

BUSINESS OUTREACH NARRATIVE
FOURTH QUARTER, 2013

Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects

EBE construction bid awards for 2013 totaled \$78,010,900 or 36.95% of total construction awards. Please refer to the Business Outreach Report, Construction, 2013, 4th Quarter table for further detail.

	Construction Bid Annual Award Total		Cumulative EBE awards (from commencement of Capital Bonds projects)	
4Q 2012	\$40,015,910	38.68%	\$82,828,171	40.00%
4Q 2013	\$78,010,900	36.95%	\$160,839,071	38.46%

Cumulative EBE professional services awards since commencement of Capital Bonds projects through December 2013 are \$68,953,650 or 43.82% of total professional services awards.

Emerging Business Enterprise (EBE) Meetings

During this reporting period SDUSD conducted one-on-one meetings with 19 small and emerging contractors. These meetings provide detailed understanding of the bidding process and methods for staying informed of SDUSD bids. The total number of EBE meetings for 2013 is 52.

Participation in Public Agency Business Outreach Events & Meetings

SDUSD Business Outreach Program staff attended a total of 10 major procurement events this quarter (complete lists of all events and meetings attended are provided to the ICOC Construction Subcommittee monthly).

SDUSD Business Outreach Database

The District received 59 new/updated Self-Certification forms for the reported quarter. SDUSD database members receive ongoing project information relative to upcoming construction bids and site walks. Database entries with expired CSLB licenses were removed as part yearly database upkeep. The database currently has a total of 2195 entries.

Ownership / Size	Self-Reported	Confirmed Certification
Disabled Veteran	208	117
Minority	679	110
Woman	454	67
Small Business	1703	522
Database Entries As Of January 3, 2014		

Business Outreach Newsletter

Volume 19 of the Business Outreach Newsletter was distributed November 2013.

Micro-Project Program (MPP)

A total of 19 MPP contracts were awarded in FY 2013-2014 for a total of \$101,768 in MPP awards. All MPP contracts have been awarded to Small Business Enterprises (SBEs). MPP awardees also include:

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

**Proposition S Outreach Program
Outreach Events Overview
December 2013 Report**

Events Attended

- Elite Service Disabled Veteran-Owned Business (SDVOB) Network monthly meeting (12/03)
- Regional Contracting and Procurement Committee (RCPC) bimonthly meeting (12/04)
- Site walk for Furnish and Install Courtyard and Shade Shelter at Mira Mesa High School project (12/05)
- San Diego Regional Airport Authority's Small Business Opportunity Awareness event (12/05)
- Monthly report to ICOC Construction Subcommittee (12/05)
- ICOC Business Outreach Ad hoc Subcommittee meeting San Diego Contracting Opportunities Center (SDCOC) presentation on demographic assessment (12/06)
- San Diego Monitor News Annual Holiday & Business Bizarre (12/07)
- Meet and greet with Bras Tech Contracting, a DVBE company (12/10)
- Women's Construction Coalition (WCC) board meeting (12/10)
- Public Agency Consortium (PAC) bimonthly meeting (12/11)
- SANDAG Small Business/DBE Opportunity Forum (12/12)
- Doing Business with San Diego Unified School District annual workshop (12/12)
- Meet and greet with Stanley Security Solutions (12/16)
- Meet and greet with Peerless Windows (12/16)
- Meet and greet with GC Green Inc., a WBE/MBE/DVBE company (12/17)
- Site walk for Gompers Middle School Exterior Painting project (12/19)
- Site walk for Madison High School Exterior Painting project (12/19)

Events Scheduled

- Meet and greet with Hoffman Management and Construction, a DVBE/SBE company (TBD)
- AICOC bimonthly chapter meeting (12/28)
- Elite SDVOB Network monthly meeting (01/07)
- Women's Construction Coalition's (WCC's) Public Agency Procurement Fair (01/08)
- Associated Subcontractors Alliance (ASA) monthly meeting (01/08)
- National Association of Women in Construction (NAWIC) monthly meeting (01/14)
- Central San Diego Black Chamber of Commerce monthly meeting (01/15)
- American Indian Chamber of Commerce (AICOC) San Diego Chapter monthly meeting (01/23)
- California Disabled Veteran Business Alliance quarterly meeting (TBD)
- US Hispanic Contractors and Professionals Association (USHCP)—San Diego monthly meeting (TBD)
- San Diego Supplier Development Council Meeting (TBD)

Micro-Projects Program

- 24 micro-projects initiated in FY 2013-2014. All MPP contracts have been awarded to Small Business Enterprises (SBEs).



**Business Outreach Report
 CONSTRUCTION
 2013, 4th Quarter Update**

Total Bond Dollars Awarded in 2013 \$211,139,173.00
 Number of Bond Projects Awarded in 2013 29

	Dollar	%	2013 Goal
Emerging Business Enterprise (EBE) Awards	\$78,010,900.00	36.95%	40.00%
Non-EBE Awards	\$133,128,273.00	63.05%	
EBE Categories			
Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$14,444,269.00	6.84%	4.50%
Minority Business Enterprise (MBE)	\$25,250,374.00	11.96%	6.00%
Woman Business Enterprise (WBE)	\$3,252,767.00	1.54%	3.00%
Small Business Enterprise (SBE)	\$70,847,068.00	33.55%	30.00%
Local	Dollar	%	
Local (SD County)	\$166,030,475.00	78.64%	
Outside of SD County	\$45,108,698.00	21.36%	



Business Outreach Report
PROFESSIONAL SERVICES
 2013, 4th Quarter

Total Bond Dollars Awarded to date \$157,355,482.00
 Number of Bond Contracts Awarded to date 20

	Dollar	%	2013 Goal
Emerging Business Enterprise (EBE) Awards	\$68,953,650.00	43.82%	40.00%
Non-EBE Awards	\$88,401,832.00	56.18%	
EBE Categories			
Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$3,863,853.00	2.46%	4.50%
Minority Business Enterprise (MBE)	\$10,149,106.00	6.45%	6.00%
Woman Business Enterprise (WBE)	\$49,335,380.00	31.35%	3.00%
Small Business Enterprise (SBE)	\$15,710,265.00	9.98%	30.00%
Local			
Local (SD County)	\$144,255,466.00	91.67%	
Outside of SD County	\$13,100,016.00	8.33%	