133            |
| Corrections                      | \$1,481,125 | PA Gaming Control Board                | \$2,302             |
| Drug and Alcohol Programs        | \$1,231     | PA Infrastructure Investment           | \$202               |
| Education                        | \$6,872     | PA Municipal Retirement Board          | \$520               |
| Environmental Protection         | \$109,389   | PA Port Authorities                    | \$260               |
| Ethics Commission                | \$7,498     | Public School Employees Retirement Sys | \$11,436            |
| Executive Offices                | \$76,134    | Public Utility Commission              | \$27,392            |
| Fish & Boat Commission           | \$180,064   | Revenue                                | \$36,533            |
| Game Commission                  | \$352,262   | State Department                       | \$79,552            |
| General Services                 | \$668,895   | State Employees Retirement System      | \$714               |
| Governor's Office                | \$229       | State Police                           | \$114,961           |
| Health                           | \$61,398    | Transportation                         | \$5,184,868         |
| Historical & Museum Commission   | \$95,073    |  |                     |
| <b>TOTAL</b>                     |             |  | <b>\$13,036,945</b> |

**TABLE 3H SDB AND VBE PRIME AND SUBCONTRACTING SPEND BY AGENCY**

| Agency                            | Contractor | M            | MW        | W            | G   | D   | S        | V           | Total        |
|-----------------------------------|------------|--------------|-----------|--------------|-----|-----|----------|-------------|--------------|
| Aging                             | Prime      | \$0          | \$0       | \$526,374    | \$0 | \$0 | \$0      | \$0         | \$526,374    |
|                                   | Sub        | \$60,979     | \$0       | \$2,195,802  | \$0 | \$0 | \$0      | \$0         | \$2,256,781  |
| Agriculture                       | Prime      | \$0          | \$0       | \$790,832    | \$0 | \$0 | \$0      | \$0         | \$790,832    |
|                                   | Sub        | \$0          | \$0       | \$0          | \$0 | \$0 | \$0      | \$0         | \$0          |
| Attorney General                  | Prime      | \$0          | \$211     | \$39,600     | \$0 | \$0 | \$0      | \$0         | \$39,811     |
|                                   | Sub        | \$0          | \$0       | \$0          | \$0 | \$0 | \$0      | \$0         | \$0          |
| Auditor General                   | Prime      | \$0          | \$0       | \$3,690      | \$0 | \$0 | \$0      | \$0         | \$3,690      |
|                                   | Sub        | \$25,000     | \$0       | \$0          | \$0 | \$0 | \$0      | \$17,000    | \$42,000     |
| Civil Service Commission          | Prime      | \$0          | \$0       | \$23,321     | \$0 | \$0 | \$6,300  | \$0         | \$29,621     |
|                                   | Sub        | \$0          | \$0       | \$0          | \$0 | \$0 | \$0      | \$0         | \$0          |
| Commission on Crime & Delinquency | Prime      | \$0          | \$0       | \$0          | \$0 | \$0 | \$0      | \$0         | \$0          |
|                                   | Sub        | \$0          | \$0       | \$0          | \$0 | \$0 | \$0      | \$0         | \$0          |
| Community & Economic Dev          | Prime      | \$531,395    | \$0       | \$23,825,302 | \$0 | \$0 | \$0      | \$0         | \$24,356,697 |
|                                   | Sub        | \$0          | \$0       | \$335,854    | \$0 | \$0 | \$0      | \$0         | \$335,854    |
