



The City of San Diego

Staff Report

DATE ISSUED: January 22, 2020

TO: City Council

FROM: Purchasing & Contracting/Equal Opportunity Contracting Program

SUBJECT: Fiscal Year 2019 Business Diversity Annual Report

Primary Contact: Christian Silva Phone: (619) 236-6069

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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, 2018 through June 30, 2019.

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 tool<sup>1</sup> to help stimulate and promote the utilization of the city's local business community. Over the last nine 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.

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

## Programmatic Enhancements

The Equal Opportunity Contracting Program (EOCP), a division of P&C, has worked to further refine efforts to update elements of the SLBE Program. After conducting meetings with various stakeholder groups, such as Citizen's Equal Opportunity Commission, consultant, and construction industries; staff determined additional areas for improvement within the SLBE Program. Areas that will be enhanced include:

1. Creating a sheltered competition for A&E Consultant contracts; and
2. Revising the City's instructions for bidders completing the good faith effort (GFE) submittal requirements.

Final recommended changes to the program will be brought forward to City Council for approval during FY 2020.

## Community Outreach, Involvement, and Recognition

EOCP staff attended multiple 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.<sup>2</sup> Ongoing outreach and the dissemination of information about our SLBE Program has helped increase the number of certified firms within the SLBE program. The SLBE program currently has 712 certified firms in various service categories.



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

## Mentor Programs

Staff is involved in the Calmentor<sup>3</sup> program sponsored by Caltrans and the Construction & Commodities (C&C) Mentor Protégé program<sup>4</sup> 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.



## Small Business Engagement

Aside from attending outreach events, staff spends time educating small businesses on the benefits available to firms who obtain SLBE or ELBE certification through the City. The efforts made by staff related to outreach did not go unnoticed. We are pleased to report that EOCP staff received a certificate of "Special Congressional Recognition" by Congressman Scott Peters of California's 52nd Congressional District.



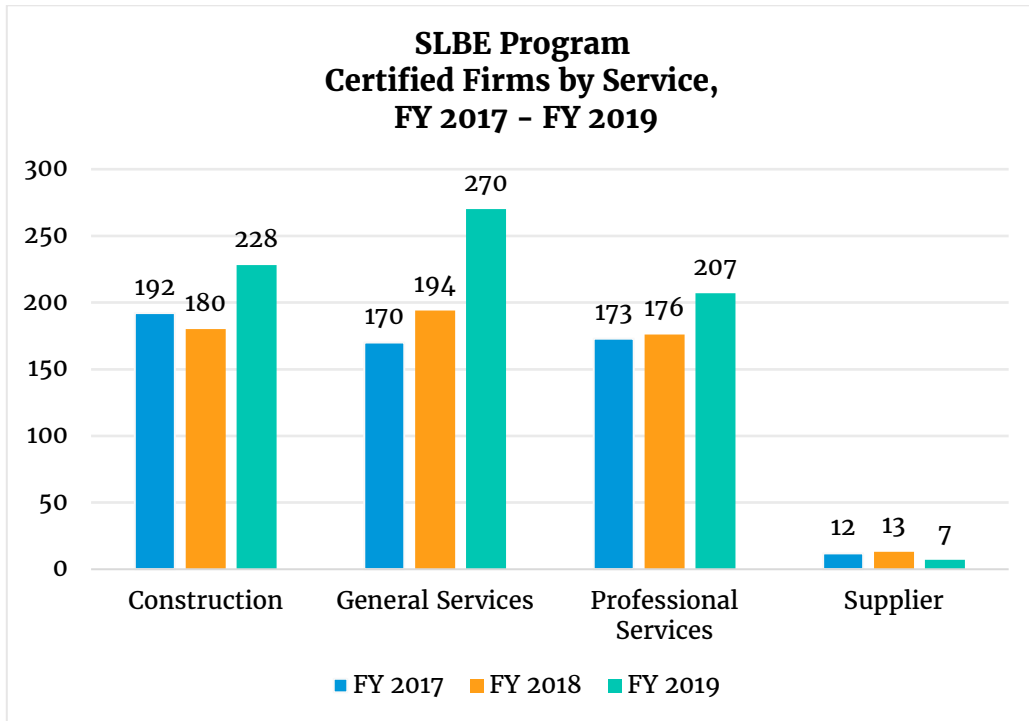
<sup>3</sup> Information on the Calmentor program can be found here: <https://dot.ca.gov/caltrans-near-me/district-11/popular-links/calmentor/>

<sup>4</sup> Information on the C&C program can be found here: <https://www.candcmentorprotege.com/>

## SLBE Program: By the Numbers

The SLBE program currently has 712 certified firms in various service categories. The number of certified firms in construction, general services, and professional services has increased over the last fiscal years due to increasing the three-year income cap averages. The number of certified firms will vary at any given time – firms may choose not to renew their certification or let it lapse, 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 program eligibility requirements including income documentation<sup>5</sup> 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.



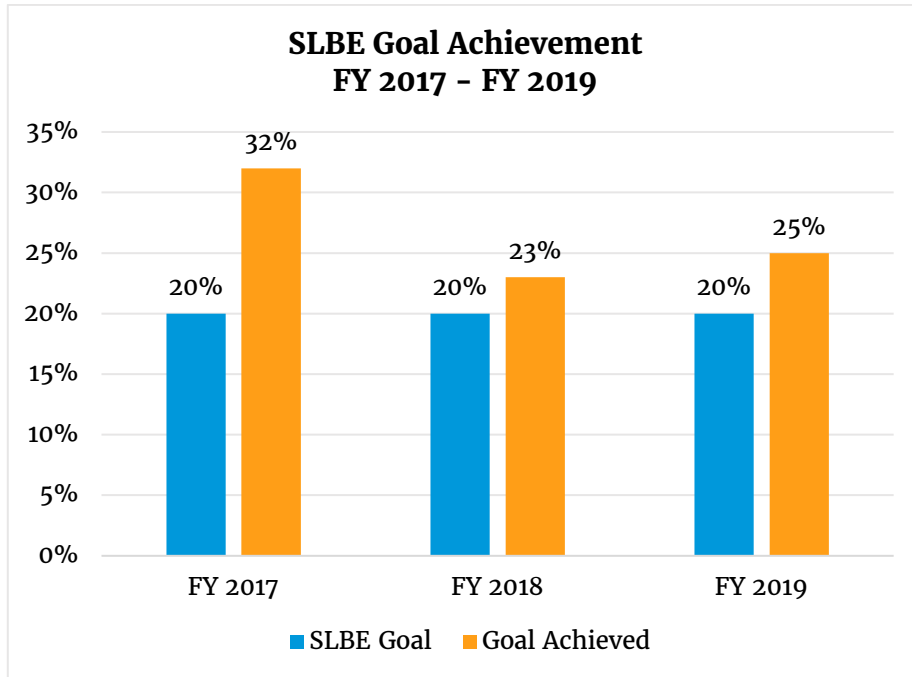
## SLBE Participation Rates Continue to Exceed Goals

The overall goal established for FY 2019 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.

