



SAN DIEGO COMMUNITY COLLEGE DISTRICT

CITY COLLEGE • MESA COLLEGE • MIRAMAR COLLEGE • CONTINUING EDUCATION

QUARTERLY EXECUTIVE DASHBOARD QUARTER ONE OF CALENDAR YEAR 2015 · JANUARY 1 - MARCH 31



BACKGROUND

The San Diego Community College District (SDCCD) Contractor Outreach Program is intended to encourage local businesses and contractors to bid on District contracts. The District believes it has a responsibility to work with local business enterprise organizations and provide meaningful opportunities to local businesses. The District works to assure that local contractors, subcontractors, vendors and other business service providers are aware of and have opportunities to participate on projects built with funds from Propositions S and N.



SAN DIEGO CITY COLLEGE
C BUILDING RENOVATION



SAN DIEGO MESA COLLEGE
MESA COMMONS



SAN DIEGO MIRAMAR COLLEGE
SCIENCE BUILDING RENOVATION



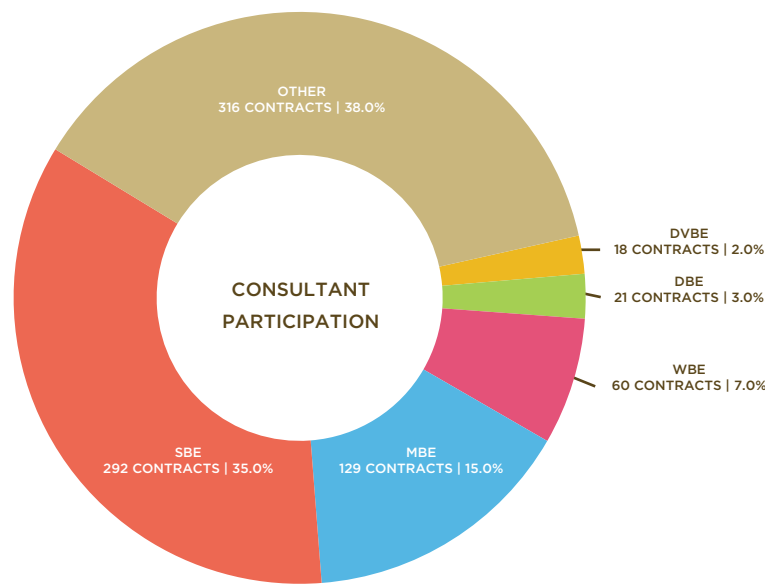
SAN DIEGO CONTINUING EDUCATION
CÉSAR E. CHÁVEZ CAMPUS PARKING

CERTIFICATION WORKSHOP

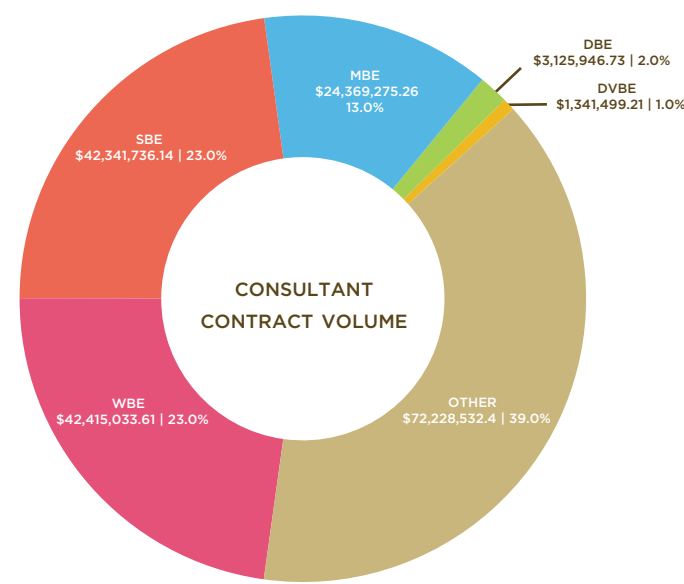
As part of its commitment to diversity, the San Diego Community College District encourages eligible firms to obtain formal certifications from District-approved certifying agencies. To help facilitate this process, the District, in collaboration with the San Diego Contracting Opportunities Center, hosted a "Small Business Certification" workshop on Thursday, February 26, 2015 from 9:00am - 11:30am. The workshop provided twenty participants with training on the eligibility requirements, benefits, and application resources for all District-approved certifications. The next "Small Business Certification" workshop will be scheduled for June 2015.

