

**BUSINESS OUTREACH NARRATIVE**  
SECOND QUARTER, 2013

**Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects**

EBE construction bid awards for 2013 are \$2,800,499 or 43.81% of total construction awards. Please refer to the Business Outreach Report, Construction, 2013, 2<sup>nd</sup> Quarter table for further detail. Cumulative EBE awards since commencement of Capital Bonds projects through June 2013 are currently at 40.12% for construction.

Cumulative EBE professional services awards since commencement of Capital Bonds projects through June 2013 are \$32,843,855 or 35.76% of total professional services awards.

For the reporting period of January to June 2013, SDUSD has made the following outreach efforts relative to Capital Bonds construction bid and professional services opportunities:

Quarter	Emails	Contractor Inquiry Responses	Total
1 <sup>st</sup> Quarter 2013	2,854	9	<b>2,863</b>
2 <sup>nd</sup> Quarter 2013	6,605	47	<b>6,652</b>

**Emerging Business Enterprise (EBE) Meetings**

During this reporting period SDUSD conducted one-on-one meetings with 17 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 9 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 68 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 2139 entries.

**Business Outreach Newsletter**

Volume 18 of the Business Outreach Newsletter was released June 2013.

**Micro-Project Program (MPP)**

A total of 83 MPP bids have been initiated. Of the 83 bids, 82 contracts have been awarded for a total of \$526,630 in MPP awards. All MPP contracts have been awarded to Small Business Enterprises (SBEs). MPP awardees also include:

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

**Proposition S Outreach Program  
Outreach Events Overview  
June 2013 Report**

**Events Attended**

- Elite SDVOB Network monthly meeting (06/04)
- Women's Construction Coalition (WCC) Board Meeting (06/04)
- San Diego International Airport & Airport Minority Advisory Council – Airport Business Diversity Conference (06/08-11)
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  - Joint Venture Agreement Best Practices workshop (06/10)
  - Disparity Studies workshop (06/11)
  - Disadvantaged Business Enterprise Goal-Setting and participation reporting workshop (06/11)
- Public Agency Consortium (PAC) Meeting (06/12)
- Small Business Administration/Small Business Development Center 2013 Small Business Awards Luncheon and Conference (06/12)
- Meet and greet with Barry Pollard to discuss outreach efforts and data collection (06/13)
- Meet and greet with FC Background, LLC, a DVBE company (06/18)
- WCC Networking Mixer and Educational Event (06/18)
- Special PSA Training for Echo Pacific Construction, Inc. (06/20)
- Black Business Bootcamp (06/22)
- Meet and greet with Barragan Corp Int'l, a local DVBE/SBE/DBE/MBE company (06/25)
- Meet and greet with My Office a local DVBE company (06/25)

**Events Scheduled**

- Meet and greet with G & C Corporation, a DVBE supplier (TBD)
- Elite SDVOB Network monthly meeting (07/02)
- National Association of Women in Construction (NAWIC) monthly meeting (07/10)
- American Subcontractors Association (ASA) monthly meeting (07/11)
- SDUSD PSA Training Workshop (07/16)
- Central San Diego Black Chamber of Commerce monthly meeting (07/17)
- American Indian Chamber of Commerce Annual EXPO (07/21–23)
- SDUSD 2013 Construction Expo (07/24)
- American Indian Chamber of Commerce monthly chapter meeting (TBD)
- Elite SDVOB Network National Conference (08/21–23)
- US Hispanic Contractors and Professionals Association (USHCP)—San Diego monthly meeting (TBD)

**Micro-Projects Program**

- 83 micro-projects initiated, 82 awarded, 79 completed
- 100% Small Business Enterprises (SBEs), and also: 19 DVBE, 8 WBE and 33 MBE



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

Total Bond Dollars Awarded in 2013 \$6,392,808.00  
 Number of Bond Projects Awarded in 2013 9

	Dollar	%	2013 Goal
<b>Emerging Business Enterprise (EBE) Awards</b>	<b>\$2,800,499.00</b>	<b>43.81%</b>	40.00%
Non-EBE Awards	\$3,592,309.00	56.19%	
<b>EBE Categories</b>			
Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$1,162,666.00	18.19%	4.50%
Minority Business Enterprise (MBE)	\$320,313.00	5.01%	6.00%
Woman Business Enterprise (WBE)	\$21,692.00	0.34%	3.00%
Small Business Enterprise (SBE)	\$2,744,961.00	42.94%	30.00%
<b>Local</b>	Dollar	%	
Local (SD County)	<b>\$3,914,281.00</b>	<b>61.23%</b>	
Outside of SD County	\$2,478,527.00	38.77%	



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

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>\$32,843,855.00</b>	<b>35.76%</b>	40.00%
Non-EBE Awards	\$59,011,627.00	64.24%	
<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)	\$8,552,896.00	9.31%	6.00%
Woman Business Enterprise (WBE)	\$16,958,783.00	18.46%	3.00%
Small Business Enterprise (SBE)	\$12,600,470.00	13.72%	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%	