Small Contractor Outreach and Opportunities Program
SCOOP

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Small Contractor Outreach and Opportunities Program (SCOOP)

- Maximizes opportunities for small businesses to participate on Water Authority contracts and procurements
  - Business-to-business
  - Water Authority-to-you
Definition of Small Business

- Meets state or federal small business size-standards
  - State - $14M and 100 employees or fewer
  - Federal – based on industry

- Certifications accepted
  - The Network (SCOOP)
  - State – SBE and DVBE
  - Federal – SAM, SDVOB, HubZone, 8A, DBE
  - Regional – MWD, City’s SLBE and ELBE
Types of procurement opportunities

- For contractors and subcontractors:
  - Pipeline Relining
  - Pump Stations
  - Meter Vaults
  - Flow Control Facilities

- For consultants and sub consultants:
  - Environmental
  - Construction Management
  - Water industry experts
  - Right-of-Way

- For vendors and service providers:
  - Landscape
  - Janitorial
  - Supplies
  - Mechanical Maintenance
SCOOP Program Components

- Outreach-based program – 25% overall goal
  - Networking – events and associations
  - Training
  - Technical Assistance
  - SCOOP Committee of the Board
Networking

Collaborations with:

- Regional Construction Procurement Committee (RCPC)
- Public Agency Consortium (PAC)
- State of California

Events including:

- Caltrans Business Exchange
- Operation Opportunity
- Construction Expo
“Get the SCOOP” Training Classes

- Address the needs of small businesses that want to do business with the Water Authority
- Taught by industry experts
- Provide excellent networking opportunities
- Deliver customized classes based on identified success factors and feedback from:
  - Small businesses
  - Primes
  - Water Authority staff
Classes Offered

- Marketing & Partnering
- How to Write A Winning Proposal
- Bidding and Estimating
- Bidding Public Works Projects as a Subcontractor
- Registering with The Network – online course
- Doing Business with the Water Authority - online
Registering on THE NETWORK

San Diego County Water Authority
Small Contractor Outreach and Opportunities Program (SCOOP)
Small Business Skills Training Program

Schedule of Upcoming Classes:

<table>
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<tr>
<th>Date</th>
<th>Course</th>
<th>Register</th>
<th>Time</th>
<th>Location</th>
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</thead>
<tbody>
<tr>
<td>Online</td>
<td>Registering on The Network - Online Course</td>
<td>Register Here</td>
<td>Self-paced</td>
<td>Online</td>
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This online course will assist you in registering as an interested vendor on The Network, the San Diego County Water Authority's online vendor registration, solicitation, and notification system.

After completing this online course, you will be able to:
- Select NIGP codes applicable to your business
- Complete your vendor registration with The Network
- Edit and renew your vendor registration account
- Search for solicitations and projects
- Search for small businesses registered on The Network

Already registered?
Login Here

Interested in Doing Business with the Water Authority?
Click here to Register with The Network
The Network - the Water Authority’s e-procurement system

- Receive notifications of solicitations that are bidding
- Receive outreach from primes looking for subs
- Use the Bid Library to see previous solicitations

Registration is free. Update your account annually.

The Network is shared by 5 other agencies

- Port of Long Beach, West Basin, Inland Empire, Eastern Municipal, and City of Colton

Registering in The Network is the single most important thing you can do to obtain work with the Water Authority!
Technical Assistance

Assistance Centers
- Small Business Development Centers
- San Diego Contract Opportunities Center (COC)

Mentor Protégé Program
- Construction – AGC/City of San Diego

Turner Construction Management Academy
- San Diego Regional Airport Authority
SCOOP Committee of the Board

- Provides policy direction on SCOOP
- Recommends annual small business participation goals to the Board
- Reviews SCOOP metrics and activities
- Meets quarterly
  - Meetings are open to the public
  - Small businesses are welcome to attend
Number of bidders and businesses on Water Authority procurements in FY 12

Bidders on contracts

- 215 total bidders
  - Large, 110, 51%
  - Small, 105, 49%

Businesses on procurements

- 377 total
  - Contracts, 55% small (122 total)
    - Large: 55
    - Small: 67
  - Vendors, 33% small (173 total)
    - Large: 85
    - Small: 88
  - Total, 40% small (255 total)
    - Large: 103
    - Small: 152
Dollars awarded to small businesses in FY 12

Small businesses received 26% of dollars awarded

- Small, $13,728,837
- Large, $39,982,458

$53,711,295 total dollars
Moving forward

- Implement a **Sheltered Market Program**
  - Solicitations between $10,000 - $150,000
  - Competed among small businesses only
  - Must be an adequate pool of small businesses registered in *The Network*
    - Active status – account updated annually
    - Certified as a small business in the system

*The Network* - [http://www.sdcwa.org/register.html](http://www.sdcwa.org/register.html)
Resources available on the internet

- **The Water Authority website:** [www.sdcwa.org](http://www.sdcwa.org)
  - Visit the “Opportunities” page for information on:
    - SCOOP
    - Contract opportunities
    - Purchasing
    - SCOOP Training

- **The Network** - Register to receive notices on bids. [http://www.sdcwa.org/register.html](http://www.sdcwa.org/register.html)

- **SCOOP Training:** [www.sdcwa.org/scooptraining.html](http://www.sdcwa.org/scooptraining.html)
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Stay in Touch with the Water Authority

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Present Yourself