CONTRACT PARTICIPATION REPORT

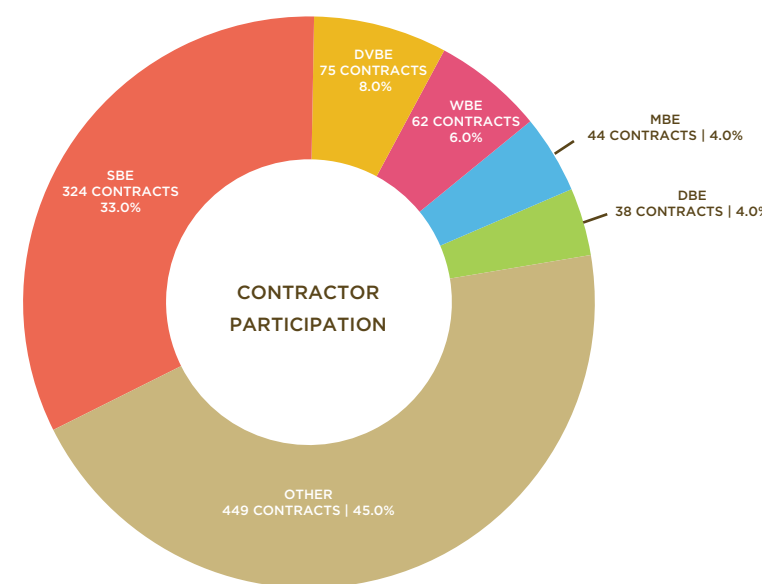
Participation data provides cumulative percentages of small and historically underutilized (S/HUBE) firms contracted to work through the first quarter (January - March 2015) reporting period, and reflects the percentage of contractors/subcontractors and architects/consultants and type of firm. While there are several firms with multiple certifications, for the purpose of this report a firm is counted with a single certification and in the category where the participation is the most challenging. Last quarter a thorough review was conducted of the cumulative contract awards, and data adjusted to reflect changes over the last year.



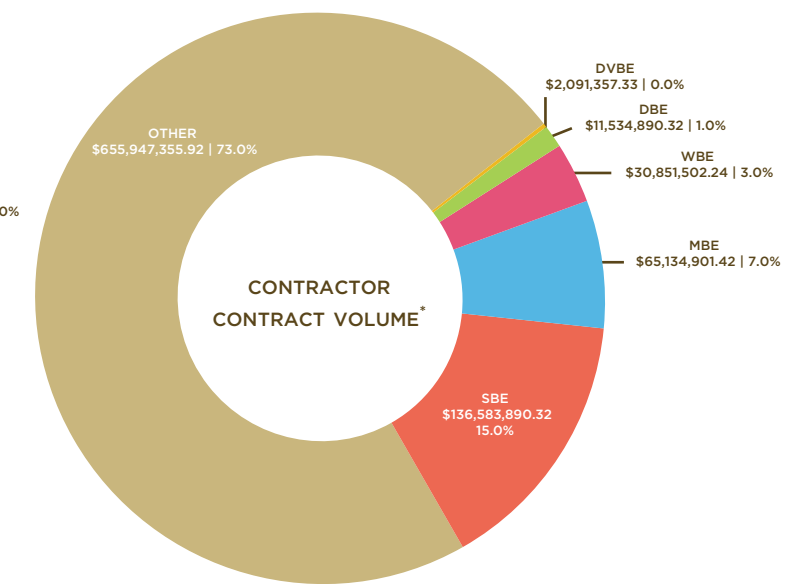
TOTAL CONSULTANTS: 836 (100%)
TOTAL CONSULTANTS QUALIFIED AS SMALL/UNDERUTILIZED: 520 (62.0%)



