

REVISED MOTION BY SUPERVISOR MARK RIDLEY-THOMAS

April 24, 2018

Publicizing County Contract Opportunities

The County of Los Angeles (County) Board of Supervisors has approved a comprehensive series of contracting policies intended to leverage the County's purchasing power as a conduit to support the vitality of small businesses and social enterprises, lift County residents out of poverty, and promote economic development. These include: increasing the minimum and living wage, incorporating a wage theft protection program, removing barriers to increase business opportunities with veterans, small businesses, and social enterprises, extending employment opportunities to people with criminal convictions, and launching the Center for Financial Empowerment.

Enacted over the past few years, these actions convey the County's commitment to progress in fostering more equitable economies. As the County continues to implement these policy changes, it is important to ensure that the relevant County business processes are current and appropriately aligned. It is important that these contract opportunities are widely publicized.

The County spends approximately \$6.6 billion dollars in contracts for goods and services to meet the needs of the County in a cost-effective manner. These County contracts range in value and are awarded to a variety of vendors. The majority of these contracts are competitively bid, a process where vendors are asked to respond to a

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solicitation for goods and services and often have the opportunity to participate in a bidder's conference to ask questions and receive additional information. To initiate the bidding process, County contract opportunities are posted to the County's website, as well as various other websites and print publications based on the intended audience.

It is important that these contract opportunities are widely publicized to maximize the positive economic impact of the large volume of goods and services the County procures. As such, it is appropriate to evaluate the current process for conducting outreach and publicizing County contract opportunities to ensure that they are achieving the intended goals.

I THEREFORE MOVE THAT THE BOARD OF SUPERVISORS direct the Chief Executive Officer, in consultation with the Director of the Department of Consumer and Business Affairs, Director of the Department of Internal Services and County Counsel, to report back in writing in 30 days with:

1. The process that the County of Los Angeles (County) employs to select websites and print publications to advertise County contract opportunities, including the factors considered when deciding whether or not to post an advertisement;
2. The websites and print publications regularly used to advertise contract opportunities with the County;
3. The mechanism used to determine whether posted opportunities are effectively maximizing outreach to prospective vendors, and are intentionally including all segments of the population; and
4. A recommended policy to ensure regular updates to the County's publicizing process to promote greater access and awareness of County contract opportunities.

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