

BUSINESS OUTREACH NARRATIVE
FOURTH QUARTER, 2014

Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects

EBE construction bid awards for 2014 totaled \$45,070,816 or 46.75% of total construction awards. Please refer to the Business Outreach Report, Construction, 2014, 4th Quarter table for further detail.

	Construction Bid Yearly EBE Awards		Construction Bid Cumulative EBE Awards (from commencement of Capital Bonds projects)	
4Q 2014	\$45,070,816	46.75%	\$205,909,887	40.01%
4Q 2013	\$78,010,900	36.95%	\$160,839,071	38.46%

Cumulative EBE professional services awards since commencement of Capital Bonds projects through December 2014 are \$72,548,620 or 46.10% of total professional services awards.

Emerging Business Enterprise (EBE) Meetings

During this reporting period SDUSD conducted one-on-one meetings with 11 small and emerging contractors. These meetings provide detailed understanding of the bidding process and methods for staying informed of SDUSD bids. The total number of one-on-one meetings for 2014 is 32.

Participation in Public Agency Business Outreach Events & Meetings

SDUSD Business Outreach Program staff attended a total of 9 major procurement events this quarter, including the Blue Book Building and Construction Network Showcase (complete lists of all events and meetings attended are provided to the ICOC Construction Subcommittee monthly).

SDUSD Business Outreach Database

The District received 25 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 2314 entries (total entries for the last reporting period were 2345).

Ownership / Size	Self-Reported	Confirmed Certification	Self-Reported	Confirmed Certification
Disabled Veteran	238	155	240	153
Minority	690	123	706	124
Woman	479	86	486	85
Small Business	1795	614	1822	615
	Database Entries As Of December 30, 2014		Database Entries As Of September 29, 2014	

Business Outreach Newsletter

Volume 21 of the Business Outreach Newsletter was distributed November 2014.

Micro-Project Program (MPP)

A total of 29 MPP contracts were awarded in FY 2014-2015. All MPP contracts have been awarded to Small Business Enterprises (SBEs). MPP awardees also include:

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

**Proposition S/Z Outreach Program
Outreach Events Overview
December 2014 Report**

Events Attended

- Disabled Veteran Business Alliance (DVBA) Leadership meeting (12/01)
- Elite SDVOB Network monthly meeting (12/02)
- Quarterly Regional Construction Procurement Committee (RCPC) meeting (12/03)
- Public Agency Consortium (PAC) quarterly meeting (12/09)
- Women's Business Enterprise Council-West (WBEC) Corporate Connection Dine Around (12/09)
- Meet and greet with Omni2Max, Inc., a DVBE/MBE/SBE company (12/10)
- Site walk for Furnish and Install Ceiling and Wall Fans on an As-Needed Basis (IDIQ) project (12/11)
- San Diego Contracting Opportunity Center's (SDCOC's) annual Doing Business with SDUSD workshop (12/11)
- Site walk for Furnish and Install New Public Address Systems at 3 School Sites project (12/12)

Events Scheduled

- Elite SDVOB Network monthly meeting (01/06)
- Disabled Veteran Business Alliance, San Diego Chapter meeting (01/13)
- National Association of Women in Construction (NAWIC) monthly meeting (01/13)
- San Diego Supplier Development Council (SDSDC) monthly meeting (01/14)
- Associated Subcontractors Alliance (ASA) monthly meeting (01/14)
- Central San Diego Black Chamber of Commerce monthly meeting (01/21)
- Construction Management Association of America (CMAA), San Diego Chapter Owners' Night outreach event (01/22)
- San Diego County Regional International Airport Authority (SDCRAA) Opportunity Awareness & Networking Event (01/28)
- Council for Supplier Diversity Category Sourcing event (TBD)
- US Hispanic Contractors and Professionals quarterly meeting (TBD)
- American Indian Chamber of Commerce, Southern California Chapter meeting (TBD)

Micro-Projects Program

- 29 micro-projects awarded in FY 2014-2015
- 100% Small Business Enterprises (SBEs), and also: 7 DVBE, 9 WBE and 7 MBE



Business Outreach Report
CONSTRUCTION
2014, 4th Quarter

Total Bond Dollars Awarded in 2014	\$96,406,475.00
Number of Bond Projects Awarded in 2014	36

	Dollar	%
Emerging Business Enterprise (EBE) Awards	\$45,070,816.00	46.75%
Non-EBE Awards	\$51,335,659.00	53.25%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$10,085,586.00	10.46%
Minority Business Enterprise (MBE)	\$4,806,159.00	4.99%
Woman Business Enterprise (WBE)	\$4,058,326.00	4.21%
Small Business Enterprise (SBE)	\$42,270,867.00	43.85%

Local	Dollar	%
Local (SD County)	\$64,700,234.00	67.11%
Outside of SD County	\$31,706,241.00	32.89%



Business Outreach Report
PROFESSIONAL SERVICES
2014, 4th 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	\$72,548,620.00	46.10%
Non-EBE Awards	\$84,806,862.00	53.90%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled

Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$3,863,853.00	2.46%
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Minority Business Enterprise (MBE)	\$11,854,943.00	7.53%
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Woman Business Enterprise (WBE)	\$49,840,351.00	31.67%
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Small Business Enterprise (SBE)	\$19,305,235.00	12.27%
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Local	Dollar	%
Local (SD County)	\$143,841,255.00	91.41%
Outside of SD County	\$13,514,227.00	8.59%