State of California SB/DVBE Construction Service Needs

2015 Survey Results

The report, which was produced by the Department of General Services' Procurement Division, provides the results to a survey on construction service needs in which 30 state departments and universities participated.

DGS
GENERAL SERVICES

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State of California SB and DVBE Construction Service Needs

Survey Results 2015

Executive Summary

Even though Small Business and Disabled Veteran Business Enterprise (DVBE) participation goals are measured by the state of California's overall annual performance, construction contracts account for over 20 percent of the state's $8 billion in awards. The statewide average DVBE and small business achievements for fiscal years 2008-09 through 2013-14 were 5.12 percent and 22.31 percent respectively.

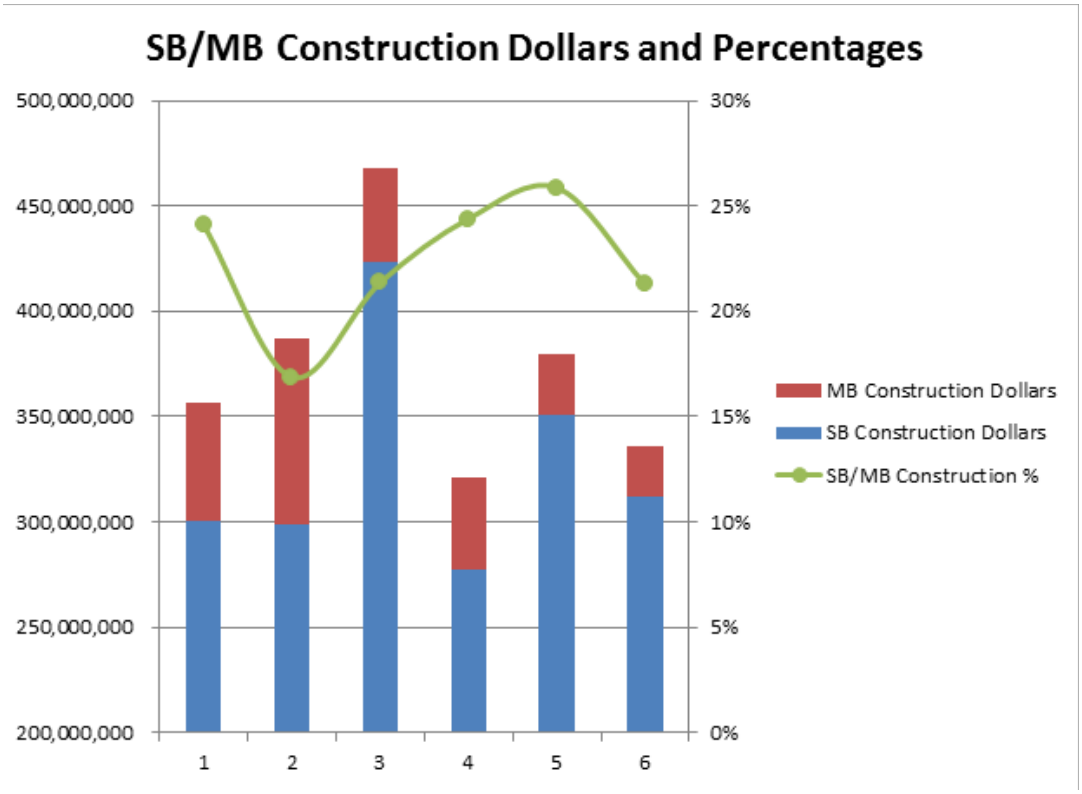
In the past six years, the state has continually exceeded the mandated three percent DVBE goal for construction contracts. Once again, DVBE awards excelled to 4.97 percent in 2013-14.

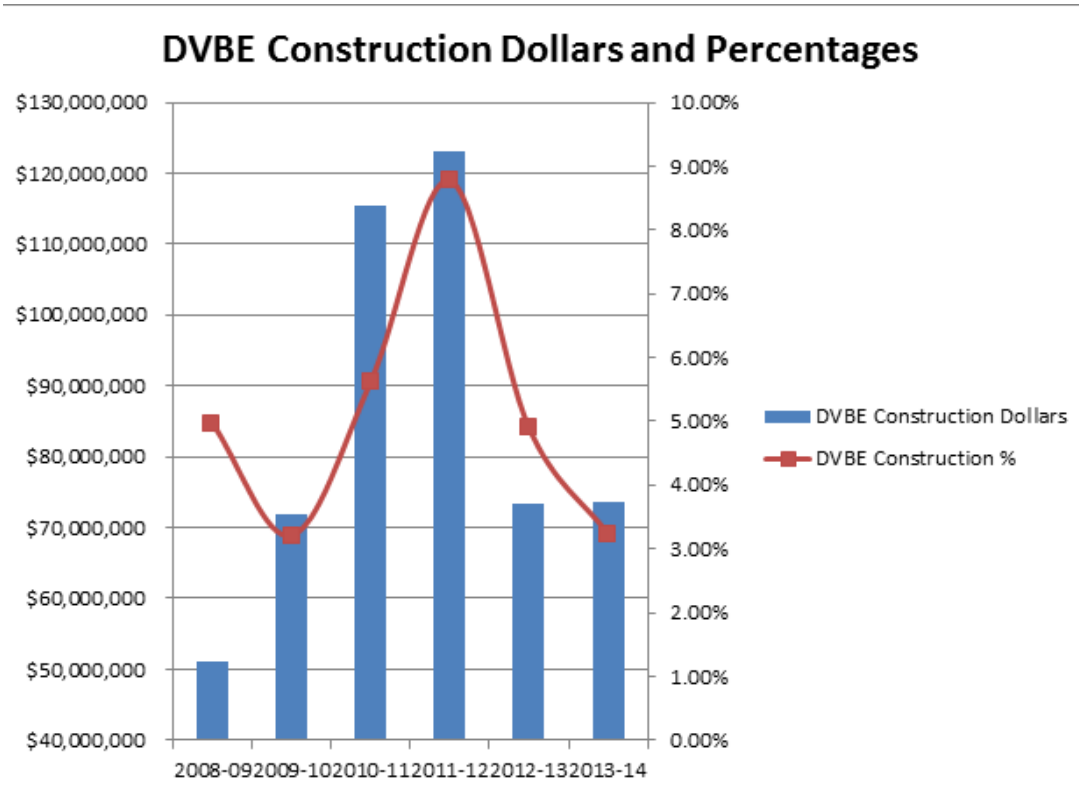
Despite the Governor's Executive Order Small Business (SB) 25 percent participation goal, the last time the state met the SB construction awards goal was in 2009-10 by awarding 25.86 percent of its contracts to small businesses. In 2013-14, the statewide SB construction achievement was 24.11 percent.

The construction poll conducted by the DGS Procurement Division's Business Development Program in April 2015 received 41 responses from 30 departments and universities. These responses show:

- Based on the trends in this report, there are two state departments, CDCR and Caltrans, that encompass the majority of the state's construction activity with SBs and DVBEs
- The SB/ DVBE Option is used first for construction awards below $281,000
- Departments, universities, and prime contractors for state and local public works contracts compete for the same SB and DVBE resources
- The indication from many SB and DVBE firms that they will travel statewide may be unrealistic
- SB and DVBE firms in rural areas are needed
- Electrical, plumbing, concrete, mechanical and a host of additional subcontracting trades are highly sought after
- Many public works experts welcome the opportunity to share best practices and collectively explore innovative public works contracting ideas

This report will be used to explore best practices and strategies with stakeholders to promote individual and collective goal achievements. Please direct questions about the content of this report to Tanya Little, Program Manager, Business Development Program, at (910) 375-4936 or at tanya.little@dgs.ca.gov.





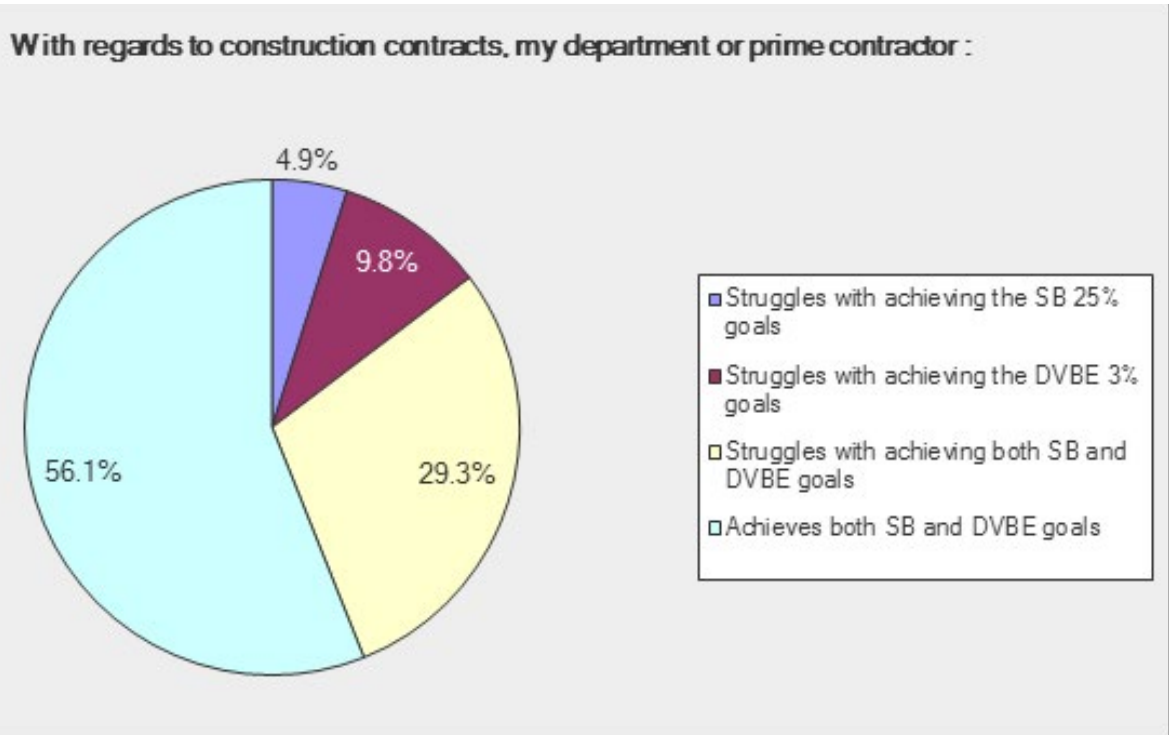
Note: Charts reflect construction achievements from 2008-09 through 2013-14. Source: DGS Consolidated Annual Reports

