



The City of San Diego

Staff Report

DATE ISSUED: 10/23/2018
TO: City Council
FROM: Purchasing & Contracting/Equal Opportunity Contracting
SUBJECT: Fiscal Year 2018 Business Diversity Annual Report.

Primary Contact: Joseph Sly Phone: (619) 236-6068
Secondary Contact: Claudia Abarca Phone: (619) 236-6041

Council District(s): Citywide

OVERVIEW:

The Purchasing and Contracting (P&C) and Public Works Departments (PWD) are pleased to provide this annual report, which provides construction, consultant, and vendor diversity participation statistics. This report also highlights programmatic activities, achievements, and goals for the future. Statistics provided in this report covers the period of July 1, 2017 through June 30, 2018.

PROPOSED ACTIONS:

This is an informational item. No action is required by the Committee or the City Council.

DISCUSSION OF ITEM:

The Small Local Business Enterprise (SLBE) Program was adopted by the City of San Diego (City) in 2010, with the intent of providing a race and gender-neutral tool¹ to help stimulate and promote the utilization of the city's local business community. Over the last eight years, the program has allowed for significant opportunities within the City's procurement of goods and services, construction, and architectural and engineering (A&E) consultant contracts. Benefits of becoming certified as an SLBE or Emerging Local Business Enterprise (ELBE) include sheltered bidding opportunities, bid discounts and preference points, as well as mandatory subcontracting participation goals specific to City certified firms in construction contracts.

¹ In compliance with Prop 209, passed by the voters in 1996 adding Article 1 section 31 of the California Constitution.

Programmatic Enhancements

During Fiscal Year (FY) 2018, the Equal Opportunity Contracting Program (EOCP) has worked to further refine efforts to update elements of the SLBE Program. After conducting meetings with various stakeholder groups, staff determined additional areas for improvement within the SLBE Program. Areas that will be enhanced include:

1. Increasing the three-year income cap averages for both SLBE and ELBE designations
2. Creating a sheltered competition for A&E Consultant contracts; and
3. Revising the City's instructions for bidders completing the good faith effort (GFE) submittal requirements.

EOCP staff has worked with various stakeholders and industry groups to ensure recommended changes are inclusive and meet the intended goal of the SLBE Program. Final recommended changes to the program will be brought forward to City Council for approval during FY 2019.

Community Outreach, Involvement, and Recognition

EOCP continues to maintain a heavy presence in the small business community. Staff attended over 30 events, including outreach events alongside our Public Agency Consortium (PAC) counterparts and the Small Business Development Center to promote the benefits of becoming certified within the SLBE program. Attachment 1 lists the various locations throughout the County where staff spent time engaging small business with the goal of increasing the number of certified firms within the program.² Ongoing outreach and the dissemination of information about our SLBE Program has helped maintain the number of certified firms within the SLBE program.



² The table in Attachment 1 provides detailed information on the events attended, including name, purpose, and number of attendees.

Small Business Resource Fair

Key events during this fiscal year included participation in the Small Business Resource Fair. This event was held at the Border View Family YMCA, located in Council District 8, in collaboration with the San Ysidro Chamber of Commerce and the Small Business Development Council (SBDC) staff provided information to several businesses in the district on the SLBE program and benefits in obtaining certification.

Mentor Programs

Staff is involved in the Calmentor³ program sponsored by Caltrans and Construction & Commodities (C&C) Mentor Protégé program⁴ as steering committee members and pairing facilitators. The goal of both programs is to pair large established firms in the areas of professional services (architectural and engineering) as well as construction, with small, disadvantaged businesses to assist in business development. The kick-off meeting for the new cycle of C&C was held at the Harold J. Ballard Parent Center located in Council District 2. Councilmember Lorie Zapf was in attendance in support of the program, discussed her experiences as a small business owner, and provided information on City opportunities alongside EOCP staff.

Small Business Engagement

Aside from outreach events, staff spends a considerable amount of time educating small business on the benefits available to firms who obtain SLBE or ELBE certification through the City. In collaboration with the San Diego Contracting Opportunities Center, our certification specialist, conducts a hands-on training on how to apply for certification via the City's web-based vendor portal, PlanetBids®. This hands-on training helps take the fear and guess work out of the application process for small businesses and is held several times a year.

The efforts made by staff related to outreach did not go unnoticed. We are happy to report that EOCP staff received the "Small Business Advocate of the Year" award presented by the National Black Contractors Association, San Diego chapter. EOCP was also recognized by State Senator Patricia C. Bates, with the "Business Builder Award" for efforts in support of small businesses and their development.



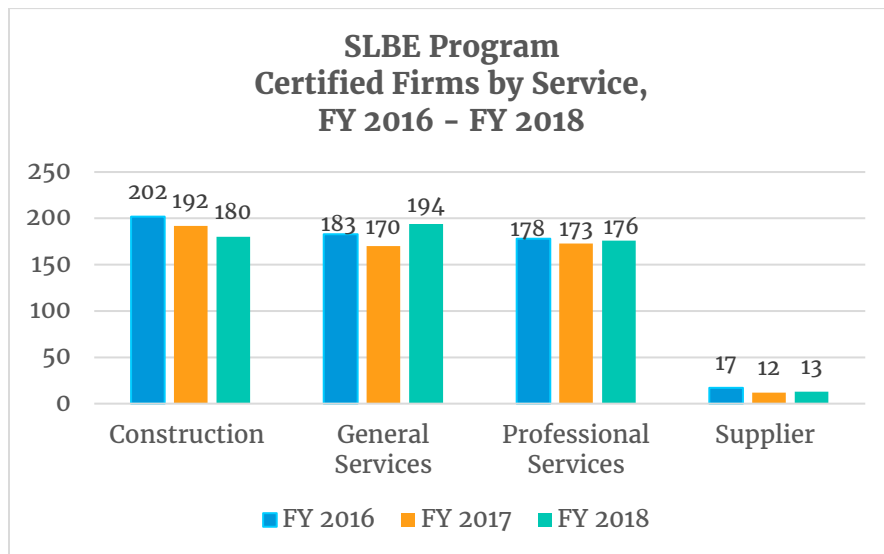
³ Information on the Calmentor program can be found here: <http://www.caltrans.ca.gov/d11/calmentor/index.html>

⁴ The C&C program is in early developmental stage with participation from agencies such as the Port of San Diego, SANDAG, San Diego Unified School District, San Diego Contracting Opportunities Center, and the City.

SLBE Program: By the Numbers

The SLBE program currently has 563 certified firms in various service categories. While the number of certified construction firms has decreased slightly over the last two fiscal years, there has been an increase in the number of firms certified under general services. The number of certified firms will vary at any given time – firms may choose not to renew their certification or let it lapse, they may have exceeded the income caps at time of renewal, or elect to no longer participate in the program.

Firms seeking to become certified as a SLBE or ELBE firm must meet eligibility requirements including income documentation⁵ and proof that the business is local. The graph below shows the number of certified firms in the SLBE program during the last three fiscal years. Over the past fiscal year, the total number of certified firms has increased by 16.



