

Local Economy Group Update

PRESIDENT'S COUNCIL QUARTERLY MEETING

MAY 6, 2024

Agenda

- Introductions
- Overview of the Local Economy Initiative
- Progress Update
- Looking Forward

II. Charge to the Group

Goal: Increase the percentage of UVA spend with local businesses to 10% from FY 2022 to FY 2025. This would represent 68 new local businesses and \$9.8 million of new local businesses spending to the University

**Local: Tier 1 - Planning District 10/ Blue Ridge Health District; Tier 2 - Virginia*

LOCAL ECONOMY WORKING GROUP
REPORT AND RECOMMENDATIONS (JUNE 2022)

Local Economy Working Group (LEWG)

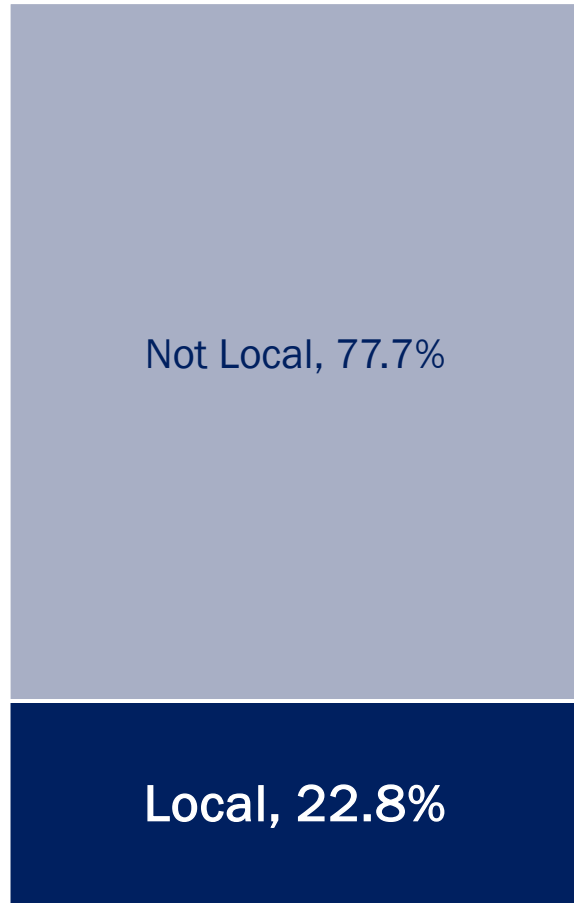
Recommendations

Recommendation	Time Period
Double the percent of local businesses selling to UVA	Long
Double the percent of minority-owned businesses selling to UVA	Long
Draft, finalize, and endorse the Procurement Strategic Plan	Medium
Increase spend with local minority and Black owned businesses	Medium
Evaluate ways to engage uncertified SWaM-eligible businesses	Short
Increase spend with currently engaged SWAM businesses	Short
Develop local supplier search tool	Medium

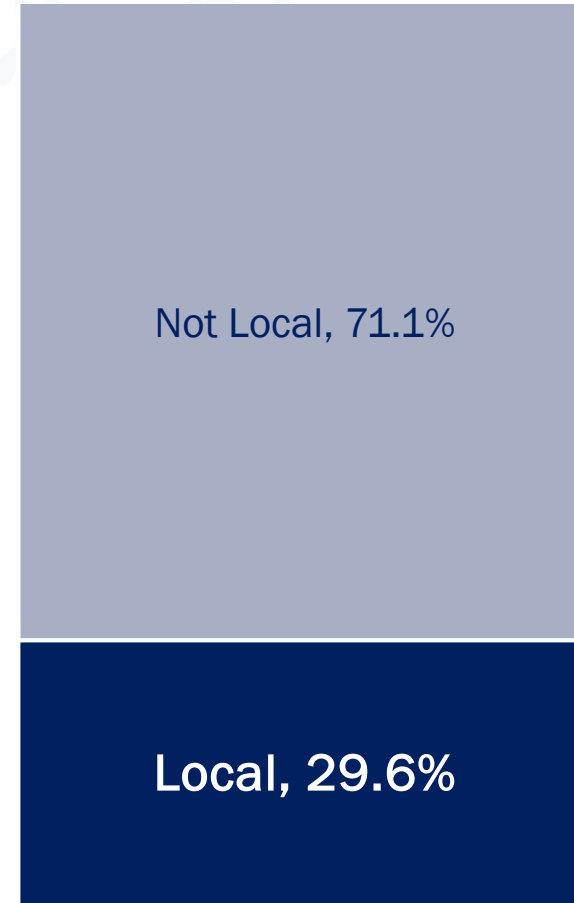
Local Economy Working Group (LEWG) Recommendations