TOTAL CONTRACT VOLUME TO CONSULTANTS: \$185,822,023.36 (100%)
TOTAL VOLUME TO SMALL/UNDERUTILIZED FIRMS: \$113,593,490.95 (61.0%)



TOTAL CONTRACTORS: 992 (100%)
TOTAL CONSULTANTS QUALIFIED AS SMALL/UNDERUTILIZED: 543 (55.0%)



TOTAL CONTRACT VOLUME TO CONTRACTORS: \$902,143,810.53 (100%)
TOTAL VOLUME TO SMALL/UNDERUTILIZED FIRMS: \$246,196,454.61 (27.0%)
*INCLUDES CONTRACTS TO DESIGN/BUILD ENTITIES WHERE THE DISTRICT DOES NOT HOLD THE CONTRACT



BIDDING DIVERSITY | BID PARTICIPATION RESULTS

From January 1 through March 31, 2015 there were three bids issued for Propositions S and N projects. The results for participation by small and historically underutilized businesses (shown as S/HUBE) are as follows:

| PROJECT BID | # BID PKGS. | TOTAL 1ST TIER | S/HUBE 1ST TIERS | % |
|--|-------------|----------------|------------------|-----|
| LLRC Production Studio and Lighting Upgrade - 3.6.15 Miramar College - Library/Learning Resource Center | 1 | 3 | 1 | 33% |

| PROJECT/CAMPUS WINNING BIDDER | UNDERUTILIZED BUSINESS ELIGIBILITY | CONTRACT AMOUNT | CONTRACT HISTORY WITH SDCCD (FIRST/PREVIOUS) |
|---|------------------------------------|-----------------|--|
| Kinsman Construction (Lowest of three qualified bidders) | - | \$449,000 | First |

DIRECT SOURCE AWARDS

In late-2014 the outreach team conducted an initial review of Propositions S and N Direct Source contract awards to identify potential candidates for the 2015 Contractor Recognition Program. Direct source awards are small construction and professional services contracts with values of \$15,000 or less. These small contracts do not require a formal bidding process; or a bond (performance or surety) for construction projects. Direct Source contracts are typically awarded on an "as needed" basis for installations, relocations, and other small tasks often at the end of a construction project; and for small architectural and engineering service needs.

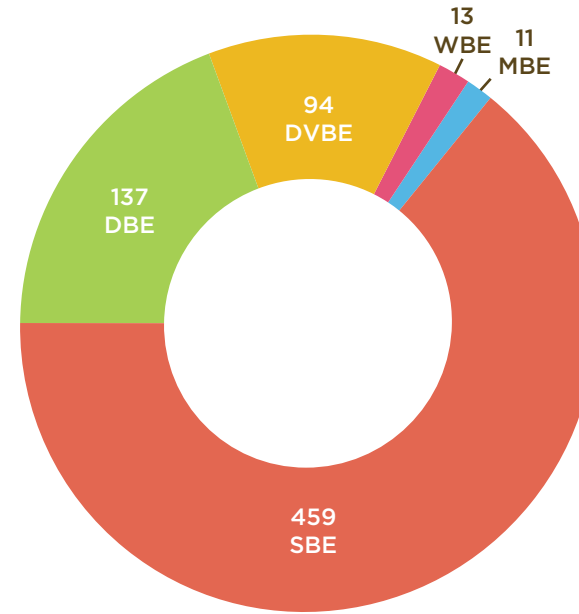
In February, 2015, the outreach team revisited Direct Source contracts and analyzed awards made during the last three years. The effort was focused on identifying the selected firms, the trades and services provided; and to explore these smaller projects and opportunities they may create. A small sample of the 161 firms and 315 awards was reviewed; and verification of certification status and licensure was

conducted. The results suggest there are process improvement opportunities that may enhance S/HUBE utilization and mitigate acknowledged barriers for HUBEs -- including bonding, contract financing and capacity-related issues.

