

**Proposition S/Z Outreach Program  
Outreach Events Overview  
May 2014 Report**

**Events Attended**

- Site walk for Exterior Painting at Morse High School project (05/02)
- Site walk for Exterior Painting at San Diego High Educational Complex project (05/02)
- Small Business Administration (SBA) Small Veteran Business Champion of the Year award videotaping session (05/05)
- Elite SDVOB Network monthly meeting (05/06)
- Ruben Garcia's weekly SBA Business radio show (05/08)
- Site walk for Exterior Painting at Serra High School project (05/09)
- California DVBE Alliance Annual Keeping the Promise (KTP) event (05/12-13)
- North San Diego SBDC's Advisory Board Meeting (05/14)
- PAC Night Spring Session: Turner School of Construction Management (05/15)
- Meet and greet with EvergreenCali, a local DVBE/SBE construction company (05/19)
- Meeting with Congresswoman Susan Davis as part of Elite SDVOB Network delegation (05/23)
- Site Walk for Furnish and Install Photo Voltaic Solar Carports at Jonas Salk Elementary School project (05/29)
- Small Business Development Council (SBDC) Meet the Buyers event (05/30)

**Events Scheduled**

- Elite SDVOB Network monthly meeting (06/03)
- SDUSD's Construct Your Business: Success as you Lean Into 2015 (06/04)
- National Association of Women in Construction (NAWIC) monthly meeting (06/10)
- Associated Subcontractors Alliance (ASA) monthly meeting (06/11)
- Small Business Administration (SBA) Small Business Awards Breakfast (06/11)
- Public Agency Consortium (PAC) meeting (06/18)
- San Diego Supplier Development Council (SDSDC) Meeting (06/18)
- Central San Diego Black Chamber of Commerce monthly meeting (06/19)
- US Hispanic Contractors and Professionals quarterly meeting (06/25)
- American Indian Chamber of Commerce monthly meeting (06/26)
- DVBE Alliance quarterly joint meeting (TBD)
- SDUSD Annual Construction Expo (07/09)
- Operation Opportunity (SDSDC) (7/16)
- Small Business Development Council (SBDC) Meet the Buyers event (07/25)
- Navy Gold Coast 2014 Small Business Procurement event (08/11-13)

**Micro-Projects Program**

- 52 micro-projects awarded in FY 2013-2014
- 100% Small Business Enterprises (SBEs), and also: 4 DVBE, 7 WBE and 13 MBE



**Business Outreach Report**  
**PROFESSIONAL SERVICES**  
**2014, 2nd Quarter Update**

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

	Dollar	%
<b>Emerging Business Enterprise (EBE) Awards</b>	<b>\$68,953,650.00</b>	<b>43.82%</b>
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	<b>2.46%</b>
Minority Business Enterprise (MBE)	\$10,149,106.00	<b>6.45%</b>
Woman Business Enterprise (WBE)	\$49,335,380.00	<b>31.35%</b>
Small Business Enterprise (SBE)	\$15,710,265.00	<b>9.98%</b>

<b>Local</b>	Dollar	%
Local (SD County)	<b>\$144,255,466.00</b>	<b>91.67%</b>
Outside of SD County	\$13,100,016.00	8.33%



**Business Outreach Report**  
**CONSTRUCTION**  
**2014, 2nd Quarter Update**

Total Bond Dollars Awarded in 2014	\$59,833,757.00
Number of Bond Projects Awarded in 2014	8

	Dollar	%
<b>Emerging Business Enterprise (EBE) Awards</b>	<b>\$31,286,589.00</b>	<b>52.29%</b>
Non-EBE Awards	\$28,547,168.00	47.71%

**EBE Categories**

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$8,742,476.00	<b>14.61%</b>
Minority Business Enterprise (MBE)	\$2,873,304.00	<b>4.80%</b>
Woman Business Enterprise (WBE)	\$577,922.00	<b>0.97%</b>
Small Business Enterprise (SBE)	\$29,192,464.00	<b>48.79%</b>

<b>Local</b>	Dollar	%
Local (SD County)	<b>\$38,092,480.00</b>	<b>63.66%</b>
Outside of SD County	\$21,741,277.00	36.34%



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**Business Outreach Program**  
**Annual Contractor Survey Report**  
**May 2014**

## **Introduction**

At the end of each year a report is prepared using voluntary survey input from prime contractors, subcontractors and DVBE suppliers who were awarded San Diego Unified School District construction contracts during that year. "Awarded a contract" refers to a company that has completed, is currently working on, or will begin working on a project that was awarded by San Diego Unified's Board of Education between January and December.

The primary goal of the Annual Contractor Survey is to assess the makeup of San Diego Unified's capital improvement bond program contractor pool in a manner that goes beyond the EBE categories tracked as part of the business outreach and engagement program. The findings provide another avenue for gauging contractor recruitment efforts and steering program improvement.

## **Background**

The 2011 Annual Contractor Survey was conducted via SurveyMonkey and telephone. While data was considered difficult to obtain, 91 of 104 targeted contractors ultimately provided input. A mandatory, hardcopy survey that would ensure 100 percent survey participation was recommended for rollout the following year.

The 2012 survey was conducted via a paper survey included in the existing mandatory Project Stabilization Agreement (PSA) paperwork packet. Although provided to all general contractors and subcontractors throughout the year, only 23 surveys were received by late October 2012, and significant telephone interviews were required to obtain input. In all, only 49 surveys were collected.

By comparison, the original SurveyMonkey survey was highly successful and was reinstated for the 2013 survey. In addition, in 2013, a more complete audit of PSA subcontractors was conducted and a list of 632 contractor contacts was provided to the Business Outreach team (it should be noted that this list included multiple contacts from each company).

In June 2013, a formal demographic assessment (*Demographic Analysis of the Ownership and Workforce of Construction Firms in San Diego County*) was commissioned by a third-party non-profit organization to examine census and demographic data of San Diego construction industry business ownership. Information collected in this 2013 Annual Contractor Survey was broadly compared to the information in the *Demographic Analysis*.

## **Invitation**

The following text is the invitation that was issued to all 632 contractor contacts in March 2014.

*San Diego Unified Requests Your Input*

*San Diego Unified School District is conducting a survey about the types of contractors working on our construction projects. If you have completed this survey in past years, thank you for your help--we gratefully request that you complete it again now.*

*Only one (1) individual from your company should participate. If you are not in a position to answer the survey, please FORWARD this email TO ME [San Diego Unified Outreach*



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Manager] with the NEW CONTACT'S email address and I will reissue it via Survey Monkey (for data collection purposes). My email is provided below.

Please click on the following link to answer the few very brief and generic questions about your company; the survey will take less than five (5) minutes to complete.

<https://www.surveymonkey.com/s.aspx>

The information you provide will be held in strict confidence. Please complete your response by April 18th. Thank you in advance for your time!

## **Survey**

The survey is provided as follows.

San Diego Unified School District (SDUSD) is collecting year end data about the types of contractors working on our construction projects. This survey is being conducted as part of the business outreach program as both a gauge for improving our efforts and to provide a report to our Independent Citizens Oversight Committee.

If you have completed this survey in past years, thank you for your help--we gratefully request that you complete it again now.

This is an annual survey and you are being asked to complete this survey because your company was awarded a construction contract with SDUSD in 2013. "Awarded a contract" means that your company completed, is currently working on, or will begin working on a project that was awarded by SDUSD's board of education between January and December 2013. Your company may be a prime contractor or subcontractor, or a DVBE supplier, manufacturer or equipment provider.

Please take a moment to answer the following questions about your company. The information you provide will be held in the strictest of confidence. While the statistical data will be provided in public forums, it will not reveal individual or company-specific information. This survey will take less than five (5) minutes to complete.

