

Local Spending Update

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ALL FOUR: **ONE**



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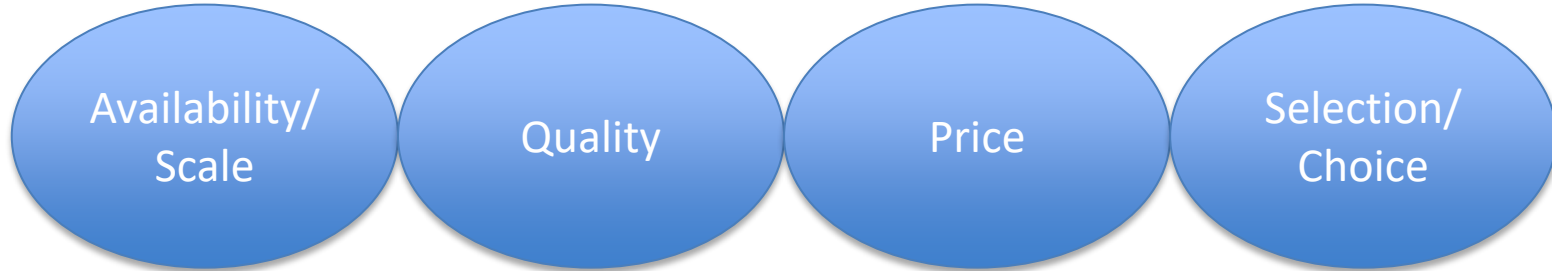
Agenda

- Purchasing Environment (NEW Value-based spending criteria)
- CU Local Spending Data
- Benchmarking
- Action plan
- Campus updates

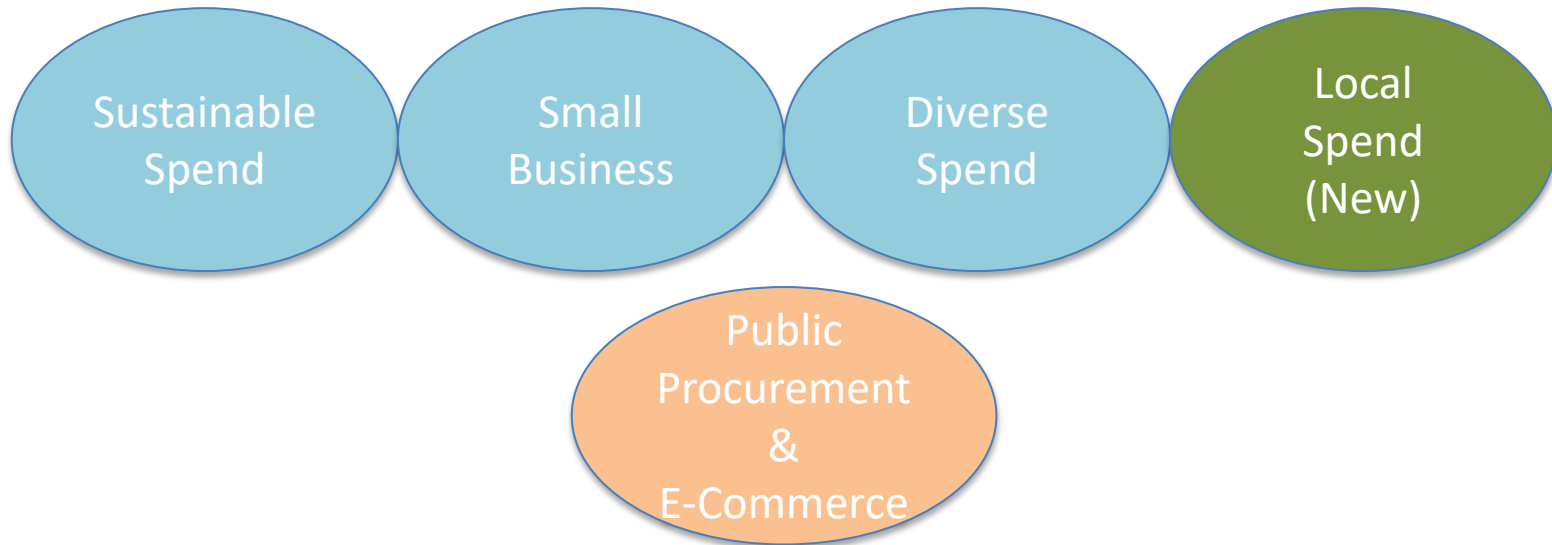


Purchasing Environment

Business Imperatives



Values-based Spending



Colorado Spending Trends (FY 2020-21)

- 61% of all CU spend is with local businesses that maintain a CO presence and/or CO Headquarters
- This amount is spread across the following CO counties:

County	Local Spend	% of Local Spend	Unique Suppliers
Denver County	\$ 339,796,991	57%	956
Arapahoe County	\$ 78,449,374	13%	439
Jefferson County	\$ 46,757,503	8%	380
Adams County	\$ 45,420,598	8%	219
Boulder County	\$ 44,803,860	7%	633
El Paso County	\$ 11,110,796	2%	248
Larimer County	\$ 9,028,926	2%	164
All Other	\$ 23,148,132	4%	503



