



## SAN DIEGO UNIFIED SCHOOL DISTRICT

### Business Outreach Summary Third Quarter, 2009

Following is a summary of 3rd Quarter 2009 Business Outreach activities, together with a forecast of scheduled events:

#### **Emerging Business Enterprise (EBE) Awards for Proposition S Projects**

EBE construction bid award for the third reporting period for 2009 is at 28.5%. Please refer to the Business Outreach Program, Proposition S, January 2009 – September 2009 table for further detail. Participation has increased from 17.3% since the Second Quarter of 2009.

For the reporting period of July to September 2009, 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
3 <sup>rd</sup> Quarter 2009	1,236	348	12	1,596

#### **District Outreach Events**

During this reporting period SDUSD held Project Stabilization Agreement (PSA) Workshops on August 18, and September 15, 2009. The workshops, led by George Harris, PSA Administrator, are tailored to educate contractors on how the PSA will impact bidding and day-to-day operations on school construction projects. Karen Williams, Outreach Program Manager, and Alma Banuelos, Business Outreach Coordinator assisted with planning, announcing and executing of the workshops; Cynthia Reed Porter, Communications Supervisor, assisted with advertising. To date, approximately 80 supplier and contractor representatives of various scopes of work, including general contractors and small emerging businesses, have attended. Attending district staff includes Stu Markey, Kim Abrams and Linda Hippe.

#### **Participation in Other Public Agency Business Outreach Events & Meetings**

SDUSD Business Outreach Program staff attended the following events:

- Public Agency Consortium (PAC) bimonthly meetings
- 51<sup>st</sup> District Congressional Small Business Advisory Committee Roundtable
- San Diego Urban Economic Corporation Small Business Roundtable
- 4th Annual Electrical Industry Barbeque & Open House
- Urban League of San Diego County Monthly Community Business Breakfast
- United Association Veterans in Piping (VIP) Training Tour

#### **SDUSD Business Outreach Database**

The District received 18 new Self-Certification forms for the reported quarter. Additionally, updates have been made to the SDUSD database bringing the total number of firms to 1,936. These firms receive ongoing project information relative to upcoming construction bids and site walks.

#### **Business Outreach Newsletter**

Volume 7 of the Business Outreach Newsletter was publicly distributed during the month of July 2009. The next edition release is planned for late October 2009.

#### **Outreach Forecast**

SDUSD has planned to attend the following Outreach events and/or meetings:

- Paths to Partnership Regional Forum, October 20, 2009