

BUSINESS OUTREACH NARRATIVE
THIRD QUARTER, 2015

Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects

To date, EBE construction bid awards for 2015 total \$21,111,622 or 36.11% of total construction awards. Please refer to the Business Outreach Report, Construction, 2015, 3rd Quarter table for further detail.

	Construction Bid Yearly EBE Awards		Construction Bid Cumulative EBE Awards (from commencement of Capital Bonds projects)	
3Q 2015	\$21,111,622	36.11%	\$227,021,509	39.62%
3Q 2014	\$37,696,962	51.49%	\$198,536,033	40.40%

The four contracts for Supplemental Support Services for Propositions S and Z Bond Projects were extended by 2 years as approved by the BOE at the March 24, 2015 BOE meeting. In order to best reflect current Professional Service EBE participation, the Professional Service Reports are currently being reformatted.

Participation in Public Agency Business Outreach Events & Meetings

SDUSD Business Outreach Program staff attended a total of 12 major procurement events and outreach meetings this quarter, including the 12th Annual National Convention of Service Disabled Veteran & Small Businesses and the Associated Subcontractors Alliance General Contractor Showcase, as well as SDUSD's own event, the 5th Annual 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 16 new/updated database 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 entries 2147 (total entries for the last reporting period were 2167).

Ownership / Size	Self-Reported	Confirmed Certification	Self-Reported	Confirmed Certification
Disabled Veteran	225	151	228	154
Minority	636	118	640	118
Woman	447	79	452	79
Small Business	1672	574	1687	577
	Database Entries As Of September 24, 2015		Database Entries As Of July 1, 2015	

Business Outreach Newsletter

Volume 23 of the Business Outreach Newsletter was distributed September 2015. Volume 24 will be distributed December 2015.

Micro-Project Program (MPP)

A total of 11 MPP contracts have been awarded in FY 2015-2016. All MPP contracts have been awarded to Small Business Enterprises (SBEs). MPP awardees also include:

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

**Proposition S/Z Outreach Program
Outreach Events Overview
September 2015 Report**

Events Attended

- Elite SDVOB Network monthly meeting (09/01)
- Site walk for the Furnish and Install New Public Address Systems at Gage, Hearst and Juarez Elementary Schools project (09/10)
- Disabled Veteran Business (DVB) Alliance San Diego Chapter quarterly meeting (09/10)
- Site walk for the Whole Site Modernization at Grant K-8 School project (09/11)
- Regional Construction Procurement Committee (RCPC; 09/16)
- Site walk for Remove and Replace Hallway Lockers at University City High School project (09/18)
- Associated Subcontractors Alliance (ASA) annual General Contractor Showcase (09/23)
- Site walk Whole Site Modernization at O'Farrell Community Charter School project (09/24)
- Site walk Medium Voltage Preventive Maintenance and Emergency Repairs on an As-Needed Basis (IDIQ; 09/25)

Events Scheduled

- DVBA annual Turning Contacts into Contracts outreach event (10/02)
- Elite Service Disabled Veteran-Owned Business (SDVOB) Network monthly meeting (10/06)
- National Association of Women in Construction (NAWIC) monthly meeting (10/13)
- PAC Night Fall Session: Turner School of Construction Management (10/13)
- Public Agency Consortium (PAC) bimonthly meeting (10/14)
- San Diego Supplier Development Council (SDSDC) bimonthly meeting (10/14)
- ASA monthly meeting (10/14)
- Caltrans District 11 Procurement and Resource Fair (10/21)
- Central San Diego Black Chamber of Commerce monthly meeting (10/21)
- American Indian Chamber of Commerce, Southern California Chapter meeting (10/22)
- Caltrans Small Business C&C Mentor-Protégé event (10/27)
- US Hispanic Contractors and Professionals quarterly meeting (10/TBD)
- Regional Construction Procurement Committee (RCPC; 12/02)
- San Diego Contracting Opportunity Center's (SDCOC's) annual Doing Business with SDUSD workshop (12/09)
- Council for Supplier Diversity Category Sourcing event (TBD)

Micro-Projects Program

- 11 micro-projects awarded in FY 2015-2016
- 100% Small Business Enterprises (SBEs), and also: 1 DVBE, 2 WBE and 5 MBE



Business Outreach Report
CONSTRUCTION
2015, 3rd Quarter

Total Bond Dollars Awarded in 2015	\$58,460,323.00
Number of Bond Projects Awarded in 2015	20

	Dollar	%
Emerging Business Enterprise (EBE) Awards	\$21,111,622.00	36.11%
Non-EBE Awards	\$37,348,701.00	63.89%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$3,334,958.00	5.70%
Minority Business Enterprise (MBE)	\$3,442,473.00	5.89%
Woman Business Enterprise (WBE)	\$1,805,951.00	3.09%
Small Business Enterprise (SBE)	\$21,111,622.00	36.11%

Local	Dollar	%
Local (SD County)	\$35,221,548.00	60.25%
Outside of SD County	\$23,238,775.00	39.75%