

LET'S DO

BUSINESS



San Diego Unified SCHOOL DISTRICT
 Facilities Planning & Construction
 PROPOSITIONS S & Z | MEASURES YY & U
 BUILDING QUALITY NEIGHBORHOOD SCHOOLS

A publication of San Diego Unified School District's Facilities Planning and Construction Department | Volume 33 · Q4 2023

ABOUT US

San Diego Unified School District's Facilities Planning and Construction (FPC) Department's Business Outreach Program is designed to engage with diverse small businesses to increase participation in district construction projects.

San Diego Unified has a robust small business program. We are exceedingly proud to report that to date, more than \$1.3 billion have been spent with XBEs.

XBE is a non-specific term encompassing a broad range of diverse business ownership. Formerly "EBE," for Emerging Business Enterprise, XBE is an umbrella term that includes small business and minority, woman, and disabled veteran-owned business enterprises, and similar designations.

Capital improvement bond funds Propositions S and Z, and Measures YY and U provide \$11.6 billion to design and construct clean, safe, environmentally friendly facilities that encourage successful teaching and learning at schools throughout the district.

THE PROJECT ARCHIVE IS BACK!

San Diego Unified has resurrected its past project archive on a new platform! Contractors can once again access past project bid information to conduct research and due diligence to support future bidding decisions. Archived documents include bid ads, site walk sign-in sheets, and bid tabulations.

Go to: www.sandiegousdplans.com

- > Click on "Past Project Archive" (left side). You will be directed to the "Specs" tab.
- > Click on the project name to view the list of documents.
- > Click on each document to view. Each is also downloadable; no password required.

The list of projects is long, so you may also search for projects by name, trade, school site, etc.

WHY YOU WANT THIS INFORMATION:

- ✔ Bid ads provide an overview of the scope of work (does this work pertain to you?)
- ✔ Site walk sign-ins provide a list of interested bidders (Primes you work with/want to know and competitors, or lack thereof) and their contact information (you can now call/email them!)
- ✔ Bid tabs show which Prime won the project (subs, now you know who to contact!) and their listed subcontractors (if you know your competition, figure out whether or not you can compete in future similar bids)

DIVERSE BUSINESS PARTICIPATION REPORT*

The business outreach team sets annual XBE participation goals that reflect the local market. Participation is tracked and provided to the Independent Citizens Oversight Committee and Board of Education. The table below shows the goals for and participation of XBEs in district projects.

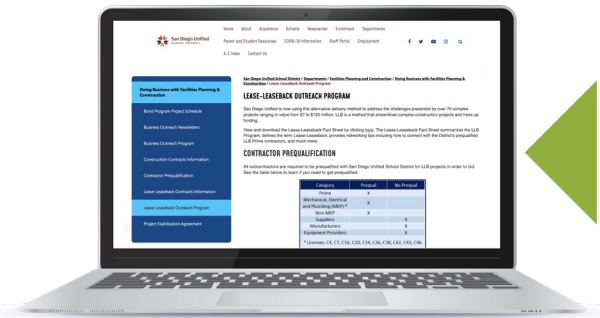
XBE Category	XBE Goal	Overall XBE Participation
Overall XBE Awards	50%	45.13%
Disabled Veteran	5%	5.98%
Minority-Owned	8%	10.65%
Woman-Owned	7%	8.40%
Small Business	40%	38.10%



LEASE-LEASEBACK OPPORTUNITIES

It is important to track key project dates in order to know when to contact Lease-Leaseback (LLB) Prime contractors. Below is a snapshot of upcoming LLB project milestones for the next quarter (timing subject to change).

BID DATE	PROJECT NAME	PRIME
Dec 2023	Holmes Elementary School Whole Site Modernization (WSM) and Joint Use Field (JUF)	Swinerton
Jan 2024	Albert Einstein Charter Elementary School Phase 1B WSM	Erickson Hall
Jan 2024	G.W. Smith Education Center Project Phase II Parking Structure and Grading/Sitework	C.W. Driver
Feb 2024	Euclid Elementary School WSM	Swinerton
Mar 2024	Audeo Charter School Phase II WSM	Soltek
Apr 2024	Gompers Charter Middle School WSM GMP 2	Sundt



San Diego Unified uses the LLB delivery method for large and complex projects ranging in value from \$7 to \$120 million. LLB is a contracting method that streamlines complex construction projects and frees up funding.

