

BUSINESS OUTREACH NARRATIVE
FIRST QUARTER, 2016

Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects

To date, EBE construction bid awards for 2016 total \$22,783,986 or 42.55% of total construction awards. Please refer to the Business Outreach Report, Construction, 2016, 1st Quarter table for further detail.

	Construction Bid Yearly EBE Awards		Construction Bid Cumulative EBE Awards (from commencement of Capital Bonds projects)	
1Q 2016	\$22,783,986	42.55%	\$277,582,502	40.76%
1Q 2015	\$6,973,516	49.08%	\$212,883,403	40.26%

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 \$42,029,872 or 45.87%.

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 San Diego Contracting Opportunities Center (SDCOC) Contracting Connections event (complete lists of all events and meetings attended are provided to the ICOC Construction Subcommittee monthly).

SDUSD Business Outreach Database

The District received 2 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 2,063 (total entries for the last reporting period were 2,071). 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	229	158	229	158
Minority	620	123	621	123
Woman	427	81	429	81
Small Business	1625	586	1632	585
			Database Entries As Of January 28, 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 19 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)
- 7 Minority Business Enterprises (MBE)
- 2 Women Business Enterprises (WBE)

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

Events Attended

- Elite Service-Disabled Veteran Owned Business (SDVOB) Network monthly meeting (03/01)
- Public Agency Consortium (PAC) Social Media Workshop (03/02)
- Site walk for Whole Site Modernization and HVAC at Monroe Clark Middle School project (03/03)
- Site walk for Electrical Upgrades and Interim Housing at Innovation Middle School project (03/04)
- Meet and Greet with Slip Consultants, Inc., a DVBE/SBE company (03/04)
- Quarterly RCPC meeting (03/09)
- Doing Business Training for Balfour Beatty Construction staff (03/10)
- Construction Management Association of America's (CMAA's) School District Night (03/10)
- Small Business Administration (SBA) San Diego Winning Work Program/Meet the Buyers procurement event (03/16)
- Site walk for the Electrical Services for Network/Technology Upgrades, Groups 1 and 2 (IDIQ) project (03/17)
- Site walk for the Remove and Replace Main Electrical Service at Freese Elementary School (03/18)
- San Diego Contracting Opportunities Center (SDCOC) Contracting Connections Growth Through Partnering procurement event (03/23)
- Site walk for the Remodel Woodshop for CTE Fabrication and Design Lab at University City High School (03/24)
- Disabled Veteran Business Alliance (DVBA) Southern California Construction Expo (03/29)
- Site walk for the Exterior Painting and Signage at Crawford High School project (03/31)
- Site walk for the Whole Site Modernization at Riley/New Dawn School project (03/31)
- Site walk for the Exterior Painting at Mission Bay High School project (03/31)
- Meet and greet with Meet & Greet with Johnson United Moving and Storage (03/31)

Events Scheduled

- Elite Service-Disabled Veteran-Owned Business (SDVOB) Network Monthly Meeting (04/05)
- DVBA San Diego Chapter quarterly meeting (04/07)
- National Association of Women in Construction (NAWIC) monthly meeting (04/12)
- San Diego Supplier Development Council (SDSDC) bimonthly meeting (04/13)
- Women's Business Enterprise Council (WBEC) Platinum Supplier Program event (04/14)
- State of California Department of General Services Procurement Event (04/15)
- PAC bimonthly meeting (04/20)
- Central San Diego Black Chamber of Commerce monthly meeting (04/20)
- Associated Subcontractors Alliance (ASA) monthly meeting (04/21)
- Asian Business Association Rice Club networking meeting (04/26)
- American Indian Chamber of Commerce Southern California Chapter monthly meeting (04/28)
- WBEC's San Diego Platinum Supplier Workshop No. 3 (04/28)

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

- DVBA quarterly regional super meeting (04/TBD)
- WCC Lunch & Learn: Doing Business with SDUSD (05/04)
- Quarterly RCPC meeting (06/08)
- PAC bimonthly meeting (06/15)
- SBA San Diego Winning Work Program/Meet the Buyers procurement event (06/22)
- SDSDC bimonthly meeting (07/13)
- **San Diego Unified School District's Annual Construction Expo (07/20)**

Micro-Projects Program

- 19 micro-projects awarded in FY 2015-2016
- 100% Small Business Enterprises (SBEs), and also: 5 DVBE, 2 WBE and 7 MBE



Business Outreach Report
CONSTRUCTION
2016, 1st Quarter FINAL

Total Bond Dollars Awarded in 2016 to date:	\$53,551,810.00
Number of Bond Projects Awarded in 2016 to date:	5
Number of Term Extensions Awarded in 2016 to date:	7

	Dollar	%
Emerging Business Enterprise (EBE) Awards	\$22,783,986.00	42.55%
Non-EBE Awards	\$30,767,824.00	57.45%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$4,054,125.00	7.57%
Minority Business Enterprise (MBE)	\$9,456,913.00	17.66%
Woman Business Enterprise (WBE)	\$1,291,174.00	2.41%
Small Business Enterprise (SBE)	\$20,415,713.00	38.12%

Local	Dollar	%
Local (SD County)	\$49,770,936.00	92.94%
Outside of SD County	\$3,780,874.00	7.06%



Business Outreach Report
PROFESSIONAL SERVICES
2016, 1st Quarter FINAL

Total Bond Dollars Awarded to date	\$91,632,225.83
Number of Bond Contracts Awarded to date	4

	Dollar	%
Emerging Business Enterprise (EBE) Awards	\$42,029,872.00	45.87%
Non-EBE Awards	\$49,602,353.83	54.13%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$0.00	0.00%
Minority Business Enterprise (MBE)	\$4,440,733.00	4.85%
Woman Business Enterprise (WBE)	\$33,125,112.00	36.15%
Small Business Enterprise (SBE)	\$9,756,550.00	10.65%

Local	Dollar	%
Local (SD County)	\$90,786,944.00	99.08%
Outside of SD County	\$845,281.83	0.92%