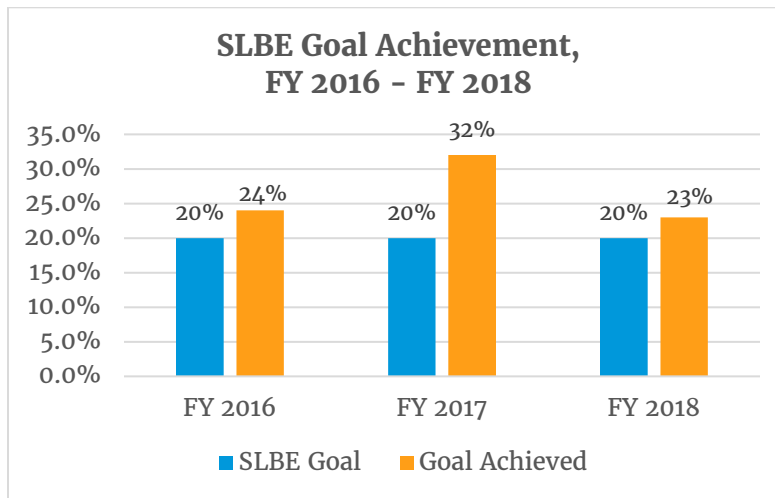
SLBE Participation Rates Continue to Exceed Goals

PWD continues to champion and support the SLBE program within the Capital Improvement Program (CIP). The overall goal established for FY 2018 remained at 20 percent SLBE participation for CIP Construction and A&E Consultant contracts. PWD continues to make every effort to package as many eligible CIP construction projects for restricted competition; sheltering and creating prime contracting opportunities for the City's certified small and emerging local businesses.

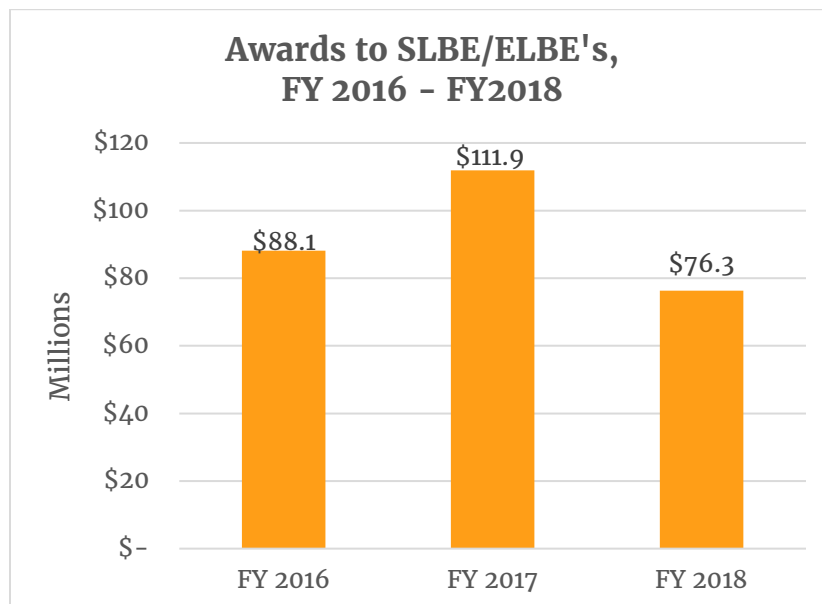
The City has exceeded the annual SLBE participation goal for another consecutive year. By engaging both internal and external stakeholders, contracting and consultant industries, and with the support of the City's executive team and Mayor, participation by SLBE/ELBE firms on CIP projects with SLBE requirements was 23 percent⁶. While there was a nine percent decrease from the last fiscal year, SLBE/ELBE participation exceeded the established achievement goal for FY 2018. The large SLBE participation attained during FY 2017 was due to two large contracts being awarded to an SLBE prime contractor. The graph below shows that the City exceeded the established SLBE participation goals over the last three fiscal years.

⁵ Income documentation requirements are automatically waived for firms certified as a Micro Business or Disabled Veteran Business Enterprise (DVBE) by the California Department of General Services (DGS).

⁶ Percentage is based on cumulative totals for Construction and A&E Consultant contracts that contained SLBE subcontracting program requirements.



The dollar value awarded to SLBE/ELBEs has decreased from FY 2017; however, the SLBE/ELBE participation percentage is consistent with trends from FY 2016 and FY 2015⁷. Reasons for varying amounts can be attributed to project type and funding sources, which is explained later in this report.



Awards to Certified Firms in Construction Contracts Consistent with Previous Years

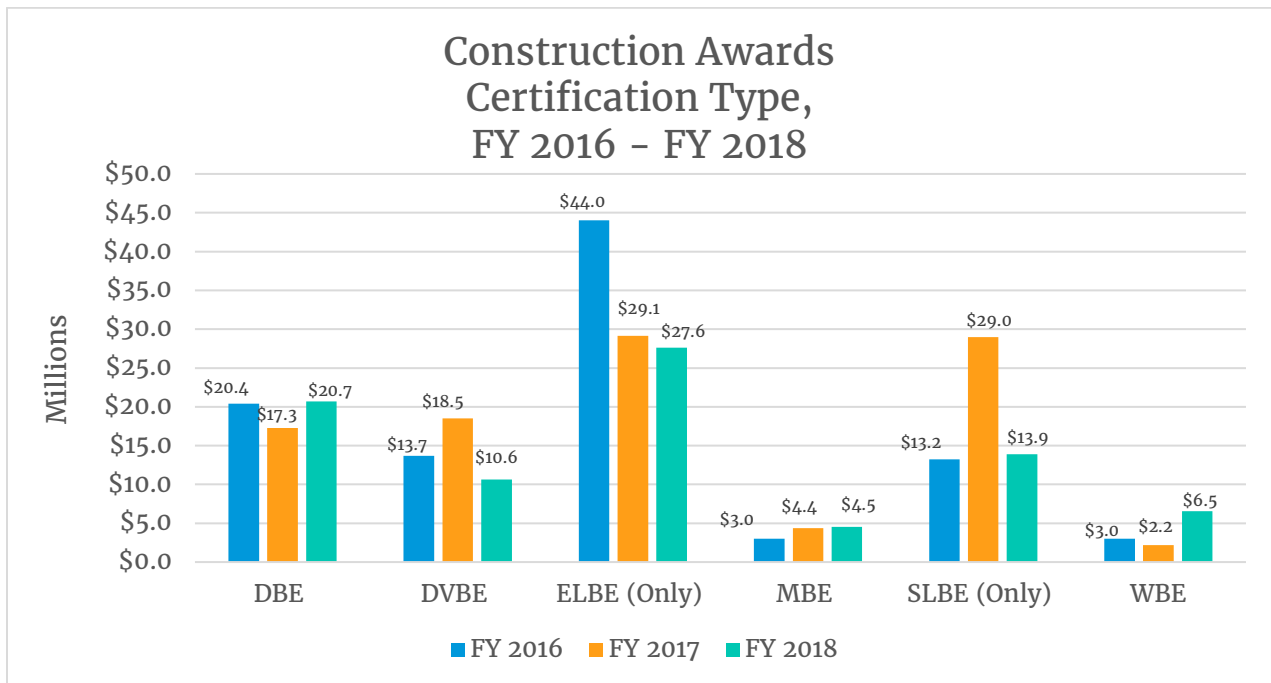
During FY 2018, PWD issued 109 contracts⁸ totaling \$460.9 million, of which \$62.1 million was awarded to City SLBE or ELBE certified firms. While participation during this fiscal year declined, we are happy to report that the overall participation achieved still exceeded the yearly goal by 3 percent.

