



# **Purchasing Diversity Initiative**

## **Diversity & Inclusion Committee**

**November 4, 2022**

# Overview

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- **Purpose**
  - **Overview of Lake County Purchasing Diversity Initiative**
- **Agenda**
  - **Overview of Recent Efforts**
  - **Plan for Outreach in 2023**

# Purchasing Diversity Initiative



- **Reminder: Lake County cannot award public procurements based on minority preferences**
- **Goals of the Lake County Purchasing Diversity Initiative:**
  - **Increase the number of diverse and disadvantaged suppliers that are registered to do business with Lake County**
  - **Ensure that diverse and disadvantaged suppliers are aware of resources available to them to become qualified to compete for Lake County procurements (e.g., insurance and bonding requirements, minority certification, general and subcontracting opportunities, etc.)**
  - **Encourage diverse and disadvantaged suppliers' participation as subcontractors**
  - **Track and report on metrics to measure success**

**FROM BIG PURCHASES**

**TO SMALL PURCHASES**

**LAKE COUNTY  
INVESTS \$186  
MILLION EACH YEAR  
ON VARIOUS GOODS  
AND SERVICES.**



**PAINT BRUSHES**



**FROM ONE PERSON VENDORS**

**TO LARGE BUSINESSES**

**MORE THAN \$34  
MILLION SPENT  
LOCALLY IN LAKE  
COUNTY EACH YEAR.**



**NATIONAL  
COMPANIES**



# GET REGISTERED

Register at  
[doingbusiness.lakecountyl.gov](http://doingbusiness.lakecountyl.gov)

1

# GET THE BUSINESS

Submit bids/proposals/quotes for your products and services. Lake County Purchasing will review and evaluate, then make a recommendation. If selected, enter into a contract with the County.

2

# GET PAID

Issue invoices for goods and services; The County will make payment within 30 days from the date the invoice was received.

3

## Doing Business with Lake County

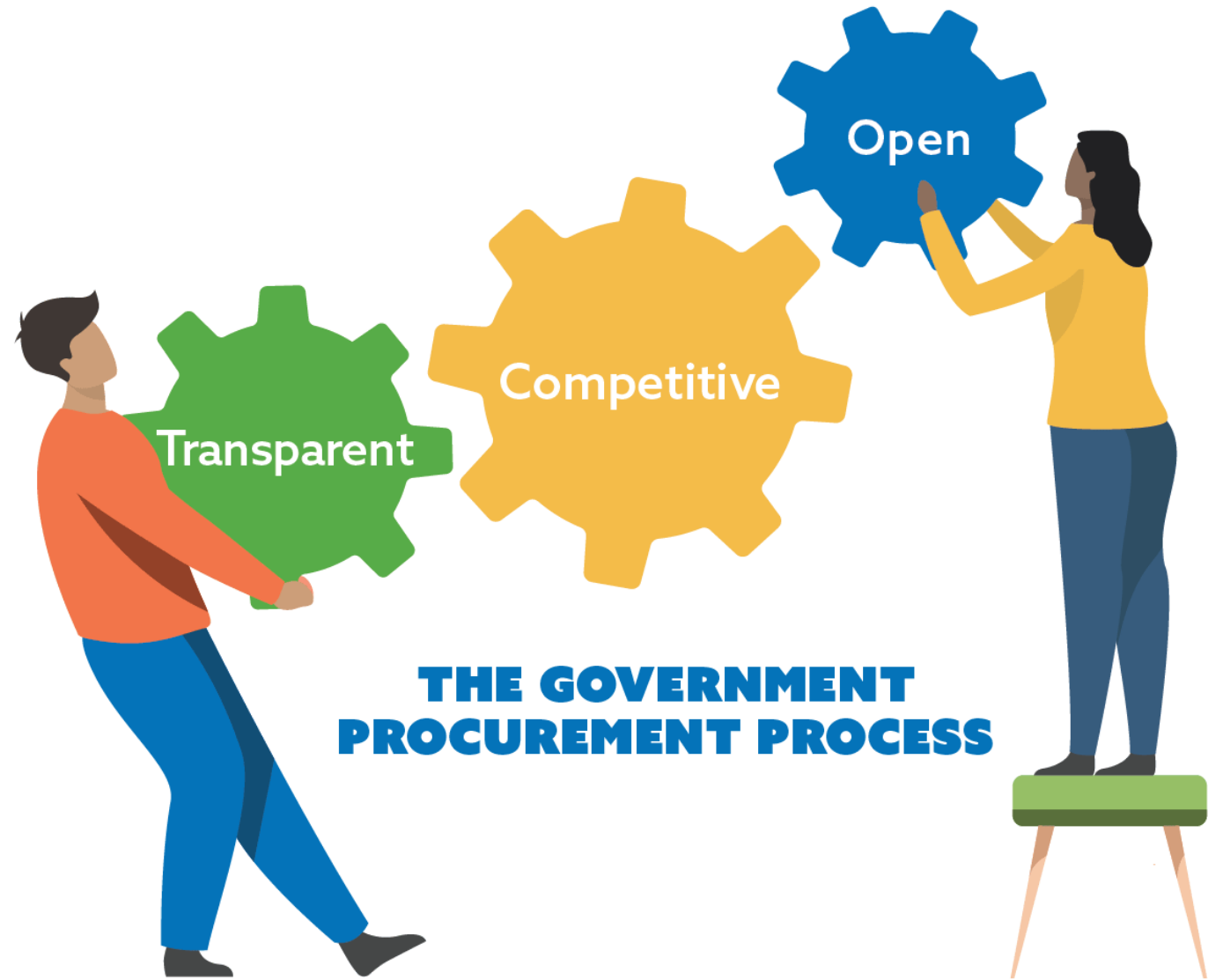
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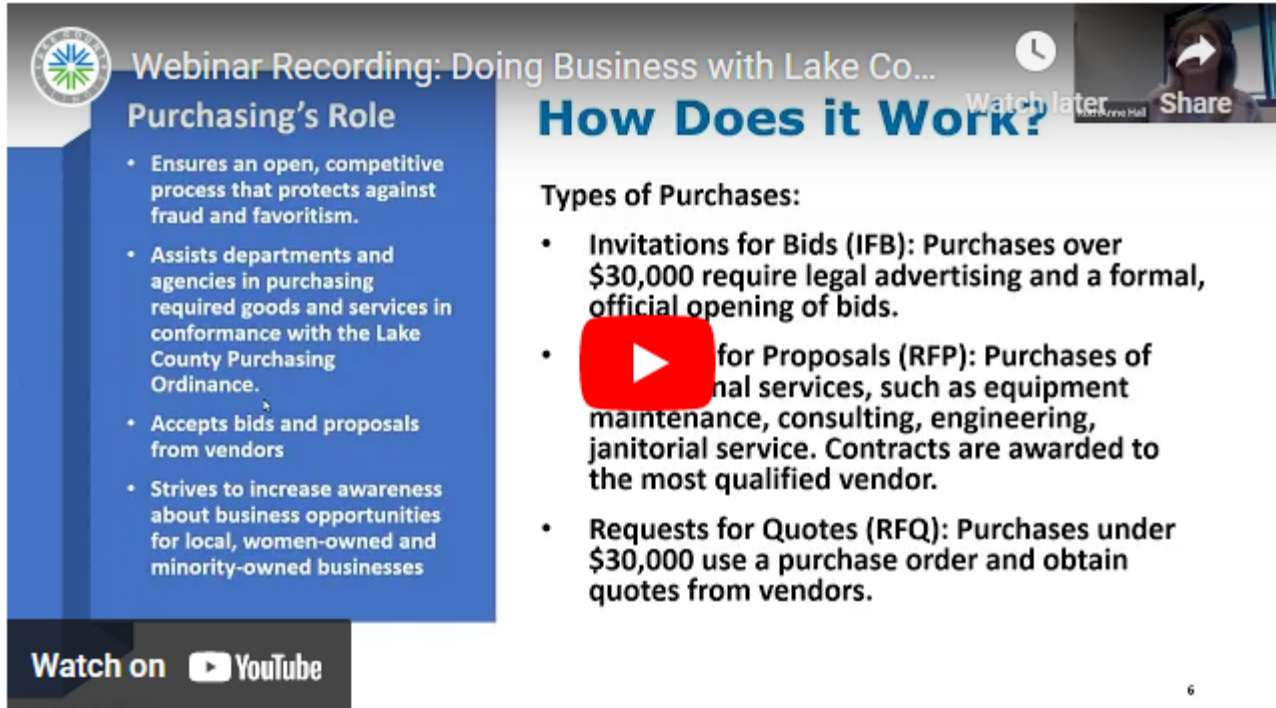
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## Doing Business with Lake County