To learn more or see the most current project schedules, visit the LLB website: sandiegounified.org/llb-outreach. Be sure to get on the business outreach database to be notified of upcoming bids and outreach events: tinyurl.com/sdusd-dform

GET TO KNOW OUR PRIMES

XBE subcontractors, suppliers, and equipment providers should get to know each LLB Prime and learn about their respective processes. Each has their own small, diverse business programs and they are looking to team with companies like yours!



PREQUALIFICATION: WHO NEEDS IT?

San Diego Unified School District Procurement Method

	Primes	MEP Subs*	Non-MEP Subs	Painter** Primes	Painter Subs
Lease-Leaseback (LLB) Projects	●	●	●		●
Design-Bid-Build Projects Estimated Over \$1M	●	●			
Design-Bid-Build Projects Estimated Under \$1M					
Design-Bid-Build Painting Projects †				●	●
Job Order Contracting (JOC) Projects	●	●			

For contact information for each of the Prime contractors, follow this link: sandiegounified.org/LLB-factsheet

* Mechanical, Electrical, Plumbing: includes C-4, C-7, C-10, C-16, C-20, C-34, C-36, C-38, C-42, C-43, C-46 licenses and any A or B licensee performing MEP work.

** Painter primes include all B and C-33 licensed contractors.

† This requirement is only for projects where painting is the majority of the work.

NOTE: Manufacturers, suppliers, and equipment providers do not require prequalification on any projects.



MORE OPPORTUNITIES!

Over 60 Security Fencing and SPOE projects are expected to be issued during first quarter 2024.

CURRENT DESIGN-BID-BUILD OPPORTUNITIES

The opportunities below are expected to be released in the next two quarters (timing subject to change). Track these and other projects and procurements at

tinyurl.com/SDUSD-PlanetBids.

PROJECT NAME	ESTIMATED COST	ESTIMATED RELEASE
Audubon UTK-8 School Re-Roofing	\$1M - \$5M	Dec 2023
Central Elementary School Furnish and Install Photovoltaic System	\$1M - \$5M	Dec 2023
Kitchen Modifications Group 1	\$1M - \$5M	Dec 2023
Challenger Middle School and Mira Mesa High School Security and Single Point Entry (SPOE)	<\$500K	Jan 2024
Hage Elementary School Restroom Relocation	<\$500K	Jan 2024
Remove and Replace Playground Matting Group 1	\$500K - \$1M	Jan 2024
Furnish and Install Hydration Stations Group 6	\$1M - \$5M	Jan 2024
Rolando Park Fencing and SPOE	<\$500K	Feb 2024
Pershing Middle School Exterior Paint	\$500K - \$1M	Feb 2024
Bell Middle School Rain Gutter Repair	<\$500K	Mar 2024
Zamorano Elementary School Install New Switchgear	\$500K - \$1M	Mar 2024
Garfield High School Chiller Replacement	\$5M - \$10M	Mar 2024

DISABLED VETERAN BUSINESS NEWS

On Jan. 1, 2023, the Service-Disabled Veteran-Owned Small Business (SDVOSB) verification process, previously conducted by the Veteran Administration's Center for Verification and Evaluation (CVE), transferred to the Small Business Administration (SBA). Here are some things you need to know to be able to find and vet SDVOSB verification status:

- SDVOSB verifications that were to expire in 2023 have been granted a one-year extension by SBA.
- San Diego Unified will accept expired verification letters for one year beyond any 2023 expiration dates.
- Queries to find SDVOSBs and vet verification status can be conducted at SBA's portal: veterans.certify.sba.gov
- For anyone previously using the System for Award Management (SAM), note that SAM will not accurately reflect SDVOSB status, so only confirm SDVOSB status via the new SBA portal.

Please note that this information pertains only to federal SDVOSB-verified companies. The state of California DVBE (Disabled Veteran Business Enterprise) Program is separate from the federal program. DVBE status is still confirmed here: <https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx>

PROFESSIONAL SERVICES

Solicitations for the following services are expected to be released in 2024.

- Battery Energy Storage Systems (BESS)
- Civil Engineering & Land Surveying
- Electrical Engineering
- Electric Vehicle Charging Solutions
- Geotechnical Engineering & Construction Material Testing
- Hazmat
- Landscape Architects
- Mechanical Engineering
- Reprographics Services

For additional information about these and other professional services solicitations, contact Najwa Farace at nfarace@sandi.net (Timing on all solicitations is subject to change).