The preliminary analysis of the sample indicates there were multiple awards to a significant number of firms, and that some awardees had been subcontractors on larger projects. As a result, these firms were known by Campus Project Managers and other District staff. The informal process used to award Direct Source contracts was typically price driven, but the firms' familiarity with the District's campuses, projects and administrative procedures were likely important considerations.

Additional analyses of Direct Source awards and protocols and successful capacity building initiatives are being vetted. The results and any recommendations will be reported in the next outreach program update.

SDCCD DATABASE OF SMALL/HISTORICALLY UNDERUTILIZED FIRMS



714
 714 Active Certifications are Represented in the Database

544
 544 Firms in the Database Have One or More Certifications

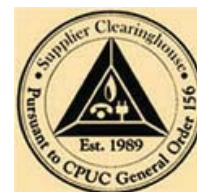
150
 150 Firms in the Database Have Two or More Certifications

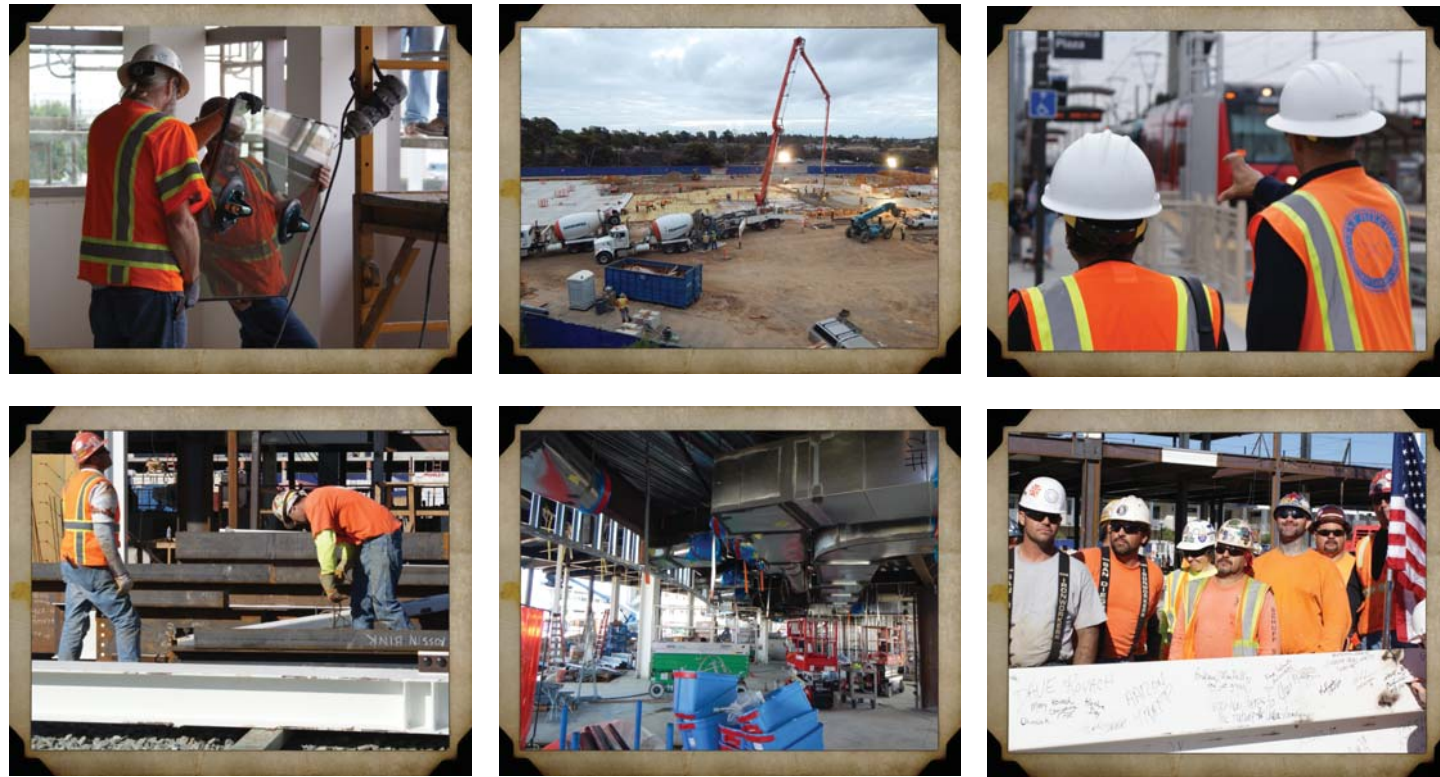
15
 15 Firms in the Database Have Three or More Certifications

