

# Fiscal Year 2022 SWaM Report

Fairfax County’s purchase order spend for fiscal year 2022 (July 1, 2021 – June 30, 2022) by size and ownership is detailed below. The combined spend with Small, Woman-Owned and Minority-Owned (SWaM) businesses was 27.1%. See the next page for details and definitions.

## Spend by Supplier Category



**Race**  
 6.5% of spend is with businesses that are minority-owned



**Gender**  
 4.0% of spend is with businesses that are woman-owned

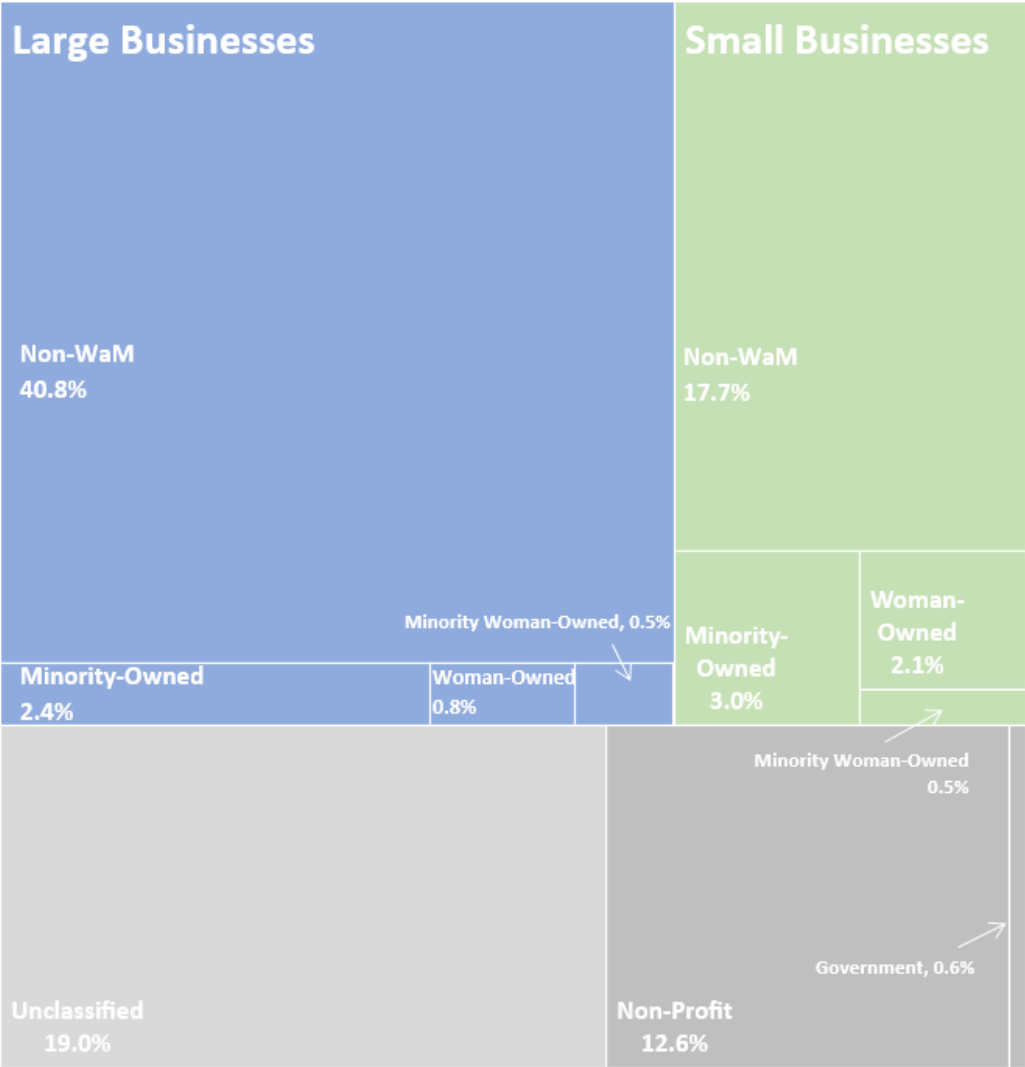


**Size**  
 23.3% of spend is with businesses that are defined as small by SBSD. See below for definitions



**All SWaM**  
 27.1% 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 %	Trend
Small Business	Minority-Owned	46	37	\$28,603,910	3.0%	+0.7%
Small Business	Minority Woman-Owned	18	7	\$5,214,575	0.5%	+0.4%
Small Business	Woman-Owned	94	55	\$20,532,045	2.1%	-0.2%
Small Business	Service Disabled-Owned	-	-	\$0	0.0%	n/a
Small Business	Non-WaM	716	437	\$170,683,390	17.7%	-0.5%
Total Small Business		874	536	\$225,033,920	23.3%	+0.4%
Large Business	Minority-Owned	25	18	\$23,251,965	2.4%	-0.3%
Large Business	Minority Woman-Owned	1	1	\$5,305,431	0.5%	n/a
Large Business	Woman-Owned	19	20	\$7,836,742	0.8%	-0.2%
Large Business	Service Disabled-Owned	4	-	\$75,158	0.0%	n/a
Large Business	Non-WaM	377	346	\$393,513,135	40.8%	-1.7%
Total Large Business		426	385	\$429,982,430	44.5%	-2.1%
Non-Profit		172	159	\$121,766,225	12.6%	+1.8%
Government		35	11	\$5,441,811	0.6%	+0.1%
Unclassified		1,717	350	\$183,154,566	19.0%	-0.2%
<b>Total</b>		<b>3,224</b>	<b>1,441</b>	<b>965,378,952</b>	<b>100%</b>	

### 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.
- Trends since last fiscal year include increases in the percentage of spend with businesses that are minority owned (+0.9%), woman-owned (+0.1%) and small (+0.4%). See chart above for more complete information.
- 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 19% 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.
- Micro businesses are being tracked as of FY2021 but not yet reported as there is no baseline for comparison.

### 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](mailto:supplierdiversity@fairfaxcounty.gov) or 703-324-3201 (TTY 711).