Construction Service Survey Respondents	Respondent Abbreviation
Military Department	MIL
Water Resources	WATER
California State University, East Bay	CSUEB
Public Utilities Commission	CPUC
Food and Agriculture	CDFA
California State University, Chico	CHICO
California State University, Fresno	FRESNO
Parks and Recreation	PARKS
Corrections and Rehabilitation	CDCR
California State University, San Bernardino	CSUSB
California State University, Los Angeles	CSULA
Board Of Equalization	BOE
California State University, San Diego	SDSU
California State University, Monterey Bay	CSUMB
Attorney General	DOJ
Resources Recycling and Recovery	RECYCLE
General Services 1	DGS1
General Services 2	DGS2
General Services – Real Estate Services Division, Direct Construction Unit	DGS-DCU
General Services – Real Estate Services Division, Project Management and Development Branch 1	DGS-PMDB1
General Services 3	DGS3
General Services – OBAS	DGS-OBAS
General Services – Real Estate Services Division, Project Management and Development Branch	DGS-PMDB
General Services – Real Estate Services Division, Project Management and Development Branch 2	DGS-PMDB2
General Services – 4	DGS4
General Services – 5	DGS5
General Services – 6	DGS6
General Services – 7	DGS7
Conservation	CONSV
Finance	DOF
Veterans Affairs	CALVET
Transportation	DOT
Developmental Services	DDS
High-Speed Rail Authority	HSRA
Franchise Tax Board	FTB
California State University, Humboldt	HUMBOLDT
California State University, Sacramento	CSUS

Construction Service Survey Respondents	Respondent Abbreviation
State Hospitals	DSH
California State University, Bakersfield	CSUB
Employment Development Department	EDD
CAL FIRE	FIRE

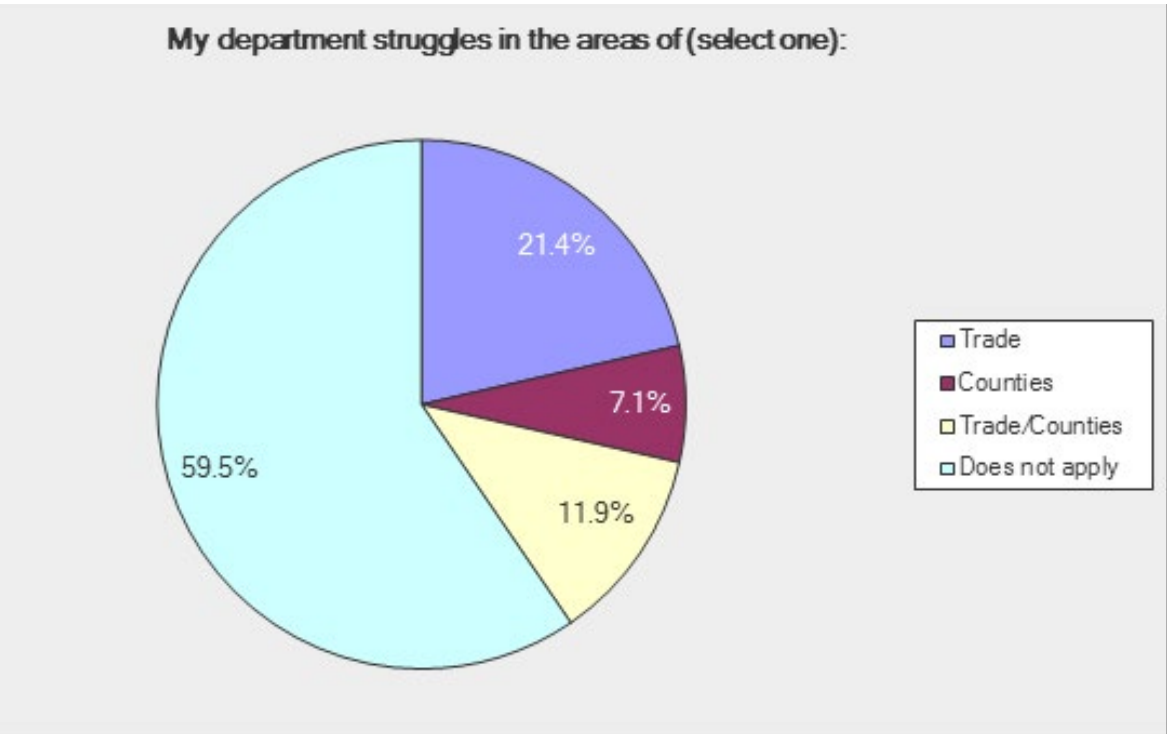
1. **With regards to construction contracts, my department or prime contractor (select one):**

Answer Options	Response Percent	Response Count
Struggles with achieving the SB 25% goals	4.9%	2
Struggles with achieving the DVBE 3% goals	9.8%	4
Struggles with achieving both SB and DVBE goals	29.3%	12
Achieves both SB and DVBE goals	56.1%	23
	answered question	**41**
	skipped question	**4**



2. **My department struggles in the areas of (select one):**

My department struggles in the areas of (select one):		
Answer Options	**Response Percent**	**Response Count**
Trade	21.4%	9
Counties	7.1%	3
Trade/Counties	11.9%	5
Does not apply	59.5%	25
	answered question	**42**
	skipped question	**3**



3. **List all trades that your department or prime contractor struggles with locating businesses to meet participation goals (Examples – electrical, concrete, architects):**

Answer Options	Response Count
	38
answered question	**38**
skipped question	**7**

Respondent	Response
MIL	N/A
WATER	Electrical, Concrete, Mechanical, Engineering, HVAC, Road work,
CSUEB	We do not have any problem with meeting the requirement.
CPUC	CPUC rarely has construction contracts.
CDFA	Various
CHICO	Varies. Depends on the type of construction and the contractor reaching out to SB/DVBE
FRESNO	None specifically
DGS1	Did not reply
DMV	We struggle because of large contracts we have no control over
PARKS	Architectural and engineering services - products/services of the mind - its difficult to contract with a SB/DVBE.
CDCR	Plumbing, concrete, trucking/transportation, material testing, well repair
CSUSB	Flooring is tough to find competition on.
CSULA	Electrical
Unknown	Contractors struggle with all.
DGS-DCU	Specialty Contractors, Temp utilities, temp facilities. Debris Disposal
DGS	Carpentry, Plumbing, Electrical, HVAC, Abatement, HAZMAT
BOE	Did not reply
SDSU	One issue is getting the SB/DVBE subcontractors to respond to solicitations.
CSUMB	All trades - Roadwork, asphalt, pool repairs, general contractor's, etc. The pool of contractors are limited in this area.
DOJ	Did not reply
DGS2	Did not reply
RECYCLE	Electrical / Security
DGS-PMDB1	Unknown
DGS3	Loading docks, pressure washing, small plumbing jobs, and electrical work
DGS-OBAS	Did not reply
DGS-PMD	Concrete, Finishes, MEP
DGS-PMDB2	N/A
DGS4	Did not reply

Respondent	Response
CONSV	We have very little trade or construction type of contracts. Maybe 1 or 2 a year if that.
DGS5	All prime trades: electrical, plumbing, mechanical. I don't think I've run across a general contractor who is a DVBE.
DGS6	All trades. DVBE subcontractors seem be for incidental construction tasks.
Unknown	Did not reply
DOF	N/A
CALVET	All trades in outlying or under-served areas of the State including: Redding, Barstow, Lancaster, Fresno, and Chula Vista.
DOT	Unable to gather the needed data at this time
DDS	Does not apply
HSRA	HSR's 1st Construction contract is projected to meet set SB participation goals of 30%
DGS7	N/A
FTB	Low Voltage Electrical - C07 and Paving and Highway Improvement - C32
HUMBOLDT	All
CSUS	Our university does not struggle with any public works or related contracts for trades.
DSH	We have exceeded our goals, however, many of our PW contracts are for repairs, and many are emergencies, which can adversely impact our numbers. For PW contracts, we almost exclusively utilize the SB/DVBE Option except on rare occasion (typically, emergencies and specialized repair services).
CSUB	All DVBE trades, electrical, concrete, plumbing, roofing, paving, etc.
EDD	EDD meets participation goals.
FIRE	Architects, professional third-party Inspectors, mechanical, material suppliers, demolition

Note: "Did not reply" means the question was skipped. "N/A" means the participant deemed the question not applicable. Responses are reflected as they were received.

4. **List the reasons you believe your department or prime contractor struggles with obtaining businesses in these trades:**

Answer Options	Response Count
	36
answered question	**36**
skipped question	**9**

Respondent	Response
MIL	N/A
WATER	Limited qualified Contractors, Bond Requirements, Non-Union SB and DVBE Contractors,
CSUEB	For the prime contractor, it is a matter of knowing where to find the information/resources. This is the case for new contractors who are trying to bid for CSU East Bay public works project(s) for the first time.
CPUC	N/A
CDFA	Location
CHICO	We are located in rural Chico, Butte County, which is far away from bigger cities. There are less SB/DVBE trades in our area. Depending on the size of the job, it's usually not "worth it" for trades to come from out of the area.
FRESNO	Geographic Area
DGS1	Did not reply
DMV	Did not reply
PARKS	N/A
CDCR	Companies not bondable, inexperience with tight schedules, lack of adequate staffing, lack of available/qualified SB/DVBE firms, too large of projects
CSUSB	We have vendors that don't want to compete against certain vendors knowing they'll be underbid.
CSULA	Not many around
Unknown	Bid amounts are high.
DGS-DCU	Contractors and Small Business listed on BidSync list a lot more on their profile than they actually provide services for.
DGS	Our unit procures under a 100% Small Business Policy.
BOE	Did not reply
SDSU	MB/SB is not required
CSUMB	Location outside the contractors work area. Pool of contractors small. Bigger cities to draw from not close to enough to us. San Jose being 1 hr. North of us; Fresno, 2 hrs. East of us; SF, 2 hrs. North of us.
DOJ	Did not reply
DGS2	Did not reply
RECYCLE	All of our large construction projects are done by DGS/RESD
DGS-PMDB1	On large projects, the percentages require very large contracts which are too big for SBE/DVBE subcontractors.

