

Los Angeles Unified School District
Facilities Services Division

Small Business Program Year-End Report

Presented by:
Veronica Soto, Manager of Small Business Program

School Construction Bond Citizens' Oversight Committee
March 17, 2004

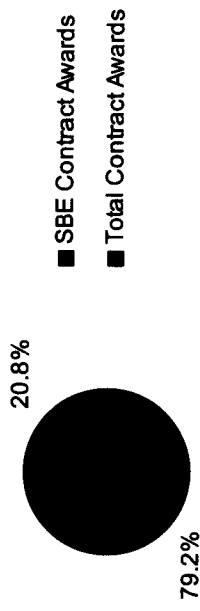
Quarterly SBE Utilization Snapshot

Contracts Awarded July 1-Sept 30

Total Awards: \$121,654,839

Total SBE Awards: \$25,306,547

Total SBE: 20.8%

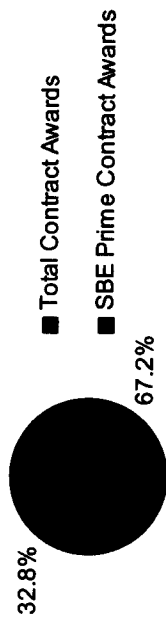


Contracts Awarded Oct 1-Dec 31

Total Awards: \$181,259,920

Total SBE Awards: \$59,496,494

Total SBE: 32.8%



Small Business Accomplishments

Small Business Enterprise (SBE) Certification Program

- 546 Certified Firms

Small Business Boot Camp Series I & II

- Series I: 70 graduates; \$3.8 million awarded.
- Series II: 110 contractors; Program Locations (Central/South LA, East LA, and Van Nuys)

Architect & Engineers Symposium (Phase II Architects RFQ)

- Cross-Section of Participation: 250+ A&E Firms
- Submittals: 133; SBE: 45%; MBE 33%; WBE 10%

Eliminated Barriers to Small Business Participation

- Streamlined Prequalification Application
- Bonding & Safety Assistance

Small Business Accomplishments

Small Business Program Website

- Bid Opportunities
- Access to Bonding, Capital, Safety and Technical Assistance
- Events & Workshops

Advertising Campaign

Outreach & Workshops

- Business & Trade Organization Partnerships
- Contractor Outreach Events
- Workshops

Small Business Barriers

BARRIER	ACTION	STATUS
Prequalification	◆ Eliminated requirement for "reviewed or audited financial statements" at Category C.	v
	◆ Sponsored Prequalification Workshops.	
Safety & Bonding	◆ Cal OSHA Consultation Services	
	◆ U.S. SBA Bond Guarantee Program	v
	◆ Safety Workshops	
	◆ 10 Hour OSHA Training	
Access to Bid Documents	◆ Established 9 Plan Viewing Sites	v
	◆ eBidboard	
Public Contracting Process	◆ Implemented the Small Business Boot Camp Program for small contractors.	v
	➤ Certification & Bonding	
	➤ Prequalification	
	➤ Safety Plan Development	
	➤ Public Contract Law	
	➤ Access to Capital	
	➤ How to Bid on LAUSD Contracts	
	➤ Estimating	
	➤ Labor Compliance & PSA	
	<i>Additional Support</i>	
➤ 10-Hour OSHA Training		
➤ Mock Bid		