| Conservation & Natural Resources  | Prime      | \$564,900    | \$0       | \$4,389,119  | \$0 | \$0 | \$28,834 | \$376,763   | \$5,359,616  |
|                                   | Sub        | \$738,247    | \$0       | \$221,474    | \$0 | \$0 | \$0      | \$49,985    | \$1,009,706  |
| Corrections                       | Prime      | \$42,411     | \$5,383   | \$2,590,219  | \$0 | \$0 | -\$7,074 | \$606,283   | \$3,237,222  |
|                                   | Sub        | \$11,913,715 | \$766,446 | \$3,867,021  | \$0 | \$0 | \$5,500  | \$1,115,828 | \$17,668,510 |
| Drug and Alcohol Programs         | Prime      | \$0          | \$0       | \$1,097,405  | \$0 | \$0 | \$0      | \$0         | \$1,097,405  |
|                                   | Sub        | \$0          | \$0       | \$11,811     | \$0 | \$0 | \$0      | \$0         | \$11,811     |
| Education                         | Prime      | \$96,943     | \$0       | \$335,300    | \$0 | \$0 | \$0      | \$0         | \$432,243    |

|   |       |              |              |              |           |           |             |             |               |
|---|-------|--------------|--------------|--------------|-----------|-----------|-------------|-------------|---------------|
|   | Sub   | \$770,149    | \$0          | \$2,802,682  | \$0       | \$0       | \$457,566   | \$0         | \$4,030,397   |
| <b>Environmental Hearing Board</b>        | Prime | \$0          | \$0          | \$6,306      | \$0       | \$0       | \$0         | \$0         | \$6,306       |
|   | Sub   | \$0          | \$0          | \$0          | \$0       | \$0       | \$0         | \$0         | \$0           |
| <b>Environmental Protection</b>           | Prime | \$0          | \$38,160     | \$1,849,759  | \$0       | \$0       | \$0         | \$0         | \$1,887,919   |
|   | Sub   | \$202,815    | \$0          | \$64,106     | \$0       | \$0       | \$0         | \$0         | \$266,921     |
| <b>Fish &amp; Boat Commission</b>         | Prime | \$0          | \$99,000     | \$92,723     | \$0       | \$0       | \$0         | \$0         | \$191,723     |
|   | Sub   | \$0          | \$0          | \$0          | \$0       | \$0       | \$0         | \$0         | \$0           |
| <b>Game Commission</b>                    | Prime | \$0          | \$0          | \$1,464,899  | \$0       | \$0       | \$0         | \$32,890    | \$1,497,789   |
|   | Sub   | \$0          | \$0          | \$0          | \$0       | \$0       | \$0         | \$0         | \$0           |
| <b>General Services</b>                   | Prime | \$9,644,600  | \$501,158    | \$18,680,836 | \$0       | \$0       | \$3,385,873 | \$3,157,685 | \$35,370,152  |
|   | Sub   | \$51,220,329 | \$8,697,308  | \$37,588,805 | \$0       | \$0       | \$2,021,716 | \$668,631   | \$100,196,789 |
| <b>Health</b>                             | Prime | \$56,750     | \$49,875     | \$12,011,433 | \$0       | \$0       | \$7,632,460 | \$9,599     | \$19,760,117  |
|   | Sub   | \$15,908     | \$200,830    | \$247,105    | \$0       | \$0       | \$74,400    | \$0         | \$538,243     |
| <b>Historical &amp; Museum Commission</b> | Prime | \$77,185     | \$0          | \$567,332    | \$0       | \$0       | \$0         | \$4,800     | \$649,317     |
|   | Sub   | \$0          | \$0          | \$0          | \$0       | \$0       | \$0         | \$0         | \$0           |
| <b>Human Services</b>                     | Prime | \$85,590     | \$15,403     | \$10,558,180 | \$0       | \$0       | \$1,734,574 | \$532,531   | \$12,926,278  |
|   | Sub   | \$16,362,116 | \$7,018,111  | \$35,327,025 | \$81,728  | \$639,701 | \$2,027,164 | \$5,790,789 | \$67,246,634  |
| <b>Insurance</b>                          | Prime | \$90,706     | \$7,866      | \$233,947    | \$0       | \$0       | \$0         | \$0         | \$332,519     |
