



LEASE-LEASEBACK

FACT SHEET

ABOUT US

San Diego Unified School District's Facilities Planning and Construction Department has a robust Business Outreach Program designed to engage small and diverse business enterprises (XBEs) and encourage participation in its construction projects. XBE is an umbrella term that includes woman-, minority-, disabled veteran-owned, and small business enterprises.

Capital improvement bond funds Propositions S/Z, and Measures YY/U, jointly provide about \$11.6 billion to design and construct clean, safe, environmentally friendly facilities that encourage successful teaching and learning at schools throughout the district.

Tens of millions of dollars are spent with XBEs each year. Don't miss out on these opportunities!

XBE PARTICIPATION

With San Diego Unified's robust XBE goals, Primes and large subs are motivated to engage more XBEs on each project. In fact, bids are being packaged with XBE participation as a factor. XBE participation doesn't just focus on first tier subs, the XBE Program recognizes participation of: lower tier subcontractors, materials suppliers, trucking companies, some consultants, and construction site support services!

LLB Goals

Overall XBE Awards	50%
Disabled Veteran	5%
Minority-Owned	8%
Woman-Owned	7%
Small Business	40%

LEASE-LEASEBACK & SUBCONTRACTING OPPORTUNITIES

San Diego Unified is using the Lease-Leaseback (LLB) delivery method for large and complex projects ranging in value from \$7 to \$120 million. LLB is a method that streamlines complex construction projects and frees up funding. It allows school districts to lease a school site to a contractor for a nominal fee. The contractor then builds the project and leases the property back to the district for a set period of time, after which the property's ownership reverts back to the district. LLB is more like a design-build delivery method, which differs from the district's more commonly used design-bid-build delivery method.

The district currently has plans to issue contracts for more than 70 LLB projects. Groups of prequalified Prime contractors have been created to meet the increased workload. The solicitations to develop the Prime groups are bid via public process, as required.

Each project, dependent on its size, is bid through solicitations only to those contractors in the relevant group of Prime contractors. Some contractors are in more than one group.

What Subcontractors Need to Know

Understanding the LLB groups, rounds, and pools is mostly unnecessary for subcontractors and XBEs. The district will bid each project within a pool of contractors and award to the winning Prime. The Primes then take ownership of the project and have their own site walks, bidding processes, and due dates. It is immensely important for subcontractors to develop relationships with each of the contractors in the Prime pools (see contact info on reverse side).

In addition to developing relationships with the Primes, here are some other things that subcontractors and XBEs can do to be poised to bid:

- Get on the SDUSD database
- Get prequalified with SDUSD
- Get prequalified with the LLB Prime contractors
- Apply for relevant XBE certifications
- Upgrade to SB-PW certification if your company outgrew its small business designation

LEASE-LEASEBACK PRIME CONTRACTORS

Balfour Beatty

Barnhart-Reese
CONSTRUCTION
A JCB COMPANY

C.W. Driver
BUILDERS SINCE 1919

CLARK
CONSTRUCTION

EH
Erickson-Hall Construction
An Employee Owned Company

LEVEL 10
CONSTRUCTION

MCCARTHY

NEGEN
BUILDING GROUP, INC.

PCL

SOLTEK
PACIFIC
CONSTRUCTION
Building Projects & Partnerships since 1974

SUNDT

Skill. Grit. Purpose.

SWINERTON



Turner

PREQUALIFICATION FOR LLB PROJECTS

All subcontractors are required to be prequalified with San Diego Unified for LLB projects in order to bid.

Information about LLB Prequalification can be found here: <https://www.sandiegounified.org/contractor-prequalification>.

Email: prequal@sandi.net with any questions. In addition, each Prime contractor may also have their own prequalification requirements.

Category	Prequal	NO Prequal
MEP*	●	
Non-MEP	●	
Suppliers		●
Equipment Providers		●

*Mechanical, Electrical, Plumbing: C-4, C-7, C-10, C-16, C-20, C-34, C-36, C-38, C-42, C-43, C-46

CONTACT INFO

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Lease-Leaseback Outreach Coordinator
shucklebridge@sandi.net
Tel: 619.471.4960

Karen A. Linehan
Outreach Program Manager
klinehan@sandi.net

KEY LINKS

- **Business Outreach**
www.sandiegounified.org/business-outreach
- **Business Outreach Database**
tinyurl.com/sdusd-dform
- **PlanetBids** (Bids & Solicitations)
tinyurl.com/SDUSD-PlanetBids
- **Planroom** (view plans by trade)
<http://www.sandiegousdplans.com>
> Click on "Public Jobs"
> Click on project name for plans, specs, addenda
- **Karen's LinkedIn Page**
linkedin.com/in/karenlinehan
- **Twitter** @sdusd_bizoutreach

PROJECT STABILIZATION AGREEMENT

San Diego Unified's PSA applies to projects exceeding \$1 million. Therefore, all LLB projects are subject to the agreement. To learn more about the PSA, get a copy, or meet one-on-one with the PSA Coordinator, contact Ivory Anderson: ianderson1@sandi.net. If you would like to schedule a PSA training session for your office or subcontractors, contact Karen Linehan: klinehan@sandi.net.

CONNECT WITH LLB PRIMES

Developing active relationships with each Prime's Small Business Liaison Officer (SBLO) and getting prequalified will ensure your company is notified of all applicable LLB opportunities.

Balfour Beatty Construction

Annie del Rio Email: adelrio@balfourbeattyus.com
Prequalification: <https://prequal.balfourbeattyus.com/createuser>

Barnhart-Reese Construction

Irma Arce Email: IArce@BarnhartReese.com
Prequalification: dlozano@barnhartreese.com

Clark Construction

Molly Huddleston Email: molly.huddleston@clarkconstruction.com
Prequalification: <https://clarkextranet.com/>

C. W. Driver

Leanne Loera Email: lloera@cwdriver.com
Prequalification: www.cwdriver.com/build-with-us

Erickson-Hall Construction

Summer Lumpkin Email: slumpkin@ericksonhall.com
Prequalification: slumpkin@ericksonhall.com

Level 10 Construction

Tamra Rhine Email: trhine@level10gc.com
Prequalification: www.level10gc.com/subcontractors/

McCarthy Building Companies

Michael Herrera Email: MDHerrera@McCarthy.com
Prequalification: www.mccarthy.com/subcontractors

Nexgen Building Group

Kim Anderson Email: Kim@NexgenBuilding.com
Prequalification: <http://bit.ly/Nexgen-Prequal>

PCL Construction Services

Breana Weaver Email: bdweaver@pcl.com
Prequalification: <https://www.pcl.com/partners-in-building/pages/subcontractor-and-supplier-registration.aspx>

Soltek Pacific

Ana Aispuro-Rebelin Email: sblo@soltekpacific.com
Prequalification: <http://www.soltekpacific.com/small-business/>

Sundt Construction

Jackie Guilfucci Email: JGuilfucci@sundt.com
Prequalification: tinyurl.com/SundtPrequal

Swinerton Builders

Kim Patton Email: kpatton@swinerton.com
Prequalification: www.swinerton.com/subcontractors/subcontractor-prequal

Turner Construction Company

Vera Howell Email: vhowell@tcco.com
Prequalification: www.turnerconstruction.com/sub-contractors

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