

# Local Spending Update

Regent Finance Committee  
May 24, 2023



University of Colorado

Boulder | Colorado Springs | Denver | Anschutz Medical Campus

# Agenda

- Working Group Members
- Local Definition
- Goals & Objectives
- System Outreach
- FY 2021-22 Local Spending Summary
- System Updates
- Campus Update: CU Anschutz Supplier Diversity initiative



# Working Group

|                |  |
|----------------|--|
| Lori Call      | Assistant Vice Chancellor for Local Government and Community Engagement, Boulder       |
| Derek Silva    | Assistant Vice Chancellor for Business Strategy Finance and Business Strategy, 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 Partnerships, Governmental Affairs & Military Liaison, 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 Defined

There are many methods for calculating Local  
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





## Goals & Objectives

- Maintain & Enhance CU's local spending footprint
  - Choose local suppliers where possible
  - Reduce friction for small local businesses
  - Continue campus-level awareness campaigns
- Outreach
  - Leverage CU's ~24 Chamber memberships and other community organizations
  - Leverage outreach as a pipeline for doing business with CU
- Influence 2nd tier spending of large national suppliers
  - Require national suppliers to report on local impact



# 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  
All Campus Department Training  
Opportunity Council  
CU New Supplier Orientation  
CU Denver Supplier Diversity – Pathway to DEI

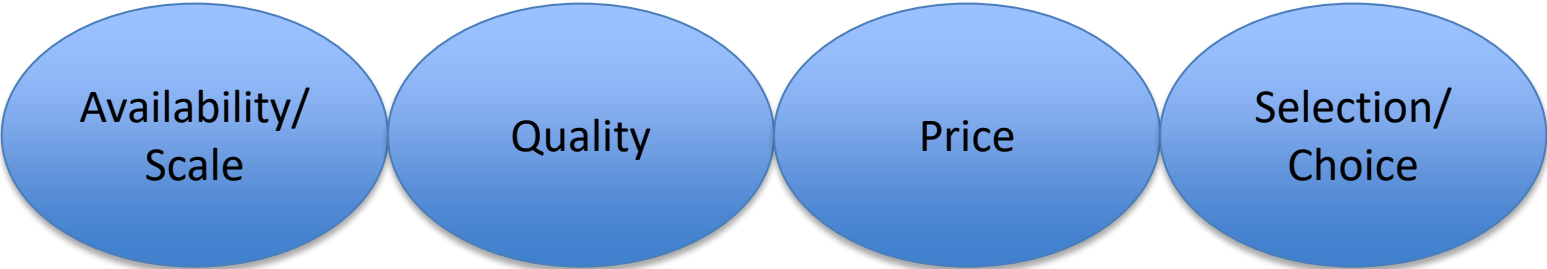
Advance Colorado Procurement Expo  
Colorado PTAC Connexion  
Black Business Customer & Procurement Fair  
Denver Chamber of Commerce  
Energize Colorado  
Aurora – South Metro Colorado SBDC

- Corporate Sponsor & Member: Mountain Plains Minority Supplier Development Council
- Participant: Center for Community Wealth Building, Denver Anchor Network
- Targeted future events and sponsorships:
  - Hispanic Contractors of Colorado
  - Denver Hispanic Chamber of Commerce
  - Denver Black Chamber of Commerce

