

# 15% Set-Aside Goal Exceeded for State Purchasing Ohio Sets Record for Buying from Minority-Owned Businesses

Ohio is strongest when as many Ohioans as possible have an opportunity to share in our state's growing economic strength. The same is true for the way state government sources the goods and services needed to carry out its mission to serve Ohioans. The harder state government works to secure the best value for its purchases, from the widest possible range of suppliers, the better it is for taxpayers and the better it is for Ohio.

One way that state government does this is through the Minority Business Enterprise (MBE) program. The MBE program seeks to expand options for state purchasing by encouraging MBE-certified businesses, both small and large, to do business with the state. At the same time, state agencies are directed to source a portion of their goods and services from MBE-certified vendors. Since 2011, the state has made steady progress in expanding its base of suppliers by identifying minority businesses and encouraging them to work with the state to supply the goods and services it needs. As a result, during Fiscal Year 2015, a total of 17.21 percent of the state's purchases for goods and services (agencies, boards and commissions, combined) were set aside for MBE-certified businesses — the first time in the program's 35-year history that the state met its 15 percent MBE goal.

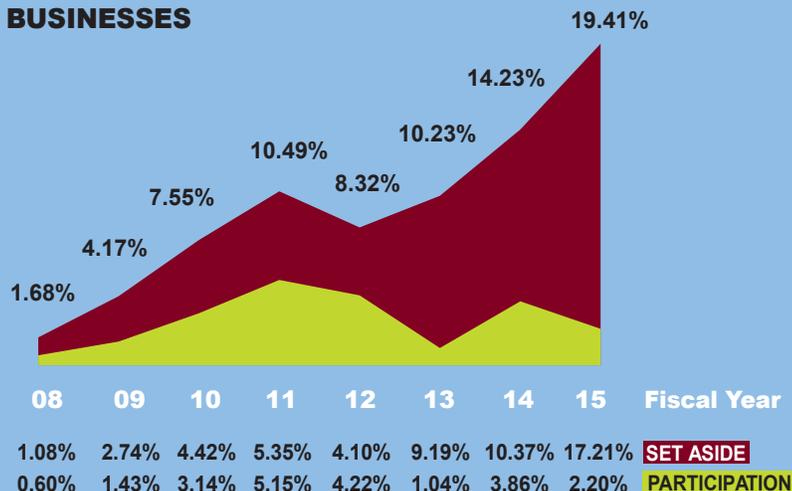
**Agencies, boards and commissions spent a greater proportion of MBE-eligible expenditures with MBE-certified businesses than ever before – surpassing the 15 percent MBE goal for the first time in history.**

- In Fiscal Year 2015, agencies, boards and commissions set aside 17.21 percent of their MBE-eligible expenditures for certified businesses.
- Another 2.20 percent was spent with certified businesses through open-market purchases.

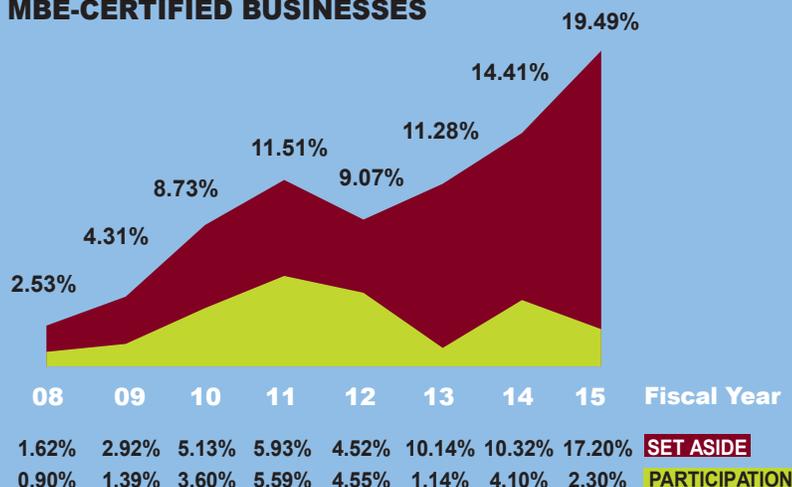
**Cabinet agencies spent a greater proportion of MBE-eligible expenditures with MBE-certified businesses than ever before — surpassing the 15 percent MBE goal for the first time in history.**

- In Fiscal Year 2015, cabinet agencies set aside 17.20 percent of their MBE-eligible expenditures for certified businesses. Another 2.30 percent was spent with certified businesses through open-market purchases.
- In Fiscal Year 2015, 20 of 24 agencies met the 15 percent goal for purchases from MBE-certified businesses, up from 17 agencies in Fiscal Year 2014.

