

# The Green Build: Small Business Development Report

January 11, 2011

Prepared By:  
Bob Silvas  
Director, Small Business Development



# Agenda

- TDP Accomplishments
- Activities

# Awards

## Contract 1 – Airside Construction & Apron Work:

	<u>Reporting Period</u>	<u>Contract to Date</u>
<b>Packages Awarded</b>	<b>3</b>	<b>42</b>
<b>Value</b>	<b>\$ 5.7 million</b>	<b>\$ 120.5 million</b>
<b>Small Business Opportunity</b>	<b>\$ 1.9 million</b>	<b>\$ 31.1 million</b>
<b>Small Business Participation</b>	<b>\$ 1.9 million</b>	<b>\$ 24.7 million</b>
<b>Local Business Participation</b>	<b>\$ 0.9 million</b>	<b>\$ 110.9 million</b>

**Trades: demolition, roofing, glazing, and metal**

# Contract 1 : Opportunities for Small Businesses (SBEs) Since Last Reporting Period October 20, 2010

<u>Package Name</u>	<u>Non-SBE</u>	<u>SBE Opportunities</u>
Terminal Selective Demo	\$ 0 million	\$ 0.1 million
Roof Safety & Security	\$ 0 million	\$ 0.4 million
Curtain Wall	<u>\$ 3.8 million</u>	<u>\$ 1.4 million</u>
Total	\$ 3.8 million	\$ 1.9 million
Actual Award to SBE		\$ 1.9 million

# Awards

## Contract 2 – Landside Construction & Smart Curb:

	<u>Reporting Period</u>	<u>Contract to Date</u>
<b>Packages Awarded</b>	<b>1</b>	<b>40</b>
<b>Value</b>	<b>\$ 0.4 million</b>	<b>\$ 8.8 million</b>
<b>Small Business Opportunity</b>	<b>\$ 0.3 million</b>	<b>\$ 6.4 million</b>
<b>Small Business Participation</b>	<b>\$ 0.3 million</b>	<b>\$ 6.4 million</b>
<b>Local Business Participation</b>	<b>\$ 0.1 million</b>	<b>\$ 7.5 million</b>
<b>Trades: demolition</b>		

# Activities

For new opportunities, the Joint Ventures conducted 4 Small Business Team Building Events in November & December.

- 57 packages were available
- Over 250 subcontractors attended

## Training & Education Program

- 17 classes are now online
- Some of the featured topics include:
  - Subcontracting Opportunities
  - Bid Documents
  - OCIP : Owner Controlled Insurance Program
  - The Public Works Process



# Questions?