HERE'S THE PLAN

(STAN)

WHY we care about spending with local businesses

HOW we're doing as a University

WHAT'S NEXT for 2024 and beyond: engaging departments, reaching out to businesses, and

WHY

WE ARE ALL ANCHOR INSTITUTIONS

Nonprofit or public institutions that are firmly rooted in their locales, including hospitals and universities. These institutions often have a social or charitable purpose, and unlike for-profit corporations that can relocate, are place-based and tend to stay put. As such, they have a **vested self-interest** in helping to ensure that the communities in which they are based are **safe, vibrant, healthy, and stable.**

EASIER SAID THAN DONE

Increase spend with existing suppliers

Onboard new local suppliers

- Contract is too large for local/diverse suppliers

- Existing contracts hinder switching to local supplier

- No existing suppliers provide the needed good or service

- Public regulations prevent the granting of local/diverse preferences

- Sector too competitive for teaming/mentor-protégé relationships

HOW

UVA SWaM Discretionary Spending
FY19-23
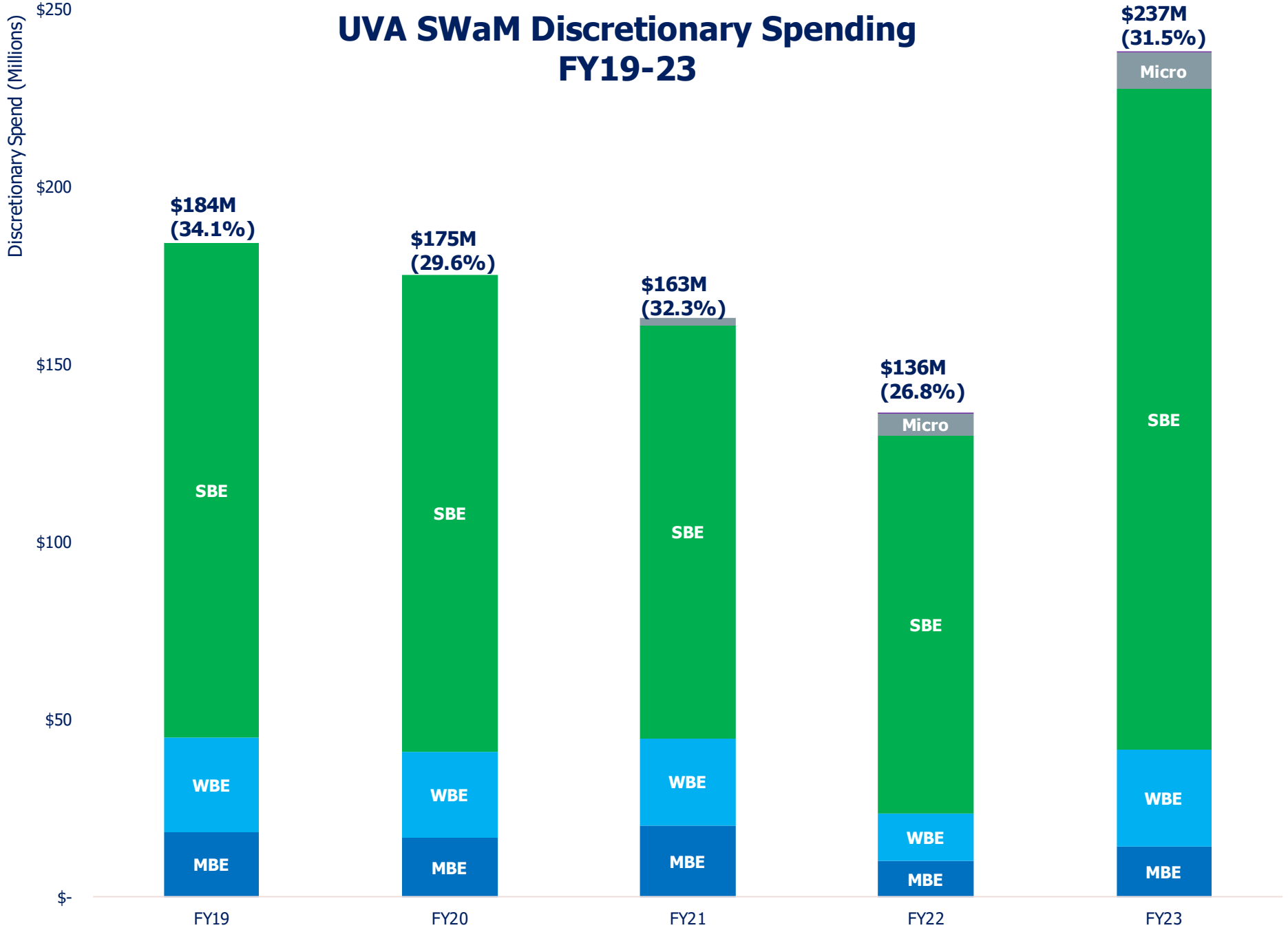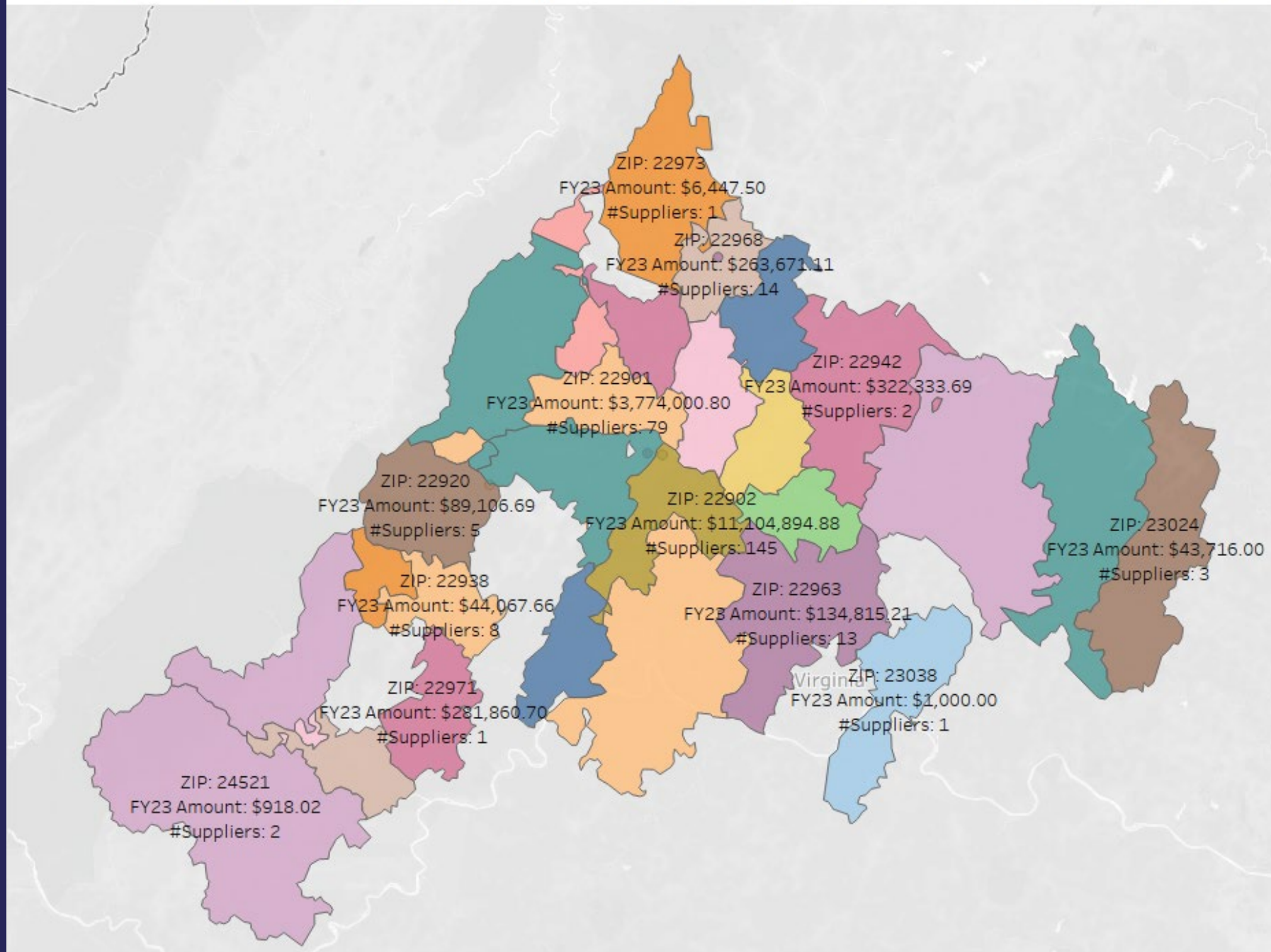
LOCAL SPENDING, FY23

