

BUSINESS OUTREACH NARRATIVE
THIRD QUARTER, 2013

Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects

To date, EBE construction bid awards for 2013 are \$21,516,882 or 41.65% of total construction awards. Please refer to the Business Outreach Report, Construction, 2013, 3rd Quarter table for further detail. Cumulative EBE awards since commencement of Capital Bonds projects through September 2013 are currently at 40.33% for construction.

Cumulative EBE professional services awards since commencement of Capital Bonds projects through September 2013 are \$35,828,514 or 28.81% of total professional services awards.

For the reporting period of January to September 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 st Quarter 2013	2,854	9	2,863
2 nd Quarter 2013	6,605	47	6,652
3 rd Quarter 2013	4,544	22	4,566

Emerging Business Enterprise (EBE) Meetings

During this reporting period SDUSD conducted one-on-one meetings with 4 small and emerging contractors. These meetings provide detailed understanding of the bidding process and methods for staying informed of SDUSD bids. Thus far, the total number of EBE meetings for 2013 is 33.

Participation in Public Agency Business Outreach Events & Meetings

SDUSD Business Outreach Program staff attended a total of 7 major procurement events this quarter (complete lists of all events and meetings attended are provided to the ICOC Construction Subcommittee monthly).

SDUSD Business Outreach Database

The District received 79 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 2166 entries.

Business Outreach Newsletter

Volume 19 of the Business Outreach Newsletter is scheduled to be released October 2013.

Micro-Project Program (MPP)

A total of 83 MPP contracts were awarded in FY 2012-2013 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)

A total of 17 MPP contracts have been initiated in FY 2013-2014.

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

Events Attended

- Elite SDVOB Network monthly meeting (09/03)
- Regional Construction Procurement Committee (RCPC) bimonthly meeting (09/04)
- SANDAG Small Business/DBE Opportunity Forum (09/11)
- Site walk for the Removal or Demolition of Portable Buildings on an As-Needed Basis IDIQ contract (09/13)
- Women's Construction Coalition (WCC) Social Media Workshop (09/17)
- Meet and greet with A-Classic Janitorial & Bldg Services, a DVBE/MBE/WBE company (09/18)
- Site walk for the Whole Site Modernization, New Theatre Building and Interim Housing at Patrick Henry High School project (09/19)
- California Asian Business Summit (09/20)
- Meet and greet with CFR Associates, an SDVOB/DVBE/SBE company (09/25)
- Meet and greet with KTU+A, a local SBE company (09/27)

Events Scheduled

- Elite SDVOB Network monthly meeting (10/01)
- Public Agency Consortium (PAC) Meeting (10/09)
- Turner School of Construction Management Fall Session, PAC Night (10/30)
- Veterans Economic & Business Development Summit (11/08)
- National Association of Women in Construction (NAWIC) monthly meeting (10/08)
- Associated Subcontractors Alliance (ASA) monthly meeting (10/09)
- Women's Construction Coalition (WCC) Social Media Workshop (10/15)
- Quarterly PSA 101 Training (10/15)
- Central San Diego Black Chamber of Commerce monthly meeting (10/16)
- American Indian Chamber of Commerce bimonthly chapter meeting (10/24)
- Elite SDVOB Network's Turning Contacts into Contracts Procurement Conference (11/01)
- RCCP 10th Annual Veterans Economic & Business Development Summit (11/08)
- WCC Social Media Workshop (11/12)
- US Hispanic Contractors and Professionals Association (USHCP)—San Diego monthly meeting (TBD)
- San Diego Supplier Development Council Meeting (TBD)

Micro-Projects Program

- 83 micro-projects awarded in FY 2012-2013
- 100% Small Business Enterprises (SBEs), and also: 19 DVBE, 8 WBE and 33 MBE
- 17 micro-projects initiated in FY 2013-2014



Business Outreach Report
CONSTRUCTION
2013, 3rd Quarter

Total Bond Dollars Awarded in 2013 \$51,666,110.00
 Number of Bond Projects Awarded in 2013 15

	Dollar	%	2013 Goal
Emerging Business Enterprise (EBE) Awards	\$21,516,882.00	41.65%	40.00%
Non-EBE Awards	\$30,149,228.00	58.35%	
EBE Categories			
Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$4,115,313.00	7.97%	4.50%
Minority Business Enterprise (MBE)	\$5,572,193.00	10.79%	6.00%
Woman Business Enterprise (WBE)	\$776,699.00	1.50%	3.00%
Small Business Enterprise (SBE)	\$19,323,512.00	37.40%	30.00%
Local	Dollar	%	
Local (SD County)	\$42,660,591.00	82.57%	
Outside of SD County	\$9,005,519.00	17.43%	



Business Outreach Report
PROFESSIONAL SERVICES
 2013, 3rd Quarter

Total Bond Dollars Awarded to date \$124,355,482.00
 Number of Bond Contracts Awarded to date 18

	Dollar	%	2013 Goal
Emerging Business Enterprise (EBE) Awards	\$35,828,514.00	28.81%	40.00%
Non-EBE Awards	\$88,526,968.00	71.19%	
EBE Categories			
Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$3,863,853.00	3.11%	4.50%
Minority Business Enterprise (MBE)	\$10,173,595.00	8.18%	6.00%
Woman Business Enterprise (WBE)	\$17,230,818.00	13.86%	3.00%
Small Business Enterprise (SBE)	\$15,652,429.00	12.59%	30.00%
Local	Dollar	%	
Local (SD County)	\$97,540,041.00	78.44%	
Outside of SD County	\$26,815,441.00	21.56%	