

Local Spending Update

Regent Finance Committee
May 22, 2024



University of Colorado

Boulder | Colorado Springs | Denver | Anschutz Medical Campus

Agenda

- Working Group Members
- Local Definition
- Local Spending Summary
- System Outreach
- System Updates
- Campus Update: CU Boulder Community Engagement Initiative



Working Group

- Lori Call Associate Vice Chancellor for Local Government and Community Engagement, Boulder
- Neil Krauss Assistant Vice Chancellor of Initiatives and Community Engagement, Anschutz
- Antonio Farias Vice Chancellor for Diversity, Equity, and Inclusion, Denver
- Jenifer Furda Director of Community Engagement and Local Government, Colorado Springs
- Christina Beck Program Director of Outreach & Engagement, System
- Ed Mills Associate Vice President & Chief Procurement Officer, System
- David Korman Small Business Liaison, System



Local Definition

For CU, Local Spending is defined as:

- Based or locally owned in Colorado
- Physical presence in Colorado

Locally Owned Example: BC Interiors

- Interior design and furniture supplier located in Boulder

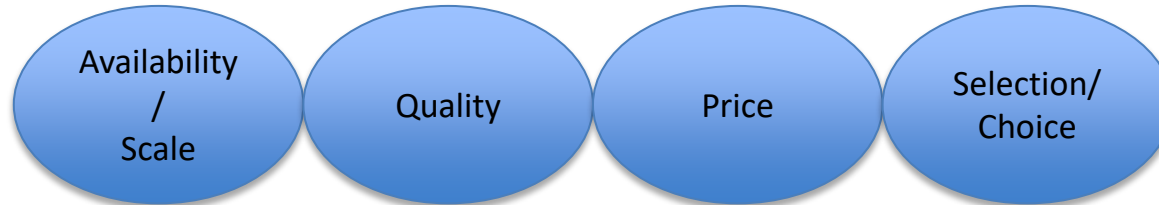
Local Physical Presence Example: Sysco Foods

- 525,000 square foot facility in Denver
- 600 local jobs supported

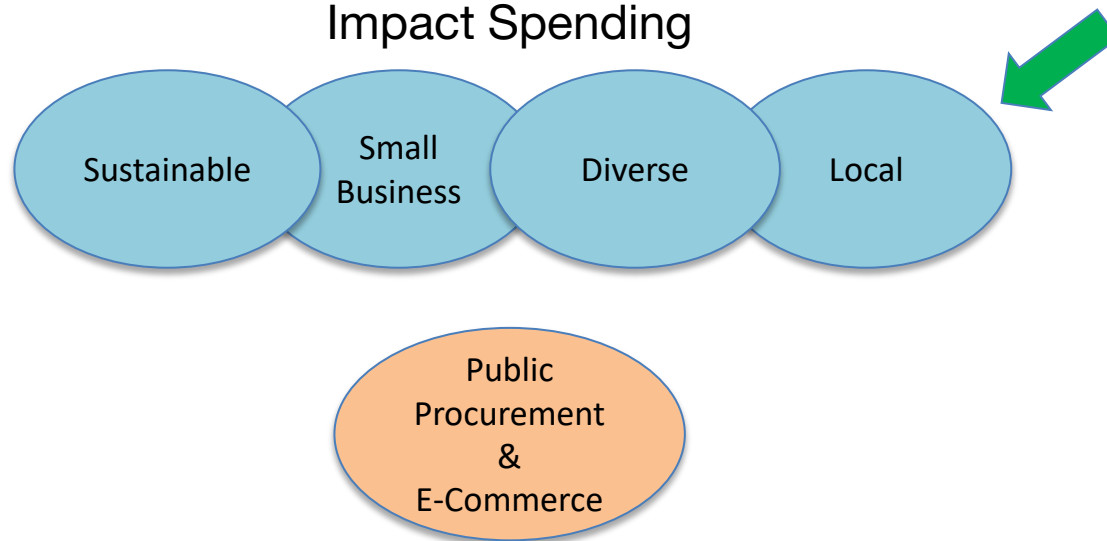


Purchasing Environment

Business Context



Impact Spending



Local Spending Over Time

Dollars Spent

Local Spend	FY 2020-21	FY 2021-22	FY 2022-23
Non-Construction	\$308.3	\$379.8	\$396.6
Construction	\$290.2	\$187.8	\$155.7
Total	\$598.5	\$547.3	\$522.1

