

**BUSINESS OUTREACH NARRATIVE**  
THIRD QUARTER, 2016

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

To date, EBE construction bid awards for 2016 total \$89,076,945 or 51.21% of total construction awards. Please refer to the Business Outreach Report, Construction, 2016, 3<sup>rd</sup> Quarter table for further detail.

	Construction Bid Yearly EBE Awards		Construction Bid Cumulative EBE Awards (from commencement of Capital Bonds projects)	
<b>3Q 2016</b>	<b>\$89,076,945</b>	<b>51.21%</b>	<b>\$343,875,461</b>	<b>42.91%</b>
3Q 2015	\$21,111,622	36.11%	\$227,021,509	39.62%

To date reported EBE participation on Propositions S and Z Supplemental Support Service contracts is \$42,043,723 or 42.6%.

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

SDUSD Business Outreach Program staff attended a total of 5 major procurement events and outreach meetings this quarter, including the District's own Construction Expo (complete lists of all events and meetings attended are provided to the ICOC Construction Subcommittee monthly).

**SDUSD Business Outreach Database**

The District received 36 new/update entries this quarter. SDUSD database members receive ongoing project information relative to upcoming construction bids and site walks. The database currently has a total of 1,910 entries (total entries for the last reporting period were 1,941).

<b>Ownership / Size</b>	<b>Self-Reported</b>	<b>Confirmed Certification</b>	<b>Self-Reported</b>	<b>Confirmed Certification</b>
Disabled Veteran	216	142	221	158
Minority	560	120	572	114
Woman	383	81	387	80
Small Business	1496	573	1519	573
	Database Entries As Of October 27, 2016		Database Entries As Of June 30, 2016	

**Business Outreach Newsletter**

Volume 25 of the Business Outreach Newsletter was distributed July 2016. Volume 26 will be distributed November 2016.

**Micro-Project Program (MPP)**

A total of 4 MPP contracts, totaling \$26,768, have been awarded in FY 2016-2017. All MPP contracts have been awarded to Small Business Enterprises (SBEs). MPP awardees also include:

- 2 Disabled Veteran Business Enterprises (DVBE)
- 1 Minority Business Enterprise (MBE)

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

**Events Attended**

- Elite Service Disabled Veteran-Owned Business (SDVOB) Network monthly meeting (09/06)
- Meet and greet with Thermcor, a DVBE company (09/07)
- Pre-bid meeting for Furnish & Install Resilient Flooring IDIQ contract (09/08)
- Monthly ICOC Construction Subcommittee meeting report (09/08)
- City of San Diego Construction/A&E Networking EXPO (09/09)
- Meet and greet with Our City Magazine, a new San Diego-focused publication (09/12)
- Site walk for the Bus Wash Upgrades at the Transportation Department project (09/15)
- Pre-bid meeting for the Refurbish or Replace Terrazzo IDIQ contract (09/15)
- Small Business Development Center (SBDC) Meet the Buyers, Celebrating Diversification business outreach event (09/16)
- Meet and greet with Tremco Roofing & Building Maintenance, an SBE/MBE company (09/21)
- Site walk for the Furnish and Install New PA Systems at Marshall, Paradise Hills, and Penn Elementary Schools project (09/23)
- Media strategy meeting with Our City Magazine (09/27)
- ASA General Contractor and Public Agency Showcase (09/28)
- Disabled Veteran Business Alliance (DVBA) Turning Contacts into Contracts Business Expo (09/30)

**Events Scheduled**

- DVBA San Diego Chapter quarterly meeting (10/06)
- Women's Business Enterprise Council (WBEC) West's "Be the Best!" Women in Business Expo Parts I and II (10/07 and 10/14)
- National Association of Women in Construction (NAWIC) monthly meeting (10/11)
- Public Agency Consortium (PAC) bimonthly meeting (10/12)
- San Diego Supplier Development Council Quarterly Meeting (10/12)
- SBDC Advisory Board meeting (10/14)
- Caltrans' 12th Annual Procurement and Resource Fair (10/19)
- Central San Diego Black Chamber of Commerce monthly meeting (10/19)
- The Blue Book's annual San Diego Showcase (10/20)
- Associated Subcontractors Alliance (ASA) monthly meeting (10/20)
- SBDC Meet the Buyers, Celebrating the Year of the Veteran (11/04)
- American Indian Chamber of Commerce monthly meeting (11/24)
- Quarterly Regional Construction Procurement Committee (RCPC) meeting (12/17)

**Micro-Projects Program**

- 4 micro-projects awarded in FY 2016-2017
- 100% Small Business Enterprises (SBEs), and also: 2 DVBE and 1 MBE



**Business Outreach Report**  
**CONSTRUCTION**  
**2016, 3rd Quarter**

Total Bond Dollars Awarded in 2016 to date:	\$173,943,582.00
Number of Bond Projects Awarded in 2016 to date:	27
Number of Term Extensions Awarded in 2016 to date:	7

	Dollar	%
<b>Emerging Business Enterprise (EBE) Awards</b>	<b>\$89,076,945.16</b>	<b>51.21%</b>
Non-EBE Awards	\$84,866,636.84	48.79%

**EBE Categories**

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$8,846,628.74	5.09%
Minority Business Enterprise (MBE)	\$17,765,351.08	10.21%
Woman Business Enterprise (WBE)	\$9,131,734.53	5.25%
Small Business Enterprise (SBE)	\$84,860,708.30	48.79%

<b>Local</b>	Dollar	%
Local (SD County)	<b>\$115,725,591.60</b>	<b>66.53%</b>
Outside of SD County	\$58,217,990.40	33.47%



**Business Outreach Report**  
**PROFESSIONAL SERVICES**  
**2016, 3rd Quarter**

Total Bond Dollars Awarded to date	\$98,686,060.00
Number of Bond Contracts Awarded to date	4

	Dollar	%
<b>Emerging Business Enterprise (EBE) Awards</b>	<b>\$42,043,723.00</b>	<b>42.60%</b>
Non-EBE Awards	\$56,642,337.00	57.40%

**EBE Categories**

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$0.00	0.00%
Minority Business Enterprise (MBE)	\$5,804,213.00	5.88%
Woman Business Enterprise (WBE)	\$33,072,124.00	33.51%
Small Business Enterprise (SBE)	\$9,946,576.00	10.08%

<b>Local</b>	Dollar	%
Local (SD County)	\$97,875,653.00	99.18%
Outside of SD County	\$810,407.00	0.82%