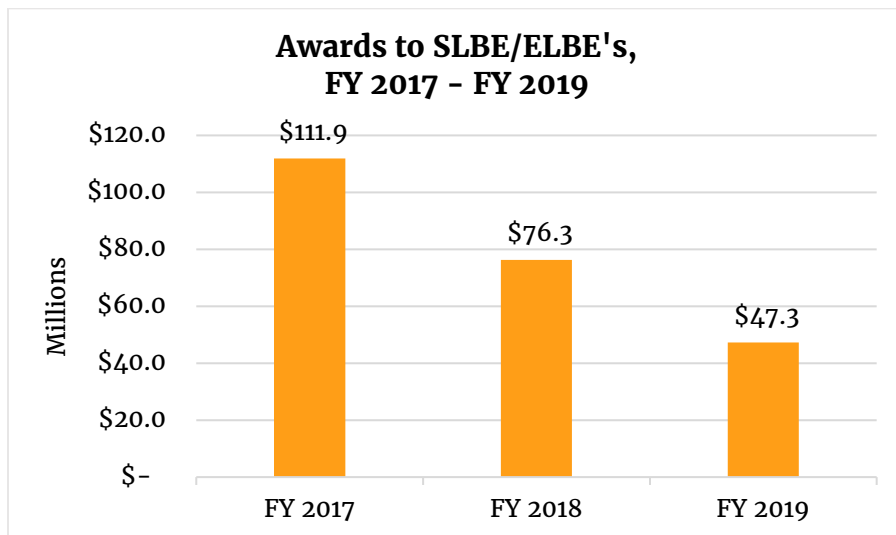
The City has exceeded the annual SLBE participation goal for another consecutive year. By engaging both internal and external stakeholders, contracting and consultant industries, and with the support of the City's executive team and Mayor, participation by SLBE/ELBE firms on CIP projects with SLBE

<sup>5</sup> 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).

requirements was 25 percent<sup>6</sup>. The graph below shows that the City exceeded the established SLBE participation goals over the last three fiscal years.



The dollar value awarded to SLBE/ELBEs has decreased from FY 2018; however, the SLBE/ELBE participation percentage is consistent with trends from FY 2017 and FY 2016. Reasons for varying amounts can be attributed to project type and funding sources, which is explained later in this report.

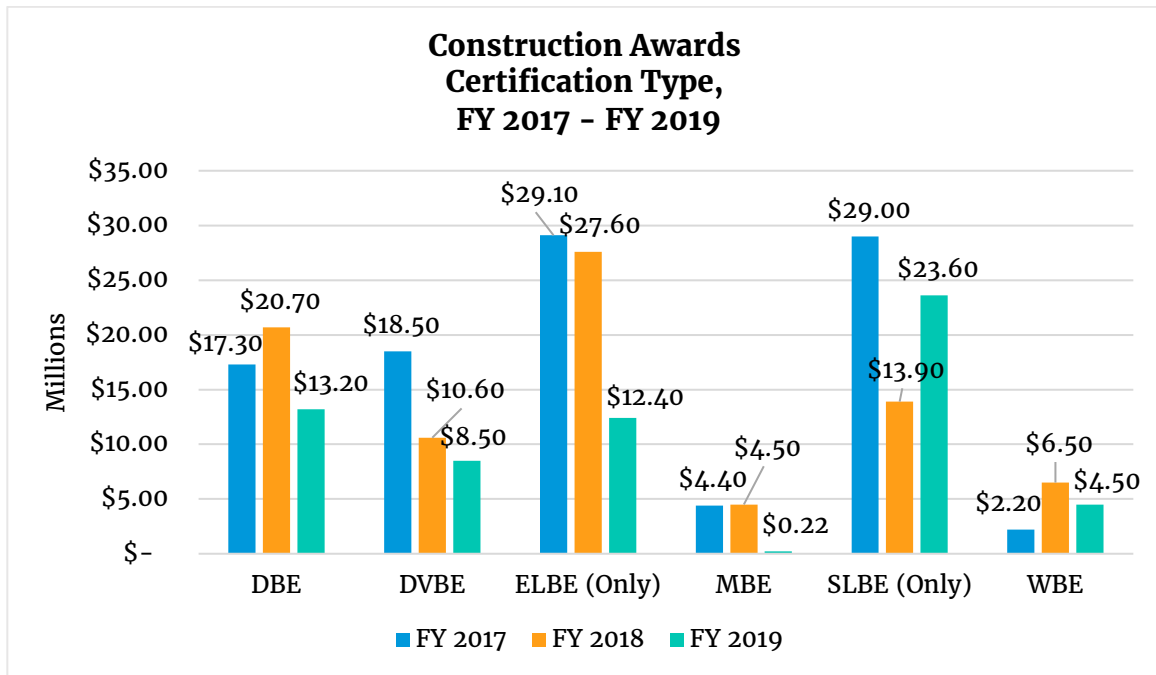


<sup>6</sup> Percentage is based on cumulative totals for Construction and A&E Consultant contracts that contained SLBE subcontracting program requirements.

## Awards to Certified Firms in Construction Contracts Consistent with Previous Years

During FY 2019, PWD issued 97 contracts<sup>7</sup> totaling \$216.1 million, of which \$47.3 million was awarded to City SLBE or ELBE certified firms. Participation during this fiscal year has increased by 2 percent when compared to FY 2018 and the overall participation achieved exceeded the yearly goal by 5 percent. The City, encourages participation of other types of 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).<sup>8</sup>

The graphs below show the dollar value of construction contracts awarded to the various City recognized certified firms.<sup>9</sup>



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 2019 was \$24.5 million. Award dollars to African-American owned firms has increased by 200 percent since FY 2018.

