

BUSINESS OUTREACH NARRATIVE
FOURTH QUARTER, 2016

Emerging Business Enterprise (EBE) Awards for Capital Bonds Projects

EBE construction bid awards for 2016 total \$109,725,153 or 47.28% of total construction awards. Please refer to the Business Outreach Report, Construction, 2016, 4th Quarter table for further detail.

	Construction Bid Yearly EBE Awards		Construction Bid Cumulative EBE Awards (from commencement of Capital Bonds projects)	
4Q 2016	\$109,725,153	47.28%	\$364,523,669	42.41%
4Q 2015	\$48,888,629	43.35%	\$254,798,516	40.61%

To date, reported EBE participation on Propositions S and Z Supplemental Support Service contracts is \$42,043,723 or 42.6%.

Participation in Public Agency Business Outreach Events & Meetings

San Diego Unified Business Outreach Program staff attended a total of 9 major procurement events and outreach meetings this quarter, including the San Diego Contracting Opportunities Center (SDCOC) annual “Doing Business with San Diego Unified School District” workshop (complete lists of all events and meetings attended are provided to the ICOC Construction Subcommittee monthly).

Business Outreach Database

The District received 19 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 1,899 entries (total entries for the last reporting period were 1,910).

Ownership / Size	Self-Reported	Confirmed Certification	Self-Reported	Confirmed Certification
Disabled Veteran	219	144	216	142
Minority	554	121	560	120
Woman	373	82	383	81
Small Business	1489	578	1496	573
	Database Entries As Of December 30, 2016		Database Entries As Of October 27, 2016	

Business Outreach Newsletter

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

Micro-Project Program (MPP)

A total of 11 MPP contracts, totaling \$80,523, have been awarded in FY 2016-2017. All MPP contracts were awarded to Small Business Enterprises (SBEs). MPP awardees also include:

- 1 Disabled Veteran Business Enterprises (DVBE)
- 2 Minority Business Enterprise (MBE)
- 1 Woman Business Enterprise (WBE)

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

Events Attended

- Elite Service Disabled Veteran-owned Business (SDVOB) Network monthly meeting (12/06)
- San Diego Contracting Opportunities Center (SDCOC) annual “Doing Business with San Diego Unified School District” workshop (12/06)
- Regional Construction Procurement Committee (RCPC) quarterly meeting (12/07)
- Public Agency Consortium (PAC) bimonthly meeting (12/08)

Events Scheduled

- Elite Service Disabled Veteran-owned Business (SDVOB) Network monthly meeting (01/03)
- National Association of Women in Construction (NAWIC) monthly meeting (01/10)
- Central San Diego Black Chamber of Commerce monthly meeting (01/18)
- Associated Subcontractors Alliance (ASA) monthly meeting (01/19)
- Small Business Development Council's (SBDC's) Meet the Buyers: An Event for Veteran-Owned Small Businesses (02/03)
- WASHTO Civil Rights and Disadvantaged Business Enterprise (DBE) Engagement Conference (02/20-23)
- American Indian Chamber of Commerce of California (AICCC) Southern California/San Diego joint chapter meeting (02/23)

Micro-Projects Program

- 11 micro-projects awarded in FY 2016-2017
- 100% Small Business Enterprises (SBEs), and also: 4 DVBE, 1 WBE and 2 MBE



**Business Outreach Report
 CONSTRUCTION
 2016, 4th Quarter (Year End Report)**

Total Bond Dollars Awarded in 2016 to date:	\$232,088,826.00
Number of Bond Projects Awarded in 2016 to date:	36
Number of Term Extensions Awarded in 2016 to date:	7

	Dollar	%
Emerging Business Enterprise (EBE) Awards	\$109,725,153.00	47.28%
Non-EBE Awards	\$122,363,673.00	52.72%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$12,864,129.00	5.54%
Minority Business Enterprise (MBE)	\$21,005,301.00	9.05%
Woman Business Enterprise (WBE)	\$9,787,445.00	4.22%
Small Business Enterprise (SBE)	\$105,249,262.00	45.35%

Local	Dollar	%
Local (SD County)	\$145,778,922.00	62.81%
Outside of SD County	\$86,309,904.00	37.19%



Business Outreach Report
PROFESSIONAL SERVICES
2016, 4th Quarter (Year End Report)

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

	Dollar	%
Emerging Business Enterprise (EBE) Awards	\$42,043,723.00	42.60%
Non-EBE Awards	\$56,642,337.00	57.40%

EBE Categories

Disabled Veteran Business Enterprise/ Service-Disabled Veteran-Owned Business Enterprise (DVBE/SDVOB)	\$0.00	0.00%
Minority Business Enterprise (MBE)	\$5,804,213.00	5.88%
Woman Business Enterprise (WBE)	\$33,072,124.00	33.51%
Small Business Enterprise (SBE)	\$9,946,576.00	10.08%

Local	Dollar	%
Local (SD County)	\$97,875,653.00	99.18%
Outside of SD County	\$810,407.00	0.82%