

BUSINESS OUTREACH NARRATIVE
FIRST QUARTER, 2017

Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects

To date, EBE construction bid awards for 2017 total \$10,385,828 or 39.71% of total construction awards. Please refer to the Business Outreach Report, Construction, 2017, 1st Quarter table for further detail.

	Construction Bid Yearly EBE Awards		Construction Bid Cumulative EBE Awards (from commencement of Capital Bonds projects)	
1Q 2017	\$10,385,828	39.71%	\$374,909,497	42.33%
1Q 2016	\$22,783,986	42.55%	\$277,582,502	40.76%

To date reported EBE participation on current Propositions S and Z Supplemental Support Service contracts is \$44,602,658 or 45.2%.

Participation in Public Agency Business Outreach Events & Meetings

SDUSD Business Outreach Program staff attended a total of 8 major procurement events and outreach meetings this quarter, including the Disabled Veteran Business Alliance (DVBA) SoCal 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 33 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 1,767 entries (total entries for the last reporting period were 1,899).

Ownership / Size	Self-Reported	Confirmed Certification	Self-Reported	Confirmed Certification
Disabled Veteran	225	152	219	144
Minority	513	118	554	121
Woman	341	78	373	82
Small Business	1406	575	1489	578
	Database Entries as of March 31, 2016		Database Entries as of December 30, 2016	

Business Outreach Newsletter

Volume 26 of the Business Outreach Newsletter was distributed November/December 2016. Volume 27 will be distributed April 2017.

Micro-Project Program (MPP)

A total of 15 MPP contracts have been awarded in FY 2015-2016. All MPP contracts have been awarded to Small Business Enterprises (SBEs). MPP awardees also include:

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

**Propositions S/Z Outreach Program
Outreach Events Overview
April 2017 Report**

Events Attended

- Attended site walk for Interior Upgrades at Crawford High School – Phase I project (03/02)
- Elite Service Disabled Veteran-owned Business (SDVOB) Network monthly meeting (03/07)
- Meet and Greet with FTS Lighting Services, Inc., a WBE/SBE company (03/07)
- Meet and greet with ABBA Project Management, a DVBE/SBE company (03/09)
- Regional Contract Procurement Committee (RCPC) quarterly meeting (03/10)
- Small Business Development Center (SBDC) Connecting with Capital Expo (03/10)
- Meet and greet with Paramount Safety Supply, a DVBE/SBE company (03/10)
- Connected Women of Influence networking luncheon (03/15)
- Site walk for the Interior Upgrades at Morse High School Phase I project (03/16)
- Site walk for the Grading, Demo and Interim Housing at Wilson MS – Inc. 1 project (03/16)
- Meet and greet with GC Green, a DVBE/SBE company (03/16)
- Meet and greet with Tri-West, Ltd. Flooring Company (03/22)
- Site walk for the Furnish and Install New Gym Floor and Bleachers at Kearny High School project (03/23)
- Mexican American Business & Professional Association (MABPA) monthly meeting (03/24)
- Meet and greet with Solomon & CO. LLC., a DBE/SBE company (03/27)
- Disabled Veteran Business Alliance (DVBA) SoCal Construction Expo (03/28)
- SBDC Center for Business Development LGBT Business Enterprise Certification meeting (03/29)

Events Scheduled

- Elite Service Disabled Veteran-owned Business (SDVOB) Network monthly meeting (04/04)
- San Diego Housing Commission Bridging the Gap outreach event (04/04)
- National Association of Women in Construction (NAWIC) monthly meeting (04/11)
- Public Agency Consortium (PAC) meeting (04/12)
- Central San Diego Black Chamber of Commerce monthly meeting (04/19)
- Associated Subcontractors Alliance (ASA) monthly meeting (04/20)
- Mexican American Business & Professional Association (MABPA) monthly meeting (04/20)
- DVBA Keeping the Promise, Celebrating Success (04/25-27)
- American Indian Chamber of Commerce of California (AICCC) Southern California/San Diego joint chapter meeting (04/27)
- Small Business Administration (SBA) Awards Luncheon (05/04)
- Regional Contract Procurement Committee (RCPC) quarterly meeting (06/07)

Micro-Projects Program

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



Business Outreach Report
CONSTRUCTION
2017, 1st Quarter FINAL

Total Bond Dollars Awarded in 2017 to date:	\$26,156,231.00
Number of Bond Projects Awarded in 2017 to date:	4
Number of Term Extensions Awarded in 2017 to date:	0

	Dollar	%
Emerging Business Enterprise (EBE) Awards	\$10,385,828.00	39.71%
Non-EBE Awards	\$15,770,403.00	60.29%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$892,919.00	3.41%
Minority Business Enterprise (MBE)	\$1,183,053.00	4.52%
Woman Business Enterprise (WBE)	\$487,122.00	1.86%
Small Business Enterprise (SBE)	\$10,385,828.00	39.71%

Local	Dollar	%
Local (SD County)	\$20,180,867.00	77.16%
Outside of SD County	\$5,975,364.00	22.84%



Business Outreach Report
PROFESSIONAL SERVICES
2017, 1st Quarter FINAL

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

	Dollar	%
Emerging Business Enterprise (EBE) Awards	\$44,602,658.00	45.20%
Non-EBE Awards	\$54,083,402.00	54.80%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$135,459.00	0.14%
Minority Business Enterprise (MBE)	\$9,603,912.00	9.73%
Woman Business Enterprise (WBE)	\$29,770,629.00	30.17%
Small Business Enterprise (SBE)	\$13,383,530.00	13.56%

Local	Dollar	%
Local (SD County)	\$95,452,177.00	96.72%
Outside of SD County	\$3,233,883.00	3.28%