Respondent	Response
DGS3	Not enough companies listed on BidSync data base
DGS-OBAS	Did not reply
DGS-PMD	Lack of reasonably qualified or responsive subcontractors.
DGS-PMDB2	N/A
DGS4	Did not reply
CONSV	See #3
DGS5	Our contracts tend to be bigger. The prime contractor portions tend to also be big. Most DVBE's are small.
DGS6	Limited number of DVBE contractors and bond expenses for SBs
Unknown	Did not reply
DOF	N/A
CALVET	Not willing to perform work in outlying areas, fail to understand State needs, fail to provide documentation in a timely manner especially when need to respond is urgent. List counties on supplier profile, but then decline to perform work at a specific job site.
DOT	Bonding Capacity, Insurance, Geography
DDS	Does not apply
HSRA	Did not reply
DGS7	N/A
FTB	These trades are generally large operations and may not qualify for SB certification. It can also be challenging to find a contractor to service facilities in the entire state.
HUMBOLDT	Lack of qualified contractors in the local area; a very small pool. Achieving this is much easier when project is large enough to attract out of area contractors.
CSUS	N/A
DSH	N/A
CSUB	There are no local DVBE in our area.
EDD	N/A
FIRE	Subs not Small or DVBE registered, GC wants to control sub selection

Note: "Did not reply" means the question was skipped. "N/A" means the participant deemed the question not applicable. Responses are reflected as they were received.

5. **List all trades that your department or prime contractor is successful in locating businesses to meet participation goals (Examples – electrical, concrete, architects):**

Answer Options	Response Count
	36
answered question	**36**
skipped question	**9**

Respondent	Response
MIL	We do not solicit individual trades. We contract with "A" and "B" licensed contractors-multiple trades.
WATER	Painting and fencing
CSUEB	Flooring, general contractors (B license), cable installation, painting, carpet installation, etc....
CPUC	N/A
CDFA	Various
CHICO	Site groundwork, electrical, mechanical piping, drilling, crane work, concrete pumping, fencing
FRESNO	Most PW projects contracts are with Prime Contractors, typically participation goals are met through: electrical, landscape, material suppliers, earth work & paving, asphalt, flooring, plumbing, HVAC, Roof, Glass
DGS1	Electrical, concrete, paving, trucking,
DMV	Did not reply
PARKS	All construction trades
CDCR	Electrical, disposal, roofing, landscaping, portable toilets
CSUSB	Painting, general construction
CSULA	Concrete, carpentry
Unknown	Making effort in all areas.
DGS-DCU	Paving, Abatement, Specialty Contractors
DGS	Our unit is successful in locating vendors, but there are so few and the same vendors are used over and over. Also in some cases the same vendor wins the bid over and over.
BOE	Did not reply
SDSU	Mechanical, Site Work, Electrical, Flooring, Demo, Survey, Casework, Paving, Painting, Concrete
CSUMB	We have some electrical contractors we can draw from. But we have trouble trying to find other trades, at least 2 certified SBs to bid with us. Contractors are hesitant to go through the process of getting certified. Constantly trying to encourage local businesses to get certified.
DOJ	General (B), Roofing, Electrical, Painting, Plumbing, Mechanical (HVAC/Sheet Metal), Landscape
DGS2	Did not reply
RECYCLE	Electrical / Security
DGS-PMDB1	Unknown

Respondent	Response
DGS3	Fire alarm
DGS-OBAS	Did not reply
DGS-PMD	Did not reply
DGS-PMDB2	N/A
DGS4	Did not reply
CONSV	See #3
DGS5	Plumbing, blueprinting, construction management, roofing.
DGS6	A few DVBE and SB electrical contractors.
Unknown	Did not reply
DOF	N/A
CALVET	All trades are easier to obtain in Sacramento area and Napa area near Yountville veterans home which has existed over 100 years.
DOT	Unable to gather the needed data at this time
DDS	Electrical, Mechanical, Roofing, Plumbing etc.
HSRA	Did not reply
DGS7	Electrical, Engineering, General, Concrete
FTB	We recently found multiple Paving and Highway Improvement Contractors, but only 1 showed up for the Bidders' conference.
HUMBOLDT	Did not reply
CSUS	Electrical, painting, abatement, carpenters, plumbing, flooring, and roofing.
DSH	We are successful in many of them
CSUB	DVBE Architect. Small Business - Plumbing, roofing, paving, electrical, technology installation, General Contractor, Architect, concrete.
EDD	HVAC installation, plumbing, electrical, roofing
FIRE	Electrical, telecom/IT, minor paving (e.g. driveway)

Note: "Did not reply" means the question was skipped. "N/A" means the participant deemed the question not applicable. Responses are reflected as they were received.

6. **List the reasons you believe your department or prime contractor is successful in locating businesses regardless of the trade:**

Answer Options	Response Count
	36
answered question	**36**
skipped question	**9**

Respondent	Response
MIL	Marketing, meeting with SB/DVBE's in our offices, networking, advertising.
WATER	BidSync Referenced SBE's and DVBE's, Advertisement in local Trades publications
CSUEB	We know DGS has a data bank that contains these contracts; basically, we know where to find them.
CPUC	N/A
CDFA	Location
CHICO	They are more local. The contractors know them and have good working relationships with these subcontractors.
FRESNO	Mandatory requirements
DGS1	Many of the fueling contractors have been using the same subcontractors for many projects
DMV	Did not reply
PARKS	There are plenty of contractors, manufacturers, and or suppliers that are certified small businesses and or DVBEs.
CDCR	Availability of companies that can perform their limited scope of work successfully, availability of resources to search for SB/DVBE firms, development of long-term relationships with SB/DVBE firms
CSUSB	We have a good list of SB and DVBE vendors that meet these requirements.
CSULA	We have been supportive of DVBEs/SBs and have developed relationships with them
Unknown	Outreach.
DGS-DCU	Because we are determined and relentless to find them so we can get the job complete
DGS	We procure through OBAS with the state. A lot of the problems finding vendors for construction materials and services relate to question #9
BOE	Did not reply
SDSU	Big subcontractor pool in San Diego County
CSUMB	Sometimes searching on DGS's site. Sometimes reaching out to non certified businesses to get certified in this area. Using SB-DVBE Option on bidding to meet goals
DOJ	We emphasize the informal process that only allows for the participation of SB or DVBE vendors for all of our special repair projects. This works perfectly for our needs.
DGS2	Did not reply
RECYCLE	DGS/RESD

Respondent	Response
DGS-PMDB1	A significant amount of man hours spent tracking down SBE/DVBE contractors
DGS3	More companies listed in database for common work
DGS-OBAS	Contractor is unaware DVBE is required, cannot just attempt to get a DVBE. Maybe they are unaware that a DVBE can be found using BidSync.com
DGS-PMD	Did not reply
DGS-PMDB2	Advertising, announcements, contracting goals
DGS4	Did not reply
CONSV	See #3
DGS5	The BidSync data base.
DGS6	Did not reply
Unknown	Did not reply
DOF	N/A
CALVET	More successful in Sacramento area because there are more certified firms and in Napa area because relationships have been built over the years.
DOT	Contract requirements are a must, Caltrans staff will provide assistance to Primes seeking to understand how to properly use the SB/DVBE Database.
DDS	We have done outreach and we keep records of SB/DVBE Contractors and add to that list as Contractors register.
HSRA	Did not reply
DGS7	There are many certified vendors in these fields, which are on BidSync.
FTB	The eProcurement search tool is helpful.
HUMBOLDT	Did not reply
CSUS	We are successful in locating businesses through advertising requirements in notices and through listing SB/DVBE subcontractors for primes at bid conferences.
DSH	We have dedicated public works analysts co-located at our offsite facilities that work under the Plant Operations teams at those facilities. Due to the expedited nature of repair work, they are very motivated to use the SB/DVBE Option due to the time it saves (advertising and protests). Since they work directly for the Plant Operations staff, they are able to make sure that the vendors selected for market research and consultations are SB/DVBE vendors, keeping the department on track.
CSUB	We meet our SB goals due to several local service providers.
EDD	EDD solicits as many small businesses as possible.
FIRE	Project managers think SB DVBE is important

Note: “Did not reply” means the question was skipped. “N/A” means the participant deemed the question not applicable. Responses are reflected as they were received.

7. **List all specialized trade requirements that your department finds SBs do not perform:**

Answer Options	Response Count
	31
answered question	**31**
skipped question	**14**

Respondent	Response
MIL	N/A
WATER	Class A type work General Engineering and Excavation.
CSUEB	N/A
CPUC	N/A
CDFA	N/A
CHICO	Varies.
FRESNO	Not applicable
DGS1	Did not reply
DMV	Did not reply
PARKS	Did not reply
CDCR	Well repair, elevator repair
CSUSB	Unknown.
CSULA	None
Unknown	SM not required for bid compliance.
DGS-DCU	None
DGS	An example is a small business would not build a 750kva electrical generator. If I was to need one than the purchase would be made still through a small business vendor (required) or a waiver would be needed to void the 100 per cent small business requirement.
BOE	Did not reply
SDSU	Unknown
CSUMB	Did not reply
DOJ	Did not reply
DGS2	Did not reply
RECYCLE	N/A
DGS-PMDB1	Unknown
DGS3	N/A
DGS-OBAS	Did not reply
DGS-PMD	Did not reply
DGS-PMDB2	N/A
DGS4	Did not reply
CONSV	See #3
DGS5	Mechanical, electrical, plumbing.