## RECORD: PERCENTAGE OF EXPENDITURES THE STATE SPENT WITH MBE-CERTIFIED BUSINESSES



## RECORD: PERCENTAGE OF EXPENDITURES CABINET AGENCIES SPENT WITH MBE-CERTIFIED BUSINESSES



**Boards and commissions spent a greater proportion of MBE-eligible expenditures with MBE-certified businesses than ever before — surpassing the 15 percent MBE goal for the first time in history.**

- In Fiscal Year 2015, boards and commissions set aside 17.36 percent of their MBE-eligible expenditures for certified businesses. Another 1.07 percent was spent with certified businesses through open-market purchases.
- In Fiscal Year 2015, 44 of 50 state boards and commissions met the 15 percent goal for purchases from MBE-certified businesses, up from 41 boards and commissions in Fiscal Year 2014.

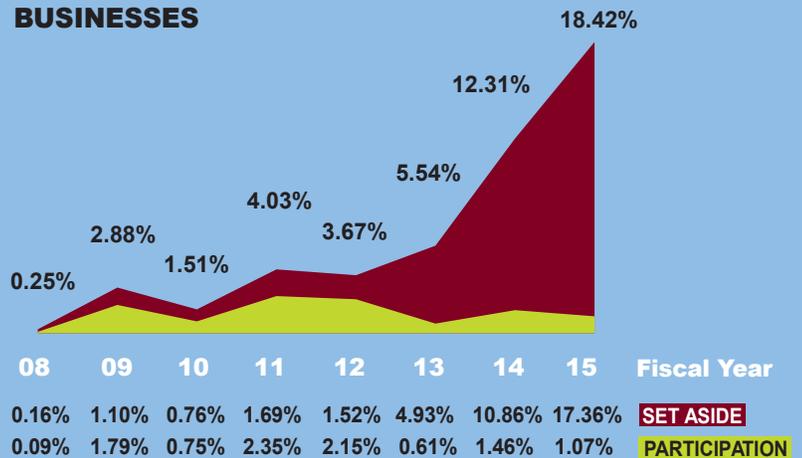
**The State of Ohio spent more money with MBE-certified businesses than ever before.**

- \$228.5 million spent in Fiscal Year 2015 (This includes spending set aside specifically for MBE-certified businesses as well as MBE-certified businesses which won contracts through open bidding.)
- This is an increase from \$165 million in Fiscal Year 2014 and from \$27 million in Fiscal Year 2008.

**More MBE-certified businesses did work for the State of Ohio than ever before.**

- 325 businesses in Fiscal Year 2015 (up from 282 businesses in Fiscal Year 2014 and 168 in Fiscal Year 2008.)

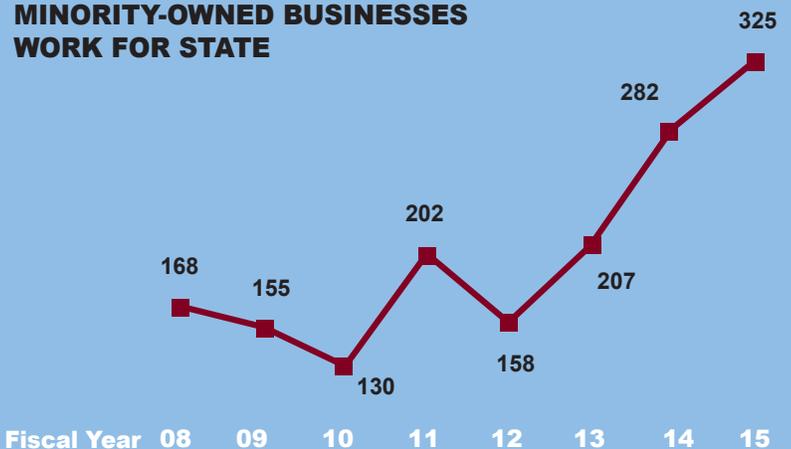
**RECORD: PERCENTAGE OF EXPENDITURES BOARDS AND COMMISSIONS SPENT WITH MBE-CERTIFIED BUSINESSES**



**RECORD: MOST DOLLARS SPENT WITH MINORITY-OWNED BUSINESSES<sup>1</sup>**



**RECORD: LARGEST NUMBER OF MINORITY-OWNED BUSINESSES WORK FOR STATE**



<sup>1</sup>Expenditure graph data amended to reflect corrected expenditures and agency reconciliation adjustments.