

BUSINESS OUTREACH NARRATIVE
FOURTH QUARTER, 2015

Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects

EBE construction bid awards for 2015 total \$48,888,629 or 43.35% 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)	
4Q 2015	\$48,888,629	43.35%	\$254,798,516	40.61%
4Q 2014	\$45,070,816	46.75%	\$205,909,887	40.01%

In order to best reflect current Professional Service EBE participation, the Professional Service Reports have been reformatted and will be presented with the 2016 reports beginning in February of 2016.

Participation in Public Agency Business Outreach Events & Meetings

SDUSD Business Outreach Program staff attended a total of 6 major procurement events and outreach meetings this quarter, including the Annual Caltrans District 11 Procurement and Resource Fair (complete lists of all events and meetings attended are provided to the ICOC Construction Subcommittee monthly).

SDUSD Business Outreach Database

The District received 5 new/updated paper form 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 2,071 (total entries for the last reporting period were 2,147).

Ownership / Size	Self-Reported	Confirmed Certification	Self-Reported	Confirmed Certification
Disabled Veteran	229	158	225	151
Minority	621	123	636	118
Woman	429	81	447	79
Small Business	1632	585	1672	574
	Database Entries As Of January 28, 2016		Database Entries As Of September 24, 2015	

Business Outreach Newsletter

Volume 23 of the Business Outreach Newsletter was distributed September 2015. Volume 24 will be distributed February 2016.

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:

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

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

Events Attended

- Elite Service-Disabled Veteran Owned Business (SDVOB) Network monthly meeting (01/05)
- Meet and greet with RORE, Inc., a WBE/MBE/SBE company (01/06)
- Meet and greet with Lawton Group, a WBE/SBE company (01/08)
- Meet and greet with Asian Business Association, partner organization planning (01/12)
- San Diego Supplier Development Council (SDSDC) quarterly meeting (01/13)
- Disabled Veteran Business Alliance (DVBA) quarterly regional super meeting (01/19)
- Site walk for Interior Upgrades to Clairemont High School project (01/21)
- Meet and greet with Pacific Southwest Minority Supplier Development Council re potential partner organization planning (01/25)
- Asian Business Association monthly meeting (01/26)
- Meet and greet with IO Environmental, Inc., an SBE/DBE company (01/28)
- Construction Management Association of America (CMAA), San Diego Chapter Owners' Night 2016 (01/28)
- Meet and greet with Eric Araiza-LE, an MBE/SBE construction company owner (01/29)

Events Scheduled

- Meet and greet with MDG Metalworks, an MBE/WBE/SBE company (02/01)
- Elite Service-Disabled Veteran Owned Business (SDVOB) Network monthly meeting (02/02)
- Meet and greet with MARRS, Services Inc., an SBE/WBE/MBE company (02/03)
- Meet and greet with SaniGlaze, a new interest contractor (02/03)
- National Association of Women in Construction (NAWIC) monthly meeting (02/09)
- Associated Subcontractors Alliance (ASA) monthly meeting (02/10)
- Public Agency Consortium (PAC) bimonthly meeting (02/10)
- American Indian Chamber of Commerce Southern California Chapter monthly meeting (02/10)
- Central San Diego Black Chamber of Commerce monthly meeting (02/17)
- Doing Business Training to Balfour Beatty Construction (02/18)
- US Hispanic Contractors and Professionals quarterly meeting (02/TBD)
- Quarterly Regional Construction Procurement Committee (RCPC) meeting (03/09)
- Disabled Veteran Business Alliance (DVBA) Southern California Construction Expo (03/29)
- DVBA quarterly regional super meeting (03/TBD)
- San Diego Supplier Development Council (SDSDC) bimonthly meeting (04/13)
- Council for Supplier Diversity (CSD) Construction Services Category Sourcing event (TBD)

Micro-Projects Program

- 15 micro-projects awarded in FY 2015-2016
- 100% Small Business Enterprises (SBEs), and also: 2 DVBE, 2 WBE and 6 MBE



**Business Outreach Report
 CONSTRUCTION
 2015, 4th Quarter**

Total Bond Dollars Awarded in 2015 \$112,787,804.40
 Number of Bond Projects Awarded in 2015 31

	Dollar	%
Emerging Business Enterprise (EBE) Awards	\$48,888,628.85	43.35%
Non-EBE Awards	\$63,899,175.55	56.65%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$5,594,493.04	4.96%
Minority Business Enterprise (MBE)	\$8,833,310.08	7.83%
Woman Business Enterprise (WBE)	\$6,779,235.60	6.01%
Small Business Enterprise (SBE)	\$48,506,148.85	43.01%

Local	Dollar	%
Local (SD County)	\$78,494,103.45	69.59%
Outside of SD County	\$34,293,700.95	30.41%