⁷ In FY 2015, the achieved SLBE-ELBE participation was 23.5 percent which totaled \$56.3 million dollars.

⁸ Contracts include major and minor construction contracts, sole source contracts (including emergency), and task orders as defined by SDMC section §22.3003.

The City, encourages participation of other certified firms on City contracts, outside of those designated in the SLBE program. These certifications include Disadvantaged Business Enterprise (DBE), Disabled Veteran Business Enterprise (DVBE), Minority Business Enterprise (MBE), and Woman Business Enterprise (WBE).⁹

The graphs below show the dollar value of construction contracts awarded to the various City recognized certified firms.¹⁰ Contract awards to DBE firms has increased by approximately \$3 million during FY 2018. While the percentage of awards to WBE firms has remained constant over the last three fiscal years, total dollars awarded to WBE firms has nearly tripled during this fiscal year. The overall percentage of awards to certified firms has decreased slightly from 22 percent to 18 percent.



Although the SLBE Program is race and gender neutral, EOCP tracks the ethnicity of the majority owner of a business once the bid has been awarded. The diversity of awards based on race/ethnic group for FY 2018 was \$77 million which is the highest award totals in recent years. The increase is largely driven by the significant rise in awards to Asian Pacific (\$3 to \$11 million) and Latino (\$24 to \$57 million). The overall percentage has also increased from 8 to 12 percent. Award dollars to African-American owned firms has declined each fiscal year since FY 2016. FY 2018 award dollars to African-American firms is less than what it was in FY 2017.

Table 1 below shows the diversity of contract awards for the last three fiscal years for all projects regardless of funding source (City, State, Federal).

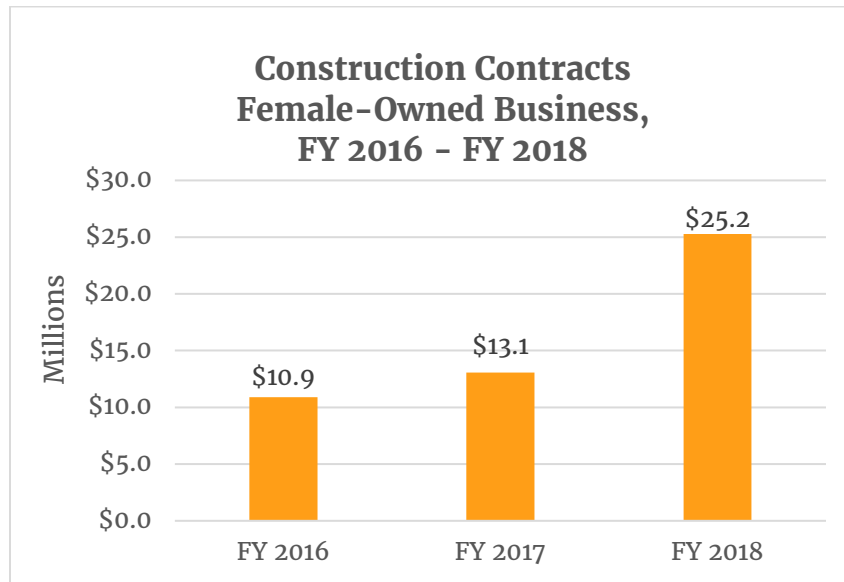
⁹ Certifying agencies for these designations include the California Department of Transportation (DOT); California Public Utilities Commission (CPUC) and California Department of General Services (DGS).

¹⁰ Information on Construction contract awards is available in table format in Attachment 2.

Table 1

Ethnicity	FY 2016		FY 2017		FY 2018	
	# Awarded	Dollar Amount	# Awarded	Dollar Amount	# Awarded	Dollar Amount
African-American	6	\$1,048,560	8	\$941,386	3	\$335,063
Asian Pacific	5	\$609,616	16	\$3,323,986	14	\$11,087,334
Asian Subcontinent	2	\$307,580	14	\$5,991,053	15	\$7,623,710
Caucasian	746	\$389,001,517	570	\$260,857,011	304	\$128,664,579
Latino	134	\$46,193,061	94	\$24,409,051	93	\$57,437,928
Native American	10	\$2,927,632	10	\$382,870	8	\$658,718
Unidentified ¹¹	-	-	-	-	181	\$255,061,128
Total	903	\$440,087,966	712	\$295,905,358	618	\$460,868,460

Participation by female-owned firms during FY 2018 totaled \$25.2 million. This is an increase of \$12 million from the previous fiscal year where female-owned firms were awarded \$13 million on construction contracts.



It is important to note year-after-year comparisons of the awarded dollars during each fiscal year will vary due to several factors, including:

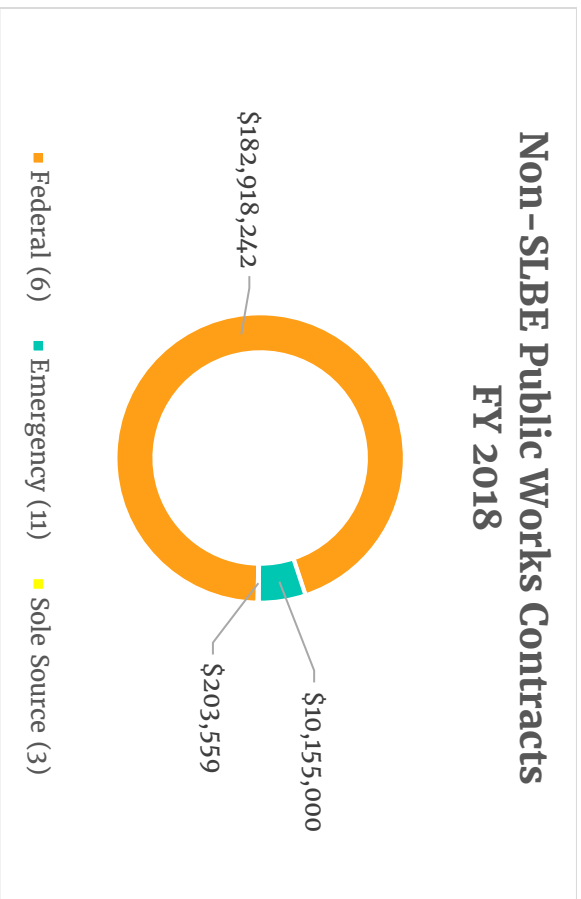
1. Asset Type – The City does not issue the same number of contracts each year for the same type of asset (e.g. surface improvements, water/sewer pipelines, paving, etc.), which impacts the number of available certified firms eligible to participate on City contracts due to the scope of work.
2. Contract Sizing – To protect City interest, larger projects require contractors to have a larger bonding capacity. The larger the contract and bonding requirement, the less

¹¹ This category was created during FY 2018 to capture firms that did not provide demographic information (race and/or gender) for the majority owner of the company. This change was implemented to provide more accurate statistics. Previously, firms that did not provide any demographic information were systematically defaulted to the Caucasian and Male categories.

likely a smaller firm or qualified disadvantaged business will be able to participate on the contract as a prime contractor.