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).

<sup>7</sup> Contracts include major and minor construction contracts, sole source contracts (including emergency), and task orders as defined by SDMC section §22.3003.

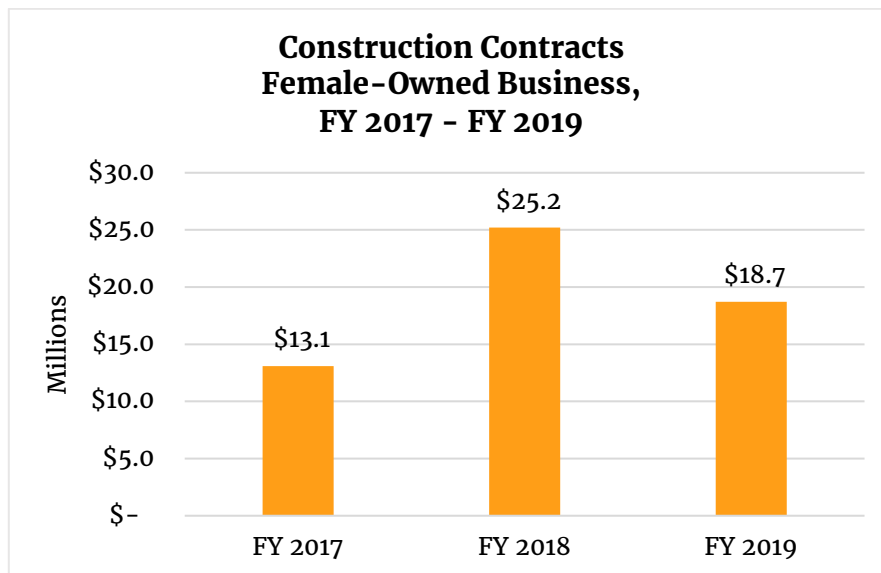
<sup>8</sup> Certifying agencies for these designations include the California Department of Transportation (DOT); California Public Utilities Commission (CPUC) and California Department of General Services (DGS).

<sup>9</sup> Information on Construction contract awards is available in table format in Attachment 2.

**Table 1**

Ethnicity	FY 2017		FY 2018		FY 2019	
	# Awarded	Dollar Amount	# Awarded	Dollar Amount	# Awarded	Dollar Amount
African-American	8	\$941,386	3	\$335,063	5	\$670,024
Asian Pacific	16	\$3,323,986	14	\$11,087,334	6	\$951,155
Asian Subcontinent	14	\$5,991,053	15	\$7,623,710	15	\$5,380,425
Caucasian	570	\$260,857,011	304	\$128,664,579	233	\$78,072,733
Latino	94	\$24,409,051	93	\$57,437,928	90	\$16,842,109
Native American	10	\$382,870	8	\$658,718	9	\$652,354
Unidentified <sup>10</sup>	-	-	181	\$255,061,128	147	\$113,497,131
<b>Total</b>	<b>712</b>	<b>\$295,905,358</b>	<b>618</b>	<b>\$460,868,460</b>	<b>505</b>	<b>\$216,065,931</b>

Participation by female-owned firms during FY 2019 totaled \$18.7 million.



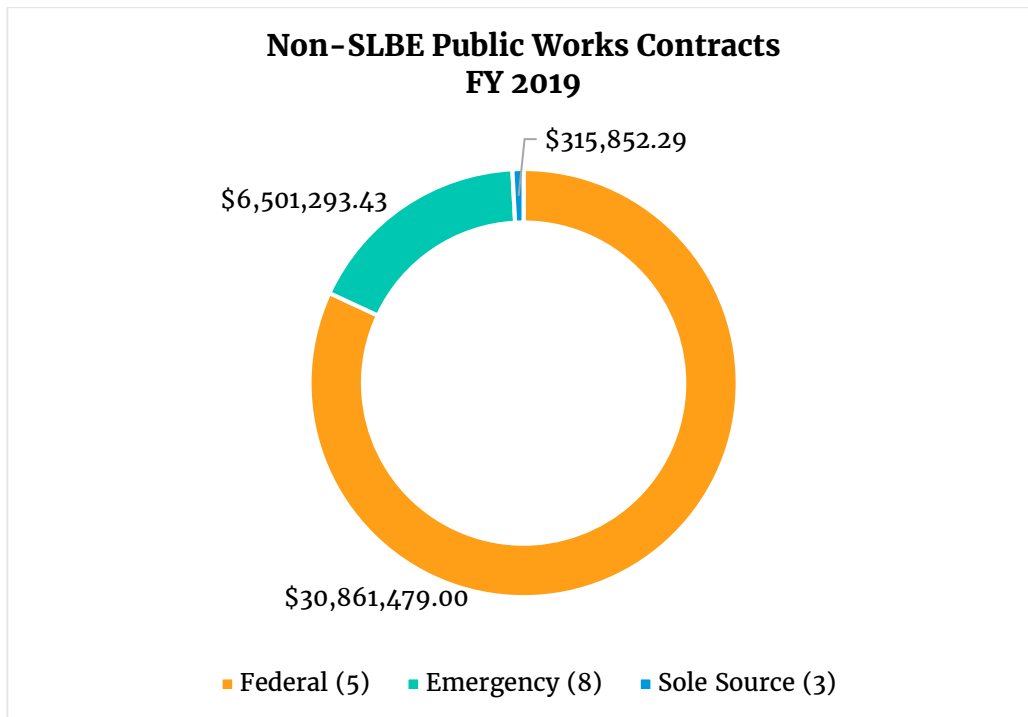
It is important to note that year-after-year comparisons of the awarded dollars during each fiscal year will vary due to several factors, including:

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

<sup>10</sup> 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.

- 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 2019, 16 Public Works contracts totaling \$37.8 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 16 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:

- Department of Transportation (DOT) - Federal Highway Administration (FHWA);
- California State Water Resource Control Board (SWRCB) – Clean Water State Revolving Fund (CWSRF);
- Department of Housing & Urban Development (HUD) – Community Development Block Grant (CDBG); and
- Cal OES Governor’s Office of Emergency Services – Federal Emergency Management Agency (FEMA).



