

**BUSINESS OUTREACH NARRATIVE**  
FIRST QUARTER, 2013

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

EBE construction bid awards for 2013 are \$1,810,748 or 54.92% of total construction awards. Please refer to the Business Outreach Report, Construction, 2013, 1<sup>st</sup> Quarter table for further detail. Cumulative EBE awards since commencement of Proposition S projects through March 2013 are currently at 40.24% for construction.

Cumulative EBE professional services awards since commencement of Proposition S through March 2013 are \$32,782,205 or 35.69% of total professional services awards.

For the reporting period of January to March 2013, 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 <sup>st</sup> Quarter 2013	0	2,854	9	<b>2,863</b>

**Emerging Business Enterprise (EBE) Meetings**

During this reporting period SDUSD conducted one-on-one meetings with 12 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 2 major procurement events (complete lists of all events and meetings attended are provided to the ICOC Construction Subcommittee each month).

**SDUSD Business Outreach Database**

The District received 46 new/updated Self-Certification forms for the reported quarter. SDUSD database members receive ongoing project information relative to upcoming construction bids and site walks. Database entries with expired CSLB licenses were removed as part yearly database upkeep. The database currently has a total of 2069 entries.

**Business Outreach Newsletter**

Volume 17 of the Business Outreach Newsletter was released February 2013.

**Micro-Project Program (MPP)**

A total of 83 MPP bids have been initiated. Of the 83 bids, 76 contracts have been awarded for a total of \$505,770 in MPP awards. All MPP contracts have been awarded to Small Business Enterprises (SBEs). MPP awardees also include:

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

**Proposition S Outreach Program  
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April 2013 Report**

**Events Attended**

- Women's Construction Coalition (WCC) board meeting (04/02)
- Elite SDVOB Network monthly meeting (04/02)
- Meet and greet with Contractor Compliance and Monitoring, Inc., a WBE/SBE company (04/04)
- Meet and greet with RPA Pacific, a roofing manufacturer/consulting company (04/04)
- Meet and greet with Morello Concrete Construction, Inc., a WBE/DBE/SBE company (04/04)
- Site walk for the Live Broadcast Program and Theatre Upgrades at School of Creative and Performing Arts project (SCPA; 04/04)
- Site walk for the Exterior Painting of Pacific Beach Middle School project (04/05)
- Public Agency Consortium (PAC) meeting (04/10)
- Site walk for Replace Roof and Site Improvements at Dana Middle School project Re-re-bid (04/12)
- Phone meet and greet with Combined Effort, an SBE/DBE/DVBE company (04/16)
- San Diego County Regional Airport Authority – Small Business Opportunity (04/17)
- Phone meet and greet with C&M Transfer/Relocation Systems (04/18)
- Site walk for Jefferson ES Remodel Entrance project (04/19)
- Meet and greet with Turner Construction Company, a strong EBE-supportive company (04/22)
- SBDC Meet the Buyers hosted by SDG&E (4/23)
- Site walk for the Retrofit Walk-In Freezer and Cooler Boxes project at Wilson Middle School (04/25)
- Meet and greet with Espinoza's Heating & Air Conditioning, an MBE/SBE company (04/25)

**Events Scheduled**

- Meet and greet with JAM Corporation, a fire protection company (05/02)
- American Subcontractors Association (ASA) monthly meeting (05/08)
- Women's Construction Coalition (WCC) monthly event (05/22)
- National Association of Women in Construction (NAWIC) monthly meeting (05/14)
- San Diego Supplier Development Council's (SDSDC) annual Operation Opportunity procurement event (05/14)
- Central San Diego Black Chamber of Commerce monthly meeting (05/15)
- SBDC Meet the Buyers hosted by Miramar Scripps Ranch Library (5/17)
- WCC Networking Mixer & Educational Event (05/22)
- San Diego International Airport & Airport Minority Advisory Council – Airport Business Diversity Conference (06/08-11)
- SDUSD PSA Training Workshop (07/16)
- American Indian Chamber of Commerce Annual EXPO (07/21–23)
- SDUSD 2013 Construction Expo (07/24)
- Elite SDVOB Network National Conference (08/21–23)
- American Indian Chamber of Commerce monthly meeting (08/22)

**Proposition S Outreach Program  
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- ASA/SDUSD bimonthly [rescheduled] meeting (TBD)
- US Hispanic Contractors and Professionals Association —San Diego (USHCP) monthly meeting (TBD for May)

**Micro-Projects Program**

- 83 micro-projects initiated, 77 awarded, 71 completed
- 100% Small Business Enterprises (SBEs), and also: 16 DVBE, 8 WBE and 31 MBE



**Business Outreach Report  
 CONSTRUCTION  
 2013, 2nd Quarter Update**

Total Bond Dollars Awarded in 2013      \$3,297,233.00  
 Number of Bond Projects Awarded in 2013      3

	Dollar	%	2013 Goal
<b>Emerging Business Enterprise (EBE) Awards</b>	<b>\$1,810,748.00</b>	<b>54.92%</b>	40.00%
Non-EBE Awards	\$1,486,485.00	45.08%	
<b>EBE Categories</b>			
Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$417,195.00	<b>12.65%</b>	4.50%
Minority Business Enterprise (MBE)	\$262,969.00	<b>7.98%</b>	6.00%
Woman Business Enterprise (WBE)	\$21,692.00	<b>0.66%</b>	3.00%
Small Business Enterprise (SBE)	\$1,787,952.00	<b>54.23%</b>	30.00%
<b>Local</b>	Dollar	%	
Local (SD County)	<b>\$2,333,424.00</b>	<b>70.77%</b>	
Outside of SD County	\$963,809.00	29.23%	



**Business Outreach Report**  
**PROFESSIONAL SERVICES**  
**2013, 2nd Quarter Update**

Total Bond Dollars Awarded to date      \$91,855,482.00  
 Number of Bond Contracts Awarded to date      16

	Dollar	%	2013 Goal
<b>Emerging Business Enterprise (EBE) Awards</b>	<b>\$32,832,205.00</b>	<b>35.74%</b>	40.00%
Non-EBE Awards	\$59,023,277.00	64.26%	
<b>EBE Categories</b>			
Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$3,863,853.00	4.21%	4.50%
Minority Business Enterprise (MBE)	\$8,541,246.00	9.30%	6.00%
Woman Business Enterprise (WBE)	\$16,947,133.00	18.45%	3.00%
Small Business Enterprise (SBE)	\$12,588,820.00	13.71%	30.00%
<b>Local</b>	Dollar	%	
Local (SD County)	<b>\$79,277,246.00</b>	<b>86.31%</b>	
Outside of SD County	\$12,578,236.00	13.69%	