3. Funding Source – The City applies for grants and loans from various State and Federal agencies each year to be utilized for various projects. Each agency may have its own subcontracting program requirements and may impact the type of bidder that will submit a bid for the project and the utilization of the required certified firms. The State and/or Federal agency funds utilized on projects during this fiscal year is discussed later in this report.

During FY 2018, 20 Public Works contracts totaling \$193.2 million were awarded with requirements other than SLBE subcontracting participation. Contracts may be exempt from SLBE requirements if there is an additional funding source (State and/or Federal) or if the contract is considered an Emergency or Sole Source. The breakdown of the 20 projects that were not subject to SLBE program requirements is shown below.



The Federal and/or State funding agencies utilized for Public Works projects during this fiscal year include:

1. Department of Transportation (DOT) - Federal Highway Administration (FHWA);
2. Department of Transportation (DOT) - Federal Aviation Administration (FAA);
3. California State Water Resource Control Board (SWRCB) – Clean Water State Revolving Fund (CWSRF); and
4. Department of Housing & Urban Development (HUD) – Community Development Block Grant (CDBG);

Each of the agencies above requires their own subcontractor participation program, which precludes the City's ability to incorporate the SLBE Program and mandatory SLBE subcontracting goals. The subcontracting requirements for each of the agencies is as follows:

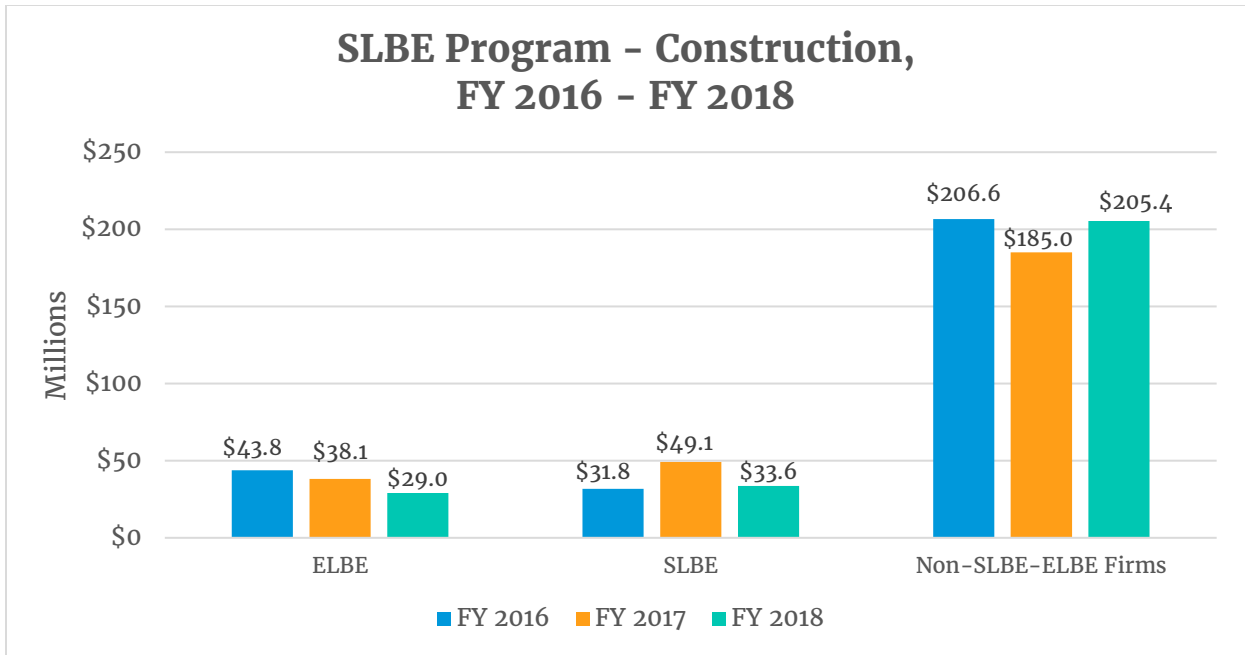
1. Federal Highway Administration (FHWA) – Mandatory DBE goal established based on availability by work category code. Bidder is required to meet the goal or submit good faith effort documentation (GFE).
2. Federal Aviation Administration (FAA) – Mandatory DBE goal established based on availability by work category code. Bidder is required to meet the goal or submit Good Faith Effort documentation (GFE).
3. Safe Drinking Water State Revolving Fund (SDSRF) – 11 percent MBE; 4 percent WBE subcontracting fair share goal established by Environmental Protection Agency (EPA) for Region 9¹². Bidder is to submit GFE documentation regardless if subcontracting goal has been met.
4. Community Development Block Grant (CDBG) – 5 percent Small Disadvantaged Business (SDB); 5 percent Women-Owned Small Business (WoSB); 3 percent HUBZone Small Business (HubZone); 3 percent Service Disabled Veteran-Owned Small Business (SDVoSB) subcontracting fair share goal established by HUD and the U.S. Small Business Administration (SBA). Bidder is to submit GFE documentation regardless if subcontracting goal has been met.

The remaining 89 Public Works contracts awarded during this fiscal year included 77 major totaling \$265.6 million and 12 minor contracts totaling \$2 million. The 77 major contracts identified contained mandatory SLBE subcontractor participation requirements, while the minor 12 minor contracts were restricted to SLBE/ELBE bidders only.

Below is a breakdown of the distribution of contract dollars to City-certified SLBE or ELBE firms, as well as non-SLBE/ELBE¹³ firms with respect to these contracts for the last three fiscal years.

