

Proposition S Outreach Program Outreach Events Overview June Report

Events Attended

- Elite Service Disable veteran Owned Business (SDVOB) Network monthly meeting (06/01)
- Subs for Subs 2010 (06/02)
- National Women in Construction (NAWIC) monthly meeting (06/08)
- T.B. Penick Small Business Outreach Program bimonthly meeting (06/10)
- Turner School of Construction Management Public Agency Consortium (PAC) Night (6/15)
- Black Contractors Association Chat n Chew (06/16)
- Turner School of Construction Management Graduation (6/17)
- Women's Construction Coalition (WCC) monthly meeting (06/25)
- Supplier Diversity Series—Let's Do Business outreach presentation and panel (06/30)

Events Scheduled

- Elite SDVOB Network monthly meeting outreach presentation (07/06)

Outreach Meetings Attended

- City of San Diego Small and Local Business Enterprise Program (06/07)
- San Diego County Regional Airport Authority Bonding Program (06/10)
- AGC Apprenticeship Training Program tour (06/11)
- Grainger meeting re strategic EBE partnering//cost savings opportunities (06/17)
- Accurate Engineering, a MBE/WBE firm (06/25)
- Promethean Installation Certification Training outreach meeting with three contractors (06/25)

Outreach Meetings Scheduled

- Paths to Partnership 2010 Planning Meeting (7/1)

PSA-Related Outreach Support

- PSA Joint Labor Management monthly meeting (06/08)
- PSA Training Workshop (06/16)
- PSA Pre-job Labor Conference for Madison Stadium Upgrade Project (06/18)
- Morse High School Athletic Field Facilities Modernization project bid opening (06/08)



Facilities Planning and Construction
Business Outreach Program
PROPOSITION S
2010, 2nd Quarter

CONSTRUCTION

JANUARY 2010 – JUNE 2010

		Construction	
TOTAL Dollars Awarded to Date to ALL		\$12,830,219	
TOTAL Dollars Awarded to Date to EBE		\$4,605,143	35.9%
	MBE	\$293,902	2.3%
	WBE	\$347,035	2.7%
	DVBE	\$992,560	7.7%
	SBE	\$2,971,646	23.2%
% of Dollars Awarded to Non-EBE Firms		\$8,225,077	64.1%
% of Dollars Awarded to Unidentified Firms		\$0	0.0%
		Number of Construction Projects Included: 5	



**Facilities Planning and Construction
Business Outreach Program
 PROPOSITION S
 JANUARY 2009 – JUNE 2010**

PROFESSIONAL SERVICES
Cumulative Contract Awards

	Professional Services	
TOTAL Dollars Awarded to Date to ALL	\$59,136,384	
TOTAL Dollars Awarded to Date to EBE	\$20,016,807	33.8%
MBE	\$1,383,562	2.3%
WBE	\$14,717,994	24.9%
DVBE	\$2,939,551	5.0%
SBE	\$975,700	1.6%
% of Dollars Awarded to Non-EBE Firms	\$39,119,577	66.2%
% of Dollars Awarded to Unidentified Firms	\$0	0.0%
	Number of Construction Projects Included: 13	

BUSINESS OUTREACH NARRATIVE
SECOND QUARTER, 2010

Emerging Business Enterprise (EBE) Awards for Proposition S Projects

EBE construction bid awards for the 2nd quarter of 2010 are \$4,605,143 or 35.9% of total construction awards in 2010 to date. Please refer to the Business Outreach Program, Proposition S, 2010, 2nd Quarter: January 2010 – June 2010 table for further detail. Cumulative awards since commencement of Proposition S projects to June 2010 is currently at 35.8% for construction.

Cumulative EBE professional service awards since commencement of Proposition S projects to June 2010 are \$20,016,807 or 33.8% of total professional services awards.

For the reporting period of January to June 2010, 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 Outreach Efforts
1 st Quarter 2010	717	1,179	16	1,912
2 nd Quarter 2010	1,120	1,294	44	2,458

PSA Outreach

During this reporting period SDUSD held Project Stabilization Agreement (PSA) Workshops on April 20, May 18 and June 15, 2010. The workshops, led by Parsons, PSA Administration Consultant, provide a detailed understanding of the PSA and the tools to assist in bidding and performing PSA projects. District staff is in attendance to answer contractor questions and facilitate the event.

Participation in Public Agency Business Outreach Events & Meetings

SDUSD Business Outreach Program staff attended the following events (a complete list of all events attended was provided to the ICOC Construction Subcommittee on July 1, 2010):

- Black Contractors Association (BCA) Chat ‘n’ Chew Business Mixer
- Operation Opportunity
- Subs for Subs Small Business Networking Event
- North County Business Boost Workshop (Supervisor Bill Horn)
- Grow Your Small Business: Financing & Contracts Seminar
- Supplier Diversity Series: Let's Do Business
- San Diego Contracting Opportunities Center (SDCOC) Working with SDUSD Workshop
- Society of Marketing Professional Services (SMPS) Spring Break Education Roundtable

SDUSD Business Outreach Database

The District received 80 new/update Self-Certification forms for the reported quarter. Additionally, updates have been made to the SDUSD database bringing the total number of firms to 2,047. These firms receive ongoing project information relative to upcoming construction bids and site walks.

Business Outreach Newsletter

Volume 9 of the Business Outreach Newsletter was distributed to the public the month of April 2010. The next edition release is planned for late July 2010.

Outreach Forecast

SDUSD has planned to attend the following Outreach event(s):

- Paths to Partnership 2010