Respondent	Response
DGS6	Projects with special electrical, mechanical and environmental equipment. The cash deposits for specialized equipment exceed their credit limits. Projects that require engineering submittals because they do not have office staff for that task.
Unknown	Did not reply
DOF	N/A
CALVET	Did not reply
DOT	Unable to gather the needed data at this time
DDS	No specific trade
HSRA	Did not reply
DGS7	N/A
FTB	Highly technical low voltage wiring.
HUMBOLDT	Did not reply
CSUS	Elevator services and specialized trades.
DSH	Do not track
CSUB	Not sure
EDD	Security system monitoring and installation and special cleaning services such as computer room cleaning.
FIRE	Concrete, hazmat

Note: "Did not reply" means the question was skipped. "N/A" means the participant deemed the question not applicable. Responses are reflected as they were received.

8. **List all specialized trade requirements that your department finds DVBEs do not perform:**

Answer Options	Response Count
	32
answered question	**32**
skipped question	**13**

Respondent	Response
MIL	N/A
WATER	Class A type work General Engineering and Excavation.
CSUEB	Software contractors.
CPUC	N/A
CDFA	N/A
CHICO	Varies.
FRESNO	N/A
DGS1	Did not reply
DMV	Did not reply
PARKS	Did not reply
CDCR	Well repair, elevator repair, boiler repair, fire protection, hazmat abatement, refrigeration
CSUSB	Unknown
CSULA	Electrical has been a problem; I am looking for a good DVBE general
Unknown	If bidding must comply or bid is not compliant and rejected.
DGS-DCU	Not sure
DGS	Most do not do large purchases unless tacking on their fee to a manufacturer's price. Also not many perform services such as HAZMAT Chemical, or Sewer Waste spills cleanup, or abatement services. Also haven't seen any that do Fire Alarm work in state buildings (same w/State Certified Small Business)
BOE	Did not reply
SDSU	Unknown
CSUMB	Mostly all the trades.
DOJ	Did not reply
DGS2	Did not reply
RECYCLE	N/A
DGS-PMDB1	Unknown
DGS3	N/A
DGS-OBAS	Did not reply
DGS-PMD	Did not reply
DGS-PMDB2	N/A
DGS4	Did not reply

Respondent	Response
CONSV	See #3
DGS5	Mechanical, electrical, plumbing.
DGS6	Not aware of any DVBE firms doing specialized trades. Paving Net is a DVBE company used by many firms.
Unknown	Did not reply
DOF	N/A
CALVET	Did not reply
DOT	Unable to gather the needed data at this time
DDS	No specific trade
HSRA	Did not reply
DGS7	N/A
FTB	N/A
HUMBOLDT	Class A type work General Engineering and Excavation.
CSUS	Software contractors.
DSH	N/A
CSUB	N/A
EDD	Varies.
FIRE	N/A

Note: "Did not reply" means the question was skipped. "N/A" means the participant deemed the question not applicable. Responses are reflected as they were received.

9. **List all counties that your department or prime contractor struggles with locating SBs or DVBEs to meet your contract needs:**

Answer Options	Response Count
	33
answered question	**33**
skipped question	**12**

Respondent	Response
MIL	San Luis Obispo/Monterey County
WATER	All counties
CSUEB	N/A
CPUC	N/A
CDFA	Nevada, Modoc, Mono, Riverside, Siskiyou, Lassen, El Dorado, San Bernardino, Del Norte, Imperial
CHICO	We are located in Butte Co., so our focus area is Butte Co.
FRESNO	Central California: Fresno County
DGS1	Did not reply
DMV	Did not reply
PARKS	Did not reply
CDCR	Madera, Tuolumne, Amador, Marin, Lassen, Del Norte
CSUSB	N/A
CSULA	Did not reply
Unknown	N/A
DGS-DCU	Santa Barbara
DGS	My construction unit operates from Bakersfield, Ca. south to San Diego. (Southern California)
BOE	Did not reply
SDSU	None
CSUMB	Monterey; Santa Cruz; San Benito.
DOJ	Do not have it broken down by counties but suffice to say counties that have locations with significant distance from the large urban centers struggle more in this effort and we are not different.
DGS2	Did not reply
RECYCLE	N/A
DGS-PMDB1	Unknown
DGS3	Remote areas
DGS-OBAS	Did not reply
DGS-PMD	Did not reply
DGS-PMDB2	N/A
DGS4	Did not reply

Respondent	Response
CONSV	See #3
DGS5	All rural counties.
DGS6	Counties outside the larger metropolitan areas such as LA, Bay Area and Sacramento.
Unknown	Did not reply
DOF	N/A
CALVET	Shasta, San Bernardino, Los Angeles, Madera, San Diego
DOT	Unable to gather the needed data at this time
DDS	Does not apply
HSRA	Did not reply
DGS7	N/A
FTB	Sacramento, Alameda and San Francisco
HUMBOLDT	Humboldt, Trinity, Del Norte, Mendocino, Shasta
CSUS	All of our requirements are for Sacramento County and we do not have struggles with locating SB/DVBEs for our public works agreements.
DSH	If we struggle, it would be in Coalinga or Atascadero
CSUB	Kern
EDD	Humboldt, Imperial, San Bernardino, Riverside and Butte Counties. It would help if only one quote was required in areas that do not have adequate small businesses available.
FIRE	Did not reply

Note: "Did not reply" means the question was skipped. "N/A" means the participant deemed the question not applicable. Responses are reflected as they were received.

10. **List three to five prime construction contractors awarded contracts by your departments:**

Answer Options	Response Count
	38
answered question	**38**
skipped question	**7**

Respondent	Response
MIL	Direct Project, Shepard Enterprises, Pac-West General, Wicks Roofing, American River Construction
WATER	All counties
CSUEB	Integra Construction, Herrera Constructions, Century Carpet, Joseph Cuminesky, Data Kable
CPUC	LINOLEUM SALES CO., INC dba ANDERSON CARPET B.T. MANCINI CO., INC.
CDFA	Corporate Project Management, Inc., Ace Asphalt, Lincoln Training Center, Johnson Controls
CHICO	Otto Construction, Modern Building, Staples Construction
FRESNO	Durham Construction, Ardent General, BMY Construction, AC Electric,
DGS1	GEMS Environmental Management Services, INC., Jauregui & Culver, Inc., RUMEX Construction Corporation, B&T Service Station Contractors, Paradiso Mechanical, Inc.
DMV	Did not reply
PARKS	PNP Construction Stronghold Engineering, Inc. Herback Engineering
CDCR	Barnhart-Reese, Broward Builders Inc., Hensel-Phelps, Roebbelen Construction, C. Overaa & Company,
CSUSB	Pacific Contractors Group, Three Peaks Corporation, Inland Flooring Contractors
CSULA	Did not reply
Unknown	C.W. Driver, Song N Sons, Air-Ex Air Conditioning, Courts Construction, Certified Air.....
DGS-DCU	Heathcote Geotechnical, Maxum Fence, Sialas Dunlap - Bilder, Valley Metals, URS Corporation, Air Clean Environmental Inc. Entech, Sparkling Clean Carprt Service, Terra Pave, Center Glass Company, Signs of Seccess, KD Specialties,
DGS	URS Corp.(Architects),-- Air Clean Environmental, Inc.(Hazmat Spill Abatement), -Silase Dunlab Builders (Casework)--Terra-Pavers (Paving-Pasadena) --Heathcoat Geotechnical (Paving-Santa Barbara)
BOE	Did not reply
SDSU	Sundt Construction, The Augustine Company, Reno Contracting, Hunt Construction Group
CSUMB	Tombleson, Inc. A&C Grading Unlimited Environmental

Respondent	Response
DOJ	Did not reply
DGS2	SJ Amoroso, Clark, Hensel Phelps
RECYCLE	N/A
DGS-PMDB1	Skanska, Clark Construction, & Hensel Phelps
DGS3	CW Roen Construction Sequoia Pacific Builders
DGS-OBAS	ACCO, Caltech, Miron Electric, Cal Electro
DGS-PMD	LA Contractors, Inc., DPR, Augustine Co..
DGS-PMDB2	BRCO, Hat Creek, BMY
DGS4	Did not reply
CONSV	See #3
DGS5	Arntz, Sausal, Avico.
DGS6	CA Construction, Automatic Boiler Company, Bay City Boiler Company, Pfister Construction
Unknown	Did not reply
DOF	N/A
CALVET	TDP Construction Services, Inc.; Environmental Science Associates; Inland Flooring Contractors, Inc.
DOT	The following Prime contractors have the highest DVBE Participation levels on their contracts. We would encourage you to contact these firms to see what exact struggles or success they are finding in using SB/DVBE Firms on construction projects Gordon N. Ball, Traffic Development Services, VAP Construction, Hazard, and Granite.
DDS	Did not reply
HSRA	1. Tutor, Perini, Zachry, Parsons, JV. 2. Dragados, Flatiron, Shimmick, JV
DGS7	RUMEX CONSTRUCTION CORP GEVA CONSTRUCTION INC SAPPER WEST INC ARBOR BUILDING GROUP INC
FTB	Sierra Striping - $3,600 for painting. CCITE, Inc. - $216,000 for wiring.
HUMBOLDT	DANCO JB Jordan OTIS Adams Construction
CSUS	Fregoso Builders, D & D Floors, Valley Communications and TPA Construction.
DSH	Northern Services, Inc., Covello's Pacific AirCare, Inc, and Smith Electric Service Servi-Tech Controls, Inc
CSUB	Pub Construction, Everlast Builders, JTS Construction
EDD	Thermal Control Heating and Air Conditioning, Performance Plus Plumbing, Omega Construction Company, Allied Construction Services, Comletric, Inc.
FIRE	Contract solicitation only starting for two fire stations

Note: "Did not reply" means the question was skipped. "N/A" means the participant deemed the question not applicable. Responses are reflected as they were received.

