



— PRESENTED TO —
CONSTRUCTION NETWORK

SDUSD's Propositions S&Z and Measure YY Capital Improvement Bond Program

September 23, 2022



Good Morning!

- Karen Linehan, Business Outreach Program Manager
 - Facilities Planning & Construction
 - Capital Improvement Bond Program



New Wilson Middle School Campus



Canyon Hills High School/Mat Kwatup KunKun

Facilities Planning & Construction “FPC”

Design and construct clean, safe, environmentally friendly facilities that encourage successful teaching and learning

- Facility improvement and maintenance projects
- Capital facilities bond projects—typically larger and more complex projects: Props. S, Z and Measure YY



Logan Memorial Educational Campus



Central Elementary School - New Campus





Capital Improvement Bond Program

- **Prop. S** - \$2.1 billion general obligation bond measure
 - Repair, renovate and revitalize 181 schools
 - Projected duration: 2033
- **Prop. Z** - \$2.8 billion general obligation bond measure
 - Repair and renovate every school in the district
 - Projected duration: 2025
- **Measure YY** - \$3.5 billion general obligation bond measure
 - Applies to all educational facilities across the district
 - Projected duration: 2029



Renovate & Revitalize

- Site Modernization
- Safety/Security Upgrades
- ADA Compliance
- Infrastructure Repair
- Technology Upgrades
- Charter Schools
- Solar Energy & Sustainability



Types of Projects

Large Capital Projects

Multi-trade, multi-tier, \$\$\$

- Public bid
- Prequalification
- PSA
- DVBE requirement, XBE participation goals
- Prevailing wage, labor compliance, DIR registration
- Surety: bid, performance, payment bonds

Maintenance & Improvement Projects

Smaller range of projects/needs/costs

- Public bid
- Prequal / **No** prequal
- PSA / **No** PSA
- DVBE and XBE
- Prevailing wage
- Surety



Requirements & Things You Should Know



Prequalification

Get prequalified ***IN TIME TO BID!***

Also, be sure to get prequalified with each Prime contractor.

sandiegounified.org/contractor-prequalification

PREQUALIFICATION, WHO NEEDS IT?

San Diego Unified School District
Project Type

	Primes	MEP* Subs	Non-MEP Subs	Painter** Primes	Painter Subs
Hard Bid Projects Estimated Under \$1M					
Hard Bid Projects Estimated Over \$1M	●	●			
Lease-Leaseback (LLB) Projects	●	●	●		●
Job Order Contracting (JOC) Projects	●	●		●	
Hard Bid Painting-only Projects				●	●

* Mechanical, Electrical, Plumbing: includes C-4, C-7, C-10, C-16, C-20, C-34, C-36, C-38, C-42, C-43, C-46 licenses and any A or B licensee performing MEP work.

** Painters include all C-33 prime and subcontractors, and B licensed prime contractors who will self-perform painting work.



Project Stabilization Agreement (PSA)

Agreement between SDUSD Board of Education and San Diego/Imperial County Building & Construction Trades Council

- Approved July 2009
- Applies to projects exceeding \$1M

PSA Training

- One-on-one sessions with Ivory Anderson:
[**ianderson1@sandi.net**](mailto:ianderson1@sandi.net)
- Project-specific training: internal staff, project team, subs session, etc.



Disabled Veteran Business (DVB)

- May 10, 2011 – Board Resolution H.3
 - **Requires** 3% DVBE/SDVOSB participation
 - Mirrors State amendment to PCC
 - Eliminates “Good Faith Effort”
 - SDUSD accepts valid and current:
 - California DGS DVBE certification
 - VA’s Center for Veterans Enterprise (CVE) verification letter (*soon to be managed by SBA*)



Small Projects for New/Small Companies

Micro-Projects Program

- Less than \$15,000
- No bonding
- Minimum insurance
- Simplified bid process
- NET 30 pay
- Prevailing wage applies



100% XBE

- 21 MPP contracts awarded FY21/22 (\$147,310)
 - 6 are also DVB
 - 5 are also Minority-Owned
 - 2 are also Women-Owned

Lease-Leaseback Fact Sheet

sandiegounified.org/LLB-outreach





Lease-Leaseback

Fact Sheet

San Diego Unified School District's Facilities Planning and Construction Department has a robust Business Outreach Program designed to engage Emerging Business Enterprises (EBEs) and encourage participation in its construction projects. EBE is an umbrella term that includes woman-, minority-, disabled veteran-owned, and small business enterprises.

Capital improvement bond funds Propositions S, Z, and Measure YY jointly provide about \$8.4 billion to design and construct clean, safe, environmentally friendly facilities that encourage successful teaching and learning at schools throughout the district.

Tens of millions of dollars are spent with EBEs each year. Don't miss out on these opportunities!

LEASE-LEASEBACK PRIME CONTRACTORS

1. Balfour Beatty Construction
2. Barnhart-Reese Construction
3. C.W. Driver
4. McCarthy Building Companies
5. Nexgen Building Group
6. PCL Construction Services
7. Soltek Pacific Construction Company
8. Sundt Construction
9. Swinerton Builders
10. Turner Construction Company

LEASE-LEASEBACK & SUBCONTRACTING OPPORTUNITIES

San Diego Unified is now using the Lease-Leaseback (LLB) delivery method for large and complex construction projects ranging in value from \$7 to \$110 million. LLB is a method that streamlines complex construction projects and frees up funding. It allows school districts to lease a school site to a contractor for a nominal fee. The contractor then builds the project and leases the property back to the district for a set period of time, after which the property's ownership reverts back to the district. LLB is more like a design-build delivery method, which differs from the district's more commonly used design-bid-build delivery method.

