

**BUSINESS OUTREACH NARRATIVE**  
FOURTH QUARTER, 2012

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

EBE construction bid awards for 2012 \$40,015,910 or 38.68% of total construction awards. Please refer to the Business Outreach Program, Proposition S, 2012, 4<sup>th</sup> Quarter: January 2012 – December 2012 table for further detail. Cumulative EBE awards since commencement of Proposition S projects through December 2012 are currently at 40.00% for construction.

Cumulative EBE professional services awards since commencement of Proposition S through December 2012 are \$32,399,269 or 35.3% of total professional services awards.

For the reporting period of January to December 2012, 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 2012	1,526	7,929	42	<b>9,497</b>
2 <sup>nd</sup> Quarter 2012	1,166	5,450	44	<b>6,660</b>
3 <sup>rd</sup> Quarter 2012	0	3,075	18	<b>3,093</b>
4 <sup>th</sup> Quarter 2012	0	4,195	22	<b>4,217</b>

**Emerging Business Enterprise (EBE) Meetings**

During this reporting period SDUSD conducted one-on-one meetings with 10 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 64 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 2157 entries.

**Business Outreach Newsletter**

Volume 17 of the Business Outreach Newsletter is expected to be released January 2013.

**Micro-Project Program (MPP)**

A total of 78 MPP bids have been initiated. Of the 78 bids, 72 contracts have been awarded for a total of \$489,933 in MPP awards. All MPP contracts have been awarded to Small Business Enterprises (SBEs). MPP awardees also include:

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

**Proposition S Outreach Program  
Outreach Events Overview  
December 2012 Report**

**Events Attended**

- DVBE Alliance monthly meeting (12/04)
- Annual San Diego Contracting Opportunities Center (SDCOC) workshop: Doing Business with SDUSD (12/04)
- Regional Construction Procurement Committee (RCPC) quarterly meeting (12/05)
- Public Agency Consortium (PAC) monthly meeting (12/12)
- Meet and Greet with Huntington Capital, a local SBE/MBE company (12/12)
- Meet and Greet with Green Environment and Construction Solutions (12/12)
- Meet and Greet with JF Todd Construction, a local MBE/SBE company (12/20)

**Events Scheduled**

- Elite SDVOB Network monthly meeting (01/08)
- San Diego Supplier Development Council (SDSDC) monthly meeting (01/08)
- National Association of Women in Construction (NAWIC) monthly meeting (01/08)
- American Subcontractors Association (ASA) monthly meeting (01/09)
- Meet and Greet with Executive Search Recruiting, a local staffing and recruiting company (01/15)
- US Hispanic Contractors and Professionals Association —San Diego (USHCP) monthly meeting (01/25)
- American Indian Chamber of Commerce monthly meeting (TBD)
- Central San Diego Black Chamber of Commerce monthly meeting (TBD)
- Caltrans District 11 Prime Contractor of the Year event (02/27)
- CMAA Owners' Night 2013 (02/28)
- Caltrans District 11 Procurement Fair 2013 (03/20)

**Micro-Projects Program**

- 78 micro-projects initiated, 72 awarded, 62 completed
- 100% Small Business Enterprises (SBEs), and also: 14 DVBE, 7 WBE and 31 MBE



**Facilities Planning and Construction  
Business Outreach Program  
 PROPOSITION S  
 2012, 4<sup>th</sup> Quarter**

**CONSTRUCTION**

**JANUARY 2012 – DECEMBER 2012**

	<b>Construction</b>	
TOTAL Dollars Awarded to Date to ALL	\$103,911,563	
TOTAL Dollars Awarded to Date to EBE	<b>\$40,015,910</b>	<b>38.7%</b>
Disabled Veteran Business Enterprise/ Service-Disable Veteran-Owned Business	\$5,563,626	5.4%
Minority Business Enterprise	\$10,960,475	10.6%
Woman Business Enterprise	\$2,173,055	2.1%
Small Business Enterprise	\$21,318,754	20.6%
% of Dollars Awarded to Non-EBE Firms	\$58,588,930	61.3%
% of Dollars Awarded to Unidentified Firms	\$0	0%
	Number of Construction Projects Included: <b>20</b>	



**Facilities Planning and Construction  
Business Outreach Program  
 PROPOSITION S  
 JANUARY 2009 – DECEMBER 2012**

**PROFESSIONAL SERVICES**  
***Cumulative Contract Awards***

	<b>Professional Services</b>	
TOTAL Dollars Awarded to Date to ALL	\$91,855,482	
TOTAL Dollars Awarded to Date to EBE	<b>\$32,399,269</b>	<b>35.3%</b>
Disabled Veteran Business Enterprise/ Service-Disable Veteran-Owned Business	\$3,863,853	4.2%
Minority Business Enterprise	\$7,662,962	8.3%
Woman Business Enterprise	\$16,607,843	18.1%
Small Business Enterprise	\$4,264,611	4.7%
% of Dollars Awarded to Non-EBE Firms	\$59,456,213	64.7%
% of Dollars Awarded to Unidentified Firms	\$0	0.0%
Number of Professional Service Contracts Included: <b>16</b>		