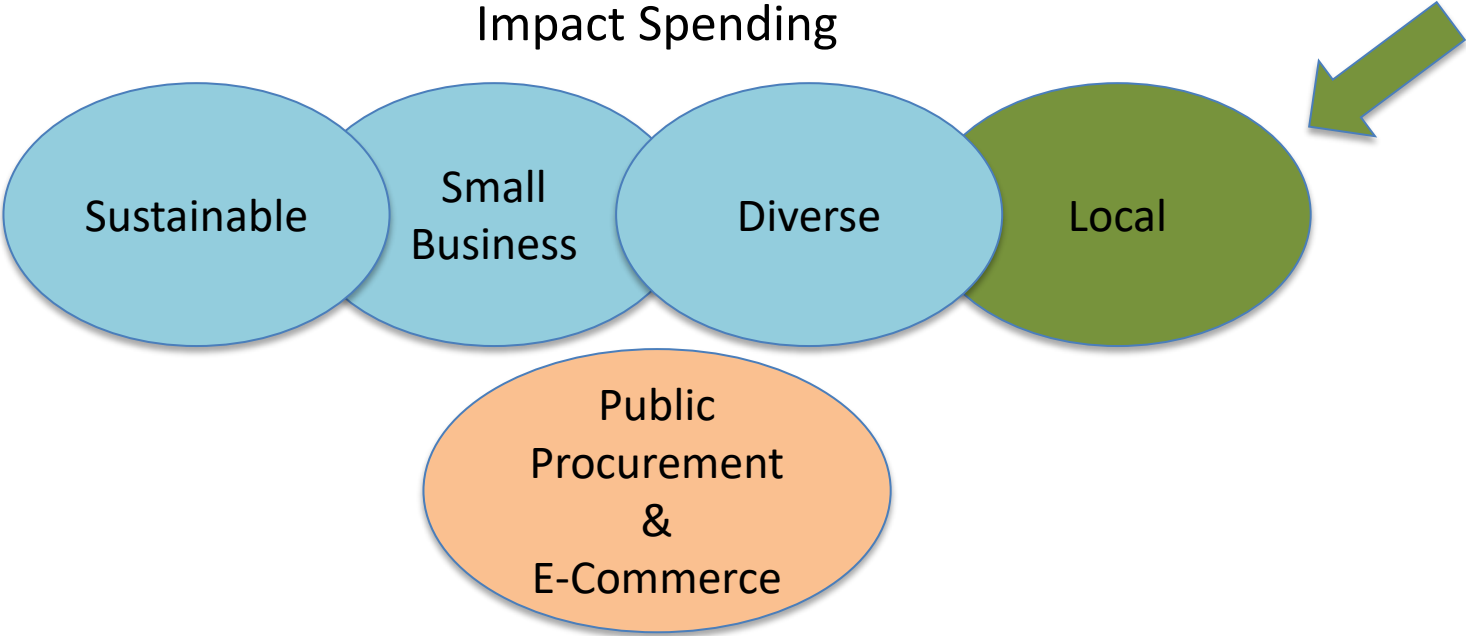


# Purchasing Environment

## Business Context



## Impact Spending



# Colorado Local Spending Trends (FY 2021 – 22)

- CU's spend dispersion across the state:

\$546,297,708\* spent locally

| County           | Unique Suppliers FY2020-21 | Unique Suppliers FY2021-22 | % Change |
|------------------|----------------------------|----------------------------|----------|
| Denver County    | 956                        | 1,137                      | 19%      |
| Arapahoe County  | 439                        | 516                        | 18%      |
| Jefferson County | 380                        | 465                        | 22%      |
| Adams County     | 219                        | 257                        | 17%      |
| Boulder County   | 633                        | 794                        | 25%      |
| El Paso County   | 248                        | 348                        | 40%      |
| All Other        | 667                        | 797                        | 19%      |

\*Excludes Purchasing card & Travel card spend

## Overall Local Spending

|                  | FY 2020-21 | FY 2021-22 |
|------------------|------------|------------|
| Non-Construction | 46%        | 48%        |
| Construction     | 95%        | 89%        |
| Total            | 61%        | 56%        |

## % of Categories spent Locally

|   | % Local |
|---|---------|
| Transportation, Food and Entertainment          | 97%     |
| Construction, Manufacturing and Facilities      | 89%     |
| Public Service/Administration/Public Utilities  | 89%     |
| Moving, Relocation, Transportation, Warehousing | 70%     |
| Information Technology and Telecommunications   | 67%     |
| Professional Services                           | 49%     |
| Operational Goods and Services                  | 40%     |
| Medical, Scientific and Laboratory              | 20%     |



# System Updates

- Updated Procurement Rules
  - Allow campuses more freedom in choosing local suppliers up from \$50,000 to \$100,000
  - Added Local Spending objective statement
- Relaunching Supplier website
  - Making it easier to do business with CU
- The Procurement Services Center outreach
  - 25-30 local, small business outreach events
- Supplier business reviews
  - Adding 2nd tier local spend reporting to national supplier business reviews
- Leeds business school intern project



# Campus Update

- CU Anschutz Community Engagement Project:
  - CU Anschutz Supplier Diversity initiative
  - Case Study: El Alba Catering Cooperative
  - <https://www.cuanschutz.edu/offices/diversity-equity-inclusion-community/programs-and-initiatives/supplier-diversity-initiative>
  - <https://www.cuanschutz.edu/offices/diversity-equity-inclusion-community/programs-and-initiatives/supplier-diversity-initiative/local-vendors>



# Questions



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