

**Small Local Business Enterprise Program
City of Fayetteville**

The City began tracking the geographic location of all vendors on July 1, 2017.
Aspirational Goal: **40%** local participation of total spend (all checks and P-card purchases)

Measure	Percent Participation FY 18	Percent Participation FY 19	Percent Participation FY 20	Percent Participation FY 21	FY22 Q1	Percent Participation FY22
Total Spend					\$ 65,851,665.51	
Local MSA*	38.19%	46.00%	40.06%	21.76%	\$ 13,517,500.83	20.53%
NC Less MSA	13.95%	25.45%	23.36%	22.83%	\$ 11,783,605.31	17.89%
Non-NC	47.87%	28.55%	36.58%	55.40%	\$ 40,550,559.37	61.58%
Purchased Order Dollars					\$ 58,551,076.91	
Local MSA	33.91%	43.40%	43.58%	22.52%	\$ 11,792,576.60	20.14%
NC Less MSA	20.46%	19.85%	30.15%	28.54%	\$ 11,728,711.58	20.03%
Non-NC	45.63%	36.75%	26.72%	48.94%	\$ 35,029,788.73	59.83%
Construction Contracts					\$ 7,238,936.50	
Prime Dollars	69.47%	82.52%	94.80%	96.11%	\$ 6,935,286.72	95.81%
Subcontracted Dollars	30.53%	17.48%	5.20%	3.89%	\$ 303,649.78	4.19%
Prime by Location					\$ 6,935,286.72	
Local MSA	32.08%	31.00%	27.47%	17.57%	\$ 1,577,050.84	22.74%
Non-MSA	67.92%	69.00%	73.43%	82.43%	\$ 5,358,235.88	77.26%
Subcontracts by Ethnicity					\$ 303,649.78	
African American	55.93%	23.55%	25.87%	50.21%	\$ 175,539.12	57.81%
Caucasian	12.11%	63.54%	34.47%	10.07%	\$ 126,797.30	41.76%
Native American	11.05%	5.64%	37.53%	39.72%	\$ 1,313.36	0.43%
Hispanic	20.12%	7.27%	2.13%	0.00%	\$ -	0.00%
Subcontracts by Gender					\$ 303,649.78	
Male Owned	92.82%	97.00%	55.42%	89.57%	\$ 223,556.58	73.62%
Female Owned	7.18%	3.00%	44.58%	10.43%	\$ 80,093.20	26.38%
Procurement Cards by Location					\$ 365,301.88	
Local MSA	55.55%	46.00%	46.94%	40.71%	\$ 147,873.39	40.48%
NC Less MSA	21.99%	25.00%	16.49%	14.39%	\$ 54,893.73	15.03%
Non-NC	22.30%	29.00%	36.57%	44.90%	\$ 162,534.76	44.49%

* MSA = Cumberland, Hoke and Harnett Counties