Recommendation	Time Period
Feature local and local SWAM business in the impact analysis	Short
Simplify and shorten the vendor certification process, and track time	Short
Invest in a holistic (Academic and Medical) spend dashboard	Medium
Create supplier diversity council and track pan-UVA supplier inclusion	Medium

University of Virginia increased spend with local businesses by **\$37.6 Million** from FY23 to FY24 (through Q3)



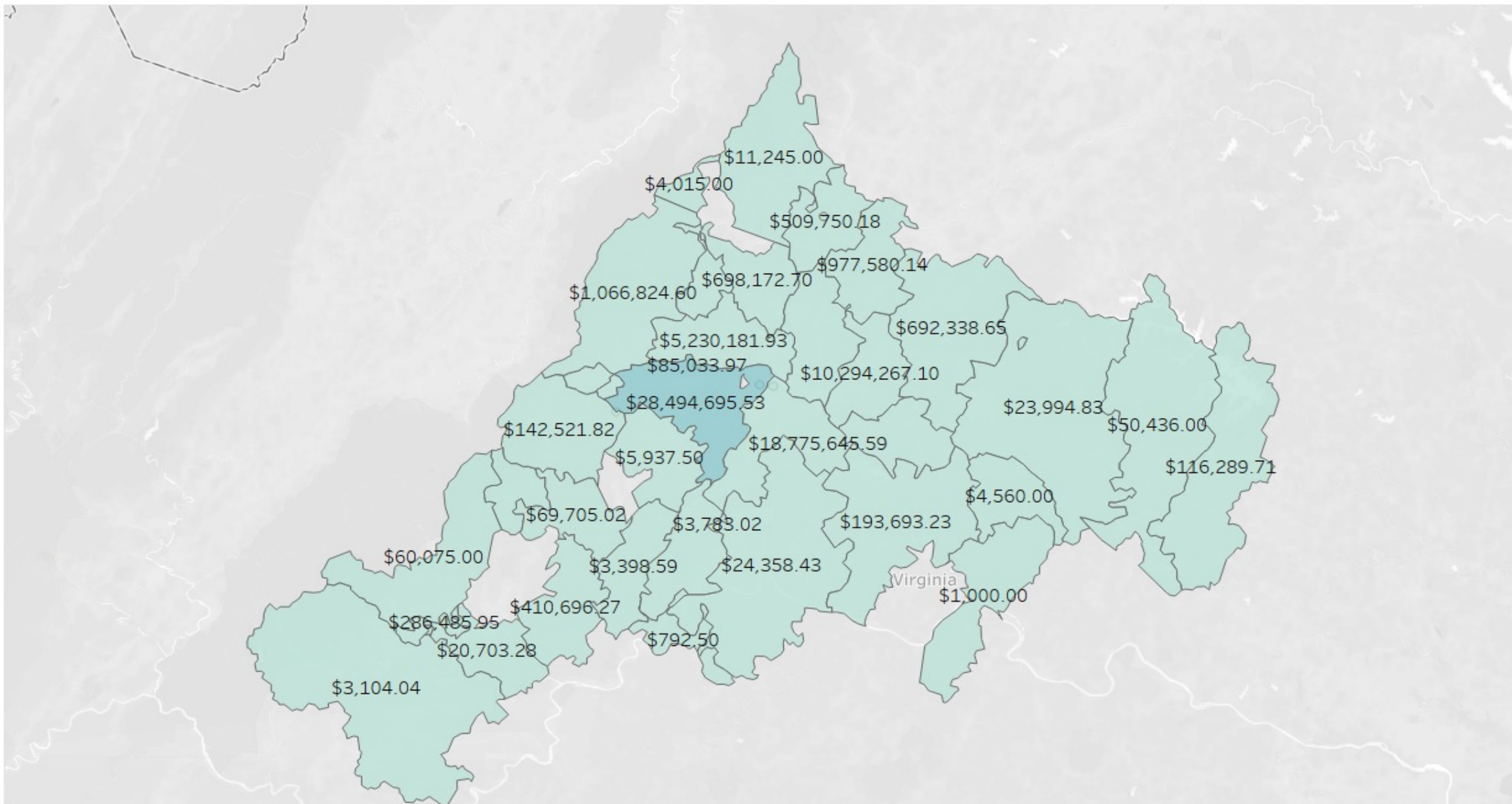
FY23



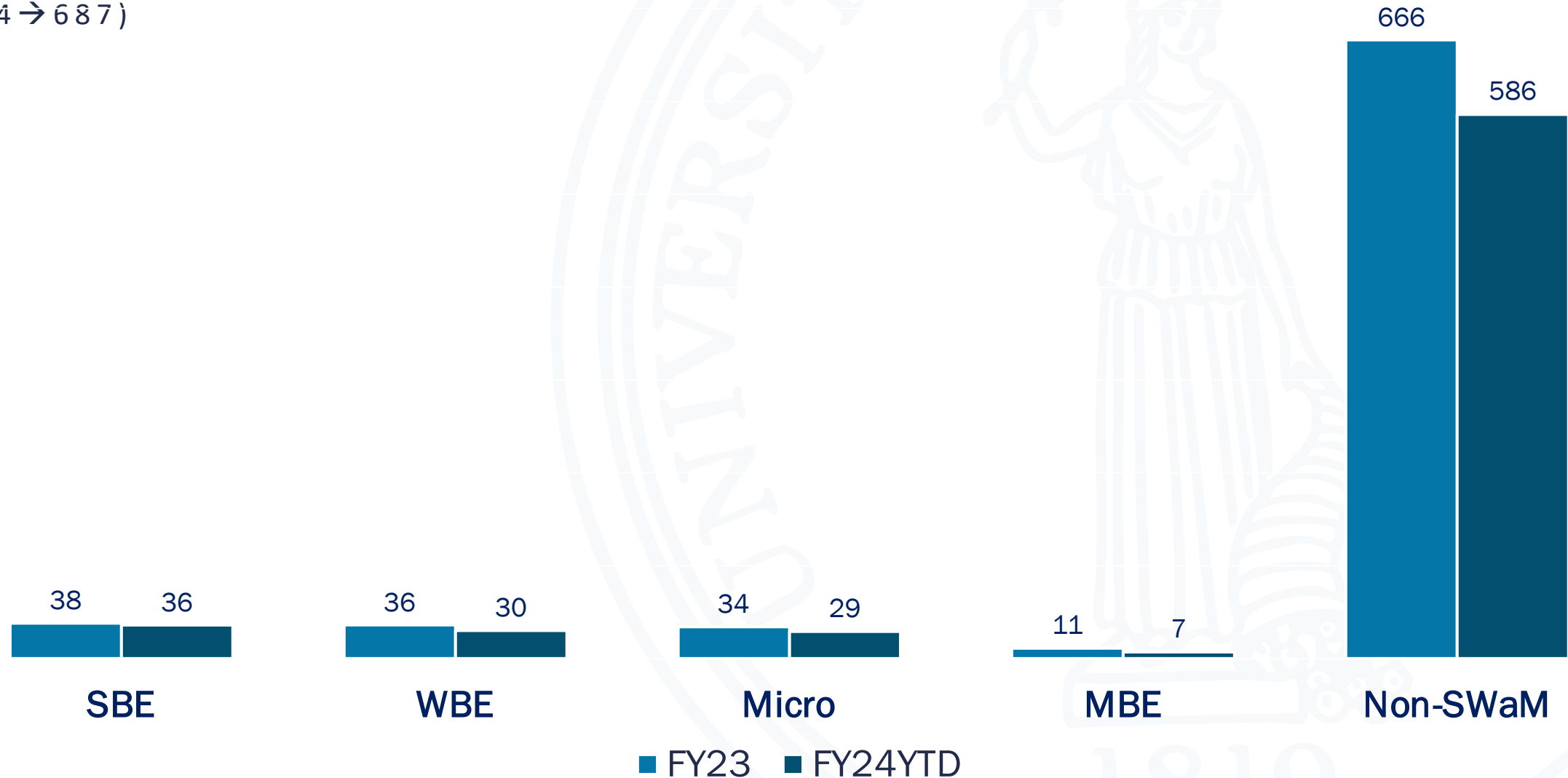
FY24YTD

A map of Virginia showing its 95 counties. Each county is labeled with its population in 2010. The counties are color-coded based on population size, with a legend in the top right corner. The legend shows a color gradient from light yellow (low population) to dark blue (high population). The word 'Virginia' is written in the bottom right corner of the map.

County	Population
Accomack	11,245.00
Albemarle	4,015.00
Albion	509,750.18
Allegheny	977,580.14
Anderson	698,172.70
Andrew	1,066,824.60
Angus	5,230,181.93
Antietam	85,033.97
Appling	28,494,695.53
Archibald	142,521.82
Armstrong	5,937.50
Ashe	18,775,645.59
Assessors	23,994.83
Ashland	50,436.00
Ashley	116,289.71
Atkinson	4,560.00
Atterbury	193,693.23
Atwell	3,783.02
Atwell	3,398.59
Atwell	24,358.43
Atwell	792.50
Atwell	410,696.27
Atwell	286,485.95
Atwell	20,703.28
