

Item 3

# **The Green Build: Small Business Update**

**June 2011**

**Prepared By:**  
**Bob Silvas**  
**Director, Small Business Development**



# Agenda

- Award Results C1 & C2
- Past Activities & Accomplishments
- Outreach Strategy for Remaining Packages

# Awards

## Contract 1 – Airside Construction & Apron Work:



|                              | <u>Reporting<br/>Period</u> |     | <u>Contract<br/>to Date</u> |     |
|------------------------------|-----------------------------|-----|-----------------------------|-----|
| Packages Awarded             | 13                          |     | 52                          |     |
| Value                        | \$ 45.3 m                   |     | \$ 167.8 m                  |     |
| Small Business Opportunity   | \$ 14.6 m                   | 31% | \$ 46.7 m                   | 28% |
| Small Business Participation | \$ 13.4 m                   | 28% | \$ 36.6 m                   | 22% |
| Local Business Participation | \$ 35.4 m                   | 78% | \$ 148.1 m                  | 88% |

Trades: Exterior Façade, Exterior Framing, Roofing,  
Baggage Handling, Elevators ,Security  
/ Special Systems/ Misc Steel



# Awards

## Contract 2 – Landside Construction & Smart Curb:



|                              | <u>Reporting<br/>Period</u> |     | <u>Contract<br/>to Date</u> |     |
|------------------------------|-----------------------------|-----|-----------------------------|-----|
| Packages Awarded             | 46                          |     | 86                          |     |
| Value                        | \$71.8 m                    |     | \$116.5 m                   |     |
| Small Business Opportunity   | \$22.6 m                    | 31% | \$ 32.7 m                   | 28% |
| Small Business Participation | \$22.6 m                    | 31% | \$ 32.6 m                   | 28% |
| Local Business Participation | \$66.7 m                    | 92% | \$108.3 m                   | 93% |

Trades: All trades have been awarded for this contract

# Activities & Accomplishments

## Contract 1




- Conducted 4 Small Business “Team Building Events”
- January, February and March.
  - 4 packages available
  - Over 100 subcontractors attended

## Online Training & Education Program

- 17 online tutorials completed
- Over 2000 views since launch Dec/2010
- Tutorial topics include:
  - The Public Works Process
  - Subcontracting Opportunities
  - Bid Documents
  - OCIP: Owner Controlled Insurance Program



# Outreach Strategy

- **Contract 1** 
  - Over 20 packages remaining
  - Valued at \$52 Million
  - Awards based on Best Value criteria
    - Minimum of 5 short listed Primes
    - Team Building events- Primes meet potential subs
    - 5% of award criteria based on local participation
    - 20% of award criteria based on small business participation



# Questions?



# SAN DIEGO COUNTY REGIONAL AIRPORT AUTHORITY

## Board Communication

**Date:** June 22, 2011, 2011

**To:** Board Members

**From:** Robert H. Silvas, Director – Small Business Development

**Subject:** The Green Build Local Business Participation

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As the largest improvement project in the airport's history, The Green Build helps serve as an economic stimulus for the San Diego region. The Authority is committed to ensuring that San Diego's local and small businesses have the opportunity to benefit from the economic impact of The Green Build.

To date, there has been a combined total of \$284,349,079 in construction contracts awarded under both Joint Venture contract teams. Of this amount \$264,710,202 has gone to local businesses and \$69,303,799 has gone to small businesses. Attached is a list of local businesses that have been awarded a contract or are subcontractors on The Green Build since project inception.

Please contact me at (619) 400-2567 or via email to [rsilvas@san.org](mailto:rsilvas@san.org) with any questions.

