

**BUSINESS OUTREACH NARRATIVE**  
SECOND QUARTER, 2016

**Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects**

To date, EBE construction bid awards for 2016 total \$44,657,784 or 43.09% of total construction awards. Please refer to the Business Outreach Report, Construction, 2016, 2<sup>nd</sup> Quarter table for further detail.

	Construction Bid Yearly EBE Awards		Construction Bid Cumulative EBE Awards (from commencement of Capital Bonds projects)	
<b>2Q 2016</b>	<b>\$44,657,784</b>	<b>43.09%</b>	<b>\$299,456,300</b>	<b>40.96%</b>
2Q 2015	\$15,181,145	39.98%	\$221,092,032	40.01%

In order to best reflect current Professional Service EBE participation, the Professional Service Reports have been reformatted. To date reported EBE participation on current Propositions S and Z Supplemental Support Service contracts is \$41,470,671 or 45.03%.

**Participation in Public Agency Business Outreach Events & Meetings**

SDUSD Business Outreach Program staff attended a total of 9 major procurement events and outreach meetings this quarter, including the Amex OPEN for Government Contracting, Success Series event (complete lists of all events and meetings attended are provided to the ICOC Construction Subcommittee monthly).

**SDUSD Business Outreach Database**

The District received 16 new/updated paper form database entries this quarter. SDUSD database members receive ongoing project information relative to upcoming construction bids and site walks. The Access database currently has a total of entries 1,941 (total entries for the last reporting period were 2,063). We are currently transitioning to an online database and future reports will report on the online database numbers.

Ownership / Size	Self-Reported	Confirmed Certification	Self-Reported	Confirmed Certification
Disabled Veteran	221	158	229	158
Minority	572	114	620	123
Woman	387	80	427	81
Small Business	1519	573	1625	586
	Database Entries As Of June 30, 2016		Database Entries As Of March 31, 2016	

**Business Outreach Newsletter**

Volume 24 of the Business Outreach Newsletter was distributed March 2016. Volume 25 will be distributed July 2016.

**Micro-Project Program (MPP)**

A total of 25 MPP contracts have been awarded in FY 2015-2016. All MPP contracts have been awarded to Small Business Enterprises (SBEs). MPP awardees also include:

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

**Propositions S/Z Outreach Program  
Outreach Events Overview  
June 2016 Report**

**Events Attended**

- Disabled Veteran Business Alliance (DVBA) San Diego Chapter meeting (06/02)
- Elite Service Disabled Veteran-Owned Business (SDVOB) Network monthly meeting (06/07)
- GO-Biz Office of Small Business Advocate Small Business Stakeholder Roundtable (06/09)
- Site walk for Chain Link and Ornamental Iron Fencing IDIQ contract (06/09)
- Site walk for the Stadium Lighting and New Public Address System at Point Loma High School project (06/10)
- Annual strategy meeting with *Epoch Times* regarding Chinese community outreach (06/14)
- Public Agency Consortium (PAC) bimonthly meeting (06/15)
- Site walk for Installation of i21 Classroom Technology Systems IDIQ contract (06/16)
- Meet and greet with Aloha Construction, a WBE/SBE/Native American-owned company (06/20)
- San Diego International Airport Opportunity Awareness Event (06/22)
- Small Business Administration (SBA) San Diego's Winning Work Program/Meet the Buyers procurement event (06/22)
- Asian Business Association (ABA) monthly Rice Club meeting (06/28)

**Events Scheduled**

- Elite Service Disabled Veteran-Owned Business (SDVOB) Network monthly meeting (07/05)
- Meet and greet with Greet: ProVet Concrete, Inc., a DVBE/SBE company (07/06)
- Small Business Development Center (SBDC) Meet the Buyers event (07/08)
- San Diego Supplier Development Council (SDSDC) bimonthly meeting (07/13)
- DVBA San Diego Chapter quarterly meeting (07/12)
- National Association of Women in Construction (NAWIC) monthly meeting (07/12)
- **San Diego Unified School District's Annual Construction Expo (07/20)**
- Central San Diego Black Chamber of Commerce monthly meeting (07/20)
- Associated Subcontractors Alliance (ASA) monthly meeting (07/21)
- Public Agency Consortium (PAC) bimonthly meeting (08/10)
- Quarterly Regional Construction Procurement Committee (RCPC) meeting (08/14)
- SBDC Meet the Buyers, Celebrating Diversification business outreach event (09/16)
- Caltrans' 12th Annual Procurement and Resource Fair (10/19)
- Blue Book Annual Construction Showcase (10/20)
- American Indian Chamber of Commerce monthly meeting (09/22)
- Women's Business Enterprise Council (WBEC) West's "Be the Best!" Women in Business Expo (10/07 and 10/14)
- North San Diego Small Business Development Center (SBDC) Advisory Board meeting (10/14)
- The Blue Book's annual San Diego Showcase (10/20)
- SBDC's Meet the Buyers, Celebrating the Year of the Veteran (11/04)

**Micro-Projects Program**

- 25 micro-projects awarded in FY 2015-2016
- 100% Small Business Enterprises (SBEs), and also: 5 DVBE, 4 WBE and 9 MBE



**Business Outreach Report**  
**CONSTRUCTION**  
**2016, 2nd Quarter**

Total Bond Dollars Awarded in 2016 to date: \$103,644,415.00  
 Number of Bond Projects Awarded in 2016 to date: 16  
 Number of Term Extensions Awarded in 2016 to date: 7

	Dollar	%
<b>Emerging Business Enterprise (EBE) Awards</b>	<b>\$44,657,784.00</b>	<b>43.09%</b>
Non-EBE Awards	\$58,986,631.00	56.91%

**EBE Categories**

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$6,428,728.00	6.20%
Minority Business Enterprise (MBE)	\$13,477,016.00	13.00%
Woman Business Enterprise (WBE)	\$4,922,189.00	4.75%
Small Business Enterprise (SBE)	\$42,227,011.00	40.74%

<b>Local</b>	Dollar	%
Local (SD County)	\$85,263,752.00	82.27%
Outside of SD County	\$18,380,663.00	17.73%



**Business Outreach Report**  
**PROFESSIONAL SERVICES**  
**2016, 2nd Quarter**

Total Bond Dollars Awarded to date	\$92,100,938.00
Number of Bond Contracts Awarded to date	4

	Dollar	%
<b>Emerging Business Enterprise (EBE) Awards</b>	<b>\$41,470,671.00</b>	<b>45.03%</b>
Non-EBE Awards	\$50,630,267.00	54.97%

**EBE Categories**

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$0.00	0.00%
Minority Business Enterprise (MBE)	\$5,265,601.00	5.72%
Woman Business Enterprise (WBE)	\$32,763,964.00	35.57%
Small Business Enterprise (SBE)	\$9,373,524.00	10.18%

<b>Local</b>	Dollar	%
Local (SD County)	\$91,141,751.00	98.96%
Outside of SD County	\$959,187.00	1.04%