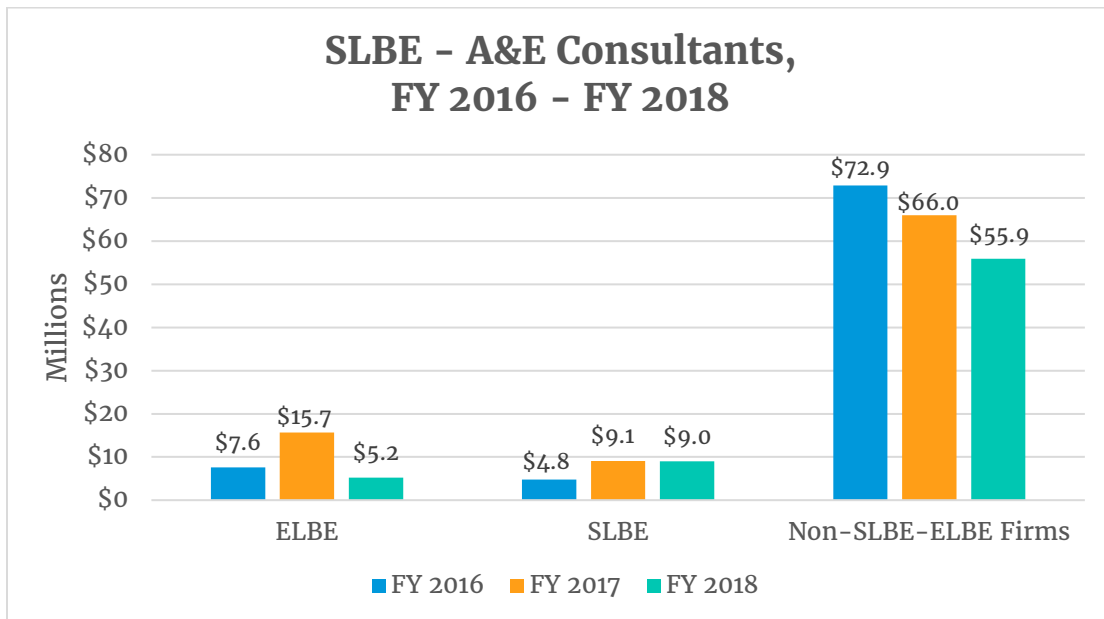
¹² EPA Region 9 consists of the following states: California, Nevada, Arizona, and Hawaii.

¹³ Non SLBE/ELBE firms include non-certified and other City recognized certified firms.



Architectural & Engineering (A&E) Consultant Contracts

The Public Works Department awarded \$70.1 million¹⁴ in A&E consultant contracts during FY 2018, of which \$14.2 million¹⁵ went to certified SLBE or ELBE primes or subconsultants¹⁶, shown in the chart below.



¹⁴ Total award amount includes stand-alone contract awards, tasks issued under as-needed contracts, and amendments to contracts previously awarded.

¹⁵ Amount includes awards to both SLBE and ELBE firms.

¹⁶ Information on A&E consultant contract awards is available in table format in Attachment 3.

The following chart show the distribution of A&E Consultant contract awards based on certification type for the last three fiscal years.

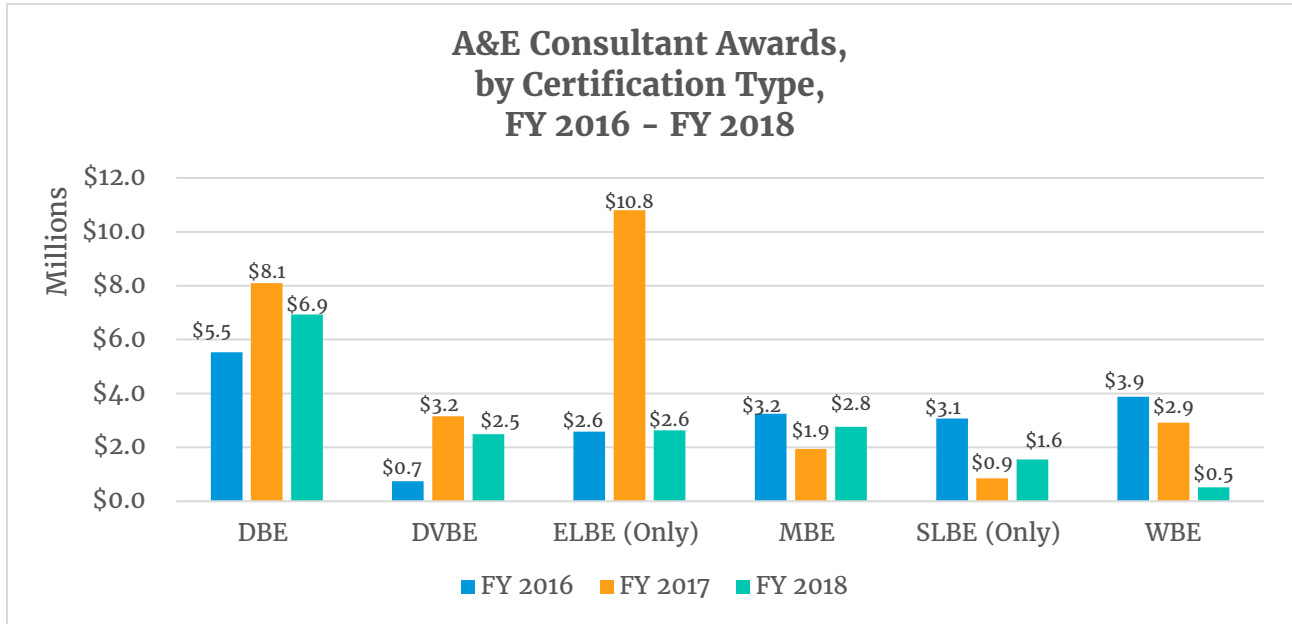


Table 2 below shows the distribution of A&E Consultant contract awards based on ethnicity for the last three fiscal years.

Table 2

Ethnicity	FY 2016		FY 2017		FY 2018	
	# Awarded	Dollar Amount	# Awarded	Dollar Amount	# Awarded	Dollar Amount
African-American	6	\$431,677	4	\$34,605	3	\$1,657,726
Asian Pacific	28	\$6,795,996	45	\$7,328,843	19	\$3,207,244
Asian Subcontinent	0	\$0	0	\$0	1	\$70,000
Caucasian	250	\$75,293,957	363	\$77,762,244	118	\$10,487,975
Latino	34	\$2,127,941	50	\$5,320,956	46	\$5,840,851
Native American	0	\$0	1	\$281,355	1	\$1,120,000
Unidentified	-	-	-	-	127	\$47,738,425
Total	318	\$85,279,572	463	\$90,728,003	315	\$70,122,220

SLBE in Goods and Services Contracts

During FY 2018, the Purchasing & Contracting Department issued purchase orders totaling \$357.4 million for goods and services contracts that were formally advertised¹⁷. Of this amount, \$16 million or 4.5 percent was awarded to certified DBE/DVBE/ELBE/MBE/SLBE/WBE firms. This is an increase of \$6.8 million in total dollars from FY 2017, in which \$9.2 million was awarded.

¹⁷ Only contracts in which the Purchasing Agent is required to advertise for sealed bids or proposals in the City's official newspaper shall incorporate a 20 percent voluntary SLBE goal and 5 percent bid discount for bids OR up to an additional 12 percent of the total possible evaluation points for proposals based on SLBE participation. Refer to Council Policy 100-10 for SLBE Program applicability.

Table 3 below depicts the distribution of formally solicited goods & services contracts based on certification type for the past three fiscal years.