- 75 -100 Bids and Requests for Proposals issued annually
- 25% of procurement is for construction services
- Engage local and minority contractors
- Register for bid opportunities




# 2022 In Review




Webinar Recording: Doing Business with Lake Co...  
Purchasing's Role

- Ensures an open, competitive process that protects against fraud and favoritism.
- Assists departments and agencies in purchasing required goods and services in conformance with the Lake County Purchasing Ordinance.
- Accepts bids and proposals from vendors
- Strives to increase awareness about business opportunities for local, women-owned and minority-owned businesses

Watch on  YouTube

How Does it Work?

Types of Purchases:

- Invitations for Bids (IFB): Purchases over \$30,000 require legal advertising and a formal, official opening of bids.
-  for Proposals (RFP): Purchases of personal services, such as equipment maintenance, consulting, engineering, janitorial service. Contracts are awarded to the most qualified vendor.
- Requests for Quotes (RFQ): Purchases under \$30,000 use a purchase order and obtain quotes from vendors.

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- Hosted a virtual Meet & Greet with Contractors and Subcontractors in January 2022
- Revamped Purchasing Flyer
- Developed a database of assist agencies
- Identified procurement resources for vendors
- Use State database to notify minority vendors of opportunities

# Upcoming Outreach Plan

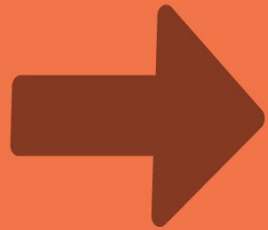


Month	Task
November	Finalize Annual Buying Plan
	Compile survey data from Assist Agencies
December	Notification to contractors of upcoming “How to do Business with the County” events
	Update Purchasing website with listing of resources for contractors
	Email/Mail campaign to minority contractors to register with Lake County Purchasing portal
January	How to do Business with Lake County event #1
	Begin Minority Contracting System Implementation
	Finance Lunch & Learn Webinar to educate Lake County employees of the Purchasing Diversity Initiative
March - April	How to do Business with Lake County event #2



# Discussion

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**LEARN HOW  
TO REGISTER  
YOUR BUSINESS**



**SCAN THIS  
QR CODE**

or visit  
[doingbusiness.lakecountyl.gov](http://doingbusiness.lakecountyl.gov)  
for more information