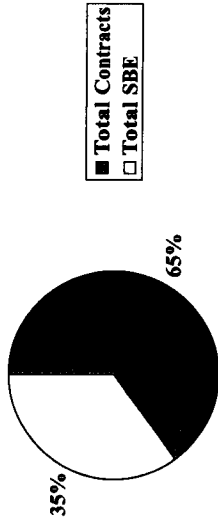
2003 Year-End SBE Utilization Snapshot

2003 Contracts Awards

Total Awards: \$702,840,551

Total SBE Awards: \$246,506,991

Total SBE: 35%

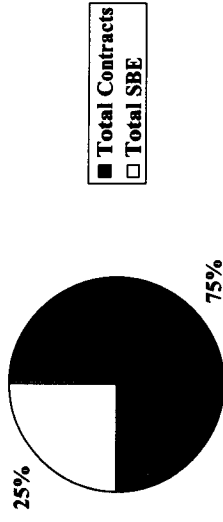


New Construction

Total Awards: \$412,162,286

Total SBE Awards: \$102,101,829

Total SBE: 25%

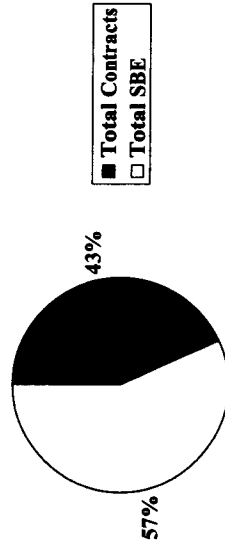


Existing Facilities (Formal Contracts)

Total Awards: \$219,192,723

Total SBE Awards: \$125,154,335

Total SBE: 57%



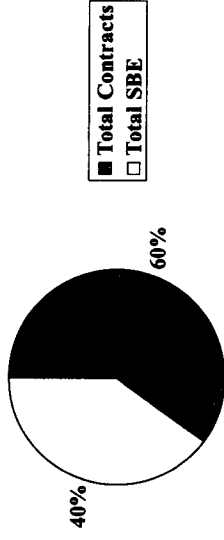
2003 Year-End SBE Utilization Snapshot

Existing Facilities (Informal)

Total Awards: \$16,815,954

Total SBE Awards: \$6,643,617

Total SBE: 40%

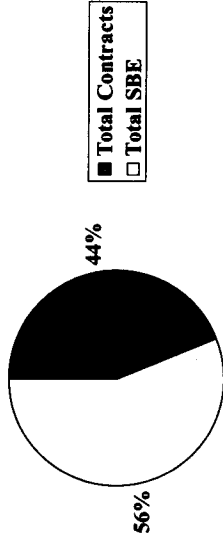


Architecture & Engineering

Total Awards: \$1,208,034

Total SBE Awards: \$722,970

Total SBE: 56%

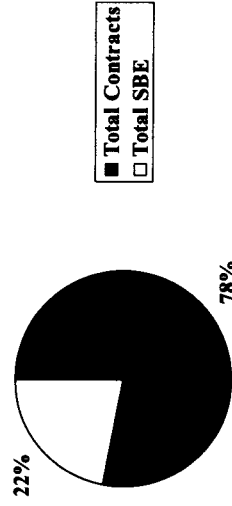


Professional Services

Total Awards: \$53,389,553

Total SBE Awards: \$11,884,239

Total SBE: 22%



Demographic Profile

Regional Perspective of Available Contractors by Ownership

	All Firms	African American	Hispanic	Native American	Asian/Pacific Islander
Los Angeles	51,224	1,499	12,157	739	3,891
Orange	18,125	160	2,173	158	635
San Bernardino/Riverside	19,143	287	4,307	208	334
Total	88,492	1,946	18,637	1,105	4,860

Construction Industry Representation

African American	2%
Hispanic	21%
Native American	1%
Asian/Pacific Islander	6%
Other	70%

* 1997 Economic Census, Minority-owned Businesses, U.S. Bureau of the Census

Demographic Profile

PUBLIC AGENCY PARTNERS

Metropolitan Transportation Authority	City of Los Angeles Department of Public Works
Total Contract Awards	Total Contract Awards
\$534,447,757	\$286,939,184
African American	African American
2%	.08%
Hispanic	Hispanic
6.7%	12.34%
Native American	Native American
.5%	.02%
Asian/Pacific Islander	Asian/Pacific Islander
3.3%	0.3%
Subcontinent Asian Americans	Subcontinent Asian Americans
.01%	.00%