PLEASE NOTE—once a page in the survey is submitted, you will NOT be able to go back and change responses.

1. *General*: My company was awarded directly or was part of a team that was awarded a construction contract with SDUSD in 2013. (Yes or No). [No answers were sent to No. 19].
2. My company is (select one):
  - Large Business: Over 100 employees and average annual gross receipts of over \$14 million.
  - Small Business: Independently owned and operated, not dominant in your field of operation, less than 100 employees and average annual gross receipts of \$14 million or less.
  - I prefer not to respond to this survey.



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3. *Business Ownership*: My company is Disabled Veteran-Owned: At least 51% owned by one or more disabled veterans, daily operations are managed and controlled by one or more disabled veterans. "Disabled Veteran" is defined as a veteran of U.S. military, naval, or air service with service-connected disability of at least 10% or more. [Respondents selecting this answer were sent to question No. 7].
4. My company is Woman-Owned: At least 51% owned by a woman who controls day-to-day operations.
5. My company is Male-Owned: At least 51% owned by a male who controls day-to-day operations.
6. My company is Minority-Owned (at least 51% owned by one or more disadvantaged minority individuals, whose management and daily business operations are controlled by one or more such individual).  
"Disadvantaged Minority" groups include Black American, Hispanic American, Native American, American Aleut, American Eskimo, Asian-Pacific American, Subcontinent Asian-American, Asian Indian, Asian Pacific and Native Hawaiian. [Respondents selecting this answer were sent to question No. 8].
7. *Disabled Veteran Businesses*: My company (check all that apply):
  - is a DVBE, currently certified by the State of California
  - is a SDVOB, currently verified by the U.S. Department of Veterans Affairs (VA)
  - has a valid Center for Veterans Enterprise (CVE) letter
  - is registered at VetBiz.gov and is on the VA's VIP (Vendor Information Page)
  - is not certified/verified
  - has a pending certification/verification
  - has a lapsed certification/verification
  - Not sure
8. *Minority Owned Businesses*: My company is owned and operated by a member of the following group (select the one group under which your DBE/MBE certification is held or with which your company's majority owner is most aligned):

<ul style="list-style-type: none"><li>• Black American</li><li>• Hispanic American</li><li>• Native American</li><li>• American Aleut</li><li>• American Eskimo</li><li>• Asian-Pacific American</li></ul>	<ul style="list-style-type: none"><li>• Subcontinent Asian-American</li><li>• Asian Indian</li><li>• Asian Pacific</li><li>• Native Hawaiian</li><li>• Other (please specify)</li></ul>
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9. *Certifications:* Please check all valid certifications below that your company currently holds or held at the time of contract award (select all that apply).

- SBE: Small Business Enterprise Certification
- DVBE: Disabled Veteran Business Enterprise
- WBE: Women Business Enterprise
- DBE: Disadvantaged Business Enterprise
- MBE: Minority Business Enterprise
- None

10. *Bidding and Bonding:* I am comfortable bidding on projects valued at (select highest):

- Up to \$15,000
- Up to \$20,000
- Up to \$50,000
- Up to \$150,000
- Up to \$250,000
- Up to \$500,000
- Up to \$1,000,000
- Up to \$2,000,000
- Up to \$3,000,000
- Up to \$5,000,000
- Up to \$10,000,000
- \$10,000,000 and above
- None
- Other; please specify.

11. My bonding capacity is (select highest):

- None
- License bond only
- \$12,500
- \$50,000
- \$200,000
- \$500,000
- \$1,000,000
- \$3,000,000
- \$5,000,000
- \$10,000,000
- More than \$10,000,000
- More than \$25,000,000
- Bond provided by general contractor or partner

12. *Contractor Information:* Have you served as a general/prime contractor on an SDUSD project?

- Yes
- No
- I worked more than one project and my company was both a sub and a general this year

13. If your firm is a sub, please tell us your tier (list all if you were on more than one project this year)

- 1st
- 2nd
- 3rd
- Other
- I am a DVBE supplier, manufacturer or equipment provider
- I have only served as a general/prime contractor



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14. If your firm is a subcontractor or DVBE supplier, manufacturer or equipment provider, please name the general contractor you are working with (list all if you were on more than one project this year). Click *Next* if you are a general/prime contractor.
15. *Company Location*: My company is headquartered or has an office located (select all that apply):
- in San Diego County
  - within the San Diego Unified School District
  - in one of these zip codes: 92101, 92102, 92104, 92105, 92111, 92113, 92114, 92115, 92116, 92117, 92139
  - None of these [Respondents selecting this answer were sent to question No. 17].
16. My company is headquartered or has an office located (select all that apply):
- outside San Diego County
  - outside California
17. *Business Outreach*: Are you currently in SDUSD's business outreach program database? (Yes or No). [Yes answers were sent to question No. 19; No answers were sent to question No. 18]
18. If you would like to be included in the outreach database, copy and paste the following URL into your web browser: <http://tinyurl.com/sdusd-certform>. Please fill out the form and email, mail or fax it per the instructions on the form.
19. Thank you for participating in this important survey. Results will be available from the Business Outreach team in the near future upon request. Staff contact and other information about the business outreach program can be found here: <http://www.sandi.net/page/934>.

## Results

The SurveyMonkey data for the 2013 contractor survey are presented in the attached addendum. In total, 96 contractors responded to the survey, 10 were eliminated after Question 1 for not having an active contract in 2013. An additional 16 did not fully complete the survey. Not all of the applicable questions were answered by participants. In general, the data reflects what was expected by the Outreach Team: most companies were small, male-owned and one-third did not hold any emerging business certifications.

New questions and new elements to existing questions were added to this year's survey that generated interesting information. When asked, subcontractors provided names of their





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general contractors, some of which were not in the business outreach database or known to be bidding San Diego Unified projects. This provides new avenues for outreach, and follow-up will be conducted in 2014. Of note, eight subcontractors indicated that their surety bond was held by the general contractor.

**Conclusion**

Participation in the 2013 Annual Contractor Survey was similar to that of the 2011 SurveyMonkey survey and far better than that of the 2012 hardcopy version. SurveyMonkey will continue to be used to collect end of year contractor data.

In conclusion, the results of this survey held no major surprises and generally reflect the findings of the 2013 independent San Diego construction industry *Demographic Analysis*. Based on the data, outreach efforts are being conducted in an appropriate manner. No direct changes to the business outreach and engagement program are needed or will be made as a result.



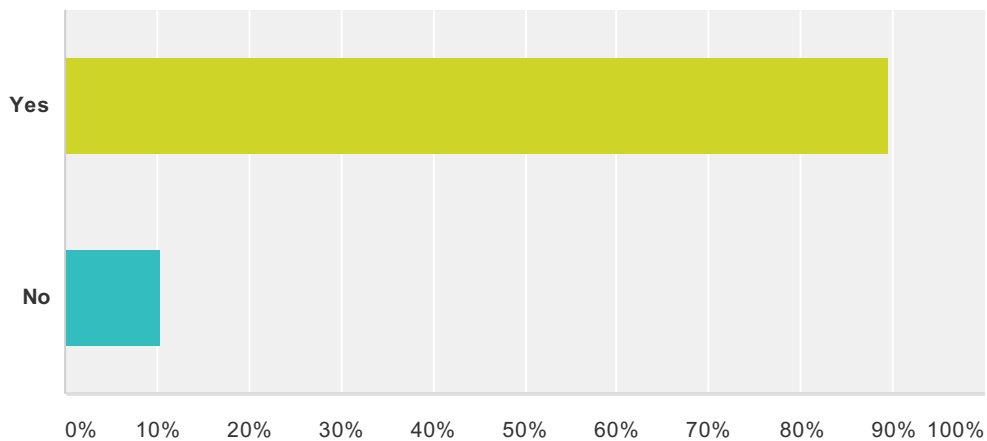
**FINAL**  
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**May 2014**