- 29% increase in non-construction spending over past 3 years
- Decrease in local spend driven by fewer active construction projects



Local Spend Over Time

Unique Suppliers

- Number of unique suppliers up over past 3 years in all regions in Colorado

County	Unique Suppliers FY2020-21	Unique Suppliers FY2021-22	Unique Suppliers FY2022-23	3 year % Change
Denver County	956	1,137	1,127	+18%
Arapahoe County	439	516	523	+19%
Jefferson County	380	465	485	+28%
Adams County	219	257	270	+23%
Boulder County	633	794	867	+37%
El Paso County	248	348	399	+61%
All Other	667	797	840	+26%

Local Spend – Marketplace

- Local Supplier - ↑ 4.6%
- Supplier w/ Diversity Certs - ↑ 29.2%
- Unique Local CO HQ - ↑ 52.8%
- Spend Local CO HQ - ↑ 24.9%

Small Business – Marketplace

- Small Business Supplier - ↑ 5.0%
- Spend Local Impact - ↑ 24.1%
- Spend Local CO HQ - ↑ 41.7%

Local Spend – Commercial Card

- Local Supplier - ↑ 8.2%
- Spend Local Impact - ↑ 23.6%



Percent of Local Spend by Category

- Category of goods and services informs strategy
- The type of goods and services (category) contributes to the availability to spend local

FY 2022-23	% Local
Transportation, Food and Entertainment	94%
Public Service/Administration/Public Utilities	87%
Construction, Manufacturing and Facilities	81%
Moving, Relocation, Logistics and Warehousing	72%
Operational Goods and Services	69%
Information Technology and Telecommunications	60%
Professional Services	43%
Medical, Scientific and Laboratory	24%

More



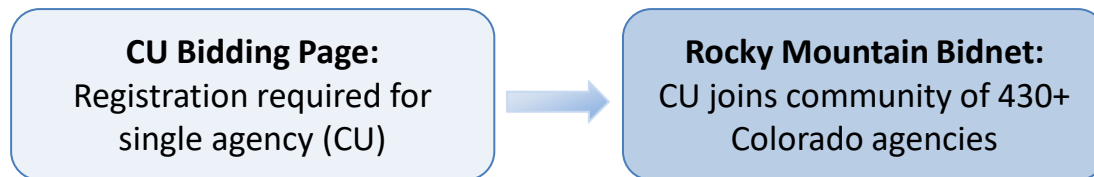
System Procurement Outreach

- The Procurement Service Center conducts numerous outreach events during the year:
 - Colorado PTAC G2B Connexion Networking Event
 - Denver Anchor Network
 - AMC Supplier Diversity Initiative Meeting
 - Boulder SBDC Contract Opportunity Fair
 - Opportunity Council
 - CU New Supplier Orientation
 - Shop BIPOC Launch Party
 - Supplier Diversity Roundtable Webinar
 - Latino Chamber of Colorado Webinar
 - Colorado Women's Chamber of Commerce
 - CU Supplier Showcase – AMC, Boulder, and UCCS
 - AMC Block Party
 - Mountain Plains MSDC Meet & Greet
 - BlueStar Recycling Site Visit
 - CCWB Networking Event
 - UCB Outreach – Small Business Supplier Initiative
 - CU Diversity in Construction
 - Boulder Partnership Luncheon
 - Boulder Local Business Initiative
- Corporate Sponsor & Member: Mountain Plains Minority Supplier Development Council
- Participant: Center for Community Wealth Building, Denver Anchor Network
- Future targeted events and sponsorships:
 - Mountain Plains Minority Supplier Development Council's Diversity Business Summit & Construction Zone
 - Colorado's Women's Chamber of Commerce Inclusive Procurement Strategies Meeting
 - Boulder Downtown Partnership Networking Event
 - Latino Chamber of Colorado