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. Clean Water State Revolving Fund (CWSRF) – 2 percent MBE; 1 percent WBE subcontracting fair share goal established by Environmental Protection Agency (EPA) for Region 9<sup>11</sup>. Bidder is to submit GFE documentation regardless if subcontracting goal has been met;
3. 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; and
4. Federal Emergency Management Agency (FEMA) – 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.

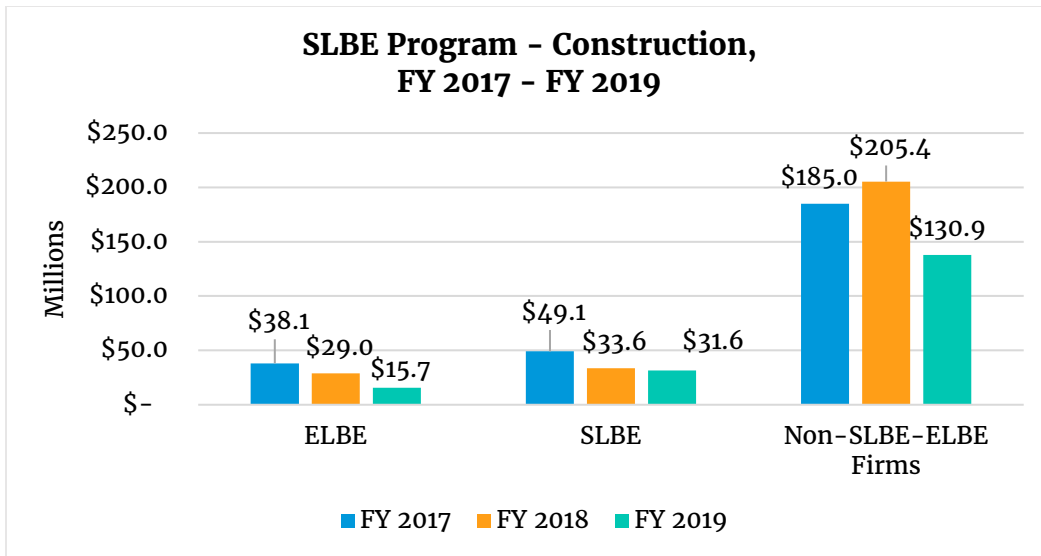
The remaining 81 Public Works contracts awarded during this fiscal year included 69 major contracts totaling \$178.2 million and 12 minor contracts totaling \$2.2 million. The 69 major contracts identified contained mandatory SLBE subcontractor participation requirements, while the minor 12 minor contracts 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/ELBE<sup>12</sup> firms with respect to these contracts for the last three fiscal years. Due to the prioritization of the Pure Water Program there was a decreased when compared to FY18.

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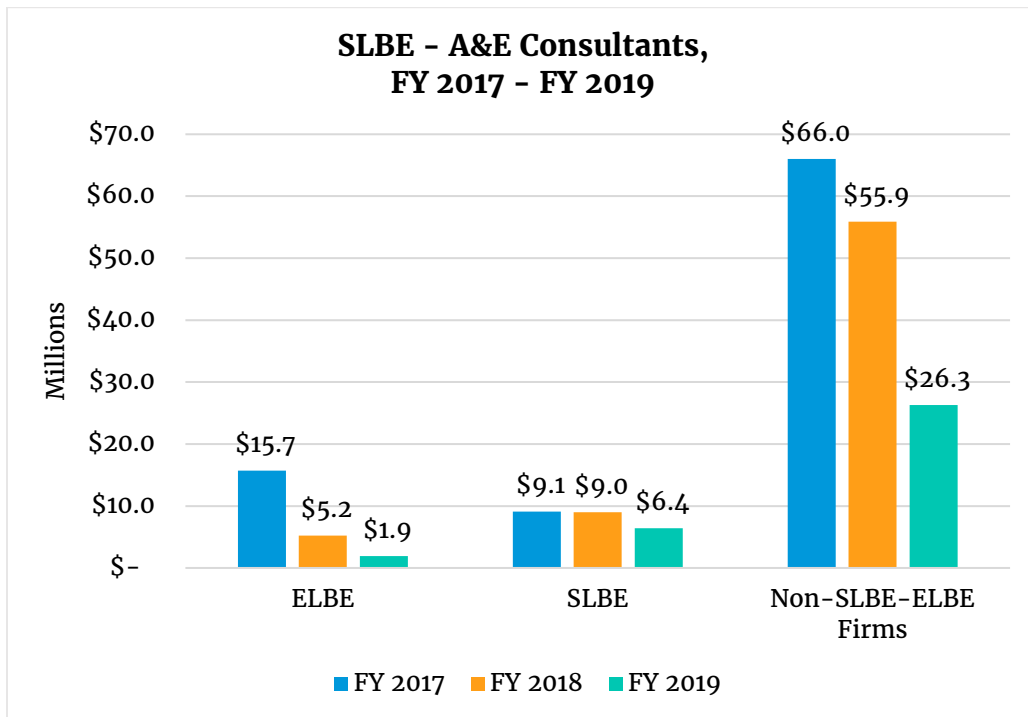
<sup>11</sup> EPA Region 9 consists of the following states: California, Nevada, Arizona, and Hawaii.

<sup>12</sup> Non SLBE/ELBE firms include non-certified and other City recognized certified firms.



### Architectural & Engineering (A&E) Consultant Contracts

The Public Works Department awarded \$34.6 million<sup>13</sup> in A&E consultant contracts during FY 2019, of which \$8.3 million<sup>14</sup> went to certified SLBE or ELBE primes or subconsultants<sup>15</sup>, shown in the chart below. As previously mentioned, year-after-year comparisons of the awarded dollars during each fiscal year will vary due to asset types, contracting sizing and funding source.



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

<sup>13</sup> Total award amount includes stand-alone contract awards, tasks issued under as-needed contracts, and amendments to contracts previously awarded.

<sup>14</sup> Amount includes awards to both SLBE and ELBE firms.

<sup>15</sup> Information on A&E consultant contract awards is available in table format in Attachment 3.

