



Outreach Program
Facilities Planning & Construction
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Important Web Sites

www.sandi.net
SDUSD Website

www.sandi.net/props
Proposition S Information

Contact Us

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BUSINESS OUTREACH NEWSLETTER

As this year comes to a close, San Diego Unified School District (SDUSD) looks forward to continued business developments in the new year. Continued high levels of small business participation are anticipated in our Proposition S projects as we strive for higher levels of minority, women and disabled-veteran owned business contracting and subcontracting.

In this volume, we introduce various changes in how we conduct outreach. The biggest change is that Facilities Planning & Construction is expanding the Outreach Program to include local communities and individuals in addition to business enterprises. We are gearing up for the next phase of Proposition S construction projects and corresponding networking events for small businesses interested in contracting opportunities. We hope you enjoy reading about SDUSD's new developments and find them of interest for your business!

BUSINESS OUTREACH PROGRAM - WHAT'S NEW



Karen Williams, our new Outreach Program Manager, headlines the long list of new and exciting changes within SDUSD Business Outreach Program. We hope you share in the excitement of welcoming Karen to the team and looking forward to her contributions.

As 2009 comes to an end, we are working diligently on updating our Business Outreach Database. As a part of these efforts, you may receive communication requesting confirmation and update of your company's contact, scope of work and contracting information.

We are also planning, with much anticipation, our outreach events for the upcoming year. These will include weekly onsite information tables at our construction sites to inform and recruit workers, contractors and entrepreneurs, monthly matchmaking mixers to connect subcontractors with SDUSD's existing contractors, and quarterly contracting and networking fairs to engage underrepresented stakeholders in an informative discussion of opportunities available on Proposition S projects. We also hope to partner with community organizations to engage and collaborate in additional events that connect local community members, organizations and businesses with SDUSD and Proposition S construction opportunities. These new activities are being added to our established outreach efforts, like our specialized bid notifications and newsletter, which will continue as usual.

For more information on SDUSD's Outreach Program, please call Karen Williams, at (858) 627-7232 or Alma Bañuelos, at (858) 573-5852.

Public Agency Consortium (PAC)

SDUSD is a member of PAC, which consists of 12 public entities whose main focus is to share resources and increase bidding opportunities for small businesses. Below is a list of the PAC agencies:

- Caltrans, www.dot.ca.gov
- Centre City Development Corporation (CCDC), www.ccdc.com
- City of San Diego, www.sandiego.gov
- County of San Diego, www.co.san-diego.ca.us
- San Diego Association of Governments (SANDAG), www.sandag.com
- San Diego Community Colleges, www.sdccdprops-n.com
- San Diego Contracting Opportunities Center, www.ptac-sandiego.org
- San Diego County Water Authority, www.sdcwa.org
- San Diego Housing Commission, www.sdhc.net
- San Diego Regional Airport Authority, www.san.org
- San Diego Unified School District (SDUSD), www.sandi.net
- The Unified Port of San Diego, www.portofsandiego.org

Important Contact Numbers

Construction

Contracts & Procurement

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Contracts & Procurement

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Project Stabilization Agreement (PSA)

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Outreach Program, Prop. S

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Business Outreach

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Physical Plant Operations

Reception
Liz Gazon, Receptionist
Tel: (858) 627-7171

Outreach Events in San Diego

January 11, 2010 – Introduction to Doing Business With Government Agencies. This interactive workshop will cover the first steps and strategies needed to successfully sell your products and services in the government market. Visit <http://ptac-sandiego.org/workshop.html> for general and registration information for this FREE workshop.

January 20, 2010 – Bidding Public Works Projects as a Subcontractor, if you are interested in working through the process of submitting bids that are accurate and complete, this workshop is for you! To register and get more information visit www.sdcwa.org/scooptraining.html.

February 11, 2010 – Owners' Night, Construction Management Association of America, San Diego Chapter, invites you to learn more about capital program projects and network with project owners. For more information call visit www.cmaa-sd.org.

March 23, 2010 – The 6th Annual Business Procurement Fair. This FREE event will have various Caltrans departments ready for on the spot purchasing of commodities and services. Many other public agencies will also be present with information on their procurement and contracting methods. For information, please contact Cherri Shur at (619) 688-3151 or cherri_shur@dot.ca.gov.

PROPOSITION S UPDATE - PROJECT STABILIZATION AGREEMENT

The first bid opportunity under the Project Stabilization Agreement (PSA) will be released in early 2010. All contractors and subcontractors are encouraged to review the new requirements for submittals as indicated in each project's specifications. Advertisements for PSA projects will have a heading indicating that the PSA is applicable and obligatory. The PSA applies to a project if the project is 1) Proposition S work, and 2) equal to or exceeds \$1M in value, based on the "construction cost estimate prior to the submittal of the individual project to the Division of State Architect."

To obtain the most up to date information on the PSA, you are invited to attend PSA 101 where you can learn how the PSA will impact bidding and day-to-day operations on school construction projects. Orientations are being offered twice (afternoon and evening) on the third Tuesday of each month. Below is a list of upcoming workshops:

Dates	Times	Location
January 19, 2010	1:00 – 3:00 PM & 6:00 – 8:00 PM	To Be Determined
February 16, 2010		
March 16, 2010		

If your organization is interested in having a PSA presentation delivered at your own venue or meeting, please contact Karen Williams at (858) 627-7232 or kwilliams4@sandi.net.

