



State of Illinois  
Department of Central Management Services

# Veterans Business Program

*For Service Disabled Veteran-Owned and  
Veteran-Owned Small Businesses*



**Bruce Rauner, Governor**

**Michael Hoffman, Acting Director, Central Management Services**



March 1, 2017

To the Honorable Governor Bruce Rauner, and  
the Honorable Members of the Illinois General Assembly

Pursuant to Public Act 097-260 (30ILCS 500/45-57(b), the Department of Central Management Services (CMS) submits the FY 2016 Annual Report for Service Disabled Veteran –owned Small Businesses (SDVOSB) and Veteran-Owned Small Businesses (VOSB).

CMS is committed to fostering economic opportunities for Illinois' military veterans by ensuring access and participation within all State procurements. CMS administers the Veterans Business Program (VBP) through its Business Enterprise Program (BEP), with the Illinois Department of Veterans Affairs (IDVA) providing an outreach component for VBP.

CMS oversees certification eligibility of SDVOSB/VOSB firms and identifies their utilization in State contracts. BEP works in conjunction with State's Chief Procurement Officers (CPO), in carrying out strategic marketing plans which encourage veteran vendors to participate within the State's procurement process. These efforts have included statewide recruitment and outreach events conducted in partnership with these offices and IDVA, with support from the Illinois Department of Transportation (IDOT), Illinois State Toll Highway Authority (ISTHA) and the Capital Development Board (CDB).

During FY16, CMS certified a total of 135 VBP vendors, with 52 identified as SDVOSB and 83 identified VOSB. CMS and IDVA are aggressively working to increase these numbers for FY2017.

According to the reports from the Chief Procurement Offices (CPOs)

- Total VBP bids for contracts either prime or subcontracts = 473
- VBP contracts awarded as either prime or subcontractors = 67
- Total value of contracts awarded = \$22,697,388

Please note, according to the CPO's reports, the dollar value of the awards published to the Illinois Procurement Board (IPB) dropped from \$18.0 million in FY15 to \$1.4 million in FY16.

As we move forward, CMS reviews the Program recommendations made by the Chief Procurement Officers and statewide veterans' service organizations and from the business community. The following recommendations have been presented to CMS, categorized as general VBP comments addressing outreach, certification and contract opportunities.

- Increase visibility of available contracts to VBP firms
- Evaluate contract opportunities and participation
- IDVA and CMS develop an annual marketing plan to increase participation and increase enrollment

- Increase the frequency and coordination of outreach efforts

CMS will be reviewing ways in which to implement a number of recommendations outlined above during FY17.

We remain steadfast and committed to the continued improvement of our Veteran program. CMS will focus an aggressive campaign during FY17 to increase VBP goal setting measures on available contracts; increasing outreach efforts and workshops; streamlining our certification process; and, continue to encourage qualified, prospective Veteran vendors to do business with the State.

Sincerely,

A handwritten signature in black ink, appearing to read "M. M. Hoffman", followed by a long horizontal line extending to the right.

Michael M Hoffman  
Acting Director



State of Illinois  
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**Veterans Business Program**  
**Annual Report - Fiscal Year 2016**

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