FY23 Q1-Q4 (July 1, 2022 – June 30, 2023)

Local Supplier	SWaM Designation	Spend Amount	Percent of Total
N - Not Local	MB	$7,177,823.75	1.00%
	Non-SWaM	$539,911,349.92	75.38%
	Micro	$6,091,215.17	0.85%
	SB	$109,428,588.85	15.27%
	SDV	$38,805.84	0.01%
	WB	$13,195,808.05	1.86%
	Total	**$675,843,591.58**	**94.38%**
Y - Local	MB	$1,275,297.02	0.18%
	Non-SWaM	$20,653,708.24	2.89%
	Micro	$3,750,893.48	0.52%
	SB	$15,463,992.84	2.16%
	WB	$2,514,060.67	0.35%
	Total	**$43,657,952.25**	**6.11%**

IDENTIFY OUR "LOCAL"
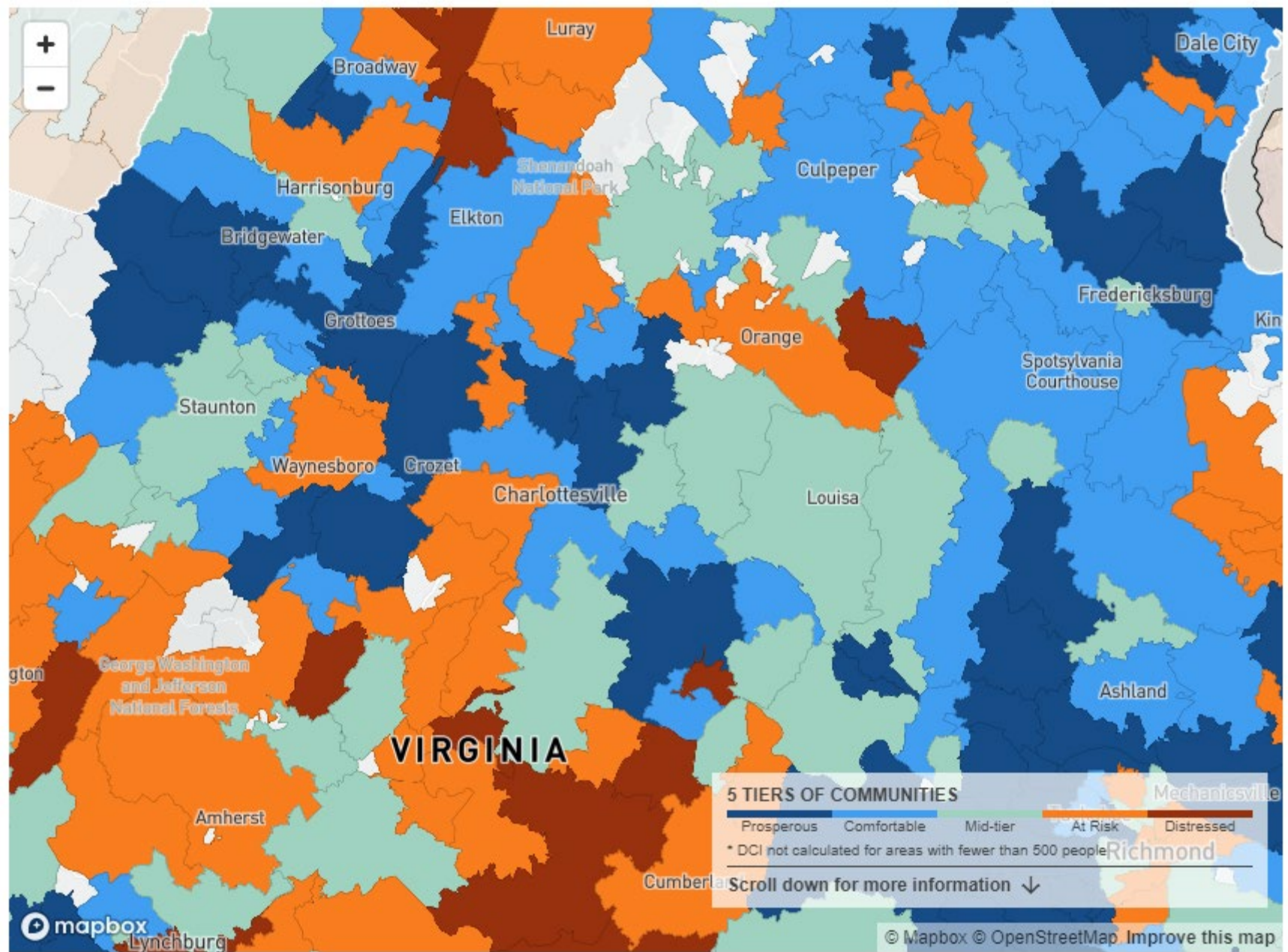
Local Economy Working Group