PATHS TO PARTNERSHIP 2009

Over 800 attendees participated in this year's Paths to Partnership Regional Forum which took place on October 20, 2009, at the new Hilton San Diego Bayfront. The event coordination and planning was led by San Diego County Water Authority, the Public Agency Consortium (PAC) and the Department of General Services. SDUSD helped with planning for the event, specifically the coordination of the first PAC Contractor and Consultant of the Year Awards. Both Karen Williams and Alma Bañuelos represented Facilities Planning & Construction for SDUSD as exhibitors, while Joanne Pilgrim and Jim Watts participated in discussion panels relevant to public agency contracting. All in all, the event was a wonderful success, connecting small businesses to the Proposition S Outreach Program. See you there next year!

A MESSAGE FROM THE EXECUTIVE DIRECTOR

Greetings San Diego Contractors, Subcontractors and Business Community,

Although the year is quickly coming to a close, District staff continues to work diligently on preparing construction bid projects for the new year. As part of these efforts we have begun to investigate the use of various procurement vehicles for the District's capital improvement bond program. In order to fully explore these and other opportunities the Strategic Sourcing team is working to expand our procurement strategy in this challenging economic environment. Our hope is to create opportunities for all contractors including woman, disadvantaged and disabled-veteran and other traditionally underrepresented and underutilized businesses.

I wish you a wonderful holiday season and great new year!

Respectfully,

Stuart B. Markey

Executive Director, SDUSD Capital Improvement Bond Program



Stuart Markey

Database - Are you on it?

SDUSD maintains a database composed of public agency-certified and self-certified small businesses interested in learning about upcoming construction contract opportunities with SDUSD. Getting on SDUSD's database provides contractors with the first opportunity of notification of district upcoming projects.

To request a copy of the Self-Certification Form, please email or call Alma at abañuelos@sandi.net or (858) 573-5852. In addition to completing this form, we ask that you provide a copy of any official certification(s) your company may have from other agencies such as the following:

- Small Business Enterprise (SBE) Certification through the California Department of General Services
- Disabled Veteran Business Enterprise (DVBE) Certification through the California Department of General Services
- Disadvantaged Business Enterprise (DBE) Certification through the California Unified Certification Program
- Women-Owned Business Enterprise (WBE) Certification through any state, city, county or local agencies certification/self certification programs

SDUSD Scheduled Bids & Contracting Info

Professional Services

Professional Services agreements typically run four to five years before SDUSD solicits new services. SDUSD is currently planning to advertise for the following services in 2010:

- Engineering: civil, electrical, geotechnical, mechanical & structural
- Real estate services (title and escrow)
- Safety monitoring services (safety and hazardous waste management during construction)
- Technology services

Construction Bids & Procurement Opportunities

SDUSD has entered into an agreement with DemandStar to announce and distribute all solicitations released by SDUSD's Strategic Sourcing and Contracts Department. By registering your business with DemandStar, you will be automatically notified of solicitations released by SDUSD. We encourage contractors, manufacturers and suppliers to contact DemandStar at www.demandstar.com or by calling (800) 711-1712. If you prefer not to register with DemandStar, you may also review bids regularly by accessing our website at www.sandi.net. Under Departments, select "Strategic Sourcing & Contracts" and click on the "Bids and Requests for Proposals" hyperlink on the left column. Continue to click on the hyperlink as it navigates to the DemandStar page listing all of the solicitations released. You may also access the page directly by typing in the URL below:

http://www.demandstar.com/supplier/bids/agency_inc/bid_list.asp?f=search&mi=676353

The following table presents a list of anticipated Proposition S construction bids for 2010*.

Bid/Contract Title	Bid Estimate/Range	Anticipated Release Date	Anticipated Bid Date
Madison High School Multi-Media Production Facility	\$2.8 to \$3.3 Million	12/08/09	01/06/10
Clairemont High School NATEF Auto Program Building	\$3.3 to \$3.8 Million	12/09/09	01/07/10
Hoover High School Green Construction Program Building	\$2.5 to \$3 Million	01/07/10	02/04/10
Point Loma High School Motion Picture Facility	\$2.8 to \$3.3 Million	01/05/10	02/01/10
Point Loma High School – Convert Wood Shop to Music Room	\$900,000 to \$950,000	01/11/10	02/08/10
Morse High School Child Development Program Building	\$2 to \$2.5 Million	02/08/10	03/08/10
Morse High School Stadium Complex Upgrade	\$5.7 to \$6.2 Million	03/03/10	03/31/10
Marshall Elementary School – Student Drop-off & DSA ADA Requirements	\$830,000 to \$880,000	06/29/10	07/29/10
Madison High School Football Field and Stadium Improvements	\$8.8 to \$9.3 Million	04/15/10	05/13/10
Scripps Ranch High School Power & Energy Program Building	\$5.7 to \$6.2 Million	04/01/10	04/29/10
ALBA at North Park Phase 2	TBD	04/15/10	05/13/10
Point Loma High School Football Stadium Restroom/Concession Stand	\$900,000 to \$950,000	05/04/10	06/01/10
Jefferson Elementary School	\$2.5 to \$3 Million	08/09/10	09/06/10
Sessions Elementary Parking Lot and Student Drop-off/Pick-up Upgrades	\$1.1 to \$1.6 Million	08/24/10	09/15/10
Mechanical Systems – Cherokee Point Elementary School and Ibarra Elementary School	\$1.2 to \$1.7 Million	TBD	TBD
Downtown School at City Library	\$15 to \$20 Million	TBD	TBD

*As of December 8, 2010. Project information subject to change.