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While spend with local businesses **increased 25.4%**, the number of local businesses we work with **decreased by 97** (784 → 687)



Top Ten Local Woman/Minority/Micro by FY23-24 Spend

Supplier Name	SWaM	FY23-24 Spend
Shobeck Inc	Micro	\$3,895,607.33
Lee Building Company	Woman	\$1,804,977.90
Compass Resources	Micro	\$1,196,368.46
ArborLife, Inc.	Micro	\$1,107,025.42
M3, Inc.	Minority	\$1,083,568.04
Piedmont Network & Security Services	Woman	\$677,018.33
Disha Consulting	Minority	\$432,752.00
G&L Underground Inc	Micro	\$410,696.27
Allegiant Communications Llc	Woman	\$374,012.12
Braid	Micro	\$372,458.00

FY24 Progress

Outreach

- Attended supplier networking and educational events across the Commonwealth and mid-Atlantic region.
- Hosted a “Selling to UVA” workshop with the Small Business Development Center
- Planned UVA’s First Annual Supplier Expo (June 5, 2024)

FY24 Progress

Communications

- Began work to revise the supplier diversity website with the goal of improving suppliers' access to information about purchasing at UVA.
- Working to include more supplier diversity in the UVA Finance newsletter and blog.
- Planning method to provide University spend and supplier data to the University community on the Procurement website.

FY24 Progress

Catering Supplier Showcase

- Pilot program started with Athletics
- Suggested strategic blend of catering/food suppliers for high volume units

School/Unit Programs

- Presentation of school-specific metrics and benchmarks
- Research spend by commodity in order to suggest targeted suppliers
 - Example: Neta Scientific

Looking Forward

Develop a SWaM Champion Program:

- Building off the success of the individual school and unit meetings, we will launch a SWaM Champion program in FY2025.

Looking Forward

Increasing SWaM and Local firm participation in the Request for Proposal (RFP) Process:

- Find and contact SWaM firms to inform them about RFP opportunities proactively.
- Prepare potential respondents with information about the University's business processes and procedures.
- Encourage buyers to consider innovative ways to make contracts more attainable for smaller businesses
- Collect and analyze data about the impact of these activities

Looking Forward

Increase impactful communications to University and supplier communities:

- Complete website content development
- Expand our community partnerships with small business advocacy groups
- Launch tool for supplier and spend data discovery
- Incorporate the Selling to UVA workshops into a standard offering

Continue 1-1 work with Local and SWaM Suppliers :

- Staff made available for 1-1 meetings
- Encourage certification with SBSD and registration with eVA, utilizing community partnerships to help when needed



<https://SWaMSupplierExpo24.eventbrite.com>

*End of
the Presentation*

QUESTIONS?