City of Santa Rosa

Local Preference

October 13, 2025

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City of Santa Rosa

Current Local Preference

- Ordinance approved in 1993, 1% (current local preference only applies to the procurement of goods and general services)
- Limited to a maximum of $5,000
- To qualify, bidders must submit proof their principal place of business is located within the City limits, and a copy of their City business tax certificate
- Public works and Professional Services contracts not included
- Adopted to promote local business activity
- Based on 1% sales tax return

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Advantages and Challenges

Advantages:

- Support Local Economy.
- Meet Potential Agency Policy Goals.
- Potential Increase in Tax Revenue.
- Local preference may encourage local businesses to be more competitive.

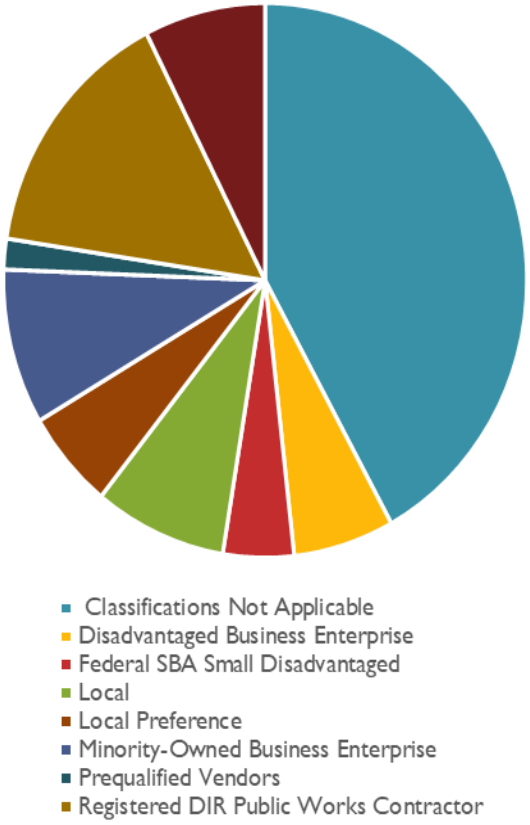
Challenges:

- Increase in Cost: Agency may experience increased costs, higher prices for goods and services.
- Reduced Competition: Limiting competition by discouraging non-local businesses from bidding and reducing competition.
- Potential Favoritism: May create a perception of favoritism, lack of equal opportunity, or reciprocity with other jurisdictions.
- Lower Quality: May compromise highest quality goods and services if non-local bidders offer better value.
- *Resources: National Institute for Government Procurement (NIGP) 2015 Position Paper: Local Preference in Public Procurement

City of Santa Rosa

Current Registered Vendors

Number of Local Vendors Registered 470 (6%) of 8,705 Vendors



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Local Vendor Bid History

- Since December 2013, a total of 838 bid awards were made with a total value of $84,753,199.58. Of the 838 bids awarded, 162 bids were awarded to local vendors at a value of $22,719,146.20 (26.81%).

Classification	Awards	Award Amount	Percent
Local	162	$22,719,146.20	26.81
DBE	18	$1,833,278.32	2.16
CADIR	145	$19,114,195.19	22.55
SRL	94	$5,850,230.12	6.90
None	311	$28,380,062.02	33.49
PQual	17	$784,799.51	0.93
FSD	37	$1,777,772.22	2.10
MBE	27	$3,223,942.26	3.80
WBE	27	$1,069,773.74	1.26
Overall	838	$84,753,199.58	100

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Comparative Agency Policy

Name of Agency	%Preference
City of Alameda	5%
City of Bakersfield	3%
City of Redding	5%
City of Mountain View	0%
City of Roseville	0%
City of Rohnert Park	0%
City of Sacramento	5%
City of San Leandro	10%
City of Santa Clarita	0%
City of La Mesa	0%
City of Berkeley	5%
City of Napa	3%
City of Camarillo	0
City of Hayward	0
City of Corona	0
City of Carlsbad	1%
City of Santa Rosa	1%

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Questions and Comments?