# **Appendix**

SurveyMonkey  
Annual Contractor Survey (2013)  
Raw Data

**Q1 My company was awarded directly or was part of a team that was awarded a construction contract with SDUSD in 2013.**

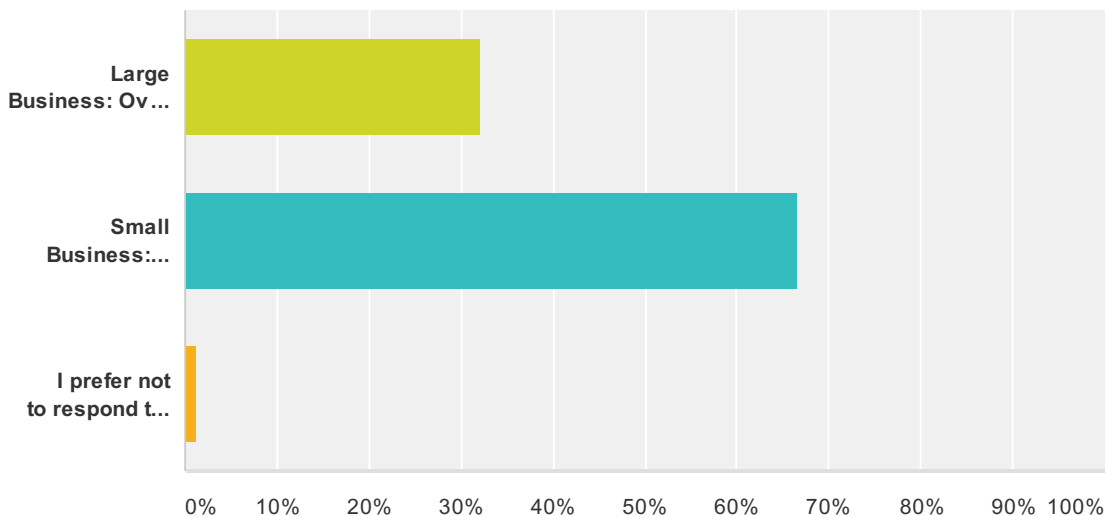
Answered: 96 Skipped: 0



Answer Choices	Responses	
Yes	89.58%	86
No	10.42%	10
<b>Total Respondents: 96</b>		

### Q2 My company is a (select one):

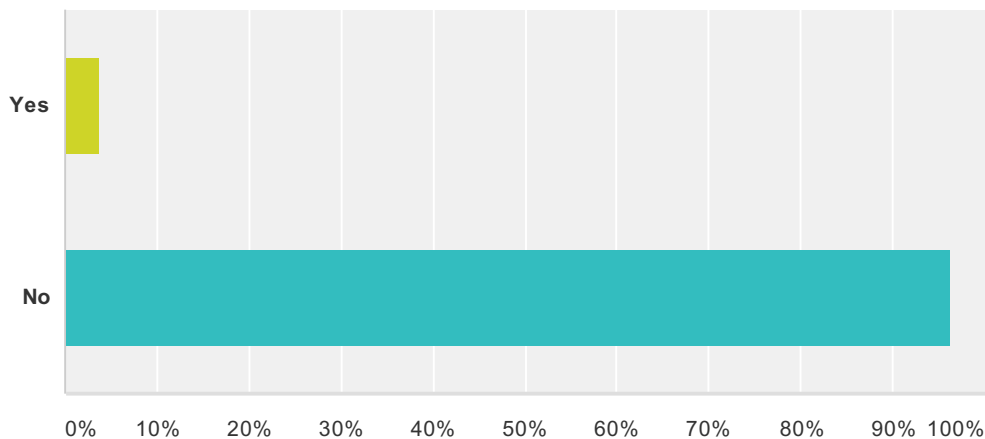
Answered: 84 Skipped: 12



Answer Choices	Responses
Large Business: Over 100 employees and average annual gross receipts of over \$14 million.	32.14% 27
Small Business: Independently owned and operated, not dominant in your field of operation, less than 100 employees and average annual gross receipts of \$14 million or less.	66.67% 56
I prefer not to respond to this survey.	1.19% 1
<b>Total</b>	<b>84</b>

**Q3 My company is a Disabled Veteran-Owned (at least 51% owned by one or more disabled veterans, daily operations are managed and controlled by one or more disabled veterans. "Disabled Veteran" is defined as a veteran of U.S. military, naval, or air service with service-connected disability of at least 10% or more)**