The district currently has plans to issue contracts for more than 70 LLB projects. The projects have been sorted by size into groups and are being bid in periodic rounds. Pools of prequalified Prime contractors were created to meet the increased workload. The solicitations to develop the Prime pools are bid via public process, as required. Each round of projects is bid through solicitations only to those contractors in the relevant pool of Prime contractors. Some contractors are in more than one pool.

What Subcontractors Need to Know

Understanding the LLB groups, rounds, and pools is mostly unnecessary for subcontractors and EBEs. The district will bid each project within a pool of contractors and award to the winning Prime. The Primes then take ownership of the project and have their own site walks, bidding processes, and due dates. It is immensely important for subcontractors to develop relationships with each of the contractors in the Prime pools (see list at left).

In addition to developing relationships with the Primes, here are some other things that subcontractors and EBEs can do to be poised to bid:

To-Do List

- 1. Get on the SDUSD database
- 2. Get prequalified with SDUSD
- 3. Get prequalified with the LLB Prime contractors
- 4. Apply for relevant EBE certifications
- 5. Upgrade to SB-PW certification if your company outgrew its small business designation (see back page)

2019 OUTREACH GOALS

Overall EBE Goal	50%
Disabled Veteran	6%
Minority Business	10%
Woman-Owned	4.5%
Small Business	46%

EBEs & BEST VALUE

One of the many benefits of LLB is that Primes may award subcontracts based on best value. With San Diego Unified's robust EBE goals, Primes and large subs are motivated to engage more EBEs on each project. In fact, bids are being packaged to maximize EBE participation at all tiers. Some Primes even consider EBE participation a best value factor.



Business Outreach Program



XBE

(Formerly EBE - Emerging Business Enterprise)

XBE is a non-specific term encompassing a broad range of diverse business ownership. Formerly “EBE,” for Emerging Business Enterprise, XBE is an umbrella term that includes:

- **DVBE/SDVOSB:** Disabled Veteran Business
- **DBE:** Disadvantaged Business Enterprise
- **MBE:** Minority-owned Business Enterprise
- **WBE:** Women-owned Business Enterprise
- **SBE:** Small Business Enterprise
- Other bonafide public and private certifications



Business Outreach Program

- Promote doing business with San Diego Unified School District
- Inform contractors and subcontractors
- Connect stakeholders, contractors
- Help GCs meet X business enterprise (XBE) goals/requirements
- Special focus on target communities
- Engage XBEs



XBE Outreach

XBE Construction Contract Awards

Total Awards: \$2,640,734,588

XBE Awards: \$1,146,757,081

Business Classification	2022 XBE Goals*	% of dollars awarded**
Disabled Veteran-Owned Business Enterprise (DVBE)	5.0%	5.58%
Minority-owned Business Enterprise (MBE)	8.0%	9.21%
Women-owned Business Enterprise (WBE)	7.0%	8.56%
Small Business Enterprise (SBE)	40%	36.34%
Total XBE Participation**	50%	43.43%

* Some firms have multiple XBE certifications so total XBE numbers does not reflect the sum of XBE categories

** Period of performance: January 2009 – June 2022



Business Outreach Resources

- Database
 - Newsletters
 - Direct notifications via email
- Networking support and more
- PlanetBids: tinyurl.com/SDUSD-PlanetBids
- PlanWell: www.sandiegousdplans.com
- LinkedIn: linkedin.com/in/karenlinehan
- Twitter: @sdusd_bizotrch
- Business Outreach Website: sandiegounified.org/business-outreach

**All of this at
NO charge!**

Looking Ahead...



There are Great Opportunities on the Horizon!



Contracting Opportunities Construction, 2022-2028

- Career Tech Facilities (\$500K-\$4M ea)
- Classroom technology upgrades (\$25M annually)
- Hydration Clean Water projects (\$6M annually thru 2025)
- Joint Use Fields (+/- \$4M ea)
- New buildings (\$5M-\$35M ea)
- Photovoltaic projects (\$99K-\$3M ea)
- Security: Fencing/Single Point of Entry/PA Systems (\$100K-\$1.5M ea annually thru 2025)
- Shade Shelter Projects (\$150K-\$250K ea annually thru 2025)
- Whole Site Modernization projects (\$1M-\$66M ea)



Contracting Opportunities Professional Services

2022

- Design-Build Electrical Charging System and Battery Energy Storage System (*bidding now*)
- Solar Design Build (Round 4) - *tentative*

2023/24

- Engineering: Civil, Electrical, Mechanical, and Geotechnical
- Stormwater Pollution Prevention Plan (SWPPP)
- Hazardous Materials Engineering

2025

- Software Reportfolio
- Safety/Industrial Hygiene



7 Tips for Success

All Contractors

1. Learn San Diego Unified's processes
2. Use district resources
3. Track our bids/solicitations (PlanetBids, database)
- 4. Follow bid instructions**
5. Do advance research
6. Gather other intelligence
7. Sharpen your pencil



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