System Updates

- Expanded campus flexibility in choosing local suppliers
 - Increased mandatory bidding requirements up from \$100,000 to \$150,000
 - Micro-purchase threshold increased from \$10,000 to \$50,000
- Relunched Supplier website
 - Making it easier to do business with CU
- Expanded local reach by almost 250%
 - Updated our public bidding platform to Rocky Mountain Bidnet
 - Bidnet registered suppliers: 34,801 suppliers, with 14,535 located in the State of Colorado



Procurement Practices Review

Hired Barthwell Group

- 3rd party experts in the field of supplier diversity and impact spending strategy
- Selected by the system office following a competitive solicitation

- Scope:
 - Define Public Procurement Principles
 - Evaluate CU's diverse and local procurement policies and practices across several domains
 - Produce better practices white paper

- Deliverables:
 - Current state analysis
 - Procurement better practices analysis
 - Policy and better practice summary
 - Policy and Practice better practices white paper

Diagnostic Phase March - July
Strategy Phase July - December



CU Boulder: Campus Update

- **“Buy Local”**, CU Boulder Community Engagement Project
- **Program Background:** This program follows a CU System local spending initiative underway, to increase the spending the University does on a local (state) level.
- **Program Summary:** The goal of this program is to meet the university's needs for purchasing goods and services through highlighting local-, women-, and minority-owned businesses within our community. This program has been designed to encourage campus departments to explore local opportunities for their needs, food, professional services, and more.



CU Boulder: Campus Update (cont.)

Buy Local

The CU Boulder Buy Local program goal is to connect local-, women-, and minority-owned businesses with the University of Colorado Boulder faculty, staff, and students to meet the university's needs for purchasing goods and services. By including and supporting local businesses in our supply chain, we create opportunity, promote innovation, and stimulate the community's economic vitality.

Find Local Businesses

How to Join the Program

Find Local Businesses

- + Food and Drink
- + Product Sales
- + Photography
- + Beauty (Barbers, Hairstylists, Cosmetologists, etc)
- + Marketing Services (Messaging, Website Development, Graphic Design, Social Media, Promotional Products)
- + Maintenance and Repair
- + Professional Services
- + Events and Activities
- + Lessons (Music, Dance, etc)
- + Health and Fitness
- + Other Services

General Info

We highlight and encourage campus units to use small-, women-, and minority-owned businesses when allocating university resources. Please be sure to review and abide by all university policies when using university resources. More information can be found here: [CU Boulder Administration & Finance Website](#).

If you don't find a vendor or category that aligns with your needs, please check back soon. This program has recently launched and is rapidly expanding its offerings. If you have a favorite local business that you'd like added to this list, encourage them to fill out the [form](#) to be added to the program if they qualify.

This website is for hosting purposes related to the Buy Local program; the use of brand names and/or listing of specific companies or commercial products or services on this website does not imply endorsement or sponsorship by the University of any commercial product, service, or activity.



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CU Boulder: Campus Update (cont.)

- **How did we get here?**
- **Engagement:**
 - **Partnerships:** Latino Chamber of Boulder County, Boulder Chamber, Downtown Boulder Partnership, City of Boulder, Small Business Development Center of Boulder County, NAACP Boulder County, etc.
 - **Applications:** Over 100 applications and counting. (Majority of applications are approved)
 - **Marketing:** This program is being marketed through internal communication channels, external partners (community newsletters), and social media (LinkedIn).
 - **Stakeholder Engagement:** Our team is working closely with campus partners, legal, procurement, etc.
- **Learn More:** <https://www.colorado.edu/ogce/buy-local>