**A&E Consultant Awards,  
by Certification Type,  
FY 2017 - FY 2019**

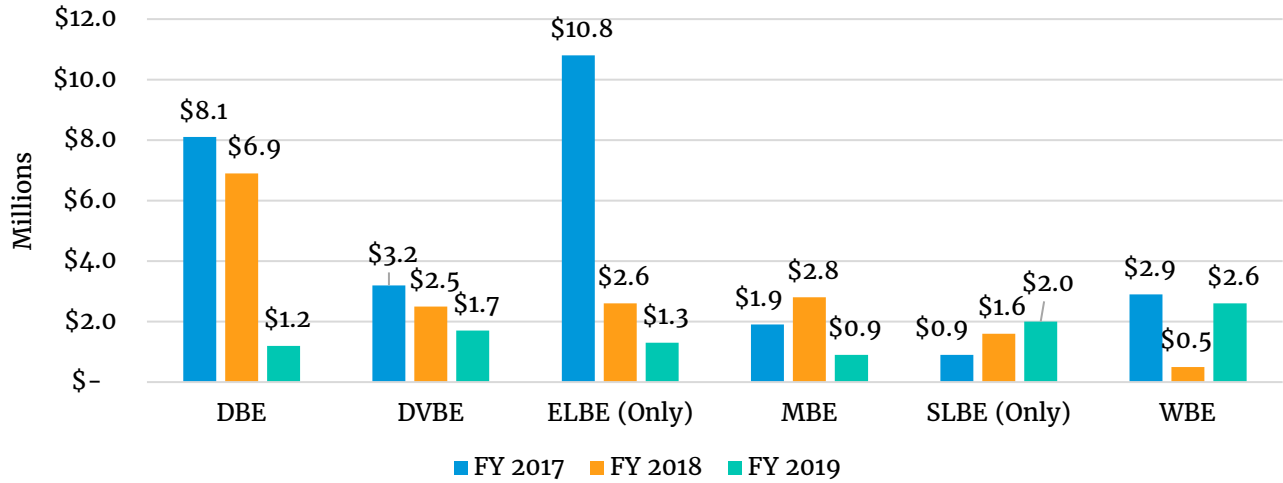


Table 2 below shows the distribution of A&E Consultant contract awards based on ethnicity for the last three fiscal years.

**Table 2**

Ethnicity	FY 2017		FY 2018		FY 2019	
	# Awarded	Dollar Amount	# Awarded	Dollar Amount	# Awarded	Dollar Amount
African-American	4	\$34,605	3	\$1,657,726	5	\$55,292
Asian Pacific	45	\$7,328,843	19	\$3,207,244	10	\$1,057,367
Asian Subcontinent	0	\$0	1	\$70,000	0	\$0
Caucasian	363	\$77,762,244	118	\$10,487,975	131	\$9,448,622
Latino	50	\$5,320,956	46	\$5,840,851	27	\$1,493,048
Native American	1	\$281,355	1	\$1,120,000	1	\$58,096
Unidentified	-	-	127	\$47,738,425	87	\$22,547,134
<b>Total</b>	<b>463</b>	<b>\$90,728,003</b>	<b>315</b>	<b>\$70,122,220</b>	<b>261</b>	<b>\$34,659,559</b>

## SLBE in Goods and Services Contracts

During FY 2019, the Purchasing & Contracting Department issued purchase orders totaling \$344.6 million for goods and services contracts that were formally solicited<sup>16</sup>. Of this amount, \$10.4 million or 3.0 percent was awarded to certified DBE/DVBE/ELBE/MBE/SLBE/WBE firms.

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 2017		FY 2018		FY 2019	
	# Awarded	Dollar Amount	# Awarded*	Dollar Amount	# Awarded*	Dollar Amount
DBE	8	\$392,148	5	\$1,540,338	4	\$467,826
DVBE	3	\$3,196,324	5	\$3,330,511	9	\$2,870,662
ELBE (Only)	3	\$299,712	2	\$160,436	1	\$70,891
MBE	8	\$1,660,248	10	\$5,124,272	16	\$3,192,689
SLBE (Only)	6	\$1,958,304	6	\$2,602,901	9	\$2,609,309
WBE	9	\$1,749,194	11	\$3,310,636	9	\$1,178,178
Non-Certified	409	\$234,208,949	463	\$341,336,150	622	\$334,204,031
<b>Total</b>	<b>446</b>	<b>243,464,880</b>	<b>502</b>	<b>\$357,405,244</b>	<b>670</b>	<b>\$344,593,586</b>

\*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), analyzing work force reports, equal employment opportunity (EEO) plans, and verifying nondiscrimination 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.

<sup>16</sup> 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 4**

<b>Compliance Activity</b>	<b>FY 2017</b>	<b>FY 2018</b>	<b>FY 2019</b>
Bid Evaluations	146	63	67
City Good Faith Effort (GFE) Reviews	15	8	5
Federal GFE Reviews	7	7	7
Pre-Bid/Pre-Proposal Meetings	130	51	44 <sup>17</sup>
Proposal Evaluations	26	31	41
Proposal Interview Panels	8	4	1
Action Documents Processed			
<i>Mayoral Actions</i>	465	450	457
<i>Council Action</i>	229	212	156
Total Actions	694	662	613
Equal Employment Opportunity (EEO) Plan <sup>18</sup>	42	30	41

### **Equal Employment Opportunity Compliance**

During FY19 EOCP staff conducted a compliance review of Stantec Consulting Services, Inc. (Stantec) equal employment practices pursuant to San Diego Municipal Code §22.2707, to ensure that unlawful discrimination is not being practiced and that they have fully implemented their Equal Employment Opportunity Plan. The compliance review was conducted at Stantec’s local office on June 4, 2019. The focus of the compliance review was to examine Stantec’s employment practices, including hiring practices, promotion, and recruitment.

Stantec provided documentation demonstrating their outreach efforts include active involvement with professional women and minority groups, educational institutions, and professional organizations, including the Society of Women Engineers, National Society of Black Engineers, Project Management Institute, and Society of Hispanic Professional Engineers. Stantec also reiterated their commitment to internal employee growth, training and development by providing information regarding a variety of training approaches and methods, both informal/formal and internal/external. The documentation provided by Stantec during the compliance review indicates they have made a good faith effort to ensure equal opportunities are provided to women and minorities and outreach to underrepresented groups at the local and corporate level.

### **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<sup>19</sup>, and monitoring apprenticeship utilization.

<sup>17</sup> 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.

