

Fiscal Year 2023 SWaM Report

Fairfax County’s purchase order spend for fiscal year 2023 (July 1, 2022 – June 30, 2023) by size and ownership is detailed below. The combined spend with Small, Woman-Owned and Minority-Owned (SWaM) businesses was 29.0%. See the next page for details and definitions.

Spend by Supplier Category



Race
9.0% of spend is with businesses that are minority-owned



Gender
4.9% of spend is with businesses that are woman-owned

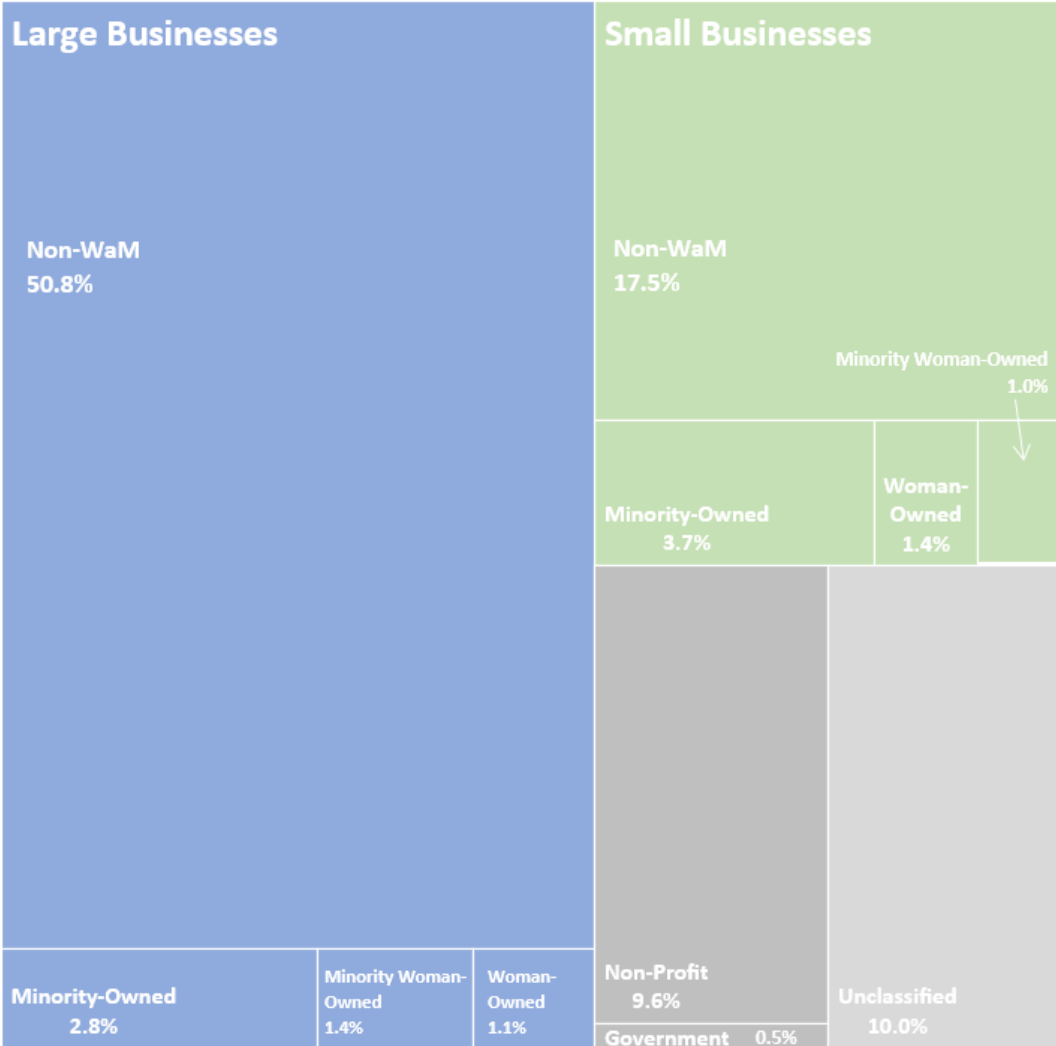


Size
23.7% of spend is with businesses that are defined as small by SBSB. See below for definitions



All SWaM
29.0% 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 % | Change from FY22 |
|----------------------|------------------------|--------------|--------------|----------------------|-------------|------------------|
| Small Business | Minority-Owned | 64 | 53 | \$37,659,322 | 3.7% | 0.7% |
| Small Business | Minority Woman-Owned | 28 | 18 | \$10,616,304 | 1.0% | 0.5% |
| Small Business | Woman-Owned | 115 | 63 | \$13,997,011 | 1.4% | -0.8% |
| Small Business | Service Disabled-Owned | 3 | 1 | \$225,314 | 0.0% | 0.0% |
| Small Business | Non-WaM | 689 | 404 | \$178,981,762 | 17.5% | -0.1% |
| Total Small Business | | 899 | 539 | \$241,479,713 | 23.7% | 0.4% |
| Large Business | Minority-Owned | 26 | 20 | \$28,922,964 | 2.8% | 0.4% |
| Large Business | Minority Woman-Owned | 2 | 1 | \$14,261,581 | 1.4% | 0.8% |
| Large Business | Woman-Owned | 26 | 19 | \$11,016,089 | 1.1% | 0.3% |
| Large Business | Service Disabled-Owned | 1 | - | \$15,180 | 0.0% | 0.0% |
| Large Business | Non-WaM | 395 | 353 | \$518,103,845 | 50.8% | 10.0% |
| Total Large Business | | 450 | 393 | \$572,319,660 | 56.1% | 11.6% |
| Non-Profit | | 198 | 190 | \$98,343,523 | 9.6% | -3.0% |
| Government | | 38 | 14 | \$5,263,263 | 0.5% | 0.0% |
| Unclassified | | 2,134 | 338 | \$102,472,037 | 10.0% | -8.9% |
| Total | | 3,719 | 1,474 | 1,019,878,195 | 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 at supplierdiversity@fairfaxcounty.gov with any questions or comments.

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.
- Trends since last fiscal year include increases in the percentage of spend with businesses that are minority owned (2.5%), woman-owned (1%) and small (0.4%). During this fiscal year, DPMM conducted a project to enrich vendor ownership and size data using available state and federal information. This resulted in decreased spend with unclassified businesses (-8.9%) and updated existing classifications. This data cleanup is likely the cause of the trends observed above.
- 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 as it is difficult to obtain information on the thousands of suppliers who partner with the County on small, one-time purchases.
- The County does not use preferences or set-asides. See the [Virginia Public Procurement Act](#) for info about local government limitations. The County does require SWaM participation in the solicitation of opportunities under \$200,000. As quotes are solicited, a minimum number must be obtained from SWaM businesses.

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 SBSD's website: <https://www.sbsd.virginia.gov/certification-division/>

Contact Information:

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