



District 10

Small Business Update

July 17 2015 – Statewide Small Business Council Meeting @District 8

OUTREACH:

Five business became certified as a result of our in house “I’m Certified Now What” sessions held monthly throughout the year. Those efforts will continue on to the next fiscal year.

Additionally, District 10 will be hosting several upcoming collaborative DBE outreach events targeting small, diverse, and veteran-owned businesses.

Our focus on our rural counties continues on July 30, 2015. The “Get Government Business” Workshop will be held in Amador County and will feature other State Agencies and Federal partners. Every contractor in the region has been sent a postcard invitation to attend.

The Stockton Regional Public Agency Consortium’s Annual Small Business Expo, Get Connected 2015, will take place in Stockton on August 27, 2015. There will be networking opportunities, diverse workshops, and business matchmaking.

On October 21, 2015, we look forward to hosting the Central Region Calmentor Fall Mixer and combining the mixer with the San Joaquin County Hispanic Chamber of Commerce’s annual Procurement Fair. We are looking to give the attending businesses a one-stop for resources and contracting information.



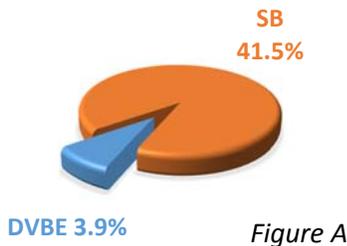
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SB, DVBE, DBE Participation at a glance

STATE CONTRACTS \$18M



Currently District 10 has 34 active construction projects, with a total allotment of \$670 Million.

There are currently three advertised projects in District 10 estimated at just over \$8 Million.

MINOR B MAINTENANCE CONTRACTS:

Seven Executed in the FY 14/15 – Total \$1,110,230

2 Awarded to DVBE Prime—Total \$501,570 (45.2%)

3 Awarded to Microbusiness [SB(Micro)]/(MB)] Prime—\$357,355 (32.2%)

DIRECTOR'S ORDERS:

Twelve in the FY 14/15 for a total of \$4,924,600

8 Minor Contracts (Under \$281,000) - \$1,524,600

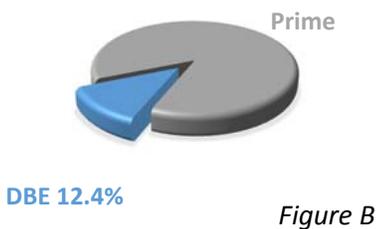
4 SB firms awarded as Prime- Total \$881,000 (57.8%)

4 Major Contracts - \$3,400,000

2 SB firms awarded as Prime – Total \$1,900,000 (55.9%)

56.5% SB participation on total Director's Orders

FEDERAL CONTRACTS \$123.1M



STATE CONTRACTS:

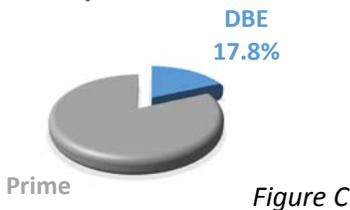
District 10 state-funded procurement and contract spending from beginning of FY 14/15 through March 31, 2015, has reached an outstanding total Small Business (SB) participation of 41.5%, and sub-goal total Disabled Veteran Business Enterprise (DVBE) participation of 3.9% on \$18 Million of Awards. (Figure A)

These percentages increased drastically from the end of last fiscal year. FY 13-14 ended with 1.9% DVBE and 18.1% SB Participation on \$87 Million of Awards.

FEDERAL CONTRACTS:

District 10 federally-funded construction for end of State FY 14-15, has a total Disadvantaged Business Enterprise (DBE) commitment of 12.4% on 29 projects totaling \$123.1 Million. (Figure B)

A&E CONTRACTS \$27.3 M



A&E CONTRACTS:

3 year contract—Total \$23,130,000—DBE participation \$4,163,400 (18%)

6 DBE subcontractors

5 year contract—Total \$4,213,708—DBE participation \$716,330 (17%)

5 DBE subcontractors

Combined Total \$27,343,708—DBE participation \$4,879,730 (17.8%)

11 DBE subcontractors (Figure C)