<sup>18</sup> Compliance activity for EEO plan includes request, review, and approval or denial of plan submitted.

<sup>19</sup>As of July 1, 2018; EOCP only monitors services contracts subject to prevailing wage requirements. Public Works projects subject to prevailing wage are monitored by the Public Works Prevailing Wage Unit.

Staff actively monitors all 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**

<b>Compliance Activity</b>	<b>FY 2017</b>	<b>FY 2018</b>	<b>FY 2019</b>
Pre-Construction/Pre-Job Meeting	286	280	345
Certified Payroll Reviews	10,347	15,669	2,213
Delinquency Notices Sent	51	67	4
Labor Code Violations			
Labor Code Violations Sent	45	28	0
Labor Code Monies Received	\$114,451	\$51,071	\$3,026
Project Site Visits			
Site Visits Conducted	104	100	0
Employee Interviews Conducted	146	174	0
Monthly Invoicing Reports Reviewed	507	451	14
Monthly Employment Reports Reviewed	1848	1481	0
Final Summary Report (FSR)			
Number of FSRs Received	124	53	108
Number of Verifications Sent	517	442	508
Subcontractor Substitution Requests	8	14	4
Public Contract Code Violations	1	0	1

**Citizen's Equal Opportunity Commission (CEOC)**

EOCP continues to facilitate the monthly meetings of the CEOC on the first Wednesday of each month at 6:00 p.m. on the 12<sup>th</sup> 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, CEOC had seven commissioners serving the commission. Currently two advocacy positions remain to be filled: Native-American and Disabled. Staff is working with the Mayor's Office of Boards and Commissions to fill all vacant positions.



## **Conclusion**

EOCP 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. EOCP is also leading the disparity study efforts and will provide an update during FY20 report.

### 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

### Charter Section 225 Disclosure of Business Interests:

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

Kristina Peralta

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Director, Purchasing & Contracting

Jeff Sturak

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Deputy Chief Operating Officer,  
Internal Operations



## OUTREACH EVENTS LOG

Date	Title	Venue	Type of Event	# of Participants
Friday, July 13, 2018	Meet the Buyers Tour North San Diego Small Business Development Center (North SBDC)	Oceanside Civic Center 300 N. Coast Highway, Oceanside, CA 92054	Outreach	170
Thursday, July 19, 2018 Friday, July 20, 2018	CalCon Expo	Anaheim Convention Center 800 W Katella Ave, Anaheim, CA 92802	Outreach	750
Tuesday, July 31, 2018	Doing Business with Local Government Agencies	Joe & Vi Jacobs Center 404 Euclid Avenue, San Diego, CA 92114	Outreach	25
Thursday, August 23, 2018	Meet the Buyers Tour North San Diego Small Business Development Center (North SBDC)	Morris B. Vance Community Room 200 Civic Center Drive, Vista, CA 92084	Outreach	167
Wednesday, September 12, 2018	ChallengeHER San Diego (Oceanside)	Quantum Learning Network (QLN) 1938 Avenida Del Oro, Oceanside, CA 92056	Outreach	80
Tuesday, September 18, 2018	CALTrans District 11's 14th Annual Procurement & Resource Fair	Balboa Park Club Ballroom 2150 Pan American Road West, San Diego, CA 92101	Outreach	358
Tuesday, October 2, 2018	Fall Session - Turner School of Construction Management	Airport Authority Facilities Management Building (San Diego Regional Airport Authority) 2415 Winship Lane, San Diego CA 92101	Outreach	30
Wednesday, October 17, 2018	Meet the Primes San Diego Regional Airport Authority	San Diego Scottish Rite Event Center 1895 Camino Del Rio South, San Diego, CA 92108	Outreach	300
Friday, October 19, 2018	Meet The Buyers Tour - Be The Best! Women's Business Expo North San Diego Small Business Development Center (North SBDC)	SDG&E Energy Innovation Center 4760 Clairemont Mesa Blvd., San Diego, CA 92117	Outreach	195
Thursday, November 8, 2018	Meet The Buyers Tour - Celebrating Veterans North San Diego Small Business Development Center (North SBDC)	Westin Carlsbad Resort & Spa 5480 Grand Pacific Dr., Carlsbad, CA 92008	Outreach	204
Tuesday, January 22, 2019	PTAC - SLBE Certification Workshop	San Diego Contracting Opportunities Center (SDCOC) PTAC 880 National City Blvd, Suite 7100, National City, CA 91950	Training	12
Thursday, January 31, 2019	Pure Water Outreach Event	Balboa Park Club Ballroom 2150 Pan American Road West, San Diego, CA 92101	Outreach	186
Thursday, February 7, 2019	Construction Network - Owners' Outlook 2019	Mission Valley Marriott 8757 Rio San Diego Drive, San Diego, CA	Outreach	271
Wednesday, February 13, 2019	Public Agency Consortium (PAC) Meeting	San Diego Housing Commission 1122 Broadway, San Diego, CA 92101	Public Agency Consortium (PAC) Meeting	12