CERTIFICATIONS PER AGENCY

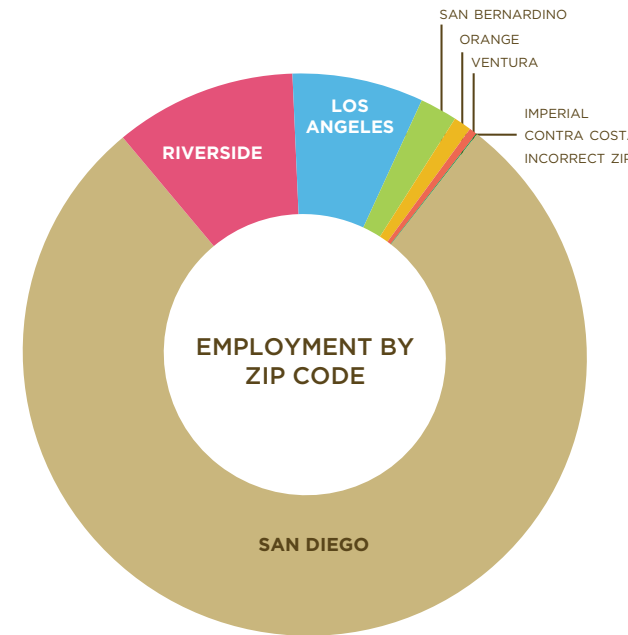
| AGENCY | SBE | DBE | MBE | WBE | DVBE |
|-------------------|-----|-----|-----|-----|------|
| CUCP | - | 133 | 3 | 4 | - |
| US SBA | - | 4 | - | - | - |
| DGS | 457 | - | - | - | 94 |
| CPUC | - | - | 7 | 8 | - |
| METRO | 1 | - | 1 | 1 | - |
| CITY OF SAN DIEGO | 1 | - | - | - | - |

- * CPUC = California Public Utilities Commission Supplier Clearinghouse
- * CUCP = California Department of Transportation Unified Certification Program
- * DGS = Department of General Services
- * METRO = Metropolitan Transit Authority
- * US SBA = U.S. Small Business Administration





LABOR COMPLIANCE



| ZIP LIST NAME | TOTAL HOURS | AREA PERCENT |
|-----------------------|------------------|--------------|
| SAN DIEGO COUNTY | 61,685.58 | 78.39% |
| RIVERSIDE COUNTY | 8,231.25 | 10.46% |
| LOS ANGELES COUNTY | 5,908.50 | 7.51% |
| SAN BERNARDINO COUNTY | 1,681.28 | 2.14% |
| ORANGE COUNTY | 800.52 | 1.02% |
| CONTRA COSTA COUNTY | 348.00 | 0.44% |
| IMPERIAL COUNTY | 36.00 | 0.05% |
| INCORRECT ZIP CODES | 4.00 | 0.01% |
| TOTAL | 78,695.13 | 100% |