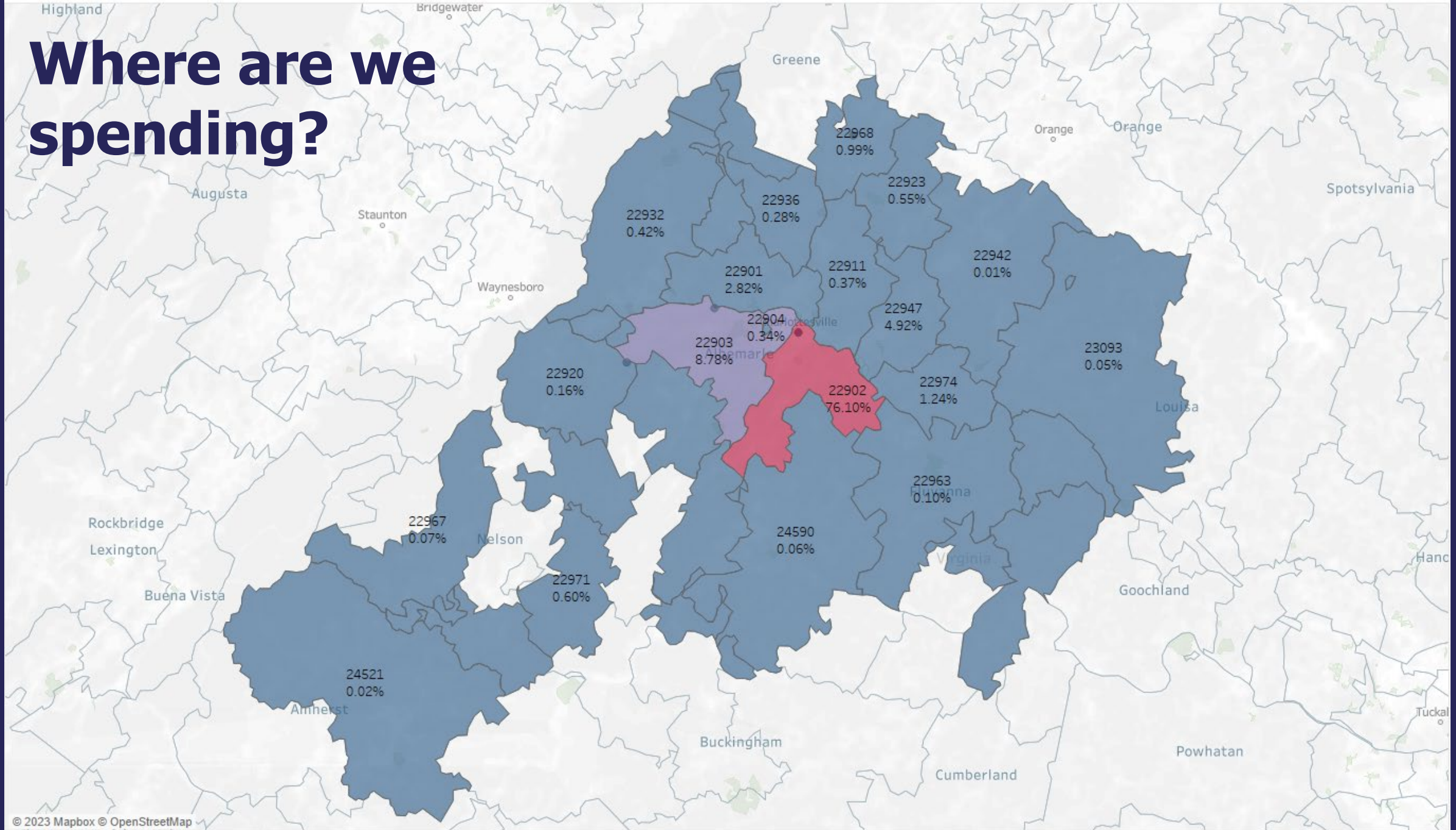(https://prescouncil.president.virginia.edu/local-economy)

