

EO35 and Expenditure Dashboard Overview

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ACCESS TO CAPITAL

- Virginia Small Business Financing Authority (VSBFA)

ADVOCACY

- Legislation, Policy and, Facilitation

BUSINESS DEVELOPMENT & OUTREACH

- Access to seminars, workshops, and events to grow and develop Virginia's small businesses

CERTIFICATION

- SWaM (state program) and DBE (federal program)

The SWaM Program is the Commonwealth’s small business program that was created to enhance procurement opportunities for Small, Women-, and Minority-owned businesses participating in state-funded projects.

On August 10, 2006, Governor Timothy Kaine signed Executive Order No. 33 focusing on enhancing business opportunities for small, women- and minority-owned (“SWaM”) businesses. Governor Kaine set forth a 40% goal of discretionary purchases from SWaM businesses for the Commonwealth.

On July 22, 2014, Governor Terence McAuliffe signed Executive Order No. 20, replacing Executive Order No. 33, which set a new target goal of 42% of purchases from SWaM businesses for the Commonwealth. It also created the Micro business certification designation.

On July 3, 2019, Governor Ralph Northam signed Executive Order No. 35, replacing Executive Order No. 20, which maintained the 42% goal for purchases with SWaM businesses but also added a 50% goal for construction related purchases from SWaM businesses. This EO maintained the Micro business certification designation.

Additional Highlights of EO35



EO35 directed the commission of an updated disparity study to evaluate the usage of woman and minority owned businesses within the Commonwealth procurement process. This study will determine if disparity exists and if it does what is the cause and what potential remedial actions can be taken to create narrowly-tailored race and gender conscious programs.

It directs Executive Branch Agencies and institutions of higher education to formulate policies and procedures for set-asides for small businesses, ensure compliance with small business subcontracting plans, and utilize the Department of General Services' electronic procurement tool (eVA) for data transparency.

The EO requires the designation of a SWaM equity champion. SWaM champion information should be shared with SBSD.

EO35 directs Executive Branch Agencies and institutions of higher education to work collaboratively to implement initiatives to enhance the development of small businesses in Virginia.

Current SWaM and DBE Designations



The Commonwealth SWaM program has grown over time and now includes nine certification designations that count toward agency achievement of the EO 42% spend goals. The current SWaM designations are:

- Minority owned businesses (MB)
- Women owned businesses (WB)
- Micro businesses (O)
- Service Disabled Veteran owned businesses (SDV)
- Small businesses (SB)
- Employment Service Organizations (ESO)
- 8(a) federally certified businesses (8a)
- Economically Disadvantaged Woman Owned Small Businesses (EDWOSB)
- Federally certified Service Disabled Veteran owned businesses (FSDV)

New designations and their definitions are added through legislative action or Executive Order.

The Federal Disadvantaged Business Enterprise program includes the following designations:

- Disadvantaged Business Enterprises (DBE)
- Airport Concession Disadvantaged Business Enterprises (ACDBE)

Economic Impact



Job Creation

Every \$1.00 spent with SWaM businesses returns to the Commonwealth is \$1.69

Virginia
Operating
Revenue

FY15, the discretionary spend was \$2.13 billion. The total economic impact of that spend equated to \$3.6 billion.

Sales and Income Tax Collection

Reporting and Tracking



Per Executive Order 35 all in-scope agencies and institutions are required to submit a SWaM plan to SBSD annually. This plan is used as a means of communication to identify barriers to achievement of the 42% spend goal and identify opportunities for SBSD to provide support. Agency Heads are required to approve SWaM plans before they are submitted to SBSD. SBSD reports agency compliance annually to the Governor.

To determine if you are in-scope to EO35 and to submission of Agency SWaM plans please use the following link:

<https://www.sbsd.virginia.gov/agenciesforswamplanandeo35/>

SBSD also measures performance against the 42% goal by utilizing a system known as the Expenditure Dashboard. The system obtains financial information from Cardinal, Bank of America, and Self Reported transactions. It is imperative that agencies submit subcontractor data by the deadlines that have been established for your agency as well as adjustments to Bank of America data that comes in without tax id information. To learn more about tracking your agency's performance visit the SBSD website at www.sbsd.virginia.gov and visit the Expenditure Dashboard that is available on the agency website.

Expenditure Dashboard Demo



<https://dashboard.sbsd.virginia.gov/report/dashboard>

QUESTIONS



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