Enclosures

cc: Thella F. Bowens  
Jeffrey Woodson



## Local Contracts Awarded as of February 23, 2011

### Contract 1 - Turner/PCL/Flatiron:

| Company   | Location  | Award Value  |
|---|---|--|
| Modular Space Corporation   | Poway   | \$3,173,745  |
| Portillo Concrete   | Lemon Grove   | \$98,782   |
| Casper's Concrete Cutting   | Lakeside  | \$69,986   |
| Dynalectric   | San Diego   | \$205,593  |
| SIGMAnet  | San Diego   | 488,800  |
| Packet Telecom  | San Diego   | \$106,804  |
| AMG Demolition & Environmental Services/Miller<br>Environmental<br><b>LOCAL SUBS:</b><br>Burns & Son<br>California Equipment<br>Hanson Aggregate<br>Maxim Crane<br>Mountain Materials<br>SoCo Group | San Diego/Anahiem<br><br>Spring Valley<br>San Diego<br>San Diego<br>San Diego<br>El Cajon<br>El Cajon | \$2,558,618<br><br>\$49,575<br>\$228,454<br>\$7,725<br>\$4,098<br>\$447,682<br>\$37,079      |
| Sukut Construction, Inc.<br><b>LOCAL SUBS:</b><br>McMahon<br>Tri County Drilling<br>USA Fence<br>RGC Construction<br>Helix Electric<br><b>LOCAL SUBS:</b><br>Bert Salas                             | San Diego<br><br>San Diego<br>San Diego<br>San Diego<br>San Diego<br>San Diego<br>Santee              | \$3,466,468<br><br>\$300,000<br>\$22,000<br>\$5,000<br>\$3,000<br>\$1,109,876<br>\$40,000    |
| Inline Fence & Rail Co., Inc.   | Ramona  | \$287,491  |
| The Land Stewards   | San Marcos  | \$74,731   |
| Nolte Associates  | San Diego   | \$2,156,831  |
| QC Southwest, Inc.  | Escondido   | \$721,615  |
| Allied Geotechnical Engineers   | Santee  | \$160,214  |
| Fordyce Construction, Inc.<br><b>LOCAL SUBS:</b><br>Angus Asphalt<br>Swinson Electric<br>Cement Cutting<br>SD Architectural Metal<br>Custom Interior<br>Tower Glass<br>Vidovich                     | Santee<br><br>Santee<br>San Diego<br>San Diego<br>Chula Vista<br>San Diego<br>Santee<br>Lakeside      | \$220,541<br><br>\$6,000<br>\$8,000<br>\$1,200<br>\$13,000<br>\$5,000<br>\$50,000<br>\$8,000 |

## Local Contracts Awarded as of February 23, 2011

| Company                     | Location     | Award Value  |
|-----------------------------|--------------|--------------|
| Gordon Prill                | Santee       | \$242,800    |
| <b>LOCAL SUBS:</b>          |              |              |
| MDG Enterprise              | Lakeside     | \$14,300     |
| Sadler Electric             | El Cajon     | \$12,700     |
| Silverstrand Tech           | San Diego    | \$4,900      |
| Fence Corp.                 | Oceanside    | \$87,123     |
| J.J. Hawes Construction Co. | San Diego    | \$176,485    |
| Pacific Glass               | San Diego    | \$8,000      |
| Universal Protection        | San Diego    | \$130,500    |
| Flatiron West, Inc.         | San Diego    | \$24,348,280 |
| Built Pacific               | San Diego    | \$1,910,344  |
| <b>LOCAL SUBS:</b>          |              |              |
| Dr. Demo                    | Chula Vista  | \$20,000     |
| Place & Finish              | San Diego    | \$34,000     |
| Crown Fence                 | San Diego    | \$155,000    |
| SAS Access                  | San Diego    | \$453,000    |
| Alpha Omega                 | Lemon Grove  | \$8,800      |
| JD Paving                   | San Marcos   | \$75,000     |
| Statewide Stripes           | San Diego    | \$25,000     |
| Berg Electric               | San Diego    | \$453,000    |
| Silverstrand                | San Diego    | \$73,856     |
| Interwest Pacific           | Solana Beach | \$1,006,420  |
| <b>LOCAL SUBS:</b>          |              |              |
| Land Surveying Consultants  | Escondido    | \$15,000     |
| Baker Concrete              | San Marcos   | \$3,000      |
| Siemens                     | San Diego    | \$2,830      |
| Fence Corp.                 | Oceanside    | \$87,123     |
| Bomel Construction          | Carlsbad     | \$7,528,230  |
| <b>LOCAL SUBS:</b>          |              |              |
| Russell Coker               | San Diego    | \$1,378,350  |
| J. R. Construction          | San Diego    | \$872,644    |
| California Comfort          | San Diego    | \$17,136,795 |
| <b>LOCAL SUBS:</b>          |              |              |
| Tri-County                  | San Diego    | \$1,443,488  |
| Laser Electric              | San Diego    | \$1,380,000  |
| Trane                       | San Diego    | \$2,666,000  |
| Tomarco                     | San Diego    | \$76,700     |
| Helix Electric              | San Diego    | \$14,090,613 |

