

FY 2018 ANNUAL REPORT

JULY 1, 2017 – JUNE 30, 2018

San Diego Contracting Opportunities Center



2018 Local Sponsors

Balfour Beatty Construction
California Manufacturing Technology Consulting
CDC Small Business Finance
City of San Diego
County of San Diego
Conner Networks
Department of General Services – California
Doing What Matters for Small Business
General Atomics
Harper Construction
Hensel Phelps
Metropolitan Water District
Otay Water District
SANDAG
San Diego Community College District
San Diego County Regional Airport Authority
San Diego Gas & Electric
San Diego Unified School District
Southwestern College Prop R
Wells Fargo



Rachel Fischer, Director
San Diego Contracting Opportunities Center
October 2018
rfischer@swccd.edu
619.216.6671

Executive Summary

San Diego Contracting Opportunities Center (SDCOC) is hosted by Southwestern College/Foundation. SDCOC’s mission is to assist San Diego County small businesses with the information, resources, and technical assistance they need to effectively compete for and perform on federal, state, and local government contracts. Technical services include the identification of bidding opportunities, development of marketing strategies, certification assistance, RFP/solicitation review, and bid/proposal development, among others. Due to the generosity of our program supporters, our counseling and training services are provided at no cost to the small businesses that we serve.



Small businesses in all categories continued to benefit from SDCOC services in fiscal year 2018; specifically, **\$173,563,981** in total contracts were awarded to the small businesses that received assistance from our Center. This equates to roughly 1,157 jobs, assuming that \$150,000 in sales is needed to create or retain each job. Of the \$173.5 million in contract awards for SDCOC clients, over \$164 million (94.5%) were federal contract awards. SDCOC exceeded all of its federal program performance metrics including training, counseling, and outreach goals, otherwise known as its annual performance goals. We are grateful to both our new sponsors, and to those who have continued to loyally support the SDCOC for many years.

SDCOC currently serves 670 Active Clients. During fiscal year 2018, SDCOC provided 1,751 initial and follow-up counseling sessions (one-on-one technical assistance) to 473 clients, totaling 1,701 hours; 160 of these clients were new clients of the Center. Additionally, SDCOC sponsored and/or participated in 60 workshops and outreach events, reaching 3,628 participants.