11. **List the reasons your believe your department is successful with obtaining businesses regardless of the county, or enter " N/A":**

Answer Options	Response Count
	38
answered question	**38**
skipped question	**7**

Respondent	Response
MIL	Marketing, meeting with SB/DVBE's in our offices, networking, advertising.
WATER	NA
CSUEB	We know where to find the resources (ie: DGS website) to locate these types of contractors.
CPUC	N/A
CDFA	N/A
CHICO	The 3% DVBE is required for construction contracts. There is an incentive for small business participation.
FRESNO	N/A
DGS1	N/A
DMV	N/A
PARKS	SB/DVBEs are available for many different trades. For public works contracts, many types of construction disciplines may be needed i.e. electrical, concrete, suppliers therefore allowing for more contracting opportunities for SBs and DVBEs
CDCR	Compensation for travel, accepting higher bids for more remote locations
CSUSB	N/A
CSULA	We use the SB/DVBE option on the smaller contracts--fighting the Planning director who wants LB Jocs
Unknown	N/A
DGS-DCU	Because we have a great staff and we are determined and relentless to find them so we can get the job complete
DGS	It is very difficult being successful. There are very difficult time issues trying to get procurement in place. We have existing building issues, emergency spills, and other work that is time sensitive and the Small Business requirement makes this difficult at best.
BOE	Did not reply
SDSU	Making the 3% goal for DVBE is very obtainable as long as it is a requirement for construction project, SDSU has met the goal for the last two reporting periods.
CSUMB	Not successful
DOJ	Network and research.
DGS2	N/A

Respondent	Response
RECYCLE	N/A
DGS-PMDB1	N/A
DGS3	Projects over $5 million dollars
DGS-OBAS	N/A
DGS-PMD	Did not reply
DGS-PMDB2	Advertising and announcements
DGS4	Did not reply
CONSV	See #3
DGS5	N/A
DGS6	N/A
Unknown	Did not reply
DOF	N/A
CALVET	N/A
DOT	N/A
DDS	Did not reply
HSRA	Did not reply
DGS7	We have high dollar contracts, and we can usually at least sub out construction materials to be able to meet participation goals.
FTB	The eProcurement search tool, as well as our internal policy to look for SB/DVBE's first.
HUMBOLDT	N/A
CSUS	All of our requirements are for Sacramento County and the resources to support public works contracts are plentiful.
DSH	See answer to #6
CSUB	N/A
EDD	EDD does a thorough search in BidSync for small businesses. Our SB advocate also reaches out to businesses to explain how to become certified.
FIRE	Marketing, meeting with SB/DVBE's in our offices, networking, advertising.

Note: "Did not reply" means the question was skipped. "N/A" means the participant deemed the question not applicable. Responses are reflected as they were received.

12. What is the average value of your construction contracts?

Answer Options	Response Count
	40
answered question	**40**
skipped question	**5**

Respondent	Response
MIL	$250,000
WATER	$2,000,000
CSUEB	Varies ($150 thousand to $4 million); avg. around $1 million?
CPUC	N/A
CDFA	$100,000
CHICO	Varies. From small remodel/repair jobs to full and complete buildings.
FRESNO	Projects vary under the Minor Capital Bidding Threshold of $634 thousand -
DGS1	$500,000
DMV	Unknown, DMV is to large to compute
PARKS	Varies from $100 thousand - $15 million
CDCR	Projects vary greatly between $250,000 and $500,000,000; average may be $5 or $6,000,000
CSUSB	$7 million
CSULA	Most under $50 thousand
Unknown	Depends.
DGS-DCU	$100,000
DGS	Under $100,000
BOE	Did not reply
SDSU	$10,655,445.66
CSUMB	Small contracts: $25,000 or less to $281,000
DOJ	$60,000
DGS2	Did not reply
RECYCLE	<$5,000.00 each
DGS-PMDB1	$173,000,000
DGS3	$1.5 to $35 million
DGS-OBAS	$500,000
DGS-PMD	$12 - 25 million
DGS-PMDB2	$1.5 million
DGS4	Did not reply
CONSV	See #3
DGS5	Varies too widely.

Respondent	Response
DGS6	$500,000 - $1,000,000
Unknown	Did not reply
DOF	N/A
CALVET	$100,000 to $150,000 for deferred maintenance and normal repairs. Note: Construction of veterans' homes is completed by DGS/RESD.
DOT	$2,031,219.45
DDS	$200,000
HSRA	$1 billion
DGS7	$437,413
FTB	$10,000
HUMBOLDT	Under $1 million
CSUS	The value varies based on the project and budget. An average for FY 14/15 at this time is $720,000 for our public works agreements.
DSH	Under $281,000.
CSUB	We usually only have 1 large construction project over $5,000,000 or more. Our average construction projects are $400,000 or less
EDD	$10,000 - 60,000.
FIRE	$250,000

Note: "Did not reply" means the question was skipped. "N/A" means the participant deemed the question not applicable.

13. **Describe the actions your department has taken to achieve the SB and DVBE goals for construction contracts. Describe what actions worked and what didn't work:**

Answer Options	Response Count
	41
answered question	**41**
skipped question	**4**

Respondent	Response
MIL	We use the SB/DVBE option for 80% of our construction contracts.
WATER	Outreach to certified SBE's and DVBE's. Provide DGS SBE/DVBE web link to Bidders for locating SBE's and DVBE's.
CSUEB	We aggressively seek out DVBE and SB Contractors via our CSU provisions. We encouraged participation by providing incentives.
CPUC	N/A
CDFA	Outreach
CHICO	Promote awareness of small business & DVBE. Attend networking meetings and workshops. What works well is providing bidding preference and incentive for increased competition.
FRESNO	Attending and providing outreach opportunities to contractors. Contacting with non SBE Primes that meet or exceed the 25% participating goals with SBE Trades. DVBE mandatory requirements for Primes to meet and or exceed 3% of contract value.
DGS1	Use of eProcurement website
DMV	Bid out as small business every possible opportunity
PARKS	6% DVBE participation is mandatory on all our construction contracts. Incentives are given to prime contractors for increased SB and DVBE participation.
CDCR	Requiring mandatory participation where feasible, emphasizing the importance of programs at pre-bids and walk-throughs
CSUSB	We try to use the SB/DVBE option whenever the dollar amount is low enough to allow it. We require SB and DVBE participation when it doesn't qualify for the option.
CSULA	The option is the best approach
Unknown	Prequalification of Contractors for SB/DVBE Option for PW's
DGS-DCU	Adds in paper, adds on Craigslist. Work
DGS	We can either see if a building site has a service contract already in place or if we can move a waiver into place when these issues become really difficult.
BOE	Did not reply
SDSU	3% participation is required on all construction projects
CSUMB	We have not met our goals as an individual university
DOJ	Use informal process as first method of choice for all of these contracts.
DGS2	Provisions for compliance are in the construction contract documents. Defer to Contracts for what worked

Respondent	Response
RECYCLE	We work with vendors with whom we have a track record with.
DGS-PMDB1	Put the goals in the contracts
DGS3	We contact companies whose certification is about to expire and ask them to renew. Also, we call companies who can preform the required work and ask them to sign up.
DGS-OBAS	Require SB and DVBE on all contracts. Requiring SB seems to work well. Some contractors struggle when DVBE is required.
DGS-PMD	Listing 3% DVBE mandatory participation. 25% SB 'goal' is subjective and not tracked.
DGS-PMDB2	Advertising, announcements, discussion during mandatory pre-bid meetings.
DGS4	Did not reply
CONSV	See #3
DGS5	When the contract is small and informally bid, start by looking at BidSync for SB's & DVBE's. For formally bid projects the GC is on their own to find SB' & DVBE's. 3% of a large contract is easier to get one or two subcontractors to participate. When the contract is very small the number of subtrades is small, too.
DGS6	We list the required percentages for the construction bid.
Unknown	Did not reply
DOF	N/A
CALVET	CalVet implemented SB/DVBE first policy a year ago and works closely with Homes to recruit new SB and DVBE contractors and suppliers. CalVet SB and DVBE participation has increased substantially over the past year. CalVet is working to be able to capture and report SB and DVBE participation separately for public works contracts.
DOT	Caltrans, 12 Districts and the OBEO hold outreach events specific to Caltrans Contracting needs, certification requirements and assistance. Some of the districts will hold Construction Look Ahead and Meet the Prime events.
DDS	We advertise in Bid Sync and in two Builder's Exchanges in our area. We also search the Web for DVBE/SB Contractors that are not to far out of our area.
HSRA	Did not reply
DGS7	The Advocate attends the CA Construction Expo and the new SMUD Construction Expo, as well as other outreach events to meet vendors and bring their information back to the DGS Acquisition Analysts. The Advocate also assists the Acquisition Analysts in finding SB/DVBEs when they are having difficulties meeting participation goals for a contract.
FTB	We have general internal SB/DVBE policies that require we look to SB/DVBEs first for contracts under $250 thousand.
HUMBOLDT	Communicating with local contractor organizations and spreading the word with economic development groups.
CSUS	Outreach events conducted by our SB/DVBE advocate. Advertising in trade journals and utilizing the CSCR. All the above have been successful.
DSH	We have maximized the use of the SB/DVBE Option (see answer to #6). The PW analyst's interactions with the Plant Operations folks, as well as building bidder's lists for projects and maintaining relationships with SB and DVBE vendors in their local area has been key.

Respondent	Response
CSUB	Attend SB/DVBE Meet & Greet one day conference. This doesn't work well especially if the conference is out of town. Working with our Facilities Dept to contact local contractors to issue SB set-aside bids. This is working well. My Facilities Manager is on board with offering proposals to two or more small businesses for smaller projects. Mandatory 3% DVBE participation (usually materials) and provide incentives for higher participation.
EDD	EDD always solicits small businesses for construction contracts and is usually successful except in Counties noted in question 9. EDD utilizes our SB advocate outreach services
FIRE	Participate and investigate, use DGS delegation, CAL CON expo participation

Note: "Did not reply" means the question was skipped. "N/A" means the participant deemed the question not applicable. Responses are reflected as they were received.

