

BUSINESS OUTREACH NARRATIVE
SECOND QUARTER, 2015

Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects

To date, EBE construction bid awards for 2015 total \$15,181,145 or 39.98% of total construction awards. Please refer to the Business Outreach Report, Construction, 2015, 2nd Quarter table for further detail.

| | Construction Bid Yearly EBE Awards | | Construction Bid Cumulative EBE Awards (from commencement of Capital Bonds projects) | |
|----------------|------------------------------------|---------------|---|---------------|
| 2Q 2015 | \$15,181,145 | 39.98% | \$221,091,032 | 40.01% |
| 2Q 2014 | \$32,821,374 | 52.93% | \$193,660,445 | 40.33% |

Cumulative EBE professional services awards since commencement of Capital Bonds projects through June 2015 are \$72,396,422 or 46.01% of total professional services awards.

Emerging Business Enterprise (EBE) Meetings

During this reporting period SDUSD conducted one-on-one meetings with 4 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 a total of 17 major procurement events and outreach meetings this quarter, including SDSDC's Operation Opportunity (complete lists of all events and meetings attended are provided to the ICOC Construction Subcommittee monthly).

SDUSD Business Outreach Database

The District received 19 new/updated Self-Certification forms for the reported quarter. SDUSD database members receive ongoing project information relative to upcoming construction bids and site walks. The database currently has a total of entries 2167 (total entries for the last reporting period were 2247).

| Ownership / Size | Self-Reported | Confirmed Certification | Self-Reported | Confirmed Certification |
|-------------------------|---------------------------------------|--------------------------------|----------------------|--------------------------------|
| Disabled Veteran | 228 | 154 | 230 | 151 |
| Minority | 640 | 118 | 670 | 119 |
| Woman | 452 | 79 | 471 | 84 |
| Small Business | 1687 | 577 | 1747 | 595 |
| | Database Entries As Of March 31, 2015 | | | |

Business Outreach Newsletter

Volume 22 of the Business Outreach Newsletter was distributed April 2015. Volume 23 will be distributed August 2015.

Micro-Project Program (MPP)

A total of 43 MPP contracts have been awarded in FY 2014-2015. All MPP contracts have been awarded to Small Business Enterprises (SBEs). MPP awardees also include:

- 9 Disabled Veteran Business Enterprises (DVBE)
- 9 Women Business Enterprises (WBE)
- 8 Minority Business Enterprises (MBE)

**Proposition S/Z Outreach Program
Outreach Events Overview
June 2015 Report**

Events Attended

- Meet and greet with Alternative Contracting, a DVBE company (06/01)
- Elite SDVOB Network monthly meeting (06/02)
- Regional Construction Procurement Committee quarterly meeting (RCPC; 06/03)
- Public Agency Consortium (PAC) bimonthly meeting (06/10)
- Elite SDVOB Network Annual Networking Mixer (06/10)
- Women's Business Enterprise West (WBEC-West) San Diego Platinum Supplier Program– Corporate Review and Panel (06/11)
- Site walk for ADA Improvements at Montgomery Middle School project (06/11)
- Site walk for New Roof, HVAC and Interim Housing at CPMA project (06/11)
- Site walk for Shade Shelters at EB Scripps Elementary School project (06/12)
- Pre-bid meeting for Landscape and Irrigation IDIQ contract (06/12)
- Meet and greet with WESCO, a large company with a rigorous SBE program (06/12)
- San Diego Minority Construction Coalition (SDMCC) Weekly Huddle (06/17)
- Caltrans Small Business Council meeting (06/24)

Events Scheduled

- San Diego Supplier Development Council (SDSDC) monthly meeting (07/08)
- Associated Subcontractors Alliance (ASA) monthly meeting (07/08)
- Disabled Veteran Business Alliance (DVBA) San Diego Chapter meeting (07/14)
- National Association of Women in Construction (NAWIC) monthly meeting (07/14)
- Central San Diego Black Chamber of Commerce monthly meeting (07/15)
- San Diego Unified School District annual Construction Expo (07/22)
- American Indian Chamber of Commerce, Southern California Chapter meeting (07/23)
- US Hispanic Contractors and Professionals quarterly meeting (07/TBD)
- Doing Business with UCSD & Public Agency Partners (08/11)
- Regional Construction Procurement Committee (RCPC; 09/16)
- Caltrans District 11 Procurement & Resource Fair (10/21)
- Council for Supplier Diversity Category Sourcing event (TBD)

Micro-Projects Program

- 43 micro-projects awarded in FY 2014-2015 (close out ready next month)
- 100% Small Business Enterprises (SBEs), and also: 9 DVBE, 9 WBE and 8 MBE



Business Outreach Report
CONSTRUCTION
2015, 2nd Quarter

| | |
|---|-----------------|
| Total Bond Dollars Awarded in 2015 | \$37,970,472.00 |
| Number of Bond Projects Awarded in 2015 | 15 |

| | Dollar | % |
|--|------------------------|---------------|
| Emerging Business Enterprise (EBE) Awards | \$15,181,145.00 | 39.98% |
| Non-EBE Awards | \$22,789,327.00 | 60.02% |

EBE Categories

| | | |
|--|-----------------|--------|
| Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB) | \$1,725,290.00 | 4.54% |
| Minority Business Enterprise (MBE) | \$3,131,390.00 | 8.25% |
| Woman Business Enterprise (WBE) | \$1,009,025.00 | 2.66% |
| Small Business Enterprise (SBE) | \$15,181,145.00 | 39.98% |

| Local | Dollar | % |
|----------------------|------------------------|---------------|
| Local (SD County) | \$18,782,130.00 | 49.47% |
| Outside of SD County | \$19,188,342.00 | 50.53% |



Business Outreach Report
PROFESSIONAL SERVICES
2015, 2nd Quarter

| | |
|--|------------------|
| Total Bond Dollars Awarded to date | \$157,355,482.00 |
| Number of Bond Contracts Awarded to date | 20 |

| | Dollar | % |
|--|------------------------|---------------|
| Emerging Business Enterprise (EBE) Awards | \$72,396,422.00 | 46.01% |
| Non-EBE Awards | \$84,959,060.00 | 53.99% |

EBE Categories

| | | |
|---|-----------------|--------|
| Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB) | \$3,863,853.00 | 2.46% |
| Minority Business Enterprise (MBE) | \$11,848,944.00 | 7.53% |
| Woman Business Enterprise (WBE) | \$49,894,446.00 | 31.71% |
| Small Business Enterprise (SBE) | \$19,153,037.00 | 12.17% |

| Local | Dollar | % |
|----------------------|------------------|--------|
| Local (SD County) | \$143,841,255.00 | 91.41% |
| Outside of SD County | \$13,514,227.00 | 8.59% |