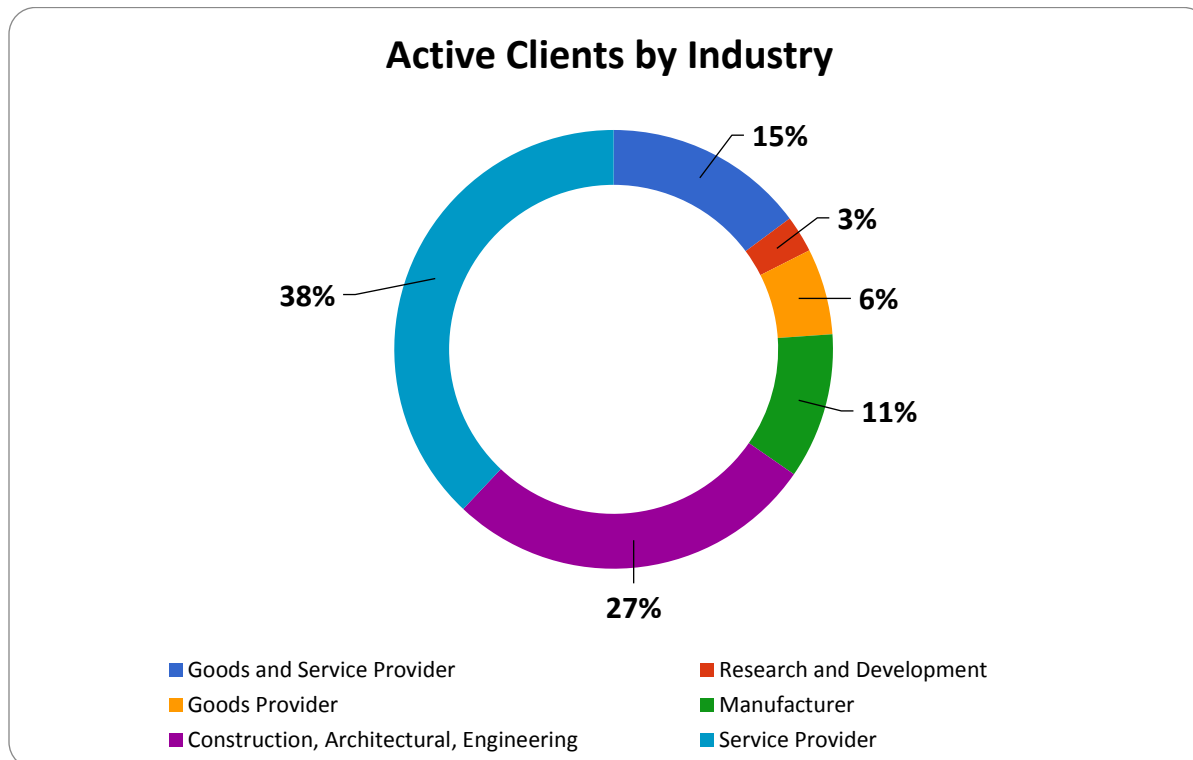
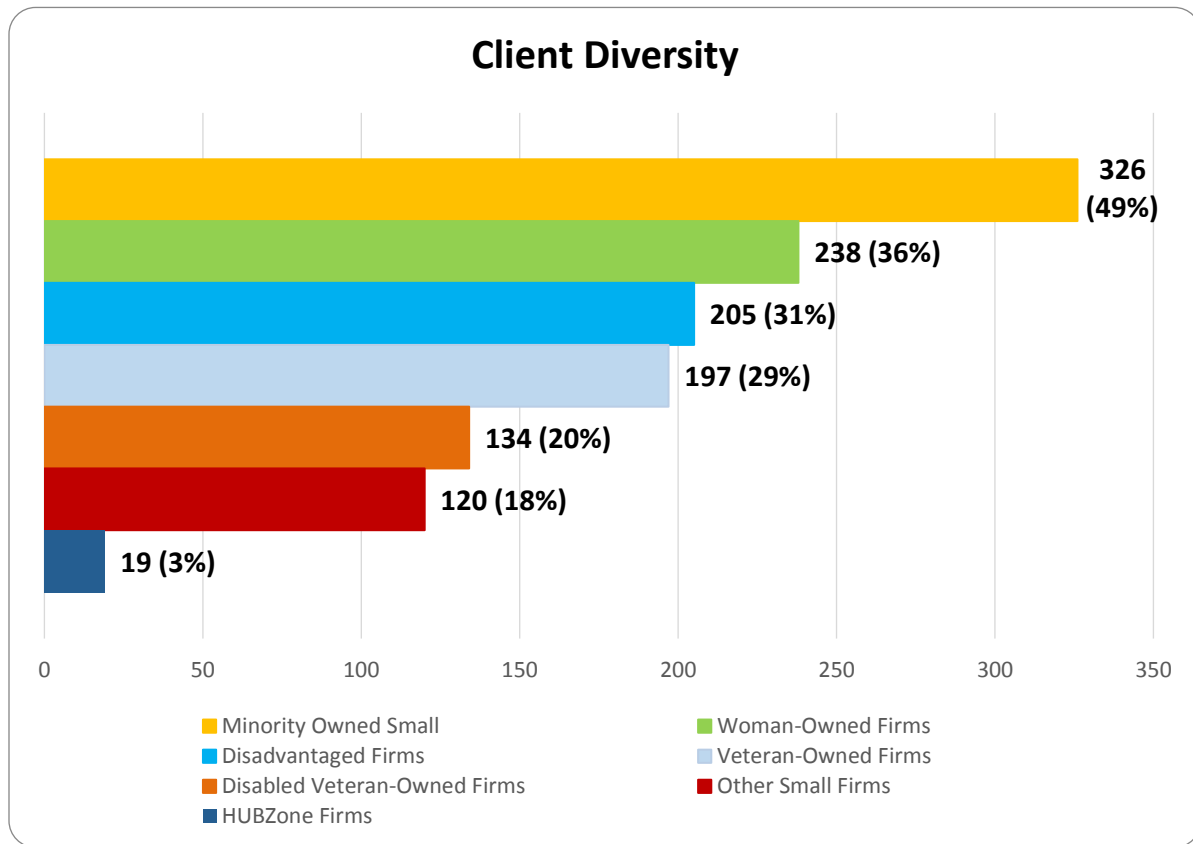
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Active Clients

