

The Green Build: Small Business Development Report

January 22, 2013

An aerial photograph of an airport terminal and tarmac. The terminal is a large, modern building with a curved roof and multiple levels. It is surrounded by several large parking lots filled with cars. The tarmac is a vast, flat area with numerous aircraft parked at gates or on the apron. In the background, there are runways and taxiways. The word "Agenda" is overlaid in large white letters at the top center of the image.

Agenda

- Awards To Date
- Remaining Packages



Awards to Date

Totals for Green Build Contracts 1 & 2

157 Packages: Awarded Value \$426.3 million

Local Business Participation \$374.1 million

Small Business Opportunity \$128.4 million

Small Business Participation \$108.3 million

HUBE Participation \$53.2 million

Contract 1 Awards & Remaining Packages

6 Packages Awarded

\$5.6 million

Local Business Participation

\$5.6 million

Small Business Opportunity

\$5.6 million

Small Business Participation

\$5.6 million

Less than \$2 million in opportunities remaining.

How Do We Educate

- Program Outreach
 - Airport Specific
 - Larger Organized Programs
- Turner School of Construction Management
 - Offered Twice a Year
 - Seven Weeks; Two Evenings a Week, Three Hours
 - Faculty a Mix of Turner Construction, Airport and others

How Do We Educate

- Monthly Evening Workshops
 - Bonding 101: Basics of Bonding; Types of Bonds; What Does a Surety Inspect; Purpose; Cost
 - BIM Modeling: Introduction to BIM; BIM Adoption; BIM in Construction
 - Contractor's Panel: Hear First Hand from Small Business Contractors that Won Contracts at SAN
 - Developing a Safety Plan: Part Class; Construction Safety at SDIA; Job Hazard Analysis (JHA) Training; Writing a Site-Specific Safety Plan
 - Funds Administration: Understanding How Funds Control Works; Why the Authority Uses Funds Control in Bonding Program



How Do We Educate

- **LEED Certification:** Recent LEED Projects; LEED Rating; LEED Benefits
- **Marketing Workshop:** Brand Recognition; Effective Marketing Tools; Use of New Media Technology
- **Prevailing Wages De-Mystified:** Understanding Prevailing Wage; How to Report; Using Software
- **QHP & Other Authority Opportunities:** Understanding the Solicitation Process; Reviewing Contractors Expectation; The Nuances in Working with Authority
- **Understanding Financial Statements:** Understanding Percentage-of-Completion; Financial Statements; Work-in-Progress (WIP) Schedule; Evaluating Bondability; Cash Flow; Tax Considerations for the Contractor

On-Line Support Training

- 19 Separate Modules
- Intended to Augment Authority Workshops
- Had Over 25,500 Hits
- Top Five Topics (hits):
 - The Green Build Safety Requirement (4,661)
 - New Vendor Registration (3,923)
 - Working For the Airport (2,155)
 - Subcontracting Opportunities (1,797)
 - Bid Documents (1,502)
- Will Promote with Northside Development

An aerial photograph of an airport terminal and surrounding infrastructure. The terminal building is a long, white structure with a central circular section. Numerous commercial aircraft are parked at gates along the terminal. To the right of the terminal is a large, multi-level parking lot filled with cars. Further right is a runway with a taxiway and a small aircraft on the taxiway. The word "Questions?" is overlaid in large, white, sans-serif font in the upper center of the image.

Questions?