Table 3

Certification	FY 2016		FY 2017		FY 2018	
	# Awarded	Dollar Amount	# Awarded*	Dollar Amount	# Awarded*	Dollar Amount
DBE	6	\$478,167	8	\$392,148	5	\$1,540,338
DVBE	55	\$2,820,212	3	\$3,196,324	5	\$3,330,511
ELBE (Only)	15	\$1,106,882	3	\$299,712	2	\$160,436
MBE	15	\$712,400	8	\$1,660,248	10	\$5,124,272
SLBE (Only)	14	\$692,117	6	\$1,958,304	6	\$2,602,901
WBE	184	\$2,704,194	9	\$1,749,194	11	\$3,310,636
Non-Certified	9,514	\$274,413,671	409	\$234,208,949	463	\$341,336,150
Total	9,803	\$282,927,645	446	243,464,880	502	\$357,405,244

*Number of Awarded Firms

Contract Compliance: Pre-Award Activities

EOCP staff continues to ensure vendors awarded contracts are compliant with the various Municipal Code and Council Policy requirements the EOCP is tasked with overseeing. The pre-award team is responsible for handling the review of all action related documents (Mayoral & Council driven), analyzing work force reports, equal employment opportunity (EEO) plans, and verifying non-discrimination in contracting. During the advertisement phase of procurement, the pre-award team is involved in participating in pre-bid/pre-proposal meetings, addressing questions related to EOCP and/or SLBE requirements via addendum, and conducting bid evaluations to ensure compliance with required subcontractor participation requirements based on funding agency.

Table 4 below shows the number of compliance related activities pre-award staff engaged in during the fiscal year.

Table 4

Compliance Activity	FY 2016	FY 2017	FY 2018
Bid Evaluations	230	146	63
City Good Faith Effort (GFE) Reviews	23	15	8
Federal GFE Reviews	12	7	7
Pre-Bid/Pre-Proposal Meetings	143	130	51 ¹⁸
Proposal Evaluations	49	26	31
Proposal Interview Panels	12	8	4
Action Documents Processed			
<i>Mayoral Actions</i>	385	465	450
<i>Council Action</i>	241	229	212
Total Actions	626	694	662
Equal Employment Opportunity (EEO) Plan ¹⁹	51	42	30

¹⁸ During FY 2018, the contracts division of public works removed pre-bid meeting requirements from advertised projects, unless needed. This number will significantly decline moving forward, unless pre-bid meetings are applied to all advertised projects once again.

¹⁹ Compliance activity for EEO plan includes request, review, and approval or denial of plan submitted.

Contract Compliance: Post-Award Activities

The post-award team of EOCP is responsible for contract compliance monitoring after the award of a contract which includes attending pre-construction/pre-job meetings, conducting site visits/employee interviews, monitoring subcontractor participation levels, monitoring payment of prevailing wages, and monitoring apprenticeship utilization.

Staff actively monitors all construction and service related contracts that include prevailing wage requirements and will report any work to resolve any issues including under payments, misclassification of employees or apprenticeship violations prior to engaging the Division of Labor and Standards Enforcement (DLSE).

Table 5 below depicts the compliance related activities conducted by the post-award team:

Table 5

Compliance Activity	FY 2016	FY 2017	FY 2018
Pre-Construction/Pre-Job Meeting	290	286	280
Certified Payroll Reviews	9,387	10,347	15,669
Delinquency Notices Sent	45	51	67
Labor Code Violations			
Labor Code Violations Sent	40	45	28
Labor Code Monies Received	\$28,443	\$114,451	\$51,071
Project Site Visits			
Site Visits Conducted	167	104	100
Employee Interviews Conducted	238	146	174
Monthly Invoicing Reports Reviewed	1,313	507	451
Monthly Employment Reports Reviewed	2,549	1848	1481
Final Summary Report (FSR)			
Number of FSRs Received	85	124	53
Number of Verifications Sent	422	517	442
Subcontractor Substitution Requests	24	8	14
Public Contract Code Violations	5	1	0

Citizen's Equal Opportunity Commission (CEOC)

Equal Opportunity Contracting continues to facilitate the monthly meetings of the CEOC on the first Wednesday of each month at 6:00 p.m. on the 12th floor of the City Administration Building. The Commission is active in the promotion and support of equal opportunity in contracting and continue to provide valuable input with regards to critical policy decisions that impact equal opportunity.

Duties of the Commission include:

1. Monitor and/or evaluate the City's Equal Opportunity Program;
2. Advise the Mayor, City Council, Civil Service Commission and other appropriate agencies of City government on a continuous basis;
3. Submit written reports to the Rules Committee and City Council for review;

4. Assist in the recruitment of competent historically under represented individuals and/or businesses, women and persons with disabilities, and
5. Promote the City as an Equal Opportunity Employer to individuals and firms desiring to contract with the City.

During this fiscal year, six commissioners were reappointed along with two new commissioner appointments, advocates for veterans and women, respectively, to serve the commission. Three advocacy positions remain to be filled: Disabled, Native-American, and Asian-Pacific Islander.



The commission has spent a considerable amount of time during this fiscal year on what they have termed "inclusive economics." Several presentations have been made to the commission by various agencies and stakeholders, providing information on each organization's approach at engaging all sectors of the business community. The commissioners will compile this information and, if warranted, make recommendations to the Mayor during FY 2019.

Conclusion

The next year will be a busy one as the Public Works Department has forecasted the largest CIP program in City history. To keep up with demand and aging infrastructure, PWD will be looking at "bundling" projects. Because bundling may have an impact on goal setting for projects and goal achievement, EOCP staff is working with PWD staff to implement this process as smoothly as possible.

Another expected shift during the next few fiscal years, relates to the City's Pure Water Program. It is anticipated that most of the construction projects under the program will be funded through state and federal grants, which would mean that the City's SLBE program may not apply. Instead, in its place the MBE/WBE subcontracting requirements will apply to these projects. Because the projects are extremely large, it is anticipated that goal requirements may not be met through first tier subcontractors, however, the City will track participation of MBE and WBE firms at all tier levels and will report these figures accordingly.

EOC is proud of the progress that has been made during this fiscal year. Staff will continue to work closely with all vendors (construction, consultant, and goods & services) to promote and ensure equal opportunity, economic development, and inclusionary practices via outreach and education.

City Strategic Plan Goal(s)/Objective(s):

Goal # 3: Create and sustain a resilient and economically prosperous City.

Objective # 3: Diversify and grow the local economy.

