

BUSINESS OUTREACH NARRATIVE
THIRD QUARTER, 2014

Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects

To date, EBE construction bid awards for 2014 are \$37,696,962 or 51.49% of total construction awards. Please refer to the Business Outreach Report, Construction, 2014, 3rd Quarter table for further detail.

	Construction Bid Yearly EBE Awards		Construction Bid Cumulative EBE Awards (from commencement of Capital Bonds projects)	
3Q 2014	\$37,696,962	51.49%	\$198,536,033	40.40%
3Q 2013	\$21,516,882	41.65%	\$104,345,053	40.33%

Cumulative EBE professional services awards since commencement of Capital Bonds projects through September 2014 are \$68,953,650 or 43.82% of total professional services awards.

Emerging Business Enterprise (EBE) Meetings

During this reporting period SDUSD conducted one-on-one meetings with 7 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 21.

Participation in Public Agency Business Outreach Events & Meetings

SDUSD Business Outreach Program staff attended a total of 7 major procurement events this quarter, including Operation Opportunity hosted by the San Diego Supplier Development Council (complete lists of all events and meetings attended are provided to the ICOC Construction Subcommittee monthly).

SDUSD Business Outreach Database

The District received 53 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 2345 entries (total entries for the last reporting period were 2314).

Ownership / Size	Self-Reported	Confirmed Certification	Self-Reported	Confirmed Certification
Disabled Veteran	240	153	237	148
Minority	706	124	700	121
Woman	486	85	482	81
Small Business	1822	615	1805	599
	Database Entries As Of September 29, 2014		Database Entries As Of July 2, 2014	

Business Outreach Newsletter

Volume 20 of the Business Outreach Newsletter was distributed July 2014.

Micro-Project Program (MPP)

A total of 19 MPP contracts were awarded in FY 2014-2015. All MPP contracts have been awarded to Small Business Enterprises (SBEs). MPP awardees also include:

- 5 Disabled Veteran Business Enterprises (DVBE)
- 4 Women Business Enterprises (WBE)
- 5 Minority Business Enterprises (MBE)

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

Events Attended

- Elite SDVOB Network monthly meeting: presented “Doing Business” presentation (09/02)
- Regional Construction Procurement Committee (RCPC) quarterly meeting (09/03)
- Meet and greet with Council for Supplier Diversity (09/03)
- Site walk for Removal or Demolition of Portable Buildings on an As-Needed Basis (IDIQ; 09/04)
- Monthly Associated General Contractors meeting (09/08)
- San Diego Supplier Development Council (SDSDC) quarterly meeting: Doing Business with SDUSD presentation (09/10)
- Site walk for High School Campus and Gymnasium at O’Farrell Charter School project (09/11)
- Site walk for Furnish and Install Chain Link Fencing and Wrought Iron Fencing on an As-Needed Basis (IDIQ) project rebid (09/11)
- Meet and greet with Rick Fowler Construction, a DVBE/SBE company (09/12)
- Meet and greet with Vet Force, a DVBE/SBE company (09/17)
- Site walk for Stadium and Athletic Facilities Improvements at Crawford HS project (09/18)
- Council for Supplier Diversity Supplier Diversity Summit (9/18-19)
- San Diego Supplier Diversity Council’s (SDSDC’s) Operation Opportunity (09/24)

Events Scheduled

- Elite SDVOB Network monthly meeting (10/07)
- Public Agency Consortium (PAC) quarterly meeting (10/08)
- Associated Subcontractors Alliance (ASA) monthly meeting (10/08)
- National Association of Women in Construction (NAWIC) monthly meeting (10/14)
- Central San Diego Black Chamber of Commerce monthly meeting (10/15)
- American Indian Chamber of Commerce monthly meeting (10/16)
- City of San Diego Construction Contractor Outreach Event (11/06)
- San Diego Contracting Opportunity Center’s (SDCOC’s) annual Doing Business with SDUSD workshop (12/11)
- Council for Supplier Diversity Category Sourcing event (TBD)
- US Hispanic Contractors and Professionals quarterly meeting (TBD)

Micro-Projects Program

- 19 micro-projects awarded in FY 2014-2015
- 100% Small Business Enterprises (SBEs), and also: 5 DVBE, 4 WBE and 5 MBE



**Business Outreach Report
 CONSTRUCTION
 2014, 3rd Quarter**

Total Bond Dollars Awarded in 2014	\$73,207,815.00
Number of Bond Projects Awarded in 2014	32

	Dollar	%
Emerging Business Enterprise (EBE) Awards	\$37,696,962.00	51.49%
Non-EBE Awards	\$35,510,853.00	48.51%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$9,167,626.00	12.52%
Minority Business Enterprise (MBE)	\$3,682,559.00	5.03%
Woman Business Enterprise (WBE)	\$1,067,468.00	1.46%
Small Business Enterprise (SBE)	\$35,132,749.00	47.99%

Local	Dollar	%
Local (SD County)	\$46,132,170.00	63.02%
Outside of SD County	\$27,075,645.00	36.98%



Business Outreach Report
PROFESSIONAL SERVICES
 2014, 3rd 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	\$68,953,650.00	43.82%
Non-EBE Awards	\$88,401,832.00	56.18%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$3,863,853.00	2.46%
Minority Business Enterprise (MBE)	\$10,149,106.00	6.45%
Woman Business Enterprise (WBE)	\$49,335,380.00	31.35%
Small Business Enterprise (SBE)	\$15,710,265.00	9.98%

Local	Dollar	%
Local (SD County)	\$144,255,466.00	91.67%
Outside of SD County	\$13,100,016.00	8.33%