

Representative J. Stuart Adams proposes the following substitute bill:

ECONOMIC DEVELOPMENT - GOVERNMENT

PROCUREMENT CONTRACTS

2006 GENERAL SESSION

STATE OF UTAH

Chief Sponsor: J. Stuart Adams

Senate Sponsor: Sheldon L. Killpack

LONG TITLE

General Description:

This bill modifies responsibility and program provisions of the Governor's Office of Economic Development related to government procurement contracts.

Highlighted Provisions:

This bill:

- ▶ recognizes the existence of a significant opportunity for Utah companies to secure new business with federal, state, and local governments;
- ▶ provides that the Governor's Office of Economic Development, through programs it currently administers that help create and grow companies in Utah and recruit companies to Utah, may receive and distribute monies for projects and programs that are focused on growing Utah companies by helping them secure new business with federal, state, and local governmental entities; and
- ▶ provides for monthly reporting regarding the effectiveness of the projects or programs.

Monies Appropriated in this Bill:

None

Other Special Clauses:



26 None

27 **Utah Code Sections Affected:**

28 ENACTS:

29 **63-38f-2101**, Utah Code Annotated 1953



31 *Be it enacted by the Legislature of the state of Utah:*

32 Section 1. Section **63-38f-2101** is enacted to read:

33 **Part 21. Economic Development - Government Procurement Contracts**

34 **63-38f-2101. Projects to assist companies secure new business with federal, state,**
35 **and local governments.**

36 (1) The Legislature recognizes that:

37 (a) many Utah companies provide products and services which are routinely procured
38 by a myriad of governmental entities at all levels of government, but that attempting to
39 understand and comply with the numerous certification, registration, proposal, and contract
40 requirements associated with government procurement often raises significant barriers for
41 those companies with no government contracting experience;

42 (b) the costs associated with obtaining a government contract for products or services
43 often prevent most small businesses from working in the governmental procurement market;

44 (c) currently a majority of federal procurement opportunities are contracted to
45 businesses located outside of the state;

46 (d) the Governor's Office of Economic Development currently administers programs
47 and initiatives that help create and grow companies in Utah and recruit companies to Utah
48 through the use of state employees, public-private partnerships, and contractual services; and

49 (e) there exists a significant opportunity for Utah companies to secure new business
50 with federal, state, and local governments.

51 (2) The office, through its director:

52 (a) shall manage and direct the administration of state programs and initiatives whose
53 purpose is to procure federal, state, and local governmental contracts;

54 (b) may require program accountability measures; and

55 (c) may receive and distribute legislative appropriations and public and private grants
56 for projects and programs that:

57 (i) are focused on growing Utah companies and positively impacting statewide
58 revenues by helping these companies secure new business with federal, state, and local
59 governments;

60 (ii) provide guidance to Utah companies interested in obtaining new business with
61 federal, state, and local governmental entities;

62 (iii) would facilitate marketing, business development, and expansion opportunities for
63 Utah companies in cooperation with the Governor's Office of Economic Development's
64 Procurement Technical Assistance Center Program and with public, non-profit, or private
65 sector partners such as local chambers of commerce, trade associations, or private contractors
66 as determined by the office's director to successfully match Utah businesses with government
67 procurement opportunities; and

68 (iv) may include the following components:

69 (A) recruitment, individualized consultation, and an introduction to government
70 contracting;

71 (B) specialized contractor training for companies located in Utah;

72 (C) a Utah contractor matching program for government requirements;

73 (D) experienced proposal and bid support; and

74 (E) specialized support services.

75 (3) (a) The office, through its director, shall make any distribution referred to in
76 Subsection (2) on a semiannual basis.

77 (b) A recipient of monies distributed under this section shall provide the office with a
78 set of standard monthly reports, the content of which shall be determined by the office to
79 include at least the following information:

80 (i) consultive meetings with Utah companies;

81 (ii) seminars or training meetings held;

82 (iii) government contracts awarded to Utah companies;

83 (iv) increased revenues generated by Utah companies from new government contracts;

84 (v) jobs created;

85 (vi) salary ranges of new jobs; and

86 (vii) the value of contracts generated.

Fiscal Note

Economic Development - Government Procurement Contracts

24-Feb-06

Bill Number HB0458S0111:22 AM

State Impact

No fiscal impact.

Individual and Business Impact

No fiscal impact.

Office of the Legislative Fiscal Analyst