Fiscal Considerations:

N/A

Environmental Impact:

N/A

Equal Opportunity Contracting Information (if applicable):

N/A

Previous Council and/or Committee Actions:

N/A

Key Stakeholders and Community Outreach Efforts:

N/A

Originator to enter name upon approval

Kristina Peralta

Director, Purchasing & Contracting

Originator to enter name upon approval

Ronald H. Villa

Deputy Chief Operating Officer

OUTREACH EVENTS LOG

Date	Title	Venue	Type of Event	# of Participants
Wednesday, July 19, 2017	SDUSD Construction Expo	Stanley Foster School of Engineering, Innovation and Design at Kearny High School - 1954 Komet Way, San Diego, CA 92111	Outreach	150
Thursday, July 20, 2017 Friday, July 21, 2017	California Construction Expo 2016	Anaheim Convention Center 800 W Katella Ave., Santa Ana, CA 92802	Outreach	1107
Wednesday, July 26, 2017	Huddle News - Minority Construction Industry Coalition	Black Contractors' Association 6125 Imperial Ave. San Diego, CA 92114	Agency Invite	20
Tuesday, August 01, 2017	UCSD - Doing Business with UC San Diego and Public Agency Partners	UCSD - San Diego Price Center Ballroom East 9500 Gillman Drive, La Jolla, CA 92093	Outreach	150
Friday, August 11, 2017	Meet the Buyers - North SBDC	Carlsbad City Library 1775 Dove Lane, Carlsbad, CA	Outreach	250
Tuesday, August 22, 2017	2017 Navy Gold Coast Procurement Event	Town and Country Resort & Convention Center 500 Hotel Circle North, San Diego, CA 92108	Outreach	1500
Tuesday, September 19, 2017	City of San Diego Certification at SDCOC/PTAC - SLBE Certification Presentation	San Diego Contracting Opportunities Center (SDCOC) PTAC 880 National City Blvd, Suite 7100, National City, CA 91950	Outreach	20
Thursday, September 21, 2017	Small Business Expo	San Diego Convention Center, Hall H	Outreach	1000
Friday, October 13, 2017	"Be the Best in Business - Women in Business Expo"	SDG&E Energy Innovation Center 4760 Clairemont Mesa Blvd	Outreach	77
Wednesday, October 18, 2017	"Meet the Primes"	San Diego Regional Airport - Administration Building - 3225 N. Harbor Drive, San Diego, CA 92101	Outreach	400
Wednesday, October 25, 2017	Caltrans 13th Annual Procurement & Resource Fair	Balbora Park Club Ballroom - 2150 Pan American Road West, San Diego, CA 92101	Outreach	117
Friday, November 03, 2017	"Meet the Buyers" Tour -- Celebrating Veterans!	Sheraton Carlsbad Resort & Spa 5480 Grand Pacific Dr, Carlsbad, CA 92008	Outreach	187
Tuesday, January 30, 2018	SLBE Certification Workshop	San Diego Contracting Opportunities Center (SDCOC) PTAC 880 National City Blvd, Suite 7100, National City, CA 91950	Outreach	12
Thursday, February 08, 2018	Meet The Buyers Tour North San Diego Small Business Development Center (North SBDC)	City of Escondido Council Chambers 201 North Broadway, Escondido, CA 92025	Outreach	130
Wednesday, February 14, 2018	Consultant Industry Meeting	Balboa Park - Recital Hall 2130 Pan American Rd East, Sa Diego 92101	Outreach	127

Wednesday, February 14, 2018	Black Men United - Event with Council President Cole (CD4)	Voice & Viewpoint 3619 College Avenue, San Diego 92115	Outreach	30
Wednesday, February 21, 2018	"Beyond the Dream" Industry Summit	Black Contractor's Association (BCA) 6125 Imperial Avenue, San Diego ,CA 92114	Agency Invite	107
Thursday, February 22, 2018	Construction Industry Meeting	CM & FS Facility 9573 Chesapeake Dr. SD 92123 (NW Scraper Room)	Industry Meeting	49
Wednesday, March 07, 2018	2018 Street Repair Contracting Event	Balboa Park - Recital Hall 2130 Pan American Rd East, Sa Diego 92101	Outreach	71
Thursday, March 08, 2018	Meet The Buyers Tour North San Diego Small Business Development Center (North SBDC)	Poway Council Chambers 13325 Civic Center Drive, Poway, CA 92064	Outreach	150
Wednesday, March 14, 2018	SLBE/ELBE Industry Meeting	Balboa Park - Recital Hall 2130 Pan American Rd East, Sa Diego 92101	Industry Meeting	63
Thursday, March 22, 2018	SLBE/LWO Presentation for the Asian Business Association	NTC Foundation 2825 Dewey Road, #207, San Diego 92101	Outreach	15
Thursday, April 12, 2018	Spring Session - Turner Construction School	San Diego County Regional Airport Authority (SDCRAA) 3225 N. Harbor Drive, 2nd Floor, San Diego ,CA 92138	Outreach	30
Thursday, April 12, 2018	Meet The Buyers Tour North San Diego Small Business Development Center (North SBDC)	SDG&E Energy Innovation Center 4760 Clairemont Mesa Blvd., San Diego, CA 92117	Outreach	120
Thursday, April 19, 2018	Annual California Procurement Event State of California Department of General Services (DGS) Hosted: North San Diego Small Business Development Center (SBDC)	Handlery Hotel 950 Hotel Circle North, San Diego, CA 92108	Outreach	200
Wednesday, May 09, 2018	The Blue Book - The San Diego Who's Who Showcase	DoubleTree San Diego - Mission Valley 7450 Hazard Center Drive, San Diego 92108	Outreach	300
Friday, May 25, 2018	"Doing Business with the State of California" DGS in Partnership with CALTRANS	CALTRANS 4050 Taylor Street, San Diego, CA 92110 - Gallegos Room	Training	30
Wednesday, May 30, 2018	Consultant Industry Meeting	Balboa Park - Recital Hall 2130 Pan American Rd East, Sa Diego 92101	Industry Meeting	107
Wednesday, June 20, 2018	CALMentor Committee Meeting	CALTRANS 4050 Taylor Street, San Diego, CA 92110	Agency Partnership	20
Thursday, June 21, 2018	Meet The Buyers Tour North San Diego Small Business Development Center (North SBDC)	Handlery Hotel 950 Hotel Circle North, San Diego, CA 92108	Outreach	200
Wednesday, June 27, 2018	Construction Industry Meeting	CM & FS Facility 9573 Chesapeake Dr. SD 92123 (NW Scraper Room)	Industry Meeting	87

City of San Diego Construction Contract Awards

FY 18

GENDER			
	# of Award	Dollar Amount	Percent
Male	343	\$182,183,845	40%
Female	100	\$25,284,570	5%
Unidentified	175	\$253,400,045	55%
Total	618	\$460,868,460	100%

FY 17

GENDER			
	# of Award	Dollar Amount	Percent
	635	\$282,837,049	96%
	77	\$13,068,309	4%
	712	\$295,905,358	100%

FY 16

GENDER			
	# of Award	Dollar Amount	Percent
	799	\$429,206,449	98%
	104	\$10,881,517	2%
	903	\$440,087,966	100%

CERTIFICATIONS			
DVBE	48	\$10,646,088	2%
ELBE (Only)	95	\$27,631,250	6%
DBE	95	\$20,710,513	4%
MBE	10	\$4,534,349	1%
SLBE (Only)	53	\$13,907,376	3%
WBE	21	\$6,544,757	1%
Sub Total (Certified Firms)	322	\$83,974,332	18%
Non Certified	296	\$376,894,128	82%
Total	618	\$460,868,460	100%
African-American	3	\$335,063	0%
Asian Pacific	14	\$11,087,334	2%
Asian Subcontinent	15	\$7,623,710	2%
Caucasian	304	\$128,664,579	28%
Latino	93	\$57,437,928	12%
Native American	8	\$658,718	0%
Unidentified	181	\$255,061,128	55%
Total	618	\$460,868,460	45%

