



**KWAME M. KILPATRICK, MAYOR**  
CITY OF DETROIT  
EXECUTIVE OFFICE

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**EXECUTIVE ORDER NO. 2003-4**

**TO: ALL BOARDS, COMMISSIONS, DEPARTMENT DIRECTORS,  
CITY COUNCIL MEMBERS AND THE CITY CLERK**

**FROM: KWAME M. KILPATRICK, MAYOR**

**RE: UTILIZATION OF DETROIT HEADQUARTERED BUSINESSES  
AND DETROIT BASED BUSINESSES FOR CITY OF DETROIT  
CONTRACTS**

**DATE: October 14, 2003**

It is the policy of this administration to encourage and increase the utilization of Detroit Headquartered Businesses and Detroit-Based Businesses. An important component of the economic revitalization of Detroit is the utilization of Detroit Headquartered Businesses and Detroit Based Businesses in the City of Detroit's contracting. The City government is a major purchaser of goods and services. A substantial percentage of the City of Detroit's budget will be used to purchase goods and services to meet the needs of Detroit and its citizens.

This Executive Order directs City departments and agencies to implement specific purchasing goals for the utilization of Detroit Headquartered Businesses and Detroit Based Businesses. The goal of this administration is to award thirty percent (30%) of the total dollar value of City contracts to Detroit Headquartered Businesses and Detroit-Based Businesses. The ability of individual departments to achieve this goal may vary as a function of the types of goods and services required and the availability of Detroit Headquartered Businesses and Detroit-Based Businesses to perform any given contract. However, all departments shall make their best efforts to meet this goal. All city departments and agencies are directed to review their contracting practices and procedures for the implementation of this Executive Order.

The Purchasing Ordinance, Detroit City Code Section 18-5-2, provides equalization factors to be applied to the bids of Detroit Headquartered Businesses and Detroit-Based Businesses. All city departments and agencies shall encourage such businesses to participate in the bidding for their contracts.

The Purchasing Ordinance, Detroit City Code Section 18-5-33, provides that professional services contracts are to be open to competition utilizing requests for proposals, requests for qualifications or requests for quotations. It provides that a firm's status as a Detroit-Based Business, Joint Venture, or Mentor Venture shall be one of the evaluation criteria used to select professional service contractors. All city departments and agencies shall encourage such businesses to participate in the bidding for their professional services contracts.

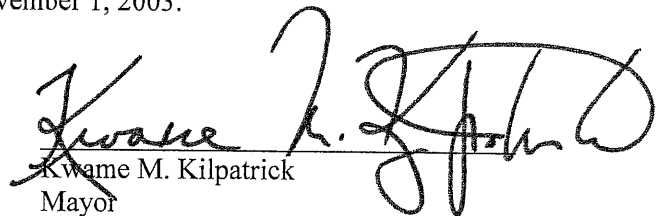
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One of the goals of this Executive Order is to encourage more Detroit Based Businesses to locate their headquarters in Detroit. That will be an important part of the economic revitalization of Detroit.

For the purposes of this Executive Order "Headquarters" and "Detroit Based" shall have the definitions assigned to them in Section 18-5-1 of the 1984 Detroit City Code.

This Executive Order supersedes Executive Order No. 4 issued by Mayor Dennis Archer on October 28, 1994.

This Executive Order shall take effect on November 1, 2003.

  
Kwame M. Kilpatrick  
Mayor