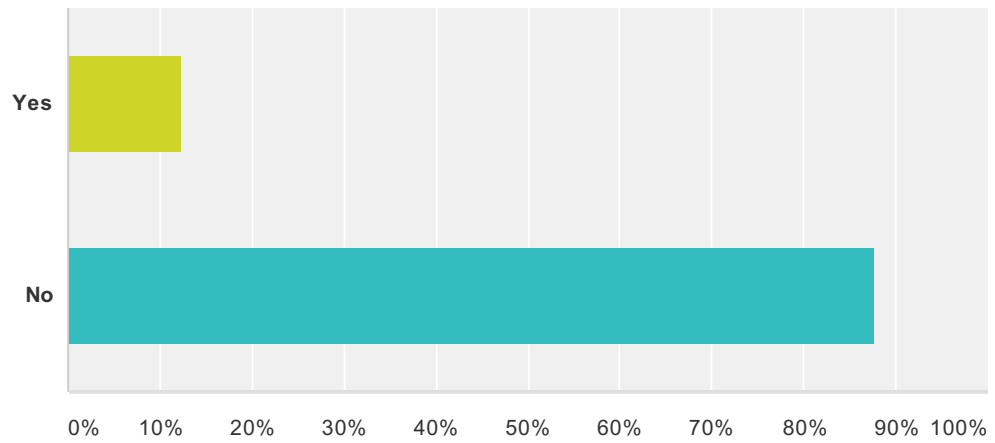
Answered: 81 Skipped: 15



Answer Choices	Responses
Yes	3.70% 3
No	96.30% 78
<b>Total</b>	<b>81</b>

### Q4 My company is Woman-Owned (at least 51% owned by a woman who controls day-to-day operations)

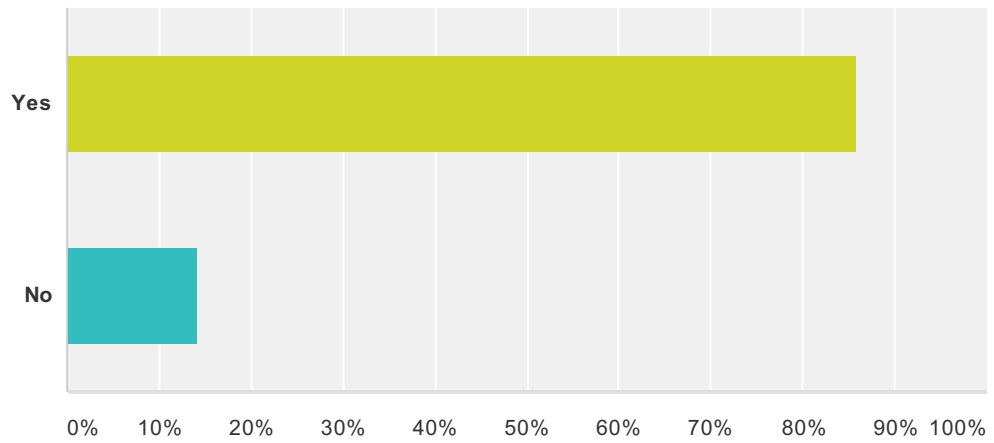
Answered: 81 Skipped: 15



Answer Choices	Responses	
Yes	12.35%	10
No	87.65%	71
<b>Total</b>		<b>81</b>

### Q5 My company is Male-Owned (at least 51% owned by a man who controls day-to-day operations)

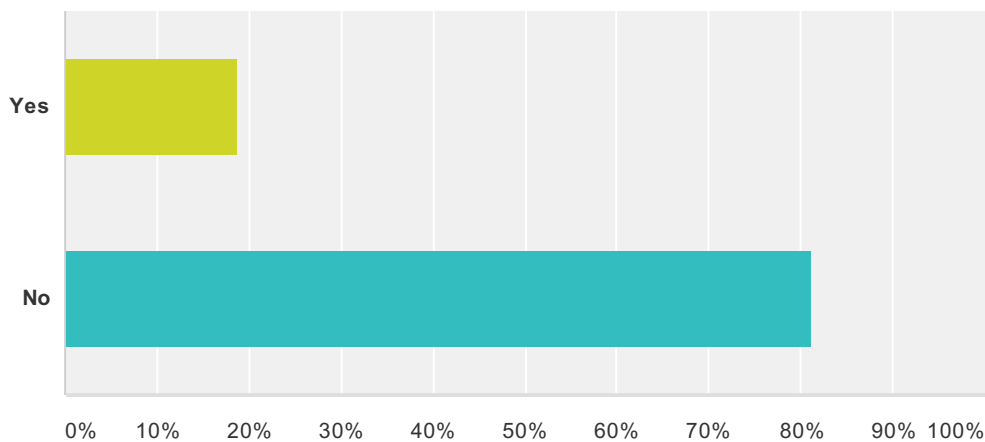
Answered: 70 Skipped: 26



Answer Choices	Responses
Yes	85.71% 60
No	14.29% 10
<b>Total</b>	<b>70</b>

**Q6 My company is Minority-Owned (at least 51% owned by one or more disadvantaged minority individuals, whose management and daily business operations are controlled by one or more such individual). “Disadvantaged Minority” groups include Black American, Hispanic American, Native American, American Aleut, American Eskimo, Asian-Pacific American, Subcontinent Asian-American, Asian Indian, Asian Pacific and Native Hawaiian.**