14. **Please offer one or two recommendations state departments should take to promote achievement of the SB and DVBE construction goals:**

Answer Options	Response Count
	35
answered question	**35**
skipped question	**10**

Respondent	Response
MIL	Fully utilize the SB/DVBE Option and promote this to the field.
WATER	Increase maximum bid incentives for both SBE's and DVBE's. Establish higher maximum bid incentives for large contracts with multi million dollar values. Conduct more outreach events to solicit potential SBE's and DVBE's.
CSUEB	There needs to be more publicity; I would like to attend a conference that is focus on DVBE and SB businesses to network and to seek out SB and DVBE who are local for our Campus. Because the CSU chooses to mandate doing business with DVBE and SB, this is the only reason why I am familiar with the topic matter.
CPUC	N/A
CDFA	Outreach
CHICO	One way to increase the number goals is the way the percentages and calculated. We have some required contracts with campus auxiliaries and they don't qualify for SM/DVBE. They are more "internal" and campus specific. If these auxiliaries are not included in our calculations, and we focus more on "outside" expenditures, then our overall participation goal will look better.
FRESNO	Re-evaluate the criteria to be eligible to become a DVBE (not sure what that change would be, it seems there an not that many DVBE owned companies - not in our area)
DGS1	Did not reply
DMV	We do okay in the construction area
PARKS	Helping contractors locate SBs and DVBEs is key.
CDCR	maintain internal list of SB/DVBE firms that have successfully provided services in the past; employ Program Manager to assist with "Business Development" with firms that could be successful but have not participated in the past
CSUSB	Maybe a little more hand-holding for the contractors in getting through the SB/DVBE certification process.
CSULA	Beef up the option. I would like to see competition and reporting requirements reduced for SBs on contracts under $50K.
Unknown	Unknown
DGS-DCU1	Did not reply
DGS-DCU2	Maybe if we are to use 100 per cent small business contractors and vendors the state might expand the limits that are in place to include more small business enterprises.

Respondent	Response
BOE	Did not reply
SDSU	More emphasis on the SB goal
CSUMB	Trying to target areas like ours to get more contractors to be certified. Offer those area contractors a way of getting their documents approved quicker.
DOJ	Utilize the informal process as the method of first choice.
DGS-DCU3	Did not reply
RECYCLE	Did not reply
DGS-PMDB1	Reduce the SBE & DVBE construction goal percentage for high value contracts.
DGS3	Please see recommendations of item 13
DGS-OBAS	Make sure everybody knows DVBE is required, not just attempt to get a DVBE.
DGS-PMD	Did not reply
DGS-PMDB2	Did not reply
DGS-OBAS2	Did not reply
CONSV	See #3
DGS-RESD1	Perhaps encourage to start-up of SB & DVBE firms. Encourage certification of SB & DVBE firms and inclusion into BidSync.
DGS-RESD2	Small Business contractors usually have 1-2 office staff and have difficulty completing all the forms required records and monthly reports for the project: confusing environmental documents, waste management reports, inspection requirements, closeout documents. I must coach the SB contractors to complete records.
Unknown	Did not reply
DOF	N/A
CALVET	Top recommendation is to implement SB/DVBE first policy that requires a waiver when they cannot award to a SB or DVBE and contract is more than $5,000 and less that $281,000. Make sure your department has a well-written policy for when DVBE participation is required and when it can be waived.
DOT	Hold specific outreaches for Construction based firms and certification workshops for construction industry. It is not highlighted often at outreaches the importance of construction based firms. In order to have a large enough field to ensure utilization mirrors commitment there need to be more firms throughout the entire state to perform the work. There seems to be a need for a Bonding Guarantee program for these smaller firms that would allow them to regularly compete and participate on these large construction projects.
DDS	The DVBE part is the easiest. SB is more difficult because even though we take the time to instruct Contractors that they should apply for SB there are some who do not want to bother.
HSRA	Did not reply
DGS-OBAS3	Raise the public works dollar threshold above the current $281,000. Encourage large construction projects to be broken into multiple contracts so that some of the work can be done by a SB/DVBE using the Option.
FTB	FTB does very little in the way of construction type contracts. Perhaps a DGS SB/DVBE Construction Contractor Event would be helpful.

Respondent	Response
HUMBOLDT	Consider the availability of contractors locally/regionally for small work efforts.
CSUS	Comprise a list of SB/DVBE certified contractors by trade, region and award type, ie. prime or subcontractor.
DSH	Ensuring that the staff in charge of the actual facilities work are trained and made aware of the benefits of the SB/DVBE Option. So much of state purchasing is driven by the customer, and emphasis on contracting rules to contracting staff simply creates tension. By driving the customer to SB/DVBE vendors, there is cooperation with the process.
CSUB	The State could reward departments for meeting their goals. Our campus deferred maintenance budget has been cut and there are numerous small projects that need to be accomplished we just don't have the funding. The State could award funds to be used for projects for only SB or DVBE contractors. This would encourage other departments to work harder to find SB/DVBE in order to qualify for the funds.
EDD	State departments should utilize the small business option whenever they can when soliciting for construction contracts.
FIRE	Find more active licensed SB DVBE subs to respond or frequently check general contractor solicitation

Note: "Did not reply" means the question was skipped. "N/A" means the participant deemed the question not applicable. Responses are reflected as they were received.

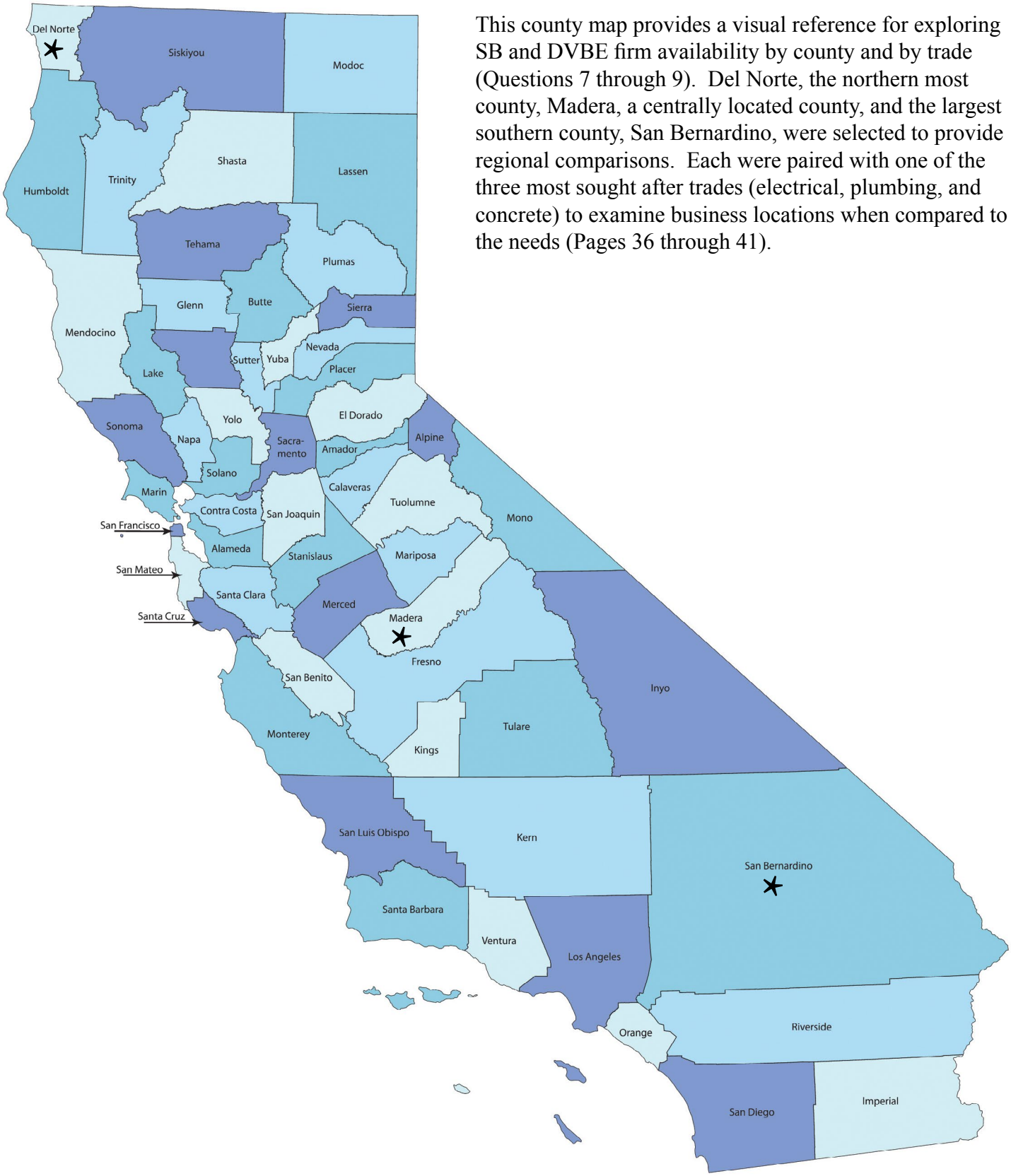
15. **Are you interested in joining the collaborative focus group on June 9, 2015? Yes/No. If yes, what would you hope to gain after participating in the collaborative focus group?**

Answer Options	Response Percent	Response Count
Yes	40.9%	18
No	59.1%	26
If yes, what would you hope to gain after participating in the collaborative focus group?		17
	answered question	**44**
	skipped question	**1**

Yes	Comment
WATER	Proactive efforts to improve SBE and DVBE participation in Construction Contracts.
CSUEB	I would like to have in depth knowledge on SB and DVBE rules and regulations to help my Campus do a better job at providing business opportunities for these businesses.
CDFA	No comment provided
FRESNO	1. Gain knowledge of how other entities meet or exceed goals? 2. Incorporate new processes. 3. New outreach opportunities"
DGS-DCU2	Maybe other opinions, maybe other options that might exist within our policy.
CDCR	More tools to assist in developing higher percentages of dv/sb participation
CSULA	Network and finding new contractors
BOE	No comment provided
DOJ	To better streamline contract format packages and processes.
DGS-RESD2	Participation as an observer.
CALVET	More contractors (primes and subs) in outlying areas of the State.
DOT	Other perspectives for SB/DVBE Construction participation on government contracts.
DDS	Ideas from other Departments and the possibility of networking with other Departments.
HSRA	Best Practices
DGS-OBAS3	Currently, Public Works Construction Contracts are my weak point and I would like to change that.
FTB	More resources to assist our staff in identifying SBs and DVBEs when needed.
DSH	Better understand (and help address) statewide contracting issues, as well as bring back best practices to my department.
FIRE	Share ideas with contract analysts

Note: Responses are reflected as they were received.

