

# Fiscal Year 2017 SWaM Report

Fairfax County Department of Procurement and Material Management

The classification of Fairfax County's purchase order spend for fiscal year 2017 (July 1, 2016 – June 30, 2017) is shown below. The total share of the spend with Small, Woman-Owned and Minority-Owned (SWaM) businesses was 38.5%. See the second page for definitions and notes.

**SWaM Spend: \$ 261,769,062.71 38.5%**

Includes small, women-owned, minority-owned, service disabled, and all subsets within.

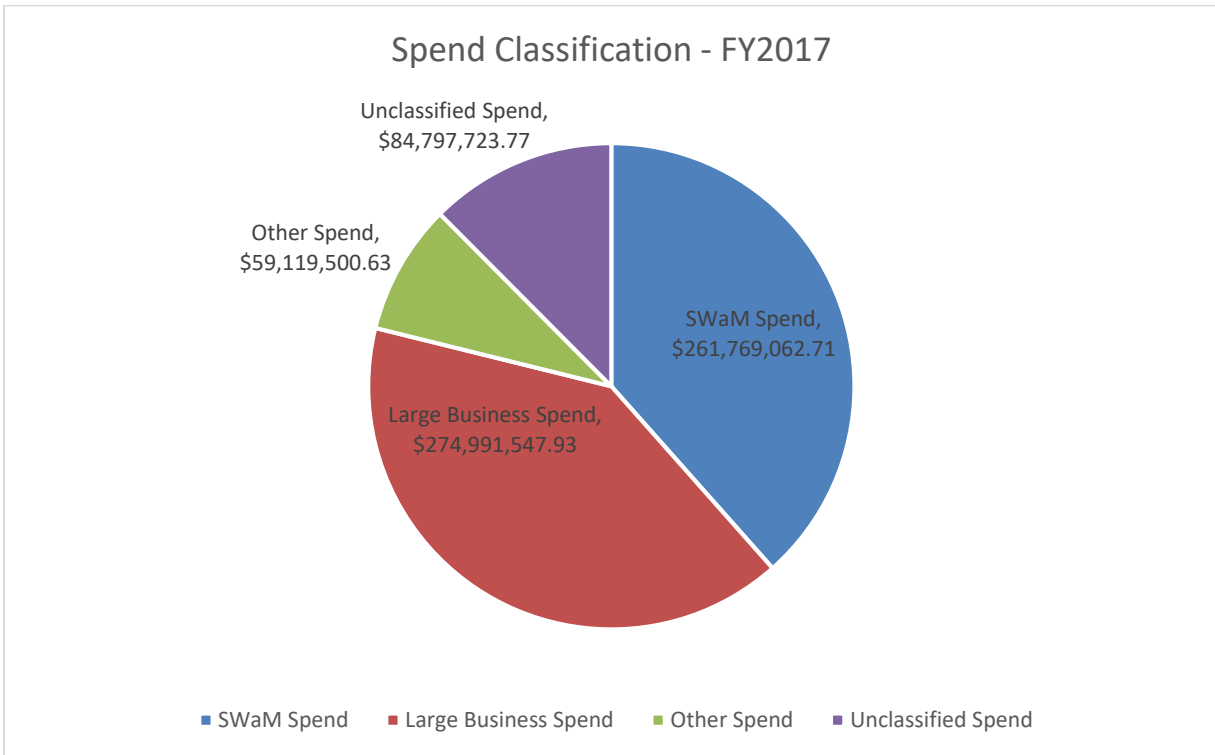
**Large Business Spend: \$ 274,991,547.93 40.4%**

**Other Spend: \$59,119,500.63 8.7%**

Includes public entities, non-profits and sheltered workshops.

**Unclassified Spend: \$84,797,723.77 12.5%**

Includes vendors who have not identified their SWaM classification to Fairfax County.



## Definitions and Notes:

Fairfax County does not certify businesses; however, Fairfax County does recognize business classifications of SWaM business enterprises that are certified by the [Virginia Department of Small Business and Supplier Diversity](#) (SBSD). The following definitions are provided for reference.

**Small Business** - "Small business" means a business that is at least 51% independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. One or more of these individual owners shall control both the management and daily business operations of the small business.

**Women-Owned Business** - "Women-owned business" means a business that is at least 51% owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or legal resident aliens, and both the management and daily business operations are controlled by one or more women.

**Minority-Owned Business** - As defined in § 2.2-1604 of the Code of Virginia, "Minority-owned business" means a business that is at least 51 percent owned by one or more minority individuals who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more minority individuals, or any historically black college or university, regardless of the percentage ownership by minority individuals or, in the case of a corporation, partnership, or limited liability company or other entity, the equity ownership interest in the corporation, partnership, or limited liability company or other entity.

**Minority Individual** - "Minority individual" means an individual who is a citizen of the United States or legal resident alien and who satisfies one or more of the following definitions:

1. "African American" means a person having origins in any of the original peoples of Africa and who is regarded as such by the community of which this person claims to be a part.
2. "Asian American" means a person having origins in any of the original peoples of the Far East, Southeast Asia, the Indian subcontinent, or the Pacific Islands, including but not limited to Japan, China, Vietnam, Samoa, Laos, Cambodia, Taiwan, Northern Mariana, the Philippines, a U.S. territory of the Pacific, India, Pakistan, Bangladesh, or Sri Lanka and who is regarded as such by the community of which this person claims to be a part.
3. "Hispanic American" means a person having origins in any of the Spanish-speaking peoples of Mexico, South or Central America, or the Caribbean Islands or other Spanish or Portuguese cultures and who is regarded as such by the community of which this person claims to be a part.
4. "Native American" means a person having origins in any of the original peoples of North America and who is regarded as such by the community of which this person claims to be a part or who is recognized by a tribal organization.

**Service Disabled or Veteran** - Veterans who are small business owners can obtain Service Disabled Veteran-owned "status" in the SWaM vendor database. This is not a separate certification; it is a designation of those businesses that are owned by Service Disabled Veterans who are certified as such by the Virginia Department of Veteran Services. Veterans wishing to apply for service disabled veteran status must first seek eligibility certification from the Department of Veteran Services by calling (804) 786-0286 or visiting the DVS website at <http://www.dvs.virginia.gov>. Veterans can apply for small, women-owned or minority-owned certification with the Department of Small Business and Supplier Diversity before or after obtaining an eligibility certificate from DVS. Both services are available at no charge.