

BUSINESS OUTREACH NARRATIVE
SECOND QUARTER, 2012

Emerging Business Enterprise (EBE) Awards for Proposition S Projects

EBE construction bid awards for 2012 to date are \$29,425,990 or 35.27% of total construction awards. Please refer to the Business Outreach Program, Proposition S, 2012, 2nd Quarter: January 2012 – June 2012 table for further detail. Cumulative EBE awards since commencement of Proposition S projects through June 2012 are currently at 38.6% for construction.

Cumulative EBE professional services awards since commencement of Proposition S through June 2012 are \$29,341,268 or 31.6% of total professional services awards.

For the reporting period of January to June 2012, SDUSD has made the following outreach efforts relative to Proposition S construction bid and professional services opportunities:

Quarter	Faxes	Emails	Responded to Contractor Inquiries	Total
1 st Quarter 2012	1,526	7,929	42	9,497
2 nd Quarter 2012	1,166	5,450	44	6,660

Emerging Business Enterprise (EBE) Meetings

During this reporting period SDUSD conducted one-on-one meetings with 13 small and emerging contractors. These meetings provide detailed understanding of the bidding process and methods for staying informed of SDUSD bids.

Participation in Public Agency Business Outreach Events & Meetings

SDUSD Business Outreach Program staff attended the following major procurement events (complete lists of all events and meetings attended are provided to the ICOC Construction Subcommittee each month):

- San Diego Regional Minority Supplier Development Council, 2012 Supplier Diversity Achievement Week
- San Diego Supplier Development Council, 2012 Operation Opportunity
- Southwest Veterans' Business Resource Center, 1st Annual Small Business Summit

SDUSD Business Outreach Database

The District received 60 new/updated Self-Certification forms for the reported quarter. SDUSD database members receive ongoing project information relative to upcoming construction bids and site walks.

Business Outreach Newsletter

Volume 15 of the Business Outreach Newsletter was released in June 2012.

Outreach Forecast

SDUSD plans to attend the following major outreach event(s):

- San Diego Regional Minority Supplier Development Council, 2012 Business Development Conference
- University of California, San Diego, How to do Business with UCSD & Public Agencies

**Proposition S Outreach Program
Outreach Events Overview
June 2012 Report**

Events Attended

- Meet and greet with QSB Construction, a local SBE/MBE company (06/04)
- Elite SDVOB Network monthly meeting (06/05)
- Regional Construction Procurement Committee (RCPC) bimonthly meeting (06/06)
- DVBE Alliance monthly meeting (06/11)
- San Diego Supplier Development Council monthly meeting (06/12)
- Public Agency Consortium (PAC) monthly meeting (06/13)
- Meet and greet with Jerry Moss Design, a local WBE company (06/18)
- Meet and greet with SMART Safety Group, a local SBE company (06/21)

Events Scheduled

- Women's Construction Coalition (WCC) Summer Mixer (06/26)
- American Indian Chamber of Commerce bimonthly meeting (06/28)
- SD Hispanic Chamber of Commerce monthly mixer (06/28)
- Elite SDVOB Network monthly meeting (07/3)
- Meet and greet with T-Squared Professional Engineers, a local MBE/SBE company (07/03)
- SDUSD Construction Expo (07/25)
- How to do Business with UCSD & Other Public Agencies (07/31)
- San Diego Supplier Development Council monthly meeting (07/10)
- National Association of Women in Construction (NAWIC) monthly meeting (07/10)
- American Subcontractors Association monthly meeting (07/11)
- DVBE Alliance monthly meeting (07/13)
- MSDC Annual Business Development Conference (07/17)
- Central San Diego Black Chamber of Commerce monthly meeting (07/18)

Bid, Solicitation and PSA Support

- Site walk for the Weight Room Conversion at Madison High School project (06/07)
- Site walk for the Furnish and Install Tandus Carpeting IDIQ project (06/07)
- Site walk for the Exterior Painting of Pacific Beach Middle School project (06/08)

Micro-Projects Program

- 62 micro-projects initiated, 48 awarded, 40 completed
- 100% Small Business Enterprises (SBEs), and also: 11 DVBE, 4 WBE and 24 MBE



**Facilities Planning and Construction
Business Outreach Program
PROPOSITION S
2012, 2nd Quarter**

**CONSTRUCTION
JANUARY 2012 – JUNE 2012**

	Construction	
TOTAL Dollars Awarded to Date to ALL	\$83,422,570	
TOTAL Dollars Awarded to Date to EBE	\$29,425,990	35.3%
Minority Business Enterprise	\$7,182,762	8.6%
Woman Business Enterprise	\$1,962,934	2.4%
Disabled Veteran Business Enterprise/ Service-Disable Veteran-Owned Business	\$4,379,271	5.2%
Small Business Enterprise	\$15,901,023	19.1%
% of Dollars Awarded to Non-EBE Firms	\$53,996,580	64.7%
% of Dollars Awarded to Unidentified Firms	\$0	0%
	Number of Construction Projects Included: 12	



**Facilities Planning and Construction
Business Outreach Program
PROPOSITION S
JANUARY 2009 – JUNE 20, 2012**

PROFESSIONAL SERVICES
Cumulative Contract Awards

	Professional Services	
TOTAL Dollars Awarded to Date to ALL	\$92,736,695	
TOTAL Dollars Awarded to Date to EBE	\$29,341,268	31.6%
Minority Business Enterprise	\$5,703,637	6.1%
Woman Business Enterprise	\$17,424,095	18.8%
Disabled Veteran Business Enterprise/ Service-Disable Veteran-Owned Business	\$3,608,013	3.9%
Small Business Enterprise	\$2,605,523	2.8%
% of Dollars Awarded to Non-EBE Firms	\$64,238,295	68.4%
% of Dollars Awarded to Unidentified Firms	\$0	0.0%
	Number of Professional Service Contracts Included: 16	