- Goal: Increase number of University procurement relations with and proportion of procurement funds going to local* businesses, with recommendations for percentage and date to be determined by the working group. As part of this work, review and refine guidelines that will ensure equitable access for local business.

IDENTIFY OUR COMMUNITY

- How do community vs. student vs. employee vs. supplier demographics compare?

- Have specific populations been identified via a community needs assessment?

- What populations struggle the most with un(der)employment?

- Who are the major actors – large and small – in the local business community?

5 TIERS OF COMMUNITIES

Prosperous   Comfortable   Mid-tier   At Risk   Distressed

* DCI not calculated for areas with fewer than 500 people

Scroll down for more information ↓

© Mapbox © OpenStreetMap Improve this map

DESIGNED & BUILT BY **Graphicacy**

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Where are we spending?

Map based on Longitude (generated) and Latitude (generated). Color shows % of Total Spend. The marks are labeled by VENDOR_ZIP and % of Total Spend. The data is filtered on VENDOR_STATE and Locality. The VENDOR_STATE filter keeps VA. The Locality filter keeps 1 member. The view is filtered on Latitude (generated) and Longitude (generated). The Latitude (generated) filter keeps non-Null values only. The Longitude (generated) filter keeps non-Null values only.

Where are all of the businesses?
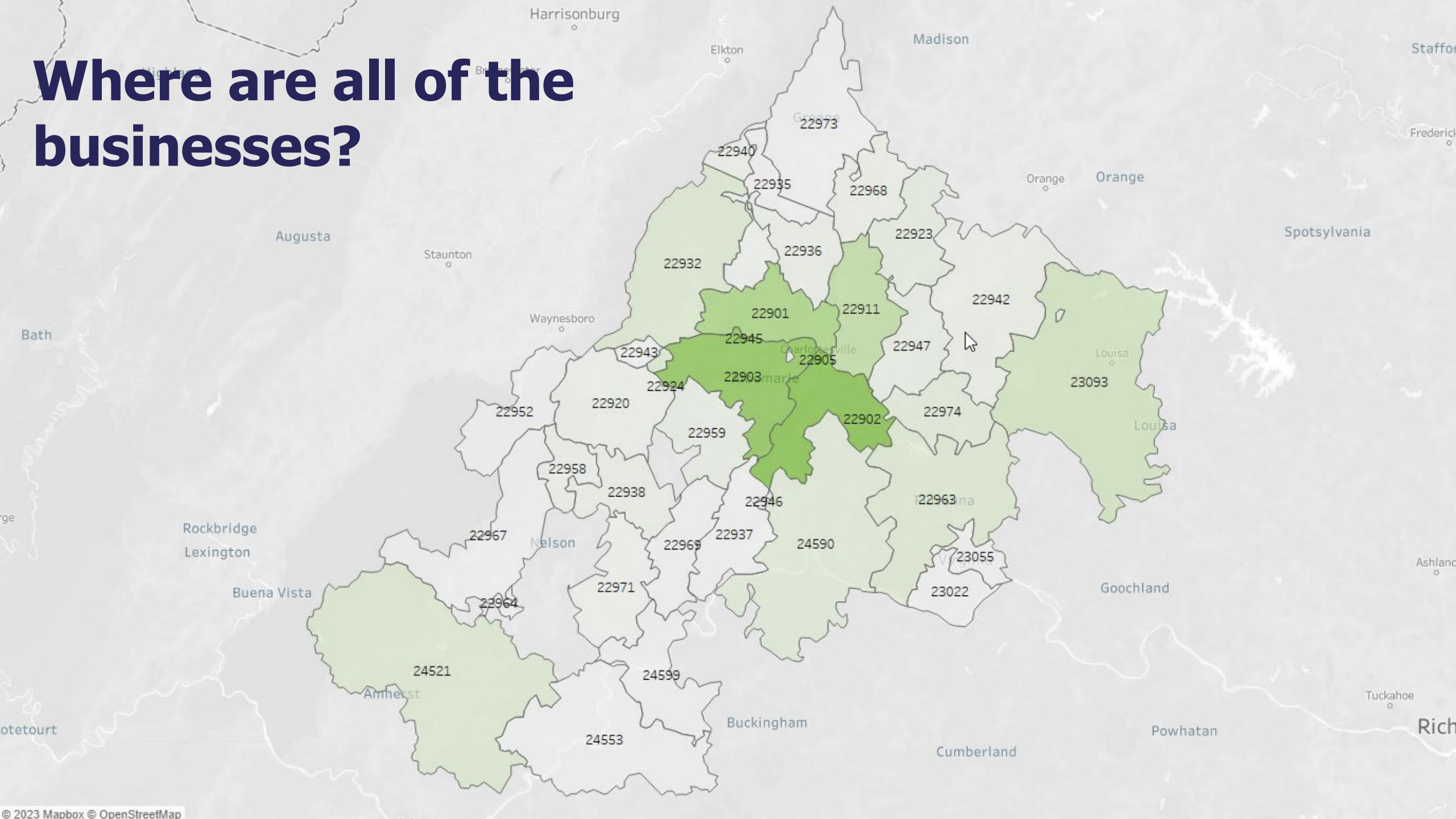
WHAT'S NEXT

WHAT WE'RE DOING IN 2024

- Local/SWaM Supplier Expo

- Refreshed Supplier Training course

- Expanding outreach to local business organizations

- Push to certify local and SWaM businesses we're already working with

- Providing local business data and searches to departments

HOW YOU CAN HELP

- Search for SWaM businesses

  - https://directory.sbsd.virginia.gov/#/directory

- Encourage local businesses to connect with Procurement & Supplier Diversity Services for opportunities and resources

  - askfinance@virginia.edu

- Charlottesville Black Business Guide: https://unitedwaycville.org/ourimpact/dei/blackbusiness/

- Know of groups/engagement opportunities we should be working with?

  - Ajoni Wynn-Floyd: wgu9pj@virginia.edu

[PowerBI Link](#)

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