



**2020 Veteran  
Business Program  
Annual Expenditure  
Report**

**July 1, 2019 – June 30, 2020**

FY20 Annual Report for the Service Disabled Veteran-Owned Small Businesses (SDVOSB) and Veteran-Owned Small Businesses (VOSB)

In Accordance with Public Act 097-260 (30ILCS 500/45-57(b), the Illinois Department of Central Management Services submits the following report to the General Assembly on or before March 1<sup>st</sup>.

Janel L. Forde  
Director



March 1, 2021

To the Honorable Governor JB Pritzker and Honorable Members of the Illinois General Assembly:

On behalf of the Illinois Department of Central Management Services (CMS), pursuant to Public Act 097-260 (30ILCS 500/45-57(b), the agency submits the FY20 Annual Report for the Service Disabled Veteran-Owned Small Businesses (SDVOSB) and Veteran-Owned Small Businesses (VOSB).

CMS oversees certification eligibility of SDVOSB/VOSB firms and identifies their utilization in State contracts. BEP works in conjunction with the State’s Chief Procurement Officers (CPOs) in carrying out strategic marketing plans to encourage Veteran-owned vendors to participate within the State’s procurement process. These efforts include statewide recruitment and outreach events conducted in partnership with Illinois Department of Veteran Affairs’ (IDVA), with support from the Illinois Department of Commerce and Economic Opportunity (DCEO), Illinois Department of Transportation (IDOT), Illinois State Toll Highway Authority (ISTHA), the Capital Development Board (CDB), and the Illinois Higher Education University System.

CMS engaged in seven Statewide presentations and workshops, serving a total of 275 Service-Disabled Veterans and Veterans in FY20. To date, CMS certified a total of 208 VBP applications, with 78 identified as SDVOSB and 130 identified as VOSB. CMS is committed to increasing these numbers for FY20 through an outreach strategy that includes weekly events solely focused on providing Veteran-Owned Small Businesses with resources and support. In addition, the outreach strategy includes a state listening tour in collaboration with various partners and using a new CRM tool to target specific communications to targeted groups.

<b>The four Chief Procurement Offices reported the following information to CMS for FY19:</b>
Total VBP contracts awarded as either primes or subcontractors = 202
Total number of VOSBs winning purchase orders = 13
Total number of purchase orders awarded to VOSB = 25
Total number of IDOT VOSB that submitted bids for contracts = 8
Total number of IDOT VOSB performing on contracts = 5 VOSB for total of 16 contracts
Total number of CDB VOSB construction or construction-related professional service

(architectural/engineering) firms = 91
Total number of CDB VOSB prequalified or registered firms = 72
Total number of University/IMSA contracts = 125
Total value of contracts awarded = <b>\$33,587,840.40</b>

CMS continues to improve outreach efforts to raise awareness of available opportunities. Outreach efforts transitioned to virtual activations through weekly newsletters, virtual education sessions and events and certification virtual office hours.

We remain steadfast in our determination to the continued improvement of our Veteran Business Program. CMS will continue to focus on our steadfast commitment to enhance the program by increasing our outreach, public awareness, and agency training in implementation of VBP goal setting and compliance review and facilitating and encouraging qualified prospective Veterans to seek State business.

Respectfully,



Janel L. Forde  
Director

FY2020 VETERAN BUSINESS PROGRAM  
ANNUAL EXPENDITURE REPORT  
**EXECUTIVE SUMMARY**

The Veteran Business Program (VBP) Fiscal Year 2020 report is submitted by the Department of Central Management Services' (CMS) Business Enterprise Program for Minorities, Females, and Persons with Disabilities (BEP), and outlines the qualified State of Illinois (State) dollars spent with VBP certified prime vendors (primary or lead business performing scopes of work) beginning July 1, 2019 and June 30, 2020.

Created in 2011, and pursuant to the Veteran Business Program Act (97-0260), the VBP continues its efforts to drive procurement access and opportunities for Veteran entrepreneurs.

**Fiscal Accomplishments**

The total value of contracts awarded for FY20 amounted to \$33,587,840.40. Based on the analysis of the FY20 VBP report, the spend shifted as state agencies pivoted quickly to adjust expenditures to support COVID-19 related operational needs

**Operational Outlook**

**BEP's Outreach Division** has renewed focus on reaching out to Veterans throughout the State and making them aware of opportunities in State contracting. Since the beginning of COVID-19 pandemic, the Outreach Team shifted from in-person events to virtual events. Weekly Webinars are hosted to support vendors in the certification process and to facilitate pre-bid conferences. Veteran procurement chats are hosted monthly with the Veteran Business Outreach Center (VBOC) with support from the Illinois Department of Veterans' Affairs (IDVA), and the Small Business Administration (SBA).

**BEP's Compliance Division** is working with the Bureau of Strategic Sourcing (BOSS) to support the State of Illinois' aspirational goals through BidBuy, the State of Illinois' e-procurement system and B2Gnow, BEP's certification and compliance database. This collaboration is expected to help support agencies in achieving their VBP goals.

**BEP's Certification Division** is now fully staffed with six analysts that helped reduce the processing time of certification applications. Certification helped increase the BEP vendor pool by 50% in calendar year 2020 and will continue to grow, not only the number of Veteran-owned small businesses in the vendor pool, but also increased successful participation in the procurement process. An increased vendor pool can result in higher goals on contracts and likely more contracts awarded to businesses that will make significant contributions to communities, such as jobs.

The Veteran Business Program is committed to vendor engagement, process improvement, compliance optimization, and increased procurement opportunities.