Thursday, February 14, 2019	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 20, 2019	Consultant Industry Meeting	Balboa Park (Recital Hall) 2130 Pan American Rd East, Sa Diego 92101	Industry Meeting	81
Thursday, February 28, 2019	Construction Industry Meeting	CM & FS Facility 9573 Chesapeake Dr. SD 92123 (NW Scraper Room)	Industry Meeting	30
Tuesday, March 12, 2019	C & C Mentor Protege Program	Port of San Diego 3165 Pacific Highway, San Diego, CA 92101	Agency Partnership	15
Wednesday, March 20, 2019	National SBDC Day	San Diego Contracting Opportunities Center (SDCOC) PTAC 880 National City Blvd, Suite 7100, National City, CA 91950	Outreach	77
Thursday, March 21, 2019	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	300
Thursday, March 28, 2019	S/ELBE Industry Meeting	Skyline Hills Library (Multipurpose Room) 7900 Paradise Valley Road, San Diego 92139	Industry Meeting	24
Tuesday, April 2, 2019	Spring Session - Turner Construction School	San Diego County Regional Airport Authority (SDCRAA) 3225 N. Harbor Drive, 2nd Floor, San Diego, CA 92138	Outreach	30
Wednesday, April 3, 2019	Public Agency Consortium (PAC) Meeting	CALTRANS 4050 Taylor Street, San Diego, CA 92110	Public Agency Consortium (PAC) Meeting	12
Wednesday, April 10, 2019	National Black Contractors Chat and Chew	Black Contractors' Association (BCA) 6125 Imperial Avenue, San Diego, CA 92114	Outreach	40
Wednesday, April 10, 2019	SANDAG DBE+SB Summit	Handlery Hotel 950 Hotel Circle North, San Diego, CA 92108	Outreach	250
Thursday, April 11, 2019	SANDAG DBE+SB Summit	Handlery Hotel 950 Hotel Circle North, San Diego, CA 92108	Outreach	250
Thursday, April 18, 2019	MACC Outreach Event	Skyline Hills Library 7900 Paradise Valley Road, San Diego, CA 92114	Outreach	175
Tuesday, May 7, 2019	PAC Night Spring Session: Turner School Construction Management	San Diego County Regional Airport Authority (SDCRAA) 3225 N. Harbor Drive, 2nd Floor, San Diego, CA 92138	Outreach	45
Wednesday, May 8, 2019	National Black Contractors Chat and Chew	Black Contractors' Association (BCA) 6125 Imperial Avenue, San Diego, CA 92114	Outreach	40
Wednesday, May 15, 2019	SAME Small Business Event	Harbor House 831 W Harbor Drive, San Diego, CA 92101	Outreach	125

Thursday, May 16, 2019	C & C Mentor Protege Program	Port of San Diego 3165 Pacific Highway, San Diego, CA 92101	Agency Partnership	18
Wednesday, May 29, 2019	Consultant Industry Meeting	CM & FS Facility 9573 Chesapeake Dr. SD 92123 (NW Scrapper Room)	Industry Meeting	89
Wednesday, June 12, 2019	Public Agency Consortium (PAC) Meeting	Port of San Diego 3165 Pacific Highway, San Diego, CA 92101	Public Agency Consortium (PAC) Meeting	12
Wednesday, June 12, 2019	National Black Contractors Chat and Chew	Black Contractors' Association (BCA) 6125 Imperial Avenue, San Diego, CA 92114	Outreach	57
Thursday, June 13, 2019	Meet the Buyers Tour North San Diego Small Business Development Center (North SBDC)	Courtyard Marriott San Diego Central 8651 Spectrum Center Blvd., San Diego, CA 92123	Outreach	175
Thursday, June 27, 2019	Construction Industry Meeting	CM & FS Facility 9573 Chesapeake Dr. SD 92123 (NW Scrapper Room)	Industry Meeting	26

### City of San Diego Construction Contract Awards

FY 17			
GENDER			
	# of Award	Dollar Amount	Percent
Male	635	\$ 282,837,049	96%
Female	77	\$ 13,068,309	4%
Unidentified			
<b>Total</b>	<b>712</b>	<b>\$ 295,905,358</b>	<b>100%</b>
CERTIFICATIONS			
DVBE	45	\$ 18,508,217	6%
ELBE (Only)	115	\$ 29,144,615	10%
DBE	97	\$ 17,261,434	6%
MBE	26	\$ 4,370,816	1%
SLBE (Only)	55	\$ 28,994,009	10%
WBE	16	\$ 2,186,527	1%
Non Certified	358	\$ 195,439,739	66%
<b>Sub Total Certified</b>	<b>354</b>	<b>\$ 100,465,618</b>	<b>34%</b>
<b>Total Firms</b>	<b>712</b>	<b>\$ 295,905,357</b>	<b>100%</b>
SLBE-ELBE PROGRAM*			
ELBE	140	\$ 38,146,841	44%
SLBE	121	\$ 49,075,000	56%
<b>Total</b>	<b>261</b>	<b>\$ 87,221,841</b>	<b>100%</b>
African-American	2	\$ 685,991	1%
Asian Pacific	4	\$ 366,788	0%
Asian Subcontinent	14	\$ 5,991,053	7%
Caucasian	184	\$ 64,608,256	74%
Latino	49	\$ 15,323,400	18%
Native American	8	\$ 246,353	0%
<b>Total SLBE-ELBE</b>	<b>261</b>	<b>\$ 87,221,841</b>	<b>100%</b>

FY 18			
GENDER			
	# of Award	Dollar Amount	Percent
	343	\$ 182,183,845	40%
	100	\$ 25,284,570	5%
	175	\$ 253,400,045	55%
	<b>618</b>	<b>\$ 460,868,460</b>	<b>100%</b>
CERTIFICATIONS			
	48	\$ 10,646,088	2%
	95	\$ 27,631,250	6%
	95	\$ 20,710,513	4%
	10	\$ 4,534,349	1%
	53	\$ 13,907,376	3%
	21	\$ 6,544,757	1%
	296	\$ 376,894,128	82%
	<b>322</b>	<b>\$ 83,974,333</b>	<b>18%</b>
	<b>618</b>	<b>\$ 460,868,461</b>	<b>100%</b>
SLBE-ELBE PROGRAM*			
	3	\$ 335,063	0%
	14	\$ 11,087,334	2%
	15	\$ 7,623,710	2%
	304	\$ 128,664,579	28%
	93	\$ 57,437,928	12%
	8	\$ 658,718	0%
	181	\$ 255,061,128	55%
	<b>618</b>	<b>\$ 460,868,460</b>	<b>100%</b>
SLBE-ELBE PROGRAM*			
	118	\$ 28,579,928	46%
	148	\$ 33,553,352	54%
	<b>266</b>	<b>\$ 62,133,280</b>	<b>100%</b>
	1	\$ 146,600	0%
	7	\$ 5,038,705	8%
	11	\$ 4,286,731	7%
	178	\$ 39,100,681	63%
	61	\$ 12,901,845	21%
	8	\$ 658,718	1%
	<b>266</b>	<b>\$ 62,133,280</b>	<b>100%</b>