Answered: 80 Skipped: 16

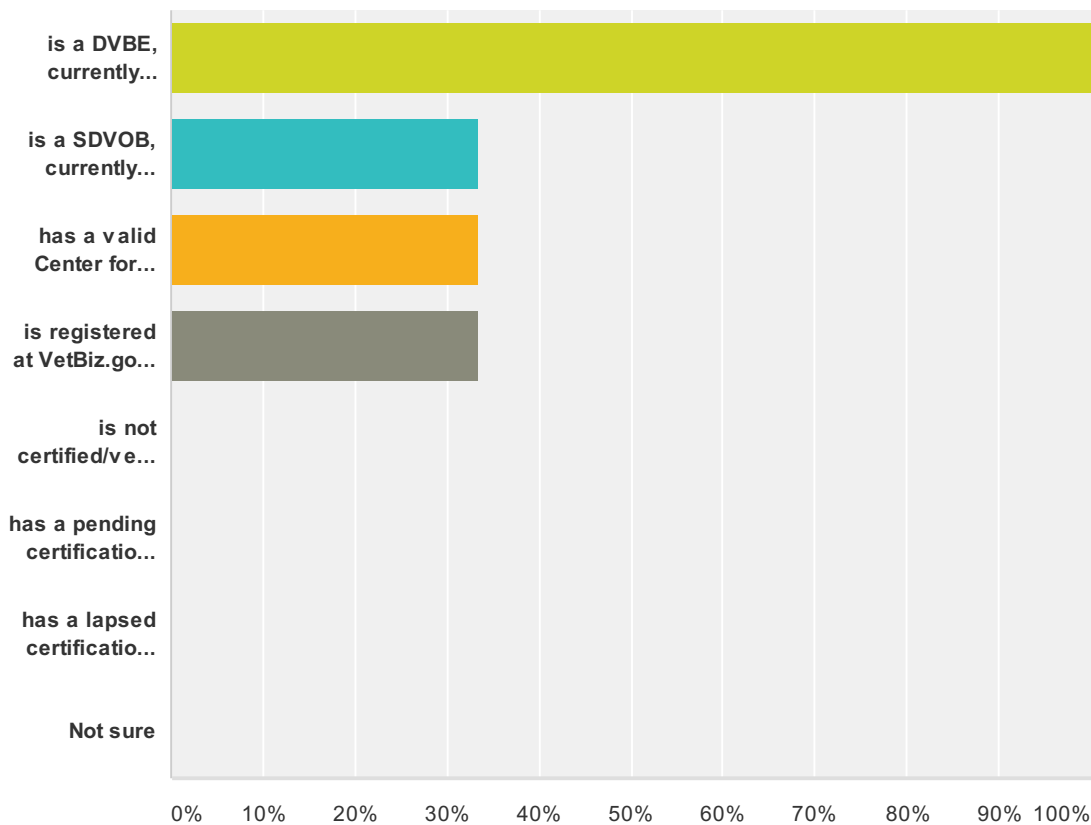


Answer Choices	Responses
Yes	18.75% 15
No	81.25% 65
<b>Total</b>	<b>80</b>



### Q7 My company (check all that apply):

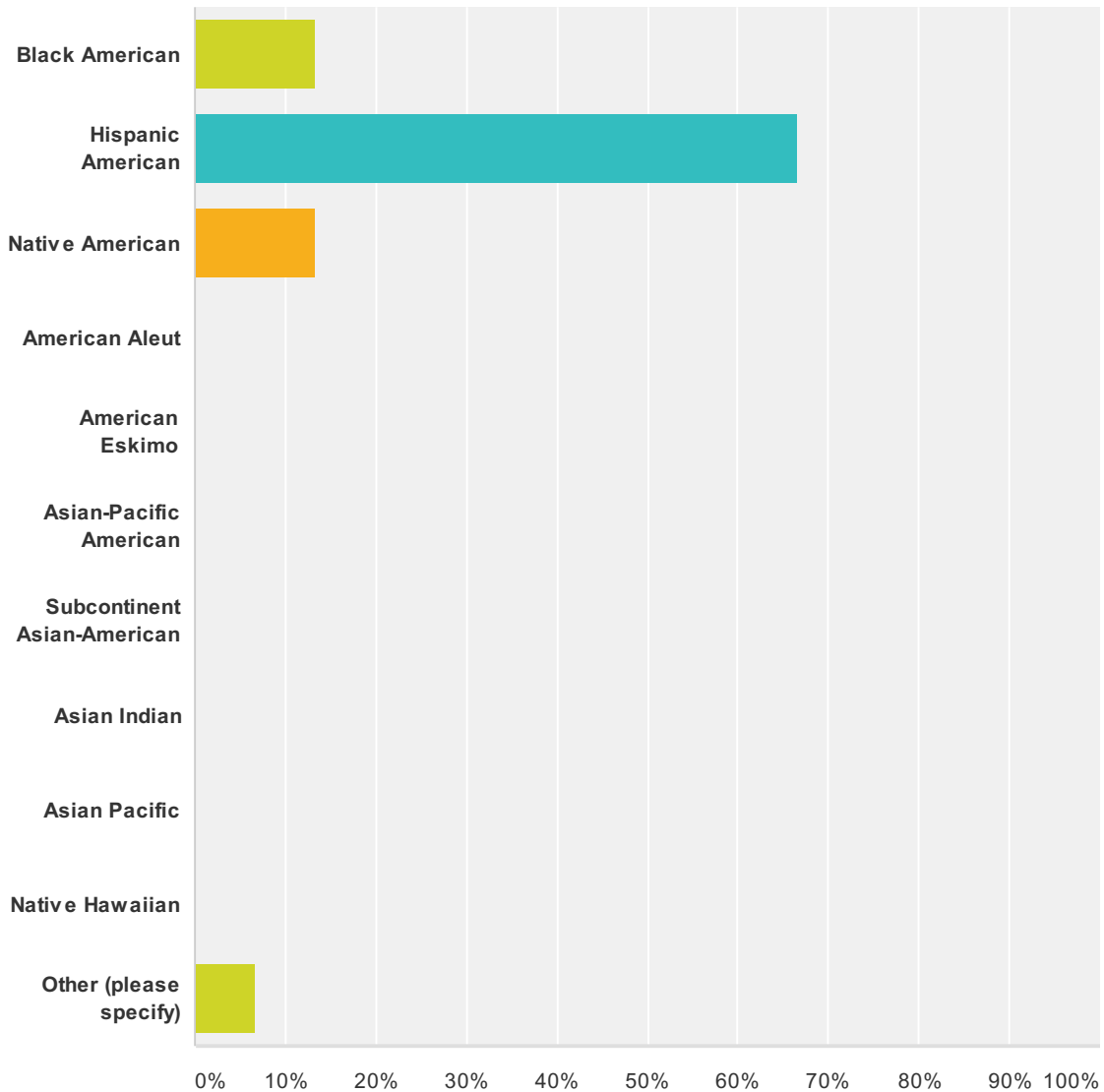
Answered: 3 Skipped: 93



Answer Choices	Responses
is a DVBE, currently certified by the State of California	100.00% 3
is a SDVOB, currently verified by the U.S. Department of Veterans Affairs (VA)	33.33% 1
has a valid Center for Veterans Enterprise (CVE) letter	33.33% 1
is registered at VetBiz.gov and is on the VA's VIP (Vendor Information Page)	33.33% 1
is not certified/verified	0.00% 0
has a pending certification/verification	0.00% 0
has a lapsed certification/verification	0.00% 0
Not sure	0.00% 0
<b>Total Respondents: 3</b>	

**Q8 My company is owned and operated by a member of the following group (select the one group under which your DBE/MBE certification is held or with which your company's majority owner is most aligned):**

Answered: 15 Skipped: 81



Answer Choices	Responses
Black American	13.33% 2
Hispanic American	66.67% 10
Native American	13.33% 2
American Aleut	0.00% 0
American Eskimo	0.00% 0

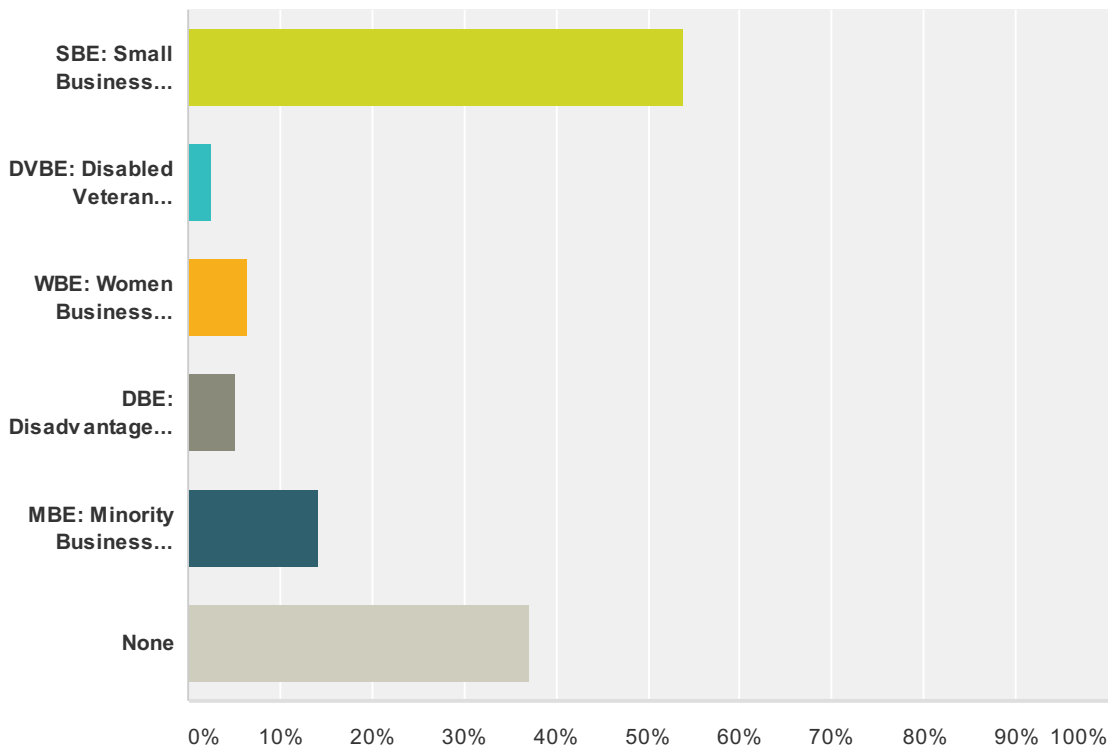
# Annual Contractor Survey (2013)

[Props. S and Z ICOC Subcommittee  
Construction  
June 5, 2014, Exhibit 2](#)

Asian-Pacific American	0.00%	0
Subcontinent Asian-American	0.00%	0
Asian Indian	0.00%	0
Asian Pacific	0.00%	0
Native Hawaiian	0.00%	0
Other (please specify)	6.67%	1
<b>Total</b>		<b>15</b>
<b>#</b>	<b>Other (please specify)</b>	<b>Date</b>
1	Latino	3/31/2014 1:26 PM

**Q9 Please check all valid certifications below that your company currently holds or held at the time of contract award (select all that apply).**