## Local Contracts Awarded as of February 23, 2011

| Company  | Location    | Award Value |
|--|-------------|-------------|
| <b>LOCAL SUBS:</b>                                     |             |             |
| Siemens  | San Diego   | \$570,000   |
| Roberts Electric                                       | San Diego   | \$320,000   |
| Dynamik  | San Diego   | \$2,280,000 |
| RB'Ns, Inc.  | Chula Vista | \$970,000   |
| Cosco Fire Protection                                  | San Diego   | \$2,937,354 |
| <b>LOCAL SUBS:</b>                                     |             |             |
| Pipe Fabricators                                       | San Diego   | \$320,000   |
| Schuff Steel   | San Diego   | \$9,957,000 |
| <b>LOCAL SUBS:</b>                                     |             |             |
| Anning Johnson   | San Diego   | \$838,000   |
| <b>Roof Safety &amp; Security:</b>                     |             |             |
| Prava Construction Services                            | Carlsbad    | \$196,627   |
| <b>Local Subs:</b>                                     |             |             |
| Area West  | Lakeside    | \$55,000    |
| South Coast  | La Mesa     | \$8,500     |
| JP Witherow  | San Diego   | \$12,000    |
| Mixim Crane  | San Diego   | \$15,000    |
| Paramount  | Chula Vista | \$18,000    |
| <b>Curtain Wall Local Sub:</b>                         |             |             |
| Southwest Inc.   | Santee      | \$350,000   |
| <b>Gate 40/41 Restriping:</b>                          |             |             |
| Statewide Strips Inc.                                  | San Diego   | \$10,494    |
| <b>Remove &amp; Reinstall PID System:</b>              |             |             |
| Network Security Electronics, Inc.                     | San Diego   | \$41,669    |
| <b>PMO Site Prep &amp; Utilities – Site Utilities:</b> |             |             |
| PK Mechanical  | Poway       | \$92,882    |
| <b>South Rotunda Demo:</b>                             |             |             |
| APR Construction                                       | San Diego   | \$243,356   |
|  |             |             |

## Local Contracts Awarded as of February 23, 2011

|   |           |             |
|---|-----------|-------------|
| <b>Terminal Security Systems:</b><br>SAIC | San Diego | \$3,000,000 |
|---|-----------|-------------|

|  |   |   |
|--|---|---|
| <b>Terminal Elevators &amp; Escalators:</b><br>Otis Elevator<br><br><b>Local Subs:</b><br>Western Foundation<br>Sterling Corp  | San Diego<br><br><br>Lakeside<br>San Diego  | \$3,246,195<br><br><br>\$9,800<br>\$156,000   |
| <b>Misc Metals Part 1:</b><br>Whitmore Steel   | Spring Valley   | \$598,930   |
| <b>Roofing:</b><br>Commercial & Industrial Roofing<br><br><b>Local Subs:</b><br>Challenger Sheet Metal<br>Alonso Roofing<br>Accurate Eng.<br>Kelar Pacific<br>Cel-crete Corp.<br>Apex Builder Supply<br>Challenger Sheet Metal<br>Alonso Roofing | Spring Valley<br><br><br>San Diego<br>San Diego<br>San Diego<br>San Diego<br>Escondido<br>San Diego<br>San Diego<br>San Diego | \$837,556<br><br><br>\$219,101<br>\$75,000<br>\$27,546<br>\$26,385<br>\$663,000<br>\$1,100,000<br>\$91,250<br>\$145,850 |
| <b>Interior Framing &amp; Drywall:</b><br>Component West   | San Diego   | \$16,364  |
| <b>Terminal Selective Demo:</b><br>Miller Environmental  | San Diego   | \$156,756   |

## Local Contracts Awarded as of February 23, 2011

### Contract 2: Kiewit/Sundt

| Company  | Location     | Award Value |
|--|--------------|-------------|
| Fordyce Construction   | Santee       | \$108,570   |
| B Young Enterprises  | Poway        | \$26,572    |
| Raymond  | San Diego    | \$60,741    |
| Guy Evans  | San Diego    | \$10,186    |
| New Era Tile   | San Diego    | \$14,155    |
| Sherwood   | San Diego    | \$42,993    |
| Brian Cox Mechanical   | Poway        | \$65,123    |
| Eli Electric   | Ramona       | \$50,623    |
| Telliard Construction  | San Diego    | \$59,364    |
| Boulder Construction   | San Diego    | \$32,242    |
| Berg Electric  | Escondido    | \$154,530   |
| Synergy  | Santee       | \$1,229,674 |
| Romero General   | Escondido    | \$100,425   |
| S. C. Valley Engineering, Inc.   | San Diego    | \$3,630,604 |
| <b>T2 West Temp. Wall &amp; Tunnel Water &amp; SDL Relo:</b>             |              |             |
| Interwest Pacific  | Solana Beach | \$273,435   |
| <b>Electrical Communications:</b>  |              |             |
| Neal Electric  | Poway        | \$12,000    |
| <b>Smart Curb Foundation, Pile Driving, &amp; Demolition Local Subs:</b> |              |             |
| Hojons Demo  | La Mesa      | \$7,000     |
| Kelar Pacific  | San Diego    | \$3,000     |
| <b>EDR Foundations:</b>  |              |             |
| Condon Johnson   | San Diego    | \$1,503,000 |
| <b>Local Subs:</b>   |              |             |
| Pacific Coast Steel  | San Diego    | \$257,000   |
| Bob's Crane Service  | Lakeside     | \$35,000    |
| D III Transport  | Chula Vista  | \$29,300    |
| Russell Coker  | Santee       | \$40,000    |
| <b>Pedestrian Bridge &amp; Rotunda Demo Local Sub:</b>                   |              |             |
| Burns & Sons   | San Diego    | \$10,000    |