California County Map



This county map provides a visual reference for exploring SB and DVBE firm availability by county and by trade (Questions 7 through 9). Del Norte, the northern most county, Madera, a centrally located county, and the largest southern county, San Bernardino, were selected to provide regional comparisons. Each were paired with one of the three most sought after trades (electrical, plumbing, and concrete) to examine business locations when compared to the needs (Pages 36 through 41).

SB/DVBE Profile Availability

	County	Department/University	SB/MB Total	DVBE Total	A	B	C	D	E	F
Urban	Alameda	Water	3681	318	502	171	448	156	74	28
Rural	Alpine	Cons; Water	2350	279	320	99	323	90	45	26
Rural	Amador	CDCR; Cons; Water	2693	278	343	106	339	100	49	28
Urban	Butte	Chico; EDD; Water, HSRA*	2840	293	360	120	364	106	55	34
Rural	Calaveras	Cons.; Water	2732	288	341	110	357	97	49	29
Rural	Colusa	Cons.; Water, HSRA*	2772	284	355	120	362	103	52	34
Urban	Contra Costa	Water	3571	304	476	157	441	144	65	30
Rural	**Del Norte**	Humboldt; CDCR; CONSV; CDFA; Water	2410	270	**290**	99	309	91	42	30
Urban	El Dorado	CDFA; Water , HSRA*	3013	292	398	133	386	123	53	28
Urban	Fresno	Fresno; DSH; Water, HSRA*	3146	324	395	132	431	117	63	32
Rural	Glenn	CONSV; Water, HSRA*	2555	279	321	106	333	97	46	29
Rural	Humboldt	Humboldt; CONSV; EDD; Water	2615	278	321	110	333	102	45	36
Urban	Imperial	CDFA; EDD; Water	2940	327	374	141	415	118	53	32
Rural	Inyo	CONSV; Water	2389	268	296	99	317	88	45	27
Urban	Kern	CSUB; Water, HSRA*	3575	305	375	251	495	144	57	39
Urban	Kings	Water , HSRA*	2596	282	322	112	334	92	48	28
Rural	Lake	CONSV; Water	2595	272	323	106	338	96	44	32
Rural	Lassen	CDCR; CONSV; CDFA; Water	2505	275	306	108	329	91	44	33
Urban	Los Angeles	CSULA; CalVet; Water	4806	405	566	362	691	229	79	42
Urban	**Madera**	CalVet; CDCR; Water, HSRA*	2752	290	337	120	**368**	106	51	29
Urban	Marin	CDCR; Water	3242	301	425	146	401	125	67	30
Rural	Mariposa	CONSV; Water	2637	284	325	106	345	99	52	27
Rural	Mendocino	Humboldt; CONSV; Water	2673	279	329	106	354	100	46	33
Urban	Merced	Water , HSRA*	2987	306	377	125	397	115	61	32
Rural	Modoc	CONSV; CDFA; Water	2383	271	286	98	314	86	41	28
Rural	Mono	CONSV; CDFA; Water	2304	262	287	94	296	91	45	24
Urban	Monterey	CSUMB; MIL; Water	3057	302	384	126	411	121	62	33
Urban	Napa	Water	3356	308	435	151	433	129	66	31
Rural	Nevada	CONSV; CDFA; Water	2842	292	374	120	377	105	50	28
Urban	Orange	Water	4627	407	532	344	668	232	72	43
Urban	Placer	Water , HSRA*	3103	299	422	133	400	126	54	29
Rural	Plumas	CONSV; Water	2519	274	310	120	331	95	46	31
Urban	Riverside	CSULA; CDFA; EDD; Water	4673	411	534	346	669	232	70	43

	County	Department/University	SB/MB Total	DVBE Total	A	B	C	D	E	F
Urban	Sacramento	Water , HSRA*	3797	340	519	183	482	163	77	37
Urban	San Benito	CSUMB; Water	2480	274	307	103	324	91	45	26
Urban	**San Bernardino**	CSULA; CalVet; CDFA; EDD; Water	4462	385	507	**334**	643	213	69	42
Urban	San Diego	CSULA; CalVet; Water	4030	422	506	223	578	188	70	35
Urban	San Francisco	Water	2594	238	355	130	328	115	62	16
Urban	San Joaquin	Water , HSRA*	3136	306	405	135	405	122	60	31
Urban	S. Luis Obispo	MIL; DSH; Water	2953	306	363	121	393	108	56	32
Urban	San Mateo	Water	3371	307	439	155	410	136	65	29
Urban	Santa Barbara	DGS-DCU II; Water	3150	319	385	143	441	126	60	35
Urban	Santa Clara	Water	3537	315	460	166	439	144	68	30
Urban	Santa Cruz	CSUMB; Water	3104	306	388	133	405	123	61	30
Urban	Shasta	Humboldt; Water , HSRA*	2640	281	329	111	336	97	47	34
Rural	Sierra	CONSV; Water	2616	284	329	105	340	96	45	26
Rural	Siskiyou	CONSV; CDFA; Water	2470	274	298	104	314	92	41	32
Urban	Solano	Water	3300	302	441	147	418	131	61	31
Urban	Sonoma	Water	3242	300	415	145	407	125	66	32
Urban	Stanislaus	Water , HSRA*	2894	288	370	122	366	109	57	31
Urban	Sutter	Water , HSRA*	2824	288	363	120	361	106	50	31
Rural	Tehama	CONSV; Water, HSRA*	2531	274	313	103	316	95	46	36
Rural	Trinity	Humboldt; CONSV; Water	2497	274	304	105	321	89	41	34
Urban	Tulare	Water , HSRA*	2700	282	332	114	360	97	49	29
Rural	Tuolomne	CDCR; CONSV; Water	2605	274	320	103	328	94	48	29
Urban	Ventura	CSULA; Water	3888	331	424	288	567	167	66	44
Urban	Yolo	Water , HSRA*	3033	298	406	130	386	124	52	29
Urban	Yuba	Water , HSRA*	2993	292	400	127	389	120	55	32

Note: *The High Speed Rail Authority (HSRA) did not report any construction awards for fiscal years 2008-09 through 2013-14.

SB, MB, DVBE-MB, DVBE-SB Availability Legend		
	Trade	Number of Department/ University Competing for Trade
A	Electrical	8
B	Plumbing	5
C	Concrete	4
D	HVAC	2
E	Mechanical	2
F	Roads	2

Del Norte County
State Construction Resource Competition

Humboldt; CDCR; CONSV; CDFA; Water

Electrical

- Del Norte County Service Area firm count = 290
- Number of firms in Del Norte County: 0
    - Cities: Crescent City, Fort Dick, Gasquet, Klamath Smith River
- Number of firms located in nearest counties: 1
    - Siskiyou - 0, Glenn - 0, Colusa - 0, Sutter - 0, Yolo- 1
- Number of firms north of the Bay Area = 88 (30%)

Firms North of the Bay Area		
County	Cities	Number of firms
Humboldt	Eureka, Arcata, Willow Creek	4
Trinity	Weaverville	1
Shasta	Redding, Anderson, Bella Vista, Igo	9
Lassen	Litchfield, Ravendale	2
Tehama	Red Bluff	1
Butte	Chico, Paradise	5
Mendocino	Fort Bragg, Willits	2
Lake	Middletown	1
Yuba	Beale AFB	1
Nevada	Grass Valley, Nevada City	2
Placer	Auburn, Loomis, Roseville, Rocklin, Granite Bay, Applegate	13
El Dorado	Shingle Springs, Rescue, Placerville, Diamond Springs	5
Alpine	Alpine	1
Yolo	West Sacramento, Woodland	2
Sacramento	Sacramento, Elk Grove, Folsom, Fair Oaks, Citrus Heights, North Highlands, Rancho Cordova, Orangevale	32
Sonoma	Santa Rosa, Windsor, Vineburg	7
Total Firms North of the Bay Area		88

Madera County
State Construction Resource Competition

CalVet; CDCR; Water, HSRA*

Concrete

- Madera County Service Area firm count = 368
- Number of firms in Madera County: 6 (1%)
    - Cities : Ahwahnee - 0, Bass Lake- 0, Chowchilla - 0, Coarsegold - 1, Madera - 3, North Fork - 0, Oakhurst - 2, O Neals - 0, Raymond - 0, Wishon – 0
- Number of firms located in nearest counties = 114 (31%)

Firms in Nearest Counties		
County	Cities	Number of firms
Alameda	Castro Valley, Dublin , Fremont, Hayward, Livermore, Newark, Oakland, Pleasanton, San Leandro , Union City	15
Alpine		0
Amador	Ione, Plymouth	2
Calaveras	Valley Springs	1
Contra Costa	Concord, Danville, Martinez, San Pablo, San Ramon,	5
Fresno	Clovis, Fresno, Friant, Kerman, Kingsburg, Prather, Sanger, Selma,	43
Inyo		0
Mariposa		0
Merced	Atwater, Merced	3
Mono		0
Monterey		0
San Benito	Hollister	2
San Francisco	San Francisco	6
San Joaquin	Lodi, Manteca, Stockton, Tracy	9
San Mateo	Burlingame, Daly City2, San Bruno, San Mateo	5
Santa Clara	Campbell, Los Altos, Milpitas, San Jose	10
Santa Cruz	Felton, Scotts Valley,	2
Stanislaus	Hickman, Oakdale, Turlock, Waterford	8
Tuolumne	Sonora, Soulsbyville,	3
Total Firms North of the Bay Area		114