Answered: 78 Skipped: 18

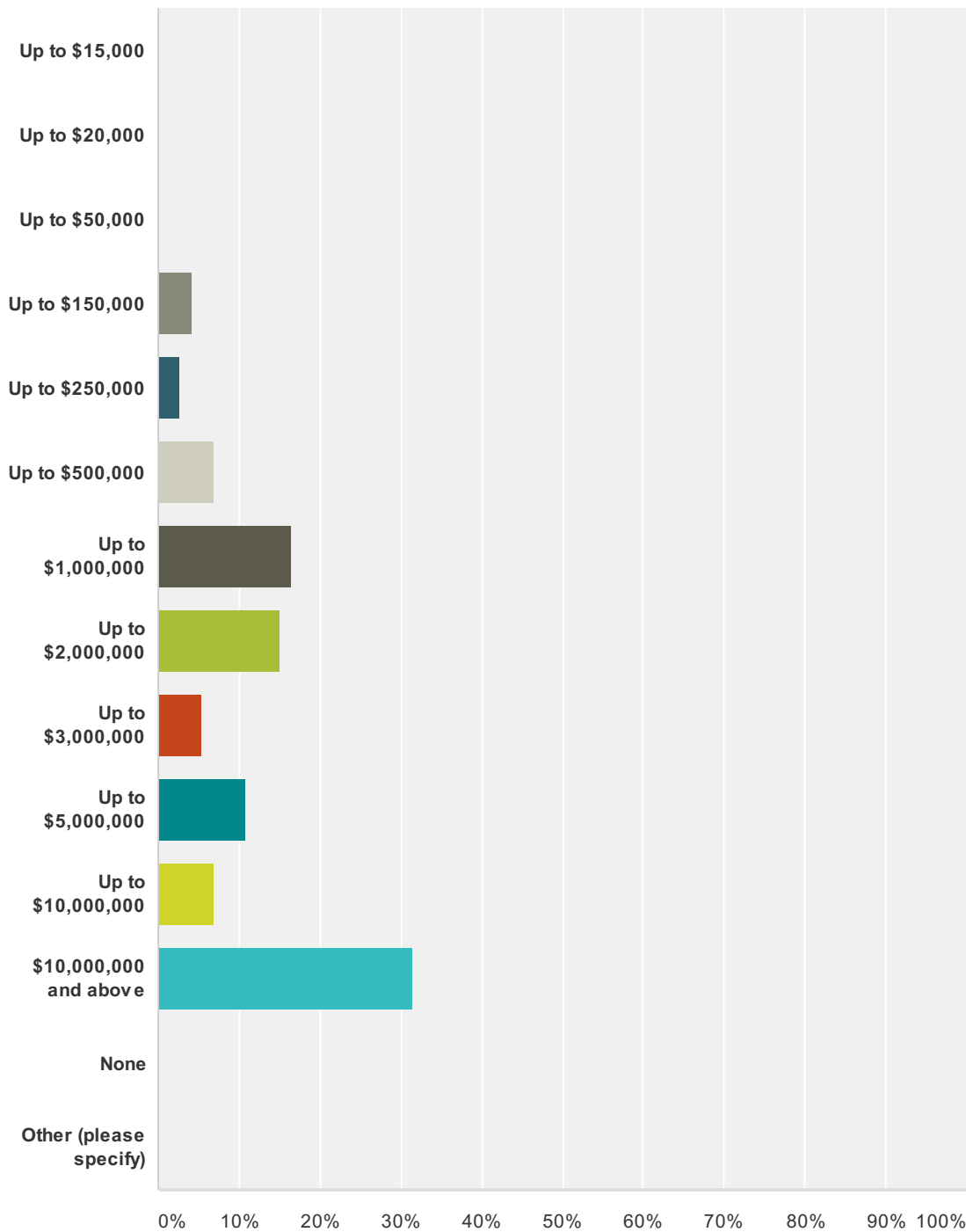


Answer Choices	Responses
SBE: Small Business Enterprise Certification	53.85% 42
DVBE: Disabled Veteran Business Enterprise	2.56% 2
WBE: Women Business Enterprise	6.41% 5
DBE: Disadvantaged Business Enterprise	5.13% 4
MBE: Minority Business Enterprise	14.10% 11
None	37.18% 29
<b>Total Respondents: 78</b>	

#	Other (please specify)	Date
1	We hold certification from the SDCCD	4/2/2014 8:12 AM
2	Soon will be 51% owned by women	3/31/2014 9:17 PM
3	Self Certified Small Business Enterprise	3/31/2014 3:29 PM
4	Self Certify (MBE) # 56213	3/31/2014 1:42 PM

### Q10 I am comfortable bidding on projects valued at (select highest):

Answered: 73 Skipped: 23



Answer Choices	Responses
Up to \$15,000	0.00% 0
Up to \$20,000	0.00% 0
Up to \$50,000	0.00% 0

# Annual Contractor Survey (2013)

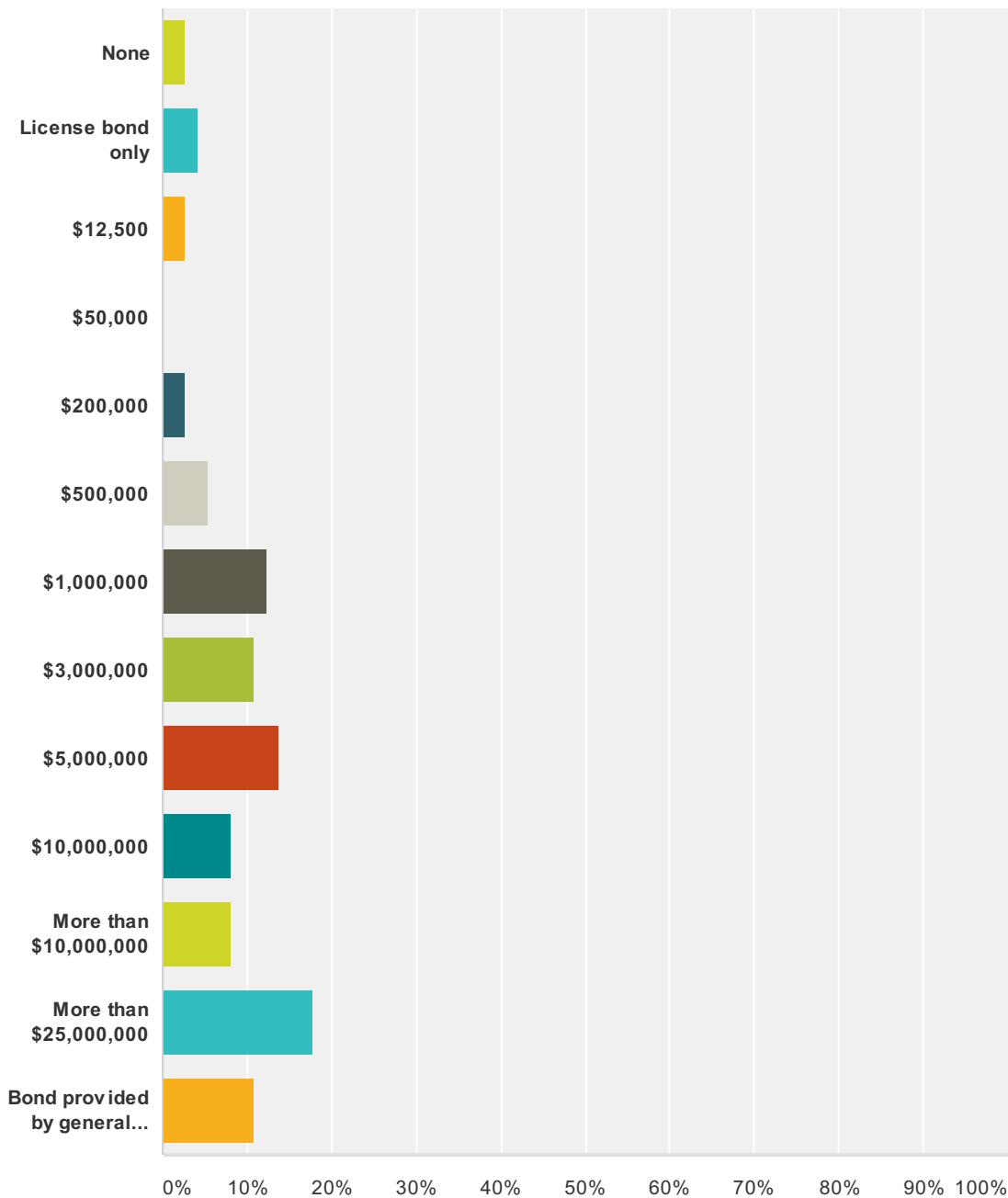
Props. S and Z ICOC Subcommittee  
Construction  
June 5, 2014, Exhibit 2

Up to \$150,000	4.11%	3
Up to \$250,000	2.74%	2
Up to \$500,000	6.85%	5
Up to \$1,000,000	16.44%	12
Up to \$2,000,000	15.07%	11
Up to \$3,000,000	5.48%	4
Up to \$5,000,000	10.96%	8
Up to \$10,000,000	6.85%	5
\$10,000,000 and above	31.51%	23
None	0.00%	0
Other (please specify)	0.00%	0
<b>Total</b>		<b>73</b>

#	Other (please specify)	Date
	There are no responses.	

### Q11 My bonding capacity is (select highest):

Answered: 73 Skipped: 23



Answer Choices	Responses
None	2.74% 2
License bond only	4.11% 3
\$12,500	2.74% 2
\$50,000	0.00% 0
\$200,000	2.74% 2