|   | Sub   | \$491,220    | \$306,900    | \$54,728     | \$103,280 | \$0       | \$10,613    | \$0         | \$966,741     |
| <b>Labor &amp; Industry</b>               | Prime | \$347,191    | \$7,500      | \$3,942,404  | \$0       | \$0       | \$0         | \$134,190   | \$4,431,285   |
|   | Sub   | \$1,905,493  | \$2,253,104  | \$1,578,393  | \$0       | \$0       | \$0         | \$0         | \$5,736,990   |
| <b>Liquor Control Board</b>               | Prime | \$0          | \$0          | \$0          | \$0       | \$0       | \$0         | \$4,800     | \$4,800       |
|   | Sub   | \$263,480    | \$0          | \$134,112    | \$0       | \$0       | \$0         | \$0         | \$397,592     |
| <b>Military &amp; Veterans Affairs</b>    | Prime | \$2,364,874  | \$8,679      | \$2,228,216  | \$0       | \$0       | \$704,536   | \$0         | \$5,306,305   |
|   | Sub   | \$86,950     | \$0          | \$0          | \$0       | \$0       | \$0         | \$0         | \$86,950      |
| <b>Office of Administration</b>           | Prime | \$630,757    | \$15,400     | \$5,994,123  | \$0       | \$0       | \$0         | \$0         | \$6,640,280   |
|   | Sub   | \$3,557,197  | \$45,386     | \$2,346,240  | \$0       | \$0       | \$0         | \$61,925    | \$6,010,748   |
| <b>Office of Chief Counsel</b>            | Prime | \$0          | \$0          | \$0          | \$0       | \$0       | \$0         | \$0         | \$0           |
|   | Sub   | \$3,262      | \$0          | \$0          | \$0       | \$0       | \$0         | \$0         | \$3,262       |
| <b>Office of General Counsel</b>          | Prime | \$0          | \$0          | \$0          | \$0       | \$0       | \$0         | \$0         | \$0           |
|   | Sub   | \$38,516     | \$1,000      | \$55,499     | \$0       | \$0       | \$0         | \$1,876     | \$96,891      |
| <b>Office of the Budget</b>               | Prime | \$0          | \$0          | \$0          | \$0       | \$0       | \$0         | \$0         | \$0           |
|   | Sub   | \$5,279      | \$21,473     | \$0          | \$0       | \$0       | \$0         | \$0         | \$26,752      |
| <b>PA Emergency Management Agency</b>     | Prime | \$80,388     | \$0          | \$220,751    | \$0       | \$0       | \$271,250   | \$0         | \$572,389     |
|   | Sub   | \$0          | \$19,489     | \$0          | \$0       | \$0       | \$0         | \$0         | \$19,489      |
| <b>PA Gaming Control Board</b>            | Prime | \$15,216     | \$0          | \$6,584      | \$0       | \$0       | \$0         | \$0         | \$21,800      |
|   | Sub   | \$197,621    | \$0          | \$0          | \$0       | \$0       | \$0         | \$0         | \$197,621     |
| <b>PA Infrastructure Investment</b>       | Prime | \$46,000     | \$0          | \$459,540    | \$0       | \$0       | \$0         | \$0         | \$505,540     |
|   | Sub   | \$0          | \$0          | \$26,127     | \$0       | \$0       | \$3,000     | \$0         | \$29,127      |
| <b>PA Municipal Retirement Board</b>      | Prime | \$0          | \$0          | \$0          | \$0       | \$0       | \$0         | \$0         | \$0           |
|   | Sub   | \$71,800,384 | \$16,960,029 | \$75,817,064 | \$131,126 | \$0       | \$7,863,360 | \$5,675,814 | \$178,247,777 |
| <b>PA Port Authorities</b>                | Prime | \$0          | \$0          | \$14,500     | \$0       | \$0       | \$0         | \$0         | \$14,500      |
|   | Sub   | \$0          | \$0          | \$0          | \$0       | \$0       | \$0         | \$0         | \$0           |
| <b>Pub School Employees Ret Sys</b>       | Prime | \$44,400     | \$0          | \$5,781      | \$0       | \$0       | \$0         | \$0         | \$50,181      |
