



LET'S DO

# BUSINESS

A publication of San Diego Unified School District's Facilities Planning and Construction Department | Released: Jan. 2024

## FENCING & SINGLE POINT OF ENTRY (SPOE) PROJECTS

San Diego Unified School District seeks to do business with an agile pool of contractors and suppliers, large and small, excited about a new and challenging construction program. Bidders will need to have capacity, ready labor, mobility, and the ability to quickly procure competitively priced materials.

### SEEKING DIVERSE SMALL BUSINESSES

This program provides a unique opportunity for local, diverse, and small businesses to partner with the district's Prime contractors, obtain public works experience, get a foot in the door at San Diego Unified, and help to prequalify for more/larger district projects.

### SEEKING PRIME CONTRACTORS

This program provides a unique opportunity for local Prime contractors. The program will consist of fencing projects of a variety of sizes and needs, at individual and multiple campuses. This could be a lucrative pursuit if considered as a short-term program of volume contracting. We will need mostly A, and sometimes B License contractors that self-perform or subcontract **fencing** and **low voltage** work. With 20+ solicitations, there's room to structure a must-win program that best suits your firm's objectives. Primes that manage multiple projects would be especially helpful in meeting the district's tight deadline.

### SEEKING SUB CONTRACTORS

This program provides a unique opportunity for local fencing (**C-13**), electrical (**C-10**), and low voltage (**C-7**) contractors — especially those who have not yet worked on school projects. This is the perfect opportunity to gain elusive public work and schools experience that will help you prequalify for larger projects. Many projects will strictly be fencing installation. Other trades will likely include carpentry, concrete, landscaping, and others not yet defined.

### SEEKING SUPPLIERS

This program provides a unique opportunity for local suppliers, especially those who have not yet worked with San Diego Unified. Bidding suppliers must have access to a variety of manufacturers; and have the ability to deftly procure competitively priced materials, and provide a ready and consistent stream of supplies to meet the needs of this demanding program. Success on this program is a great way to build relationships with our Prime contractors and their prime subs, ultimately, leading to work on other/larger district projects. This is a wonderful opportunity for suppliers with the ability to keep a continuous flow of materials delivery to many contractors and project sites simultaneously.

**ABOUT THE PROJECTS** San Diego Unified School District feels strongly about the safety of the students and the staff on our campuses. We are currently in the process of improving security at every campus through fencing and single point of entry upgrades. This important work is being expedited and will occur throughout the district. The program will consist of more than 80 projects in 20 to 25 bundled bids issued in various densities and contracting methods over the next 12 months to be completed by Dec. 2024.

Stringent district standards include providing a secure perimeter around each campus with a combination of fencing, locked gates, site walls, exterior building facades with locked doors, other physical barriers, increased security camera coverage, and emergency communication systems. SEE MORE DETAILS ON REVERSE SIDE.



## ABOUT US

San Diego Unified School District's Facilities Planning and Construction (FPC) Department's Business Outreach Program is designed to engage with diverse small businesses to increase participation in district construction projects.

San Diego Unified has a robust small business program. We are exceedingly proud to report that to date, more than \$1.3 billion have been spent with XBEs.

XBE is a non-specific term encompassing a broad range of diverse business ownership. Formerly "EBE," for Emerging Business Enterprise, XBE is an umbrella term that includes small business and minority, woman, and disabled veteran-owned business enterprises, and similar designations.

Capital improvement bond funds Propositions S and Z, and Measures YY and U provide \$11.6 billion to design and construct clean, safe, environmentally friendly facilities that encourage successful teaching and learning at schools throughout the district.

## WE ARE HERE FOR YOU!

**Karen A. Linehan**  
Outreach Program Manager  
[klinehan@sandi.net](mailto:klinehan@sandi.net)

**Alma D. Bañuelos**  
Business Outreach Coordinator  
[abanuelos@sandi.net](mailto:abanuelos@sandi.net)

**Sidney Hucklebridge-Key**  
Lease-Leaseback Outreach Coordinator  
[shucklebridge@sandi.net](mailto:shucklebridge@sandi.net)

*Para más información en español, haga favor de comunicarse con Alma Bañuelos, [abanuelos@sandi.net](mailto:abanuelos@sandi.net)*



## WHAT YOU NEED TO KNOW ABOUT THESE FENCING & SPOE PROJECTS

### ▶ OPPORTUNITIES

Project size, cost, and composition will vary. Projects will be single campus or bundled by community, by trade(s), or some other format. Many bids will likely be issued simultaneously. The goal is to have all work completed by December 2024.

### ▶ KEY TRADES & SUPPLIES

A variety of trades and materials will be needed. Key trades will include fencing installation, and low voltage electrical work. Other trades may include carpentry, concrete, and landscaping. Key supplies will include fencing materials, key card access, door hardware, and AV equipment. Suppliers must have the ability to meet intense program demand.

### ▶ IMPORTANT NOTE

Fencing and SPOE projects will be predominantly less than \$1M. As such:

- 1) The Project Stabilization Agreement will not apply to most projects, and
- 2) Prequalification will not be required on most projects.

### ▶ REQUIREMENTS

- ✓ **Contractors State License Board (CSLB) License:** Bidding Prime and all subcontractors must possess current CSLB licensure
- ✓ **Department of Industrial Relations (DIR) Registration:** Bidding Prime and all subcontractors must have current DIR registration
- ✓ **Disabled Veteran Business (DVB) Participation:** The district requires at least 3% DVB participation on all construction projects
- ✓ **Fingerprinting:** Department of Justice (DOJ) criminal background checks via employee fingerprinting required prior to performing work on site
- ✓ **Prevailing Wage:** All contractors must be in compliance with the California Labor Code, including paying prevailing wages, maintaining/submitting payroll records, utilizing apprentices, etc.
- ✓ **Surety Bonds:** Bidding Prime must provide Bid, Performance, and Payment bonds

## KEY LINKS

**BUSINESS OUTREACH:** [www.sandiegounified.org/business-outreach](http://www.sandiegounified.org/business-outreach)

**BUSINESS OUTREACH DATABASE:** [tinyurl.com/sdusd-dform](http://tinyurl.com/sdusd-dform)

**CONTRACTOR PREQUALIFICATION:**  
[prequal@sandi.net](mailto:prequal@sandi.net) • [www.sandiegounified.org/contractor-prequalification](http://www.sandiegounified.org/contractor-prequalification)

**PLANETBIDS** (bids & solicitations): [tinyurl.com/SDUSD-PlanetBids](http://tinyurl.com/SDUSD-PlanetBids)

**PLANROOM** (view plans by trade): [www.sandiegousdplans.com](http://www.sandiegousdplans.com)

> Click on "Public Jobs"

> Click on project name for plans, specs, addenda

**KAREN'S LINKEDIN PAGE:** [linkedin.com/in/karenlinehan](https://www.linkedin.com/in/karenlinehan) 