# Annual Contractor Survey (2013)

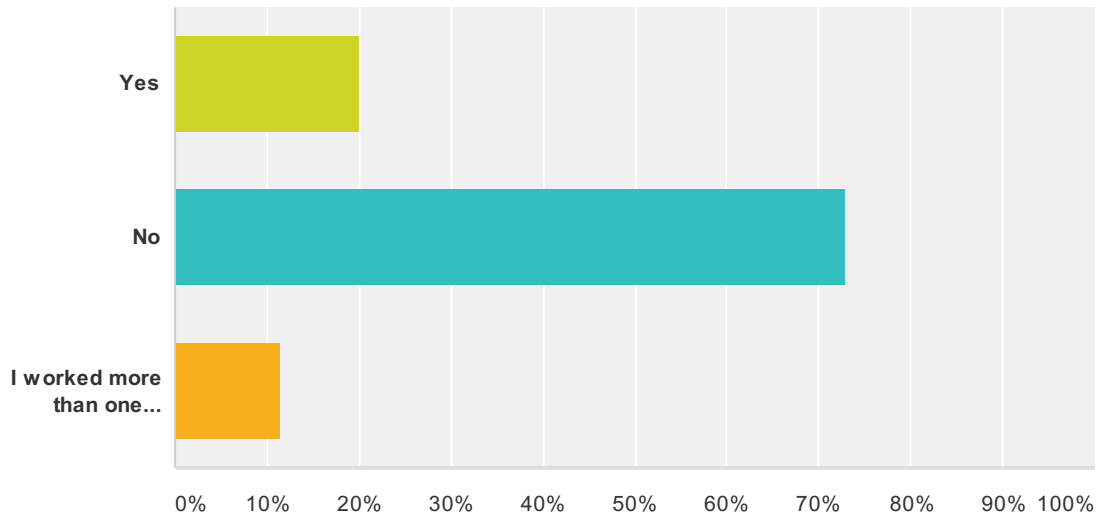
Props. S and Z ICOC Subcommittee  
 Construction  
 June 5, 2014, Exhibit 2

\$500,000	5.48%	4
\$1,000,000	12.33%	9
\$3,000,000	10.96%	8
\$5,000,000	13.70%	10
\$10,000,000	8.22%	6
More than \$10,000,000	8.22%	6
More than \$25,000,000	17.81%	13
Bond provided by general contractor or partner	10.96%	8
<b>Total</b>		<b>73</b>



### Q12 Have you served as a general/prime contractor on an SDUSD project?

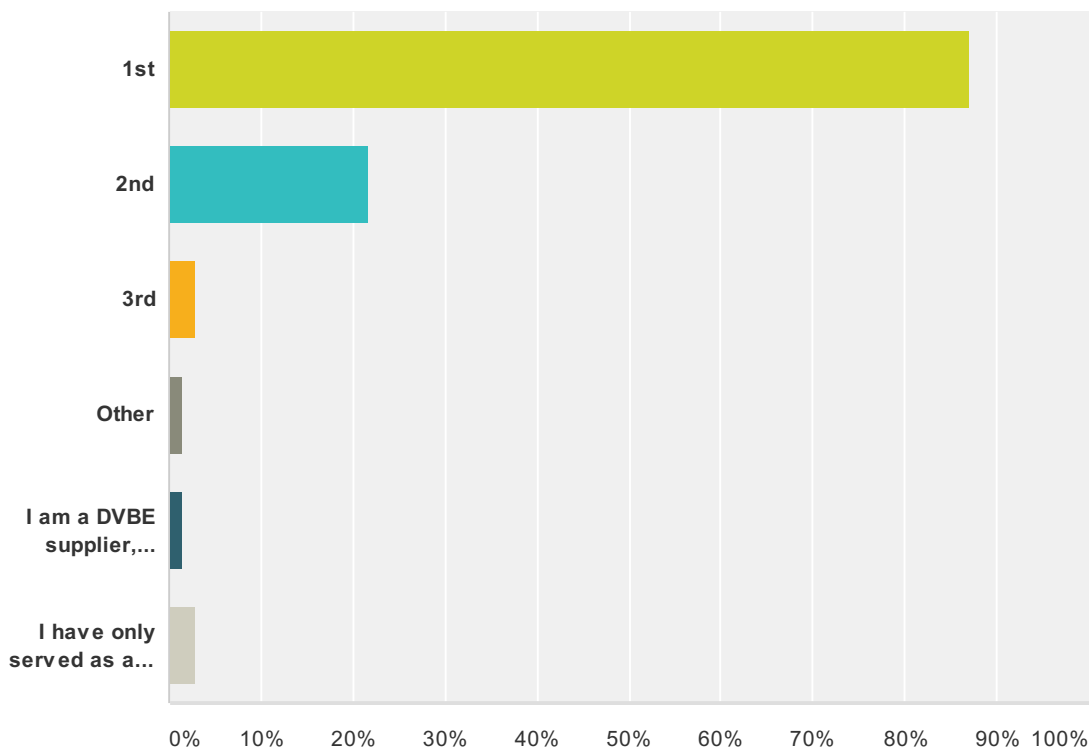
Answered: 70 Skipped: 26



Answer Choices	Responses	
Yes	20.00%	14
No	72.86%	51
I worked more than one project and my company was both a sub and a general this year	11.43%	8
<b>Total Respondents: 70</b>		

### Q13 If your firm is a sub, please tell us your tier (list all if you were on more than one project this year)

Answered: 69 Skipped: 27



Answer Choices	Responses
1st	86.96% 60
2nd	21.74% 15
3rd	2.90% 2
Other	1.45% 1
I am a DVBE supplier, manufacturer or equipment provider	1.45% 1
I have only served as a general/prime contractor	2.90% 2
<b>Total Respondents: 69</b>	

**Q14 If your firm is a subcontractor or DVBE supplier, manufacturer or equipment provider, please name the general contractor you are working with (list all if you were on more than one project this year). Click Next if you are a general/prime contractor**

Answered: 36 Skipped: 60

#	Responses	Date
1	TP Penick, Soltek, Straight Line, & PCL	4/28/2014 9:37 AM
2	Soltek Pacific	4/21/2014 12:00 PM
3	Soltek Pacific	4/10/2014 12:21 PM
4	Soltek Pacific SD Crane PCL	4/4/2014 8:15 AM
5	soltek pacific	4/2/2014 4:06 PM
6	Straight line GC	4/2/2014 9:23 AM
7	Brady Social, Suffolk-Roel, Swinerton Builders, Legacy Building Services	4/2/2014 8:17 AM
8	T. B. Pennick & Sons - Patrick Henry HS T. B. Pennick & Sons - Mission Bay HS Soltek Pacific - Hamilton ES Triton Structural - CPMA Triton Structural - Zamorano ES	4/1/2014 1:43 PM
9	TB Penick, Soltek Pacific, Straightline Gen Contractors, Erickson Hall, EC Constructors, MA Stevens, GA Dominguez, PCL Construction, Angeles Contractors Inc & many Electrical Contractors	4/1/2014 9:46 AM
10	PCL, straightline, etc.....	4/1/2014 8:10 AM
11	Triton	4/1/2014 7:52 AM
12	Soltek pacific	4/1/2014 1:42 AM
13	TB Penick,(Three projects),Soltek Pacific, Streight line, MA Steven,	3/31/2014 9:21 PM
14	Roel / Suffolk Roel	3/31/2014 4:54 PM
15	Straight Line General Contractors, Inc.	3/31/2014 4:09 PM
16	Soltek, A.O. Reed, Triton, others	3/31/2014 3:05 PM
17	Soltek Pacific Triton Cox construction	3/31/2014 2:47 PM
18	TB Penick	3/31/2014 2:13 PM
19	Echo Pacific Construction Turner Construction MCC Balfour Beatty EF Brady Soltek McCarthy	3/31/2014 2:05 PM
20	Suffolk Roel Soltek Pacific Echo Pacific Construction	3/31/2014 1:55 PM
21	Straight Line General Contractor	3/31/2014 1:51 PM
22	Audio Associates, Soltek	3/31/2014 1:49 PM
23	Soltek, Suffolk Roel, PCL Construction, TB Penick and Construct 1	3/31/2014 1:48 PM
24	ECHO PACIFIC CONST. PCL CONST. CW DRIVER	3/31/2014 1:47 PM
25	Triton, Straight Line, Soltek, T.B. Penick	3/31/2014 1:46 PM
26	Soltek Pacific, J&RP Development	3/31/2014 1:45 PM
27	Soltek Pacific AO Reed	3/31/2014 1:38 PM
28	soltek, Roel, Turner	3/31/2014 1:38 PM

