

Item 6

THE GREEN BUILD: SMALL BUSINESS UPDATE

FEBRUARY 6 2012



Agenda

- Awards To Date
- Remaining Packages
- SBE Analysis
- Lessons Learned

Awards to Date

Totals for Green Build Contracts 1 & 2

153 Packages: Awarded Value	\$413.1 million
Small Business Opportunity	\$121.3 million
Small Business Participation	\$101.4 million
Local Business Participation	\$359.7 million
HUBE Participation	\$49.5 million

Contract 1 Awards & Remaining Packages



4 Packages Awarded	\$18.6 million
Small Business Opportunity	\$17.5 million
Small Business Participation	\$6.9 million
Local Business Participation	\$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

QUESTIONS?

