

# Fiscal Year 2020 SWaM Report

Fairfax County’s purchase order spend for fiscal year 2020 (July 1, 2019 – June 30, 2020) by size and ownership is detailed below. The combined spend with Small, Woman-Owned and Minority-Owned (SWaM) businesses was 31.0%. See the next page for details and definitions.

## Spend by Supplier Category



**Race**  
 7.4% of spend is with businesses that are minority-owned



**Gender**  
 4.5% of spend is with businesses that are woman-owned

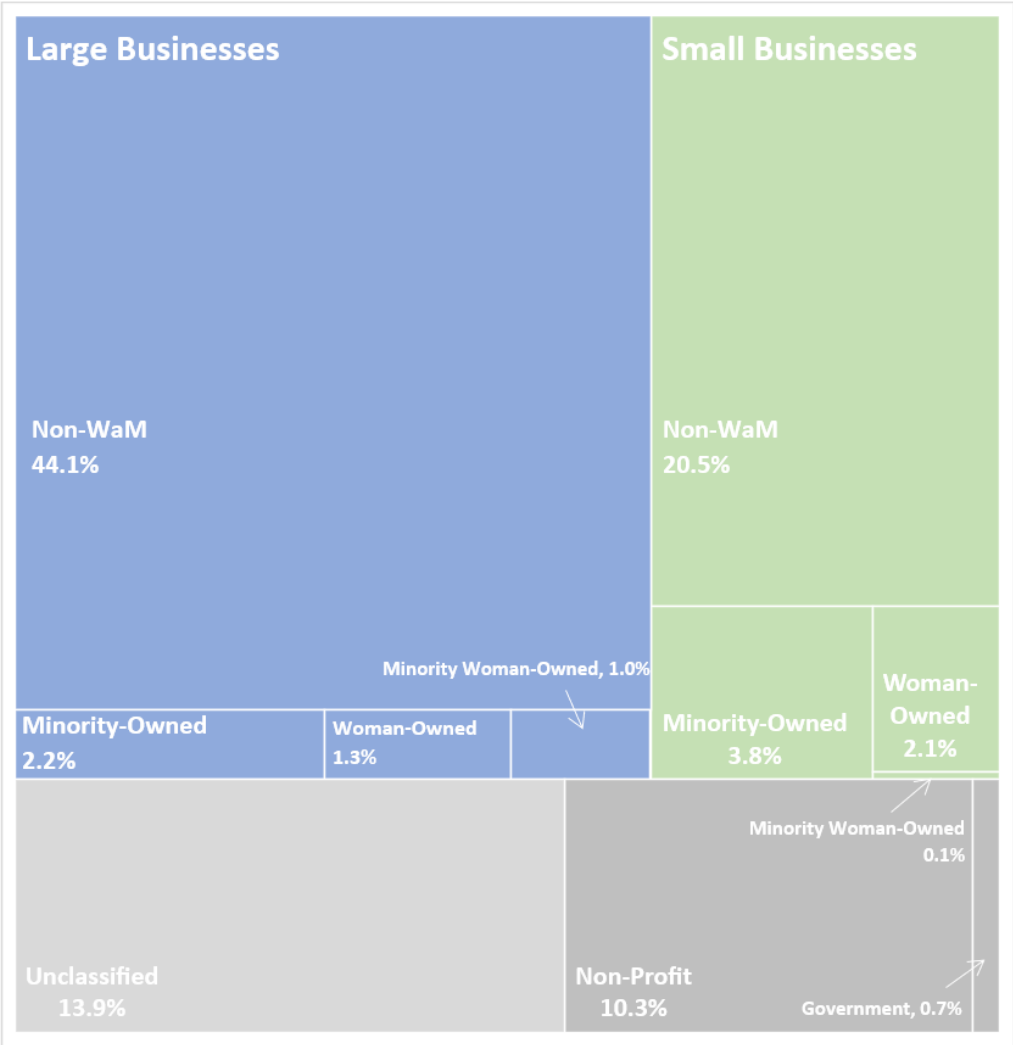


**Size**  
 26.5% of spend is with businesses that are defined as small by SBSB. See below for definitions



**All SWaM**  
 31.0% of spend is with businesses that are either small, woman, minority or service-disabled owned

## Proportion of Spend by Supplier Size and Ownership



## Detailed Supply Chain Information

Size/Type	Business Ownership	Suppliers	Contracts	Spend (PO)	Spend %
Small Business	Minority-Owned	44	48	\$27,924,650	3.8%
Small Business	Minority Woman-Owned	7	4	\$659,563	0.1%
Small Business	Woman-Owned	85	66	\$15,383,973	2.1%
Small Business	Service Disabled-Owned	-	-	\$0	0.0%
Small Business	Non-WaM	810	557	\$149,589,866	20.5%
Total Small Business		946	675	\$193,558,052	26.5%
Large Business	Minority-Owned	25	17	\$15,728,401	2.2%
Large Business	Minority Woman-Owned	1	2	\$9,545,830	1.3%
Large Business	Woman-Owned	18	15	\$7,068,258	1.0%
Large Business	Service Disabled-Owned	6	-	\$73,173	0.0%
Large Business	Non-WaM	367	374	\$321,737,191	44.1%
Total Large Business		417	408	\$354,152,854	48.6%
Non-Profit		143	272	\$75,038,064	10.3%
Government		26	19	\$5,010,317	0.7%
Unclassified		1,742	349	\$101,354,976	13.9%
Total		3,274	1,723	729,114,263	100%

### Background:

In 2017, Fairfax County adopted the [One Fairfax Policy](#), a joint social and racial equity policy which commits the organization to intentionally consider equity when making policies and delivering programs. The Dept. of Procurement and Material Management (DPMM) is committed to fair, transparent – and equitable - procurement and contracting. The tracking of supply chain characteristics is a key aspect of advancing equity in the procurement process. Supplier and stakeholder feedback is also important. Please reach out to DPMM’s Supplier Diversity Team at [supplierdiversity@fairfaxcounty.gov](mailto:supplierdiversity@fairfaxcounty.gov) with any questions, comments or suggestions.

### Context on the Information Above:

- This report is produced by DPMM. While Fairfax County’s procurement process is guided by the Fairfax County [Purchasing Resolution](#) and overseen by DPMM, procurement decisions are made at the department level.
- The report summarizes purchase order (PO) spend from both the County and Schools (FCPS). The County typically accounts for 70% of total PO spend and SWaM performance is similar in both organizations. The data do not include P-card or Non-PO spend. Non-PO spend includes capital construction, which is managed through an earmarked fund.
- Supplier size and ownership tracking remains challenging. Fairfax County does not certify businesses nor does it require certification from other entities. Suppliers self-report size and ownership as part of their response to formal solicitations. The categories tracked by Fairfax County align with those established by the [Virginia Department of Small Business and Supplier Diversity](#) (SBSD).
- Unclassified spending includes suppliers who have not reported their SWaM classification. The unclassified spend remains high at 14% as it is difficult to obtain information on the thousands of suppliers who partner with the County on small, one-time purchases.

### Definitions:

The Virginia Department of Small Business and Supplier Diversity (SBSD) establishes definitions for the categories listed above. In general, micro businesses must have less than 25 employees and \$3 million in annual revenue while small businesses must have less than 250 employees or less than \$10 million in annual revenue. For more information, please visit SBSB’s website: <https://www.sbsd.virginia.gov/certification-division/>

### Contact Information:

Please contact DPMM’s Supplier Diversity Team with any questions: [supplierdiversity@fairfaxcounty.gov](mailto:supplierdiversity@fairfaxcounty.gov) or 703-324-3201 (TTY 711).