*APPROXIMATELY

MESA COLLEGE EXERCISE SCIENCE CENTER (FORMERLY FITNESS CENTER) - S/HUBE UTILIZATION AUDIT WORKSHEET

Balfour Beatty Construction's Subcontracting Participation Plan identified an aggressive 80% S/HUBE utilization commitment which included both design phase professional services firms and construction phase subcontractors. The D/B audit was conducted at 53% construction completion and reflects the following:

| DESIGN PHASE - BALFOUR BEATTY | | | |
|-------------------------------|---------------|---------------------------|--------------------------------|
| REPORTED S/HUBE UTILIZATION | | | |
| | Total Dollars | % of Total Contract Value | % of Total Subcontracted Value |
| Total Project | - | - | - |
| Subcontracted | - | - | - |
| S/HUBE | - | - | - |
| Other/OBE | \$51,550.00 | - | - |
| Self-Performed | - | - | - |
| SBE | \$52,400.00 | - | - |
| DBE | - | - | - |
| MBE | \$703,680.00 | - | - |
| WBE | \$6,000.00 | - | - |
| DVBE | - | - | - |
| S/HUBE Summary Total | - | - | - |

| CONSTRUCTION PHASE - BALFOUR BEATTY | | | |
|---------------------------------------|-----------------------|---------------------------|--------------------------------|
| PLANNED PARTICIPATION: REPORTED GOALS | | | |
| | Total Dollars | % of Total Contract Value | % of Total Subcontracted Value |
| Total Project | \$10,000,000.00 | - | - |
| Subcontracted | \$8,500,000.00 | 85.0% | - |
| S/HUBE | \$6,800,000.00 | 68.0% | 80.0% |
| Other/OBE | \$1,700,000.00 | 25.0% | 20.0% |
| Self-Performed | - | 0.0% | 0.0% |
| SBE | \$1,700,000.00 | 17.0% | 20.0% |
| DBE | \$1,700,000.00 | 17.0% | 20.0% |
| MBE | \$1,700,000.00 | 17.0% | 20.0% |
| WBE* | \$1,275,000.00 | 12.8% | 15.0% |
| DVBE | \$425,000.00 | 4.3% | 5.0% |
| S/HUBE Summary Total | \$6,800,000.00 | 68.0% | 80.0% |

* Noted as WOSB not WBE certification in Balfour Beatty Proposal

| CONSTRUCTION PHASE - BALFOUR BEATTY | | | |
|-------------------------------------|-----------------------|--|---|
| ACTUAL PARTICIPATION: CUMULATIVE | | | |
| GMP from 6/14 | Total Dollars | % of Total Contract Value (Verified Certs) | % of Total Subcontracted Value (Verified Certs) |
| Total | \$11,390,396.00 | - | - |
| Subcontracted | \$9,039,339.00 | 79.4% | - |
| S/HUBE | \$5,231,105.00 | 45.9% | 57.9% |
| Other/OBE | \$3,808,234.00 | 33.4% | 42.1% |
| Self-Performed | - | 0.0% | 0.0% |
| SBE | \$4,545,507.00 | 39.9% | 50.3% |
| DBE | \$298,462.00 | 2.6% | 3.3% |
| MBE | \$12,875.00 | 0.1% | 0.1% |
| WBE | \$108,520.00 | 1.0% | 1.2% |
| DVBE | \$265,741.00 | 2.3% | 2.9% |
| S/HUBE Summary Total | \$5,231,105.00 | 45.9% | 57.9% |

Design Phase Analysis:

- The project's Architect, Civil and Structural Engineers; and Landscape Architect are certified S/HUBEs
- Total design phase costs have not yet been reported by the design-builder to-date

Construction Phase Analysis:

- The SBE utilization commitment of 20% is reported as 50% of the total subcontracted amount
- The DBE utilization commitment was an unrealistic 20% with achievements reported at 3.3%
- Similarly, MBE utilization was projected at 20% of the total subcontracted value with actual utilization at 0.1%
- The WBE utilization commitment was 15% and utilization is reported at 1.2% of the total subcontracted amount
- DVBE utilization was projected at 5% with achievements reported at 2.9%
- Lower tier utilization was reported for 2 firms: Southland Industries and Gould Electric. Of the 9 lower tier firms, 6 were SBEs. There was 1 DBE, 1 WBE, and 1 OBE at the second tier.

Consistent with utilization trends on other Propositions S and N D/B projects, SBE utilization exceeds the percentages planned; and there is nominal utilization by DBEs, MBEs, WBEs and DVBEs.

The audit data also indicates that a larger percentage of the work was self-performed, rather than subcontracted.