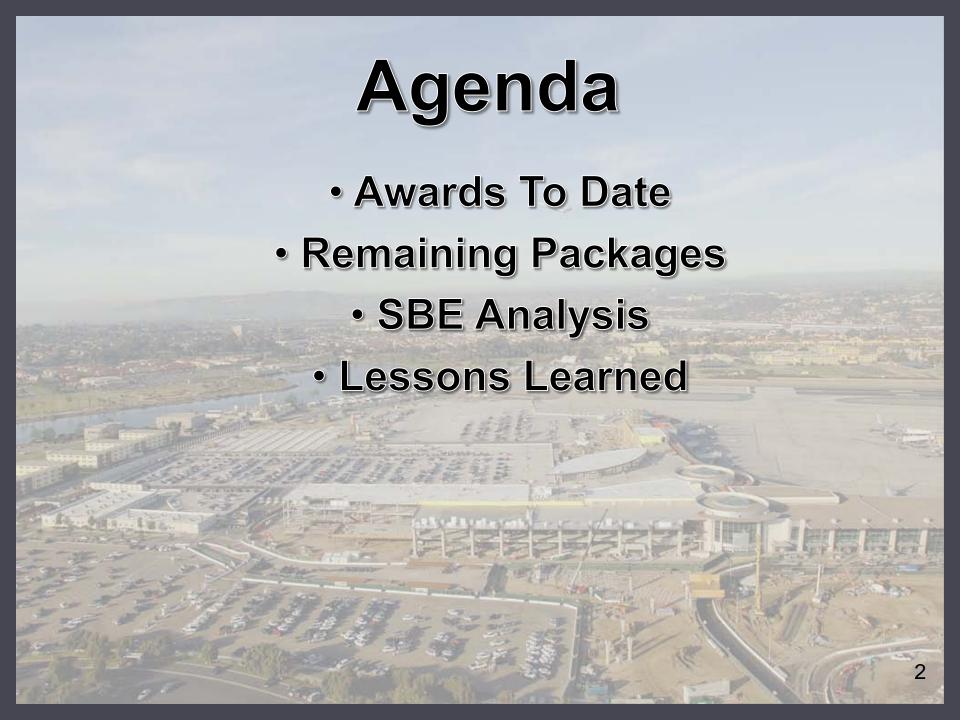
Item 6

THE GREEN BUILD: SMALL BUSINESS UPDATE

FEBRUARY 6 2012





Awards to Date

Totals for Green Build Contracts 1 & 2

153 Packages: Awarded Value
Small Business Opportunity
Small Business Participation

Local Business Participation

HUBE Participation

\$413.1 million

\$121.3 million

\$101.4 million

\$359.7 million

\$49.5 million

Contract 1 Awards & Remaining Packages

4 Packages Awarded

Small Business Opportunity

Small Business Participation

Local Business Participation

\$18.6 million

\$17.5 million

\$6.9 million

\$18.6 million

14 Packages Remaining: \$15.5 million

Team Building Events Continued

SBE TRADE ANALYSIS

Over 45 Trades Represented in SBE Category

Top 5 Trades Represented

- General Contractors
- Electricians
- Material Suppliers
- Equipment Rentals
- Technology

How we achieved success

- ☐ Top down support establishes a clear message to all stakeholders
- □ A central database creates a uniform platform for information exchange
- New outreach approach allowed for face to face meetings between potential primes and small businesses. Increased inclusion.
- □ Best Value placed 25% of award criteria on local and SBE participation.

How can we do better?

- Address timely payments to small businesses
- Further Integration of small business concerns in development of project scope
- Develop additional small business resources
- Increase stakeholder communications