FY 19			
GENDER			
	# of Award	Dollar Amount	Percent
	276	\$ 84,848,592	39%
	85	\$ 18,714,223	9%
	144	\$ 112,503,116	52%
	<b>505</b>	<b>\$ 216,065,931</b>	<b>100%</b>
CERTIFICATIONS			
	32	\$ 8,456,789	4%
	68	\$ 12,363,198	6%
	84	\$ 13,250,218	6%
	3	\$ 216,103	0%
	57	\$ 23,566,578	11%
	17	\$ 4,469,431	2%
	244	\$ 153,743,614	71%
	<b>261</b>	<b>\$ 62,322,317</b>	<b>29%</b>
	<b>505</b>	<b>\$ 216,065,931</b>	<b>100%</b>
SLBE-ELBE PROGRAM*			
	5	\$ 670,024	0%
	6	\$ 951,155	0%
	15	\$ 5,380,425	2%
	233	\$ 78,072,733	36%
	90	\$ 16,842,109	8%
	9	\$ 652,354	0%
	147	\$ 113,497,131	53%
	<b>505</b>	<b>\$ 216,065,931</b>	<b>100%</b>
SLBE-ELBE PROGRAM*			
	93	\$ 15,739,811	33%
	119	\$ 31,607,288	67%
	<b>212</b>	<b>\$ 47,347,099</b>	<b>100%</b>
	3	\$ 204,083	0%
	1	\$ 20,400	0%
	15	\$ 5,380,425	11%
	128	\$ 31,539,321	67%
	61	\$ 10,041,801	21%
	4	\$ 161,069	0%
	<b>212</b>	<b>\$ 47,347,099</b>	<b>100%</b>

<sup>1</sup> Federally 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 17				FY 18				FY 19			
GENDER				GENDER				GENDER			
	# of Award	Dollar Amount	Percent		# of Award	Dollar Amount	Percent		# of Award	Dollar Amount	Percent
Male	377	\$ 85,301,432	94%		131	\$ 18,036,474	26%		120	\$8,099,054	23%
Female	86	\$ 5,426,571	6%		61	\$ 4,423,258	6%		53	\$4,013,370	12%
Unidentified					123	\$ 47,662,489	68%		88	\$22,547,134	65%
<b>Total</b>	<b>463</b>	<b>\$ 90,728,003</b>	<b>100%</b>		<b>315</b>	<b>\$ 70,122,221</b>	<b>100%</b>		<b>261</b>	<b>\$ 34,659,559</b>	<b>100%</b>
CERTIFICATIONS				CERTIFICATIONS				CERTIFICATIONS			
DVBE	26	\$ 3,157,959	3%		13	\$ 2,484,914	4%		13	\$1,734,276	5%
ELBE (Only)	51	\$ 10,806,784	12%		36	\$ 2,630,727	4%		25	\$1,350,269	4%
DBE	97	\$ 8,090,864	9%		57	\$ 6,933,035	10%		33	\$1,244,044	4%
MBE	20	\$ 1,944,101	2%		15	\$ 2,756,207	4%		13	\$856,741	2%
SLBE (Only)	36	\$ 854,598	1%		29	\$ 1,554,746	2%		31	\$1,976,016	6%
WBE	31	\$ 2,911,208	3%		13	\$ 516,929	1%		20	\$2,593,380	7%
Non Certified	202	\$ 62,962,489	69%		152	\$ 53,245,663	76%		126	\$24,904,834	72%
<b>Sub Total Certified</b>	<b>261</b>	<b>\$ 27,765,514</b>	<b>31%</b>		<b>163</b>	<b>\$ 16,876,558</b>	<b>24%</b>		<b>135</b>	<b>\$ 9,754,726</b>	<b>28%</b>
<b>Total Firms</b>	<b>463</b>	<b>\$ 90,728,003</b>	<b>100%</b>		<b>315</b>	<b>\$ 70,122,221</b>	<b>100%</b>		<b>261</b>	<b>\$ 34,659,559</b>	<b>100%</b>
Ethnicity				Ethnicity				Ethnicity			
African-American	4	\$ 34,605	0%		3	\$ 1,657,726	2%		5	\$55,292	0%
Asian Pacific	45	\$ 7,328,843	8%		19	\$ 3,207,244	5%		10	\$1,057,367	3%
Asian Subcontinent	0	-	0%		1	\$ 70,000	0%		0	\$0	0%
Caucasian	363	\$ 77,762,244	86%		118	\$ 10,487,975	15%		131	\$9,448,622	27%
Latino	50	\$ 5,320,956	6%		46	\$ 5,840,851	8%		27	\$1,493,048	4%
Native American	1	\$ 281,355	0%		1	\$ 1,120,000	2%		1	\$58,096	0%
Unidentified					127	\$ 47,738,425	68%		87	\$22,547,134	65%
<b>Total Firms</b>	<b>463</b>	<b>\$ 90,728,003</b>	<b>100%</b>		<b>315</b>	<b>\$ 70,122,221</b>	<b>100%</b>		<b>261</b>	<b>\$ 34,659,559</b>	<b>100%</b>
SLBE-ELBE PROGRAM*				SLBE-ELBE PROGRAM*				SLBE-ELBE PROGRAM*			
ELBE	118	\$ 15,657,853	63%		68	\$ 5,214,564	37%		42	\$1,862,478	22%
SLBE	103	\$ 9,059,186	37%		76	\$ 9,017,765	63%		71	\$6,469,131	78%
<b>Total</b>	<b>221</b>	<b>\$ 24,717,039</b>	<b>100%</b>		<b>144</b>	<b>\$ 14,232,329</b>	<b>100%</b>		<b>113</b>	<b>\$ 8,331,610</b>	<b>100%</b>
Ethnicity				Ethnicity				Ethnicity			
African-American	4	\$ 34,605	0%		3	\$ 1,657,726	12%		3	\$47,792	1%
Asian Pacific	35	\$ 6,774,979	27%		14	\$ 877,892	6%		5	\$483,503	6%
Asian Subcontinent	0	-	0%		1	\$ 70,000	0%		0	\$0	0%
Caucasian	143	\$ 13,783,289	56%		91	\$ 7,098,016	50%		90	\$6,823,502	82%
Latino	38	\$ 3,842,811	16%		34	\$ 3,408,695	24%		14	\$918,716	11%
Native American	1	\$ 281,355	1%		1	\$ 1,120,000	8%		1	\$58,096	1%
<b>Total SLBE-ELBE</b>	<b>221</b>	<b>\$ 24,717,039</b>	<b>100%</b>		<b>144</b>	<b>\$ 14,232,329</b>	<b>100%</b>		<b>113</b>	<b>\$ 8,331,610</b>	<b>100%</b>

<sup>1</sup> Federally 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.