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Department of General Services  
Contract and Purchasing Services  
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## County of Sacramento

### NEWS RELEASE

FOR IMMEDIATE RELEASE

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### **POP GOES THE DEAL! SMALL AND LOCAL BUSINESSES GET A LEG UP**

Sacramento, Calif. — With a goal to enhance economic growth in the Sacramento area, Sacramento Board of Supervisors approved changes to the Procurement Opportunities Program (POP), a Small Business Preference Program that will increase the use of local and small business enterprises in the County's procurement and contracting activities.

The purpose of the Procurement Opportunities Program (POP), initially adopted in 2002, is to promote a healthy local business environment, higher local employment and an increased quality of life for County residents and neighbors.

Noteworthy program enhancements include:

- New and aggressive business outreach to ensure more local businesses can participate in the plan
- More robust online vendor registration process for automatic notification of bid opportunities
- Eliminate multiple quote requirement when small purchases under \$5,000 are awarded to a certified micro-business located in the six-county Regional Market Area (Sacramento, El Dorado, Placer, Sutter, Yolo and Yuba counties)

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- When multiple quotes *are* solicited, *small* businesses in Sacramento County will be awarded a 2% bid preference; *local* business within the County will be awarded a 3% preference
- Small business preference of 2% and the 3% local business preference may be combined for a total preference of 5% for local micro-business and to any business in the Regional Market Area that reciprocate the same preference to Sacramento County
- Contract limit increase from \$100,000 to \$250,000, and will be eligible for the maximum preference of 5% mentioned above
- Expansion of the program will now include non-professional services and small construction contracts in addition to the existing goods and materials

This enhanced program will be effective today, October 14, 2009. For more information on specific requirements, please visit the General Services website at [www.dgs.saccounty.net/capsd](http://www.dgs.saccounty.net/capsd), or call (916) 876-6360.

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