



State SB Contracts Economic Value

The direct incremental value of an average of \$3.5 billion in state contracts to SB firms **produced an additional new economic activity averaging \$5.9 billion each year.**

State DVBE Contracts Economic Value

The direct incremental value of an average of \$696 million in state contracts to DVBE firms **produced an additional new economic activity averaging \$1.2 billion each year.**



State Contracts Net New Jobs

35,794 net new jobs and **new labor income of \$2.8 billion** was produced on average from these direct state contracts to SBs and DVBEs. The Multiplier effects are 1.96 for Total Output/Impact.

For every \$100 spent the Total Output is \$196 for the local economy. In comparison, the Multiplier effects for non-certified businesses are 1.88 for Total Output/Impact. For every \$100 spent on non-certified businesses the Total Output is \$188 for the local economy.



State Contracts Value In-State

Direct state contracts to SBs and DVBEs **keep over \$4.8 billion of these dollars within the state of California** vs. a large business only \$2.2 billion.

This is based on the fact that **68% of every dollar spent at a small business stays in state** vs. a large business where only 48% stays in the state.



Reciprocity Partners SB Contracts Economic Value

The direct incremental value of an average of \$1.1 billion in SB contracts by Reciprocity Partners **produced additional new economic activity totaling \$2.5 billion.**

Reciprocity Partners DVBE Contracts Economic Value

The direct incremental value of an average of \$224 million in DVBE contracts by Reciprocity Partners **produced additional new economic activity totaling \$477 million.**



Reciprocity Partners Net New Jobs

16,899 net new jobs and **new labor income of \$1.2 billion** was produced on average from the Reciprocity Partner contracts to SB and DVBE firms. The Multiplier effects are 2.13 for Total Output/Impact. For every \$100 spent the Total Output is \$213 for the local economy.



Reciprocity Partners Value In-State

Contracts to SBs and DVBEs from direct contracts by Reciprocity Partners **keeps over \$2.0 billion of these dollars within the state of California** vs. a large business only \$928 million.



Top Industries

The top industries for SB and DVBE state contracts were **Healthcare/Social Assistance, Construction, Education, Transportation, and Professional Services.**