THE PSA TEAM HAS ALL THE ANSWERS!

PSA Training 101

- ➔ What is a PSA
- ➔ Working on a PSA project
- ➔ What is Expected of Contractors
- ➔ Labor Relations
- ➔ Dispute Resolutions and More!

SESSIONS HELD EACH QUARTER ON THE FIRST WEDNESDAY OF THE MONTH AND UPON REQUEST

Visit the PSA Event Calendar to register: <https://fpcprojects.sandi.net/sites/psa/SitePages/Home.aspx>

HAVE A QUESTION OR NEED TRAINING SOONER? Contact a member of the PSA team



THE PSA TEAM IS HERE FOR YOU!

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UPCOMING BIDS WATCH

General district-wide commodities and services solicitations are issued and bid via PlanetBids. Vendors are encouraged to get registered on the district's PlanetBids vendor portal at tinyurl.com/SDUSD-PlanetBids. Be sure to list each and every product and service that you offer.

Invitations to bid (ITBs) and requests for proposals (RFPs) come out often, so be sure to monitor PlanetBids weekly. Contact Linda Hippe for specific information at lhippe@sandi.net. For information about professional services solicitations, contact Najwa Farace at nfarace@sandi.net. (*Timing on all solicitations is subject to change.*)

BE A BETTER BIDDER

All questions regarding any solicitations must be submitted through PlanetBids during the noted Request for Information (RFI) period. This includes questions about formatting, required document completion, scope of work clarification/questions, etc.

Inquiries submitted outside the RFI period cannot be answered until after evaluations are complete and the Board of Education has approved the agreement(s) with the recommended firms.

KEY LINKS

BUSINESS OUTREACH: www.sandiegounified.org/business-outreach

BUSINESS OUTREACH DATABASE: tinyurl.com/sdusd-dform

CONTRACTOR PREQUALIFICATION:
prequal@sandi.net • www.sandiegounified.org/contractor-prequalification

PAST PROJECT ARCHIVE (research your competition): www.sandiegousdplans.com
> Click on "Past Project Archive" (left side). You will be directed to the "Specs" tab
> Click on project name to view the list of documents
> Click on each document to view. Each is downloadable; no password required
> Search for projects by name, trade, school site, etc.

PLANETBIDS (bids & solicitations): tinyurl.com/SDUSD-PlanetBids

PLANROOM (view plans by trade): www.sandiegousdplans.com
> Click on "Public Jobs"
> Click on project name for plans, specs, addenda

PROJECT SCHEDULES: www.go.boarddocs.com/ca/sandi/Board.nsf/Public#
> Click on library icon (far right top) and click on "Independent Citizens' Oversight Cmte (ICOC)"
> Click the most recent meeting/date, click "View the Agenda"
> Scroll down to Construction Subcommittee
> Click on Management Report (Stanford), open pdf

KAREN'S LINKEDIN PAGE: [linkedin.com/in/karenlinehan](https://www.linkedin.com/in/karenlinehan) 

SPEAKERS BUREAU

To have a representative from San Diego Unified come to your group or organization to speak about doing business with the district, Props. S/Z and Measures YY/U projects, the Business Outreach Program, or other topics, please contact Karen Linehan. One- to three-hour Doing Business with the District training classes are also available.

WE ARE HERE FOR YOU!

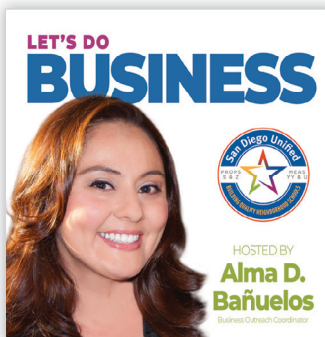
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Para más información en español, haga favor de comunicarse con Alma Bañuelos, abanuelos@sandi.net

CONSTRUCTION INDUSTRY: TUNE IN TO YOUR NEW FAVORITE PODCAST



Gain valuable insight into how to grow your business by partnering with government agencies.

Join the construction department's resident small business specialist, Alma Bañuelos as she brings a fun and lively approach to her conversations with local industry experts.

Whether you are a new business owner or looking to grow an established firm, this podcast is for you!

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