CERTIFICATIONS			
	45	\$18,508,217	6%
	115	\$29,144,615	10%
	97	\$17,261,434	6%
	26	\$4,370,816	1%
	55	\$28,994,009	10%
	16	\$2,186,527	1%
	354	\$100,465,619	34%
	358	\$195,439,739	66%
	712	\$295,905,358	100%
	8	\$941,386	0%
	16	\$3,323,986	1%
	14	\$5,991,053	2%
	570	\$260,857,011	88%
	94	\$24,409,051	8%
	10	\$382,870	0%
	648	\$295,905,358	100%

CERTIFICATIONS			
	44	\$13,694,518	3%
	163	\$44,015,472	10%
	114	\$20,407,987	5%
	19	\$2,933,113	1%
	102	\$13,248,347	3%
	39	\$3,004,242	1%
	481	\$97,303,679	22%
	422	\$342,784,287	78%
	903	\$440,087,966	100%
	6	\$1,048,560	0%
	5	\$609,616	0%
	2	\$307,580	0%
	746	\$389,001,517	88%
	134	\$46,193,061	11%
	10	\$2,927,632	1%
	903	\$440,087,966	100%

SLBE-ELBE PROGRAM ¹			
ELBE	118	\$28,579,928	11%
SLBE	148	\$33,553,352	13%
Sub Total (SLBE-ELBE)	266	\$62,133,280	23%
Non SLBE-ELBE Firms	252	\$205,458,379	77%
Total	518	\$267,591,659	100%
African-American	1	\$146,600	0%
Asian Pacific	7	\$5,038,705	8%
Asian Subcontinent	11	\$4,286,731	7%
Caucasian	178	\$39,100,681	63%
Latino	61	\$12,901,845	21%
Native American	8	\$658,718	1%
Total	266	\$62,133,280	100%

SLBE-ELBE PROGRAM ¹			
	140	\$38,146,841	14%
	121	\$49,075,000	18%
	261	\$87,221,841	32%
	347	\$184,976,082	68%
	608	\$272,197,923	100%
	2	\$685,991	1%
	4	\$366,788	0%
	14	\$5,991,053	7%
	184	\$64,608,256	74%
	49	\$15,323,400	18%
	8	\$246,353	0%
	261	\$87,221,841	100%

SLBE-ELBE PROGRAM ¹			
	198	\$43,838,280	16%
	182	\$31,860,398	11%
	380	\$75,698,677	27%
	397	\$206,626,200	73%
	777	\$282,324,877	100%
	4	\$549,682	1%
	0	\$0	0%
	2	\$307,580	0%
	283	\$54,165,317	72%
	82	\$17,823,466	24%
	9	\$2,852,632	4%
	380	\$75,698,677	100%

¹Federally funded, emergency and sole source contracts are not included in the SLBE/ELBE totals as these contracts have different requirements from the City of San Diego's SLBE Program.

City of San Diego A&E Consultant Contract Awards

FY 18

GENDER			
	# of Award	Dollar Amount	Percent
Male	131	\$18,036,474	26%
Female	61	\$4,423,258	6%
Unidentified	123	\$47,662,489	68%
Total	315	\$70,122,220	100%

CERTIFICATIONS			
DVBE	13	\$2,484,914	4%
ELBE (Only)	36	\$2,630,727	4%
DBE	57	\$6,933,035	10%
MBE	15	\$2,756,207	4%
SLBE (Only)	29	\$1,554,746	2%
WBE	13	\$516,929	1%
Sub Total (Certified Firms)	163	\$16,876,558	24%
Non Certified	152	\$53,245,663	76%
Total	315	\$70,122,220	100%
African-American	3	\$1,657,726	2%
Asian Pacific	19	\$3,207,244	5%
Asian Subcontinent	1	\$70,000	0%
Caucasian	118	\$10,487,975	15%
Latino	46	\$5,840,851	8%
Native American	1	\$1,120,000	2%
Unidentified	127	\$47,738,425	68%
Total	315	\$70,122,220	100%

SLBE-ELBE PROGRAM ¹			
ELBE	68	\$5,214,564	7%
SLBE	76	\$9,017,765	13%
Sub Total (SLBE-ELBE)	144	\$14,232,329	20%
Non SLBE-ELBE Firms	171	\$55,889,892	80%
Total	315	\$70,122,220	100%
African-American	3	\$1,657,726	12%
Asian Pacific	14	\$877,892	6%
Asian Subcontinent	1	\$70,000	0%
Caucasian	91	\$7,098,015	50%
Latino	34	\$3,408,695	24%
Native American	1	\$1,120,000	8%
Total	144	\$14,232,329	100%

FY 17

GENDER		
# of Award	Dollar Amount	Percent
377	\$85,301,432	94%
86	\$5,426,571	6%
463	\$90,728,003	100%

CERTIFICATIONS		
26	\$3,157,959	3%
51	\$10,806,784	12%
97	\$8,090,864	9%
20	\$1,944,101	2%
36	\$854,598	1%
31	\$2,911,208	3%
261	\$27,765,515	31%
202	\$62,962,489	69%
463	\$90,728,003	100%
4	\$34,605	0%
45	\$7,328,843	8%
0	\$0	8%
363	\$77,762,244	86%
50	\$5,320,956	6%
1	\$281,355	0%
463	\$90,728,003	100%

SLBE-ELBE PROGRAM ¹		
118	\$15,657,853	17%
103	\$9,059,186	10%
221	\$24,717,039	27%
242	\$66,010,964	73%
463	\$90,728,003	100%
4	\$34,605	0%
35	\$6,774,979	27%
0	\$0	0%
143	\$13,783,289	56%
38	\$3,842,811	16%
1	\$281,355	1%
221	\$24,717,039	100%

FY 16

GENDER		
# of Award	Dollar Amount	Percent
257	\$75,861,644	89%
61	\$9,417,928	11%
318	\$85,279,572	100%

CERTIFICATIONS		
11	\$740,917	1%
21	\$2,578,370	3%
57	\$5,526,283	6%
15	\$3,248,217	4%
34	\$3,069,423	4%
14	\$3,875,480	5%
152	\$19,038,689	22%
166	\$66,240,882	78%
318	\$85,279,572	100%
6	\$431,677	1%
28	\$6,795,996	8%
0	\$0	0%
250	\$75,923,957	89%
34	\$2,127,941	3%
0	\$0	0%
318	\$85,279,572	100%

SLBE-ELBE PROGRAM ¹		
55	\$7,563,867	9%
68	\$4,820,518	6%
123	\$12,384,385	15%
195	\$72,895,187	85%
318	\$85,279,572	100%
4	\$342,554	3%
18	\$4,533,718	37%
0	\$0	0%
77	\$6,020,870	49%
24	\$1,487,243	12%
0	\$0	0%
123	\$12,384,385	100%

¹Federally funded, emergency and sole source contracts are not included in the SLBE/ELBE totals as these contracts have different requirements from the City of San Diego's SLBE Program.