|   | Sub   | \$16,911     | \$49,820     | \$318,339    | \$0       | \$0       | \$0         | \$0         | \$385,070     |
| <b>Public Utility Commission</b>          | Prime | \$0          | \$0          | \$437,491    | \$0       | \$0       | \$0         | \$476,924   | \$914,415     |
|   | Sub   | \$1,478      | \$0          | \$136,445    | \$0       | \$7,912   | \$55,378    | \$0         | \$201,213     |
| <b>Revenue</b>                            | Prime | \$25,000     | \$524,604    | \$533,388    | \$0       | \$0       | \$0         | \$0         | \$1,082,992   |
|   | Sub   | \$11,559,816 | \$0          | \$852,547    | \$0       | \$0       | \$0         | \$0         | \$12,412,363  |
| <b>State Department</b>                   | Prime | \$5,194,900  | \$0          | \$1,664,891  | \$0       | \$0       | \$0         | \$0         | \$6,859,791   |
|   | Sub   | \$0          | \$0          | \$172,216    | \$0       | \$0       | \$0         | \$0         | \$172,216     |

|  |       |                      |                     |                      |                  |                  |                     |                     |                      |
|--|-------|----------------------|---------------------|----------------------|------------------|------------------|---------------------|---------------------|----------------------|
| <b>State Employees Retirement System</b> | Prime | \$0                  | \$0                 | \$3,289,427          | \$0              | \$0              | \$0                 | \$0                 | \$3,289,427          |
|  | Sub   | \$0                  | \$0                 | \$0                  | \$0              | \$0              | \$0                 | \$0                 | \$0                  |
| <b>State Police</b>                      | Prime | \$126,989            | \$49,450            | \$1,517,418          | \$0              | \$0              | \$25,703            | \$93,911            | \$1,813,471          |
|  | Sub   | \$181,023            | \$0                 | \$407,958            | \$0              | \$0              | \$23,296            | \$0                 | \$612,277            |
| <b>State System of Higher Education</b>  | Prime | \$0                  | \$0                 | \$0                  | \$0              | \$0              | \$0                 | \$0                 | \$0                  |
|  | Sub   | \$2,050              | \$0                 | \$50,099             | \$0              | \$0              | \$22,500            | \$0                 | \$74,649             |
| <b>Transportation</b>                    | Prime | \$8,589,804          | \$40,375            | \$9,179,688          | \$0              | \$0              | \$63,467            | \$536,469           | \$18,409,803         |
|  | Sub   | \$650,547            | \$2,056,390         | \$1,498,908          | \$0              | \$0              | \$49,785            | \$0                 | \$4,255,630          |
| <b>TOTALS</b>                            | Prime | <b>\$28,655,999</b>  | <b>\$1,453,902</b>  | <b>\$108,580,779</b> | <b>\$0</b>       | <b>\$0</b>       | <b>\$13,845,923</b> | <b>\$5,966,845</b>  | <b>\$158,503,448</b> |
|  | Sub   | <b>\$172,070,485</b> | <b>\$38,396,286</b> | <b>\$166,110,360</b> | <b>\$316,134</b> | <b>\$647,613</b> | <b>\$12,614,278</b> | <b>\$13,381,848</b> | <b>\$403,537,004</b> |
|  | Total | <b>\$200,726,484</b> | <b>\$39,850,188</b> | <b>\$274,691,139</b> | <b>\$316,134</b> | <b>\$647,613</b> | <b>\$26,460,201</b> | <b>\$19,348,693</b> | <b>\$562,040,452</b> |
|  | %     | <b>35.71%</b>        | <b>7.09%</b>        | <b>48.87%</b>        | <b>0.06%</b>     | <b>0.12%</b>     | <b>4.71%</b>        | <b>3.44%</b>        | <b>100%</b>          |