Initial Local Spending Program Reviews Performed in 2022



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City of Phoenix

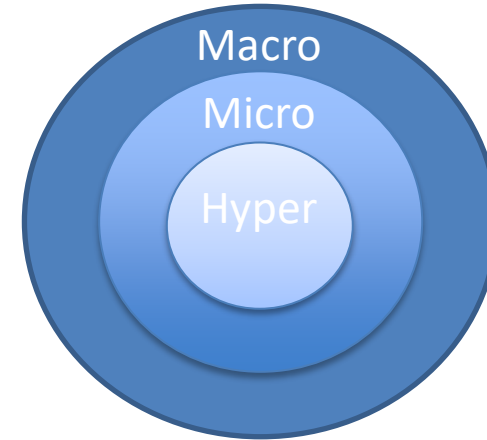


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Key Peer Review Takeaways

- ✓ **Clearly Define “Local”**
- ✓ **Analyze the Existing Supply Chain**
- ✓ **Formalize Vendor Accreditation Process**
- ✓ **Outreach to Local Businesses and Supporting Organizations**
- ❑ **Identify and Communicate Opportunities and Constraints**



Early Considerations

To ensure benefits:

- Increased CU presence locally
- Further align spending with our values
- Maintain broad community impact across the state
- Bring CU's presence to bear in local economy

Developing strategies to address:

- Adding complexity to campus buying
- Need to balance against possible increased costs
- Staff availability to run program
- Integrate local with other purchasing imperatives



Local Spending Strategy Development

3-step approach

1. Process Refinement

- What procedural barriers exist to conducting local business?

2. Increase CU end user awareness

- “Buy Local” campaign

3. Increase local supplier awareness

- Seek opportunities to match CU demand with supplier capabilities
- Enhance outreach and community partnerships



Actions Taken in past 6 months

- PSC Evaluating and Refining CU's business model
 - Outreach programs
 - Buying process
 - Supplier training
 - Increasing local spend among CU's largest suppliers (sub-tier spending)
 - Develop targeted spend strategies (aka set asides)
 - Leeds business school intern project
- Expand & Enhance outreach and community engagement
- Campus "Buy Local" awareness



Added New Local Business Indicator to Purchase System

 ✓ **Christopher Allen Andrews** (Monument Sound)

Type:  Preferences:  

Diversity Classifications: VOSB, SBE

Date Registered: 3/3/2022 2:36 PM
Last Updated: 3/10/2022 8:49 AM

[Manage](#) 

Supplier Number: 0000443520
Registration Status: Approved
Registration Type: Purchase Order Supplier
Contract Party Types: Supplier

Campus Commentary

- Campus ambassadors:
 - CU Denver: Antonio Farias
 - CU Boulder: Vicki Nichols
 - CU Anschutz: Neil Krauss
 - UCCS: Jenifer Furda
- Campus updates (CU Anschutz and UCCS)



The CU Anschutz Local Spending & Supplier Diversity Initiative

Purpose: connect local businesses in the North Aurora, Northeast Denver with CU Anschutz Medical Campus departments.

Benefit: CU presence and impact in the Anschutz community.

Why:

- >Create opportunity
- >Promote innovation
- >Stimulate growth
- >Enrich our community as a whole

Partners:

- >The Aurora Economic Opportunity Coalition
- >City of Aurora Small Business Development Center
- >Havana Business Improvement District



Office of Diversity, Equity, Inclusion
and Community Engagement

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Process Thus Far

- Anchor Mission
- Community Connector Program
- Engender Entrepreneurism in N. Aurora
- Build Partnerships, Create pilot program concept
- Build website
- Initial Focus:
 - Caterers and printing/publications
 - Vetting and review by small business center



UCCS Local & Diverse Spend

Currently UCCS spends
70% of our dollars locally!
\$26M

Professional Services	31%
Construction	20%
Medical & Scientific	9%
Operational Goods	8%
Information Technology	6%
Public Service	4%
Travel, Food and Entertainment	4%
Moving	2%



Why Buy Local

Local to hyper local

- Colorado
 - Southern Colorado
- El Paso County
 - Southeast Colorado Springs

Why?

- Help create community wealth
 - Send their kids to college
- Put our dollars where our values are
 - Spending in diverse and local companies
- \$100K annual spend in a Pueblo County business
 - Can be generationally life changing



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How can we do better?

Marketing Campaign

- Let the community KNOW we are spending locally

Buy Local w Community Partners like:

- Chamber of Commerce
- Women's Chamber
- Hispanic Chamber

Buy Local Campaign/Education w Staff and Faculty

- All things being equal-price, value buy on "Tejon" St vs amazon.com
- Buy Hyper Local- Wild Goose V Starbucks

Buy Local Campaign for local business

- How do you "play" with UCCS