San Bernardino County
State Construction Resource Competition

CSULA; CalVet; CDFA; EDD; Water, HSRA*

Plumbing

- San Bernardino County Service Area firm count = 334
- Number of firms in San Bernardino county: 28 (8%)
    - Cities: Apple Valley -1, Big Bear Lake -1, Chino -1, Chino Hills -2, Hesperia -1, Highland -1, Montclair -2, Morongo Valley -1, Ontario -2, Oro Grande -1, Ranch Cucamonga -2, Redlands -5, San Bernardino -3, Upland -3, Yucaipa -1, Yucca Valley -1
- Number of firms located in nearest counties:

Firms in Nearest Counties		
County	Cities	Number of firms
Fresno	Fresno, Kerman	2
Imperial	Imperial	1
Inyo	Bishop	1
Kern	Bakersfield, Taft	8
Kings		0
Los Angeles	Acton, Altadena, Arcadia, Artesia, Azusa, Beverly Hills, Burbank, Calabasas, Canyon Country, Cerritos, Chatsworth, City of Industry, Compton, Covina, Culver City, El Monte, Gardena, Glendale, Hacienda Heights, Harbor City, Hawthorne, La Crescenta, La Verne, Lakewood, Lancaster, Lawndale, Long Beach, Los Angeles, Marina Del Rey, Monrovia, Monterey Park, North Hollywood, Northridge, Norwalk, Palmdale, Panorama City, Paramount, Pasadena, Pomona, Ranch Palos Verdes, Redondo Beach, Reseda	87
Monterey	Monterey	1
Orange	Brea, Buena Park, Cypress, Huntington Beach, La Habra, Laguna Hills, Los Alamitos, Mission Viejo, Orange,	20
Riverside	Coachella, Corona, Hemet, Mira Loma, Moreno Valley, Murrieta, Norco, Perris, Riverside, San Jacinto, Temecula, Wildomar, Winchester	33
San Diego	El Cajon, Encinitas, Escondido, Oceanside, Ramona, San Diego, Santee, Vista,	29

County	Cities	Number of firms
San Luis Obispo	Atascadero,	1
Santa Barbara	Goleta, Lompoc, Santa Barbara, Santa Maria,	4
Tulare		0
Ventura	Camarillo, Newbury Park, Oak View, Ojai, Oxnard, Santa Paula	8
Total Firms		187

Construction Awards Fiscal Year 2013-14

Department	Construction Dollars	% of Total Construction Dollars	DVBE Construction Dollars	DVBE %	SB/MB Construction Dollars	SB/MB %
Corrections and Rehabilitation, Department of	$ 574,688,763	38.84%	$ 22,256,162	3.87%	$ 133,574,436	23.24%
Transportation, Department of	$ 352,832,898	23.84%	$ 15,744,088	4.46%	$ 66,856,246	18.95%
General Services, Department of	$ 74,666,909	5.05%	$ 4,593,666	6.15%	$ 28,725,048	38.47%
San Diego, California State University	$ 61,164,672	4.13%	$ 3,124,977	5.11%	$ 12,742,540	20.83%
San Jose, California State University	$ 50,924,759	3.44%	$ 1,830,488	3.59%	$ 4,181,046	8.21%
Chico, California State University	$ 50,440,795	3.41%	$ 2,643,721	5.24%	$ 12,317,991	24.42%
Parks and Recreation, Department of	$ 43,749,994	2.96%	$ 3,473,333	7.94%	$ 14,419,719	32.96%
Monterey Bay, California State University	$ 37,906,870	2.56%	$ 196,393	0.52%	$ 4,160,391	10.98%
Water Resources, Department of	$ 37,299,967	2.52%	$ 631,517	1.69%	$ 8,261,745	22.15%
East Bay, California State University	$ 34,717,670	2.35%	$ 2,375,592	6.84%	$ 4,364,736	12.57%
Channel Islands, California State University	$ 33,472,108	2.26%	$ 1,797,755	5.37%	$ 699,343	2.09%
Long Beach, California State University	$ 15,876,531	1.07%	$ 532,279	3.35%	$ 703,254	4.43%
Military Department, Department of	$ 15,721,313	1.06%	$ 6,414,018	40.80%	$ 12,754,188	81.13%
San Francisco, California State University	$ 12,811,110	0.87%	$ 432,192	3.37%	$ 2,799,020	21.85%
Sacramento, California State University	$ 9,760,521	0.66%	$ 360,676	3.70%	$ 4,906,722	50.27%
Northridge, California State University	$ 8,431,689	0.57%	$ 445,364	5.28%	$ 5,435,861	64.47%
Sonoma, California State University	$ 8,267,836	0.56%	$ 533,622	6.45%	$ 585,344	7.08%

Department	Construction Dollars	% of Total Construction Dollars	DVBE Construction Dollars	DVBE %	SB/MB Construction Dollars	SB/MB %
San Luis Obispo, California State University	$ 7,274,546	0.49%	$ 397,703	5.47%	$ 6,590,125	90.59%
Fullerton, California State University	$ 5,959,419	0.40%	$ 301,502	5.06%	$ 3,940,538	66.12%
Pomona, California State University	$ 5,851,061	0.40%	$ 266,215	4.55%	$ 2,885,948	49.32%
Fresno, California State University	$ 5,646,836	0.38%	$ 840,195	14.88%	$ 4,239,639	75.08%
San Bernardino, California State University	$ 5,285,624	0.36%	$ 916,739	17.34%	$ 3,152,256	59.64%
Los Angeles, California State University	$ 3,443,786	0.23%	$ 227,193	6.60%	$ 2,597,544	75.43%
State Hospitals, Department of	$ 3,264,449	0.22%	$ 387,802	11.88%	$ 2,762,946	84.64%
Fish and Wildlife, Department of	$ 2,770,394	0.19%	$ 452,525	16.33%	$ 2,436,857	87.96%
Humboldt, California State University	$ 2,959,044	0.20%	$ 61,246	2.07%	$ 1,055,127	35.66%
Bakersfield, California State University	$ 2,581,881	0.17%	$ 502,026	19.44%	$ 1,687,231	65.35%
San Marcos, California State University	$ 2,336,125	0.16%	$ 740,557	31.70%	$ 693,059	29.67%
Motor Vehicles, Department of	$ 2,201,674	0.15%	$ 163,172	7.41%	$ 1,272,902	57.82%
Highway Patrol, California	$ 2,103,839	0.14%	$ 63,850	3.03%	$ 2,073,971	98.58%
Developmental Services, Department of	$ 2,076,080	0.14%	$ 365,860	17.62%	$ 1,857,381	89.47%

Department	Construction Dollars	% of Total Construction Dollars	DVBE Construction Dollars	DVBE %	SB/MB Construction Dollars	SB/MB %
Dominguez Hills, California State University	$ 1,393,306	0.09%	$ 205,029	14.72%	$ 1,416,103	101.64%
Prison Industry Authority	$ 1,037,147	0.07%	$ 583	0.06%	$ 238,201	22.97%
Attorney General, Department of Justice	$ 285,219	0.02%	$ 12,815	4.49%	$ 168,222	58.98%
25th District Agricultural Assoc. (Napa Valley)	$ 247,633	0.02%	$ 247,633	100%	$ -	0.00%
Employment Development Department	$ 255,760	0.02%	$ -	0.00%	$ 210,263	82.21%
Lands Commission, California State	$ 52,200	0.00%	$ -	0.00%	$ -	0.00%
Forestry and Fire Protection, Department of	$ 38,281	0.00%	$ -	0.00%	$ 21,500	56.16%
4th District Agricultural Assoc (Sonoma-Marin)	$ 16,626	0.00%	$ -	0.00%	$ 16,626	100%
29th District Agricultural Assoc (Mother Lode)	$ 6,683	0.00%	$ -	0.00%	$ 492	7.36%
10th District Agricultural Assoc (Siskiyou)	$ 1,579	0.00%	$ -	0.00%	$ -	0.00%
Community Srvcs and Development, Dept. of	$ 350	0.00%	$ -	0.00%	$ -	0.00%
Total	$ 1,479,793,947	100%	$ 73,538,488	4.97%	$ 356,804,561	24.11%

Note: *Responses are reflected as they were received.

DVBE Construction Awards – Six Fiscal Years

Fiscal Year	Total Award Dollars	Construction Award Dollars	% of Total Award Dollars	DVBE Construction Award Dollars	DVBE Construction Award %
2013-14	$ 8,233,113,660	$ 1,479,793,947	17.97%	$ 73,538,488	4.79%
2012-13	$ 8,573,498,623	$ 2,289,866,301	26.71%	$ 73,479,360	3.21%
2011-12	$ 8,508,477,696	$ 2,189,071,444	25.73%	$ 123,041,412	5.62%
2010-11	$ 7,001,212,336	$ 1,315,959,664	18.80%	$ 115,456,716	8.77%
2009-10	$ 6,619,136,552	$ 1,467,849,413	22.18%	$ 71,860,725	4.90%
2008-09	$ 7,423,648,140	$ 1,578,356,816	21.26%	$ 51,014,210	3.23%
Average	$ 7,726,514,485	$ 1,720,149,598	22.11%	$ 84,731,819	5.12%

SB/MB Construction Awards – Six Fiscal Years

Fiscal Year	Total Award Dollars	Construction Award Dollars	% of Total Award Dollars	SB/MB Construction Award Dollars	SB/MB Construction Award %
2013-14	$ 8,768,140,114	$ 1,478,793,947	16.88%	$ 356,804,561	24.11%
2012-13	$ 9,038,383,681	$ 2,292,601,019	25.37%	$ 386,961,166	16.88%
2011-12	$ 8,733,905,692	$ 2,189,071,444	25.06%	$ 467,572,309	21.36%
2010-11	$ 7,079,972,991	$ 1,315,959,664	18.59%	$ 321,027,749	24.39%
2009-10	$ 6,787,576,490	$ 1,467,849,413	21.63%	$ 379,653,326	25.86%
2008-09	$ 9,978,223,321	$ 1,578,356,816	15.82%	$ 335,756,647	21.27%
Average	$ 8,397,700,382	$ 1,720,605,384	20.56%	$ 374,629,293	22.31%

Note: DVBE & SB/MB fiscal year total award dollars do not equal due to Corrections and Rehabilitation's mandated exemptions for inmates