

BUSINESS OUTREACH NARRATIVE
SECOND QUARTER, 2014

Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects

To date, EBE construction bid awards for 2014 are \$32,821,374 or 52.93% of total construction awards. Please refer to the Business Outreach Report, Construction, 2014, 2nd Quarter table for further detail.

	Construction Bid Yearly EBE Awards		Construction Bid Cumulative EBE Awards (from commencement of Capital Bonds projects)	
2Q 2014	\$32,821,374	52.93%	\$193,660,445	40.33%
2Q 2013	\$2,800,499	43.81%	\$85,628,670	40.12%

Cumulative EBE professional services awards since commencement of Capital Bonds projects through June 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 8 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 14.

Participation in Public Agency Business Outreach Events & Meetings

SDUSD Business Outreach Program staff attended a total of 5 major procurement events this quarter, including Meet the Buyer Panels hosted by the Small Business 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 52 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 2264).

Ownership / Size	Self-Reported	Confirmed Certification	Self-Reported	Confirmed Certification
Disabled Veteran	237	148	224	134
Minority	700	121	696	116
Woman	482	81	473	77
Small Business	1805	599	1763	554
	Database Entries As Of July 2, 2014		Database Entries As Of April 4, 2014	

Business Outreach Newsletter

Volume 20 of the Business Outreach Newsletter is planned for distribution for July 2014.

Micro-Project Program (MPP)

A total of 52 MPP contracts were awarded in FY 2013-2014 for a total of \$326,894 in MPP awards. All MPP contracts have been awarded to Small Business Enterprises (SBEs). MPP awardees also include:

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

Proposition S/Z Outreach Program Outreach Events Overview June 2014 Report

Events Attended

- Elite SDVOB Network monthly meeting (06/03)
- SDUSD's Construct Your Business: Success as you Lean Into 2015 (06/04)
- Site Walk for Furnish and Install Playground Equipment and Surfacing on an As-Needed Basis contract (06/05)
- Site Walk for Crown Point Elementary School Remodel Relocatable Classroom project (06/05)
- Site Walk for Sessions Elementary School Remodel Relocatable Classroom project (06/05)
- Site Walk for Ocean Beach Elementary School Exterior Painting project (06/06)
- National Association of Women in Construction (NAWIC) monthly meeting (06/10)
- ICOC Outreach Ad Hoc Committee meeting regarding finalization of the Business Outreach and Engagement Plan (06/11)
- Small Business Administration (SBA) Small Business Week Awards Breakfast (06/11)
- Meet and greet with AAA Property Services, a WBE company (06/12)
- Meet and greet with S&T Construction, an MBE/SBE company (06/12)
- Meet and greet with SLM Contract Furniture, a DVBE/SBE company (06/16)
- Women's Construction Coalition (WCC) Supporter Appreciation Event – Julia Morgan Society (06/16)
- Public Agency Consortium (PAC) meeting (06/18)
- San Diego Supplier Development Council (SDSDC) meeting (06/18)
- Meet and greet with Valor Constructors, Inc., an SDVOSB company (06/19)
- Meet and greet with ACE Contractors, Inc., a local WBE/SBE company (06/24)
- Site walk for Furnish and Install Public Address Systems at 3 School Sites (06/26)

Events Scheduled

- Elite SDVOB Network monthly meeting (07/01)
- **SDUSD Annual Construction Expo (07/09)**
- National Association of Women in Construction (NAWIC) monthly meeting (07/08)
- Associated Subcontractors Alliance (ASA) monthly meeting (07/09)
- Central San Diego Black Chamber of Commerce monthly meeting (07/16)
- American Indian Chamber of Commerce monthly meeting (07/24)
- US Hispanic Contractors and Professionals quarterly meeting (07/25)
- Small Business Development Center (SBDC) Meet the Buyers event (07/25)
- Navy Gold Coast 2014 Small Business Procurement event (08/11-13)
- SDSDC Operation Opportunity (08/24)
- SDSDC meeting (TBD)
- DVBE Alliance quarterly joint meeting (TBD)

Micro-Projects Program

- 52 micro-projects awarded in FY 2013-2014
- 100% Small Business Enterprises (SBEs), and also: 4 DVBE, 7 WBE and 13 MBE



**Business Outreach Report
 CONSTRUCTION
 2014, 2nd Quarter**

Total Bond Dollars Awarded in 2014	\$62,007,106.00
Number of Bond Projects Awarded in 2014	22

	Dollar	%
Emerging Business Enterprise (EBE) Awards	\$32,821,374.00	52.93%
Non-EBE Awards	\$29,185,732.00	47.07%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$8,853,537.00	14.28%
Minority Business Enterprise (MBE)	\$2,897,082.00	4.67%
Woman Business Enterprise (WBE)	\$577,922.00	0.93%
Small Business Enterprise (SBE)	\$30,725,443.00	49.55%

Local	Dollar	%
Local (SD County)	\$38,515,812.00	62.12%
Outside of SD County	\$23,491,294.00	37.88%