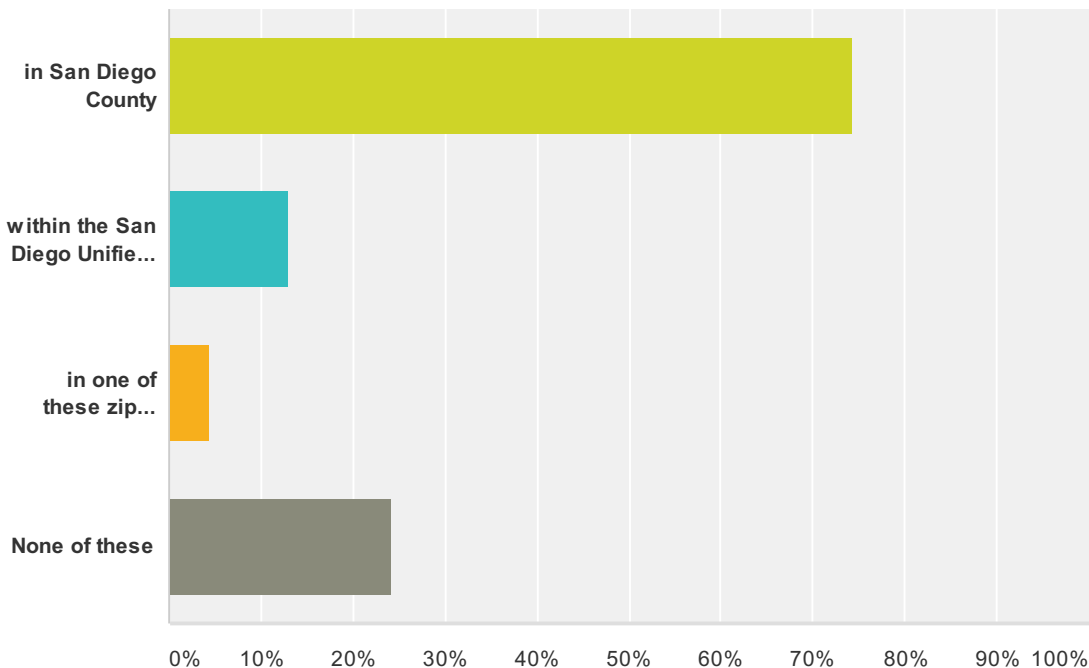
# Annual Contractor Survey (2013)

[Props. S and Z ICOC Subcommittee](#)  
[Construction](#)  
[June 5, 2014, Exhibit 2](#)

29	Triton Structural, Soltek Pacific	3/31/2014 1:37 PM
30	Soltec	3/31/2014 1:34 PM
31	SoltekPacific-All	3/31/2014 1:33 PM
32	suffolk	3/31/2014 1:33 PM
33	ROCKY COAST FRAMERS, INC. T.B. PENICK AND SONS, INC. SOLTEK PACIFIC EC CONSTRUCTORS STRAIGHT LINE GENERAL CONTRACTORS	3/31/2014 1:32 PM
34	Triton Structural Concrete, Straight Line General Contractors	3/31/2014 1:32 PM
35	Soltek T.B. Penick Straightline Gen	3/31/2014 1:28 PM
36	Xing, TB Penick,	3/31/2014 1:27 PM

### Q15 My company is headquartered or has an office located (select all that apply):

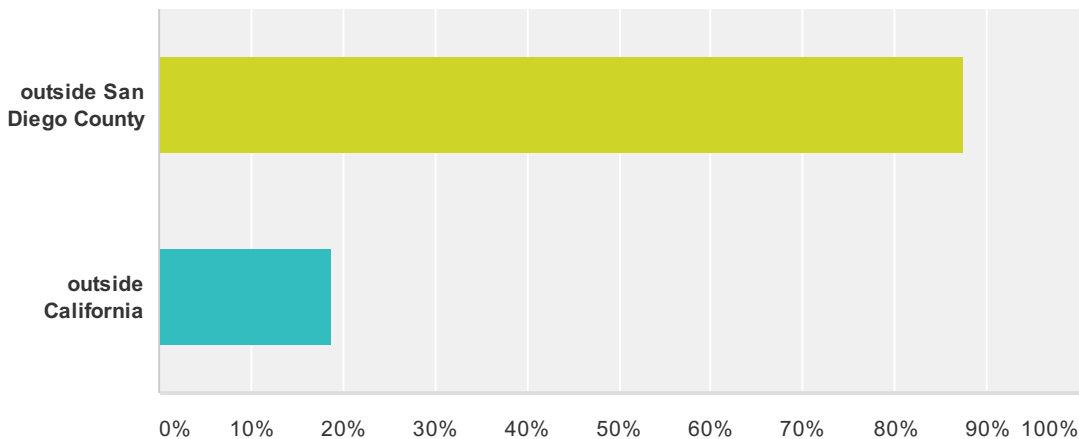
Answered: 70 Skipped: 26



Answer Choices	Responses
in San Diego County	74.29% 52
within the San Diego Unified School District	12.86% 9
in one of these zip codes: 92101, 92102, 92104, 92105, 92111, 92113, 92114, 92115, 92116, 92117, 92139	4.29% 3
None of these	24.29% 17
<b>Total Respondents: 70</b>	

**Q16 My company is headquartered or has an office located (select all that apply):**

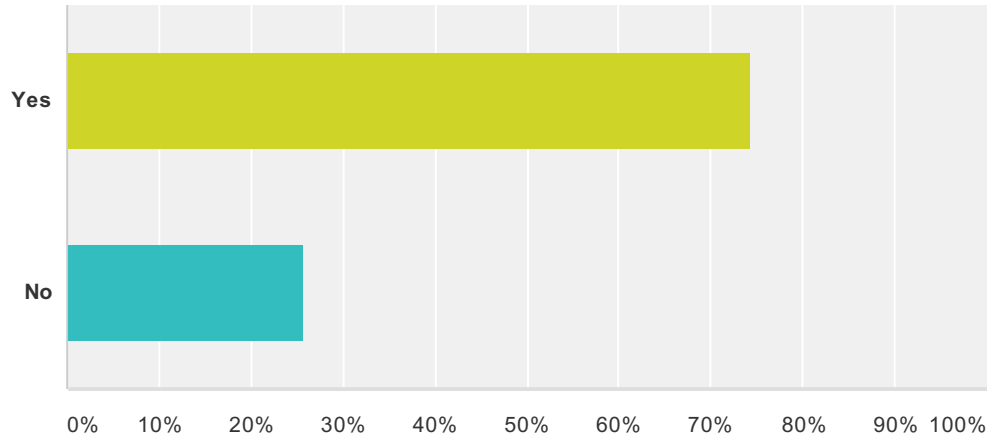
Answered: 16 Skipped: 80



Answer Choices	Responses
outside San Diego County	87.50% 14
outside California	18.75% 3
<b>Total Respondents: 16</b>	

### Q17 Are you currently in SDUSD's business outreach program database?

Answered: 70 Skipped: 26



Answer Choices	Responses	
Yes	74.29%	52
No	25.71%	18
<b>Total</b>		<b>70</b>