Disadvantaged Business Enterprise Program
Fiscal Year Cumulative Report (Oct 1, 2002-Sep 30, 2003)

Board of Public Works MBE/WBE/OB Program
January 1, 2003 through December 31, 2003

Demographic Profile

PUBLIC AGENCY PARTNERS (Continued)

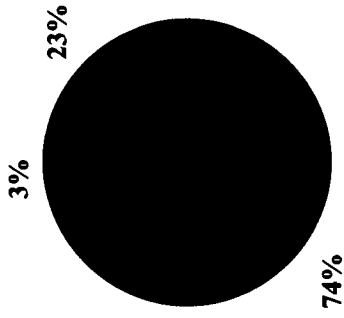
Los Angeles Department of Water & Power

Total Contract Awards	\$173,894,531
African American	8%
Hispanic	6%
Native American	0%
Asian/Pacific Islander	2%

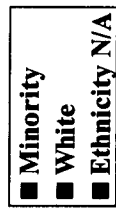
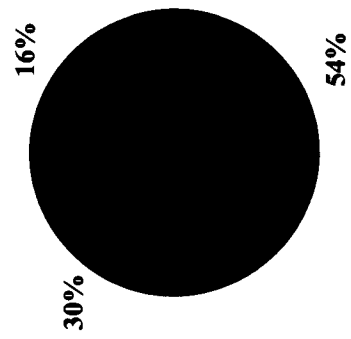
Construction contracts, FY 2002-2003

Demographic Profile of FSD Contractors

Prime Contractors			
<u>Ethnicity</u>	<u>Award Amount</u>		<u>Pct of Total</u>
Native American	\$ -		0
Asian/Pacific Islander	\$ 61,317,367.00		9.71
Afro-American/Black	\$ 8,230,750.40		1.3
Hispanic	\$ 78,171,253.88		12.38
White	\$ 466,403,000.60		73.87
Ethnicity Not Available	\$ 17,232,638.00		2.73
Total:	\$ 631,355,009.88		99.99

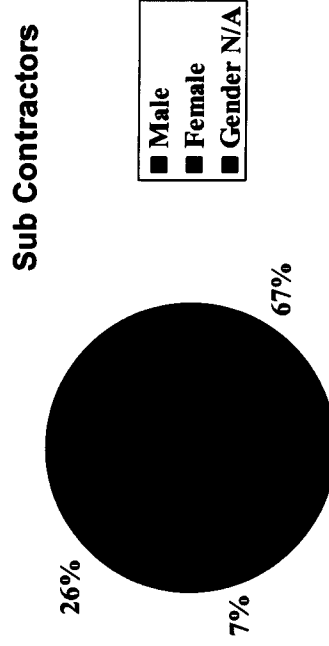
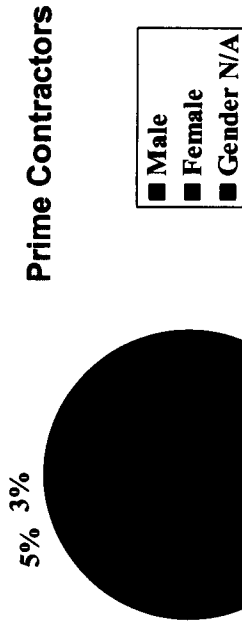


Subcontractors			
<u>Ethnicity</u>	<u>Award Amount</u>		<u>Pct of Total</u>
Native American	\$ 1,705,812.00		.99
Asian/Pacific Islander	\$ 2,201,734.00		1.28
Afro-American/Black	\$ 6,644,998.00		3.88
Hispanic	\$ 16,966,085.00		9.89
White	\$ 94,050,445.00		54.85
Ethnicity Not Available	\$ 49,896,731.00		29.1
Total:	\$ 171,465,805.00		99.99



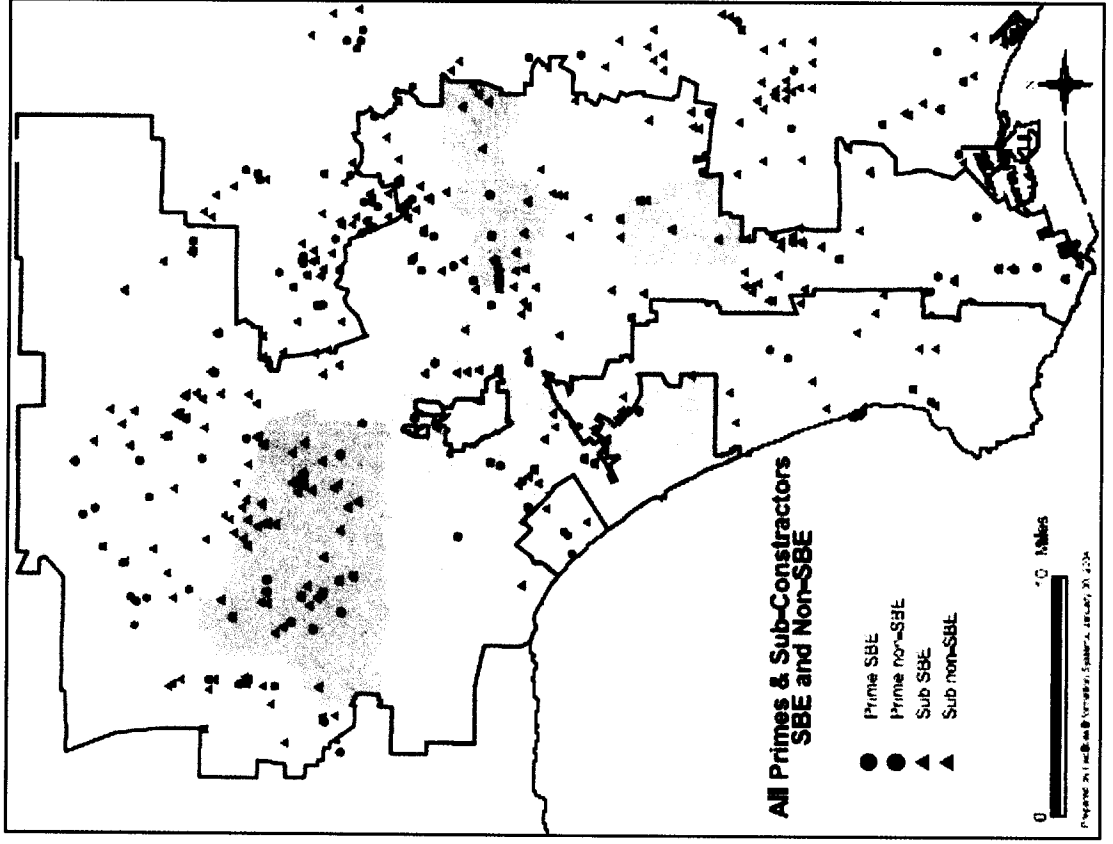
Demographic Profile of FSD Contractors

	<u>Award Amount</u>	<u>Pct of Total</u>
Prime Contractors		
Female	\$ 33,146,655.90	5.25
Male	\$ 580,255,470.98	91.91
Unknown	\$ 17,952,883.00	2.84
Subcontractors		
Female	\$ 12,232,422.00	7.13
Male	\$ 114,751,852.00	66.92
Unknown	\$ 44,481,531.00	25.94



Demographic Profile of FSD Contractors

Thirty eight percent (38%) of all contractors are located within the LAUSD service area.



Next Steps

- Develop Strategy for SBE Firms in Professional Services
- Implement Contractor Matching Program
- Promote RFP for 15th Street Elementary School Addition for maximum SBE Participation
- Establish Presence at FAME Renaissance Business Center
- Develop Web-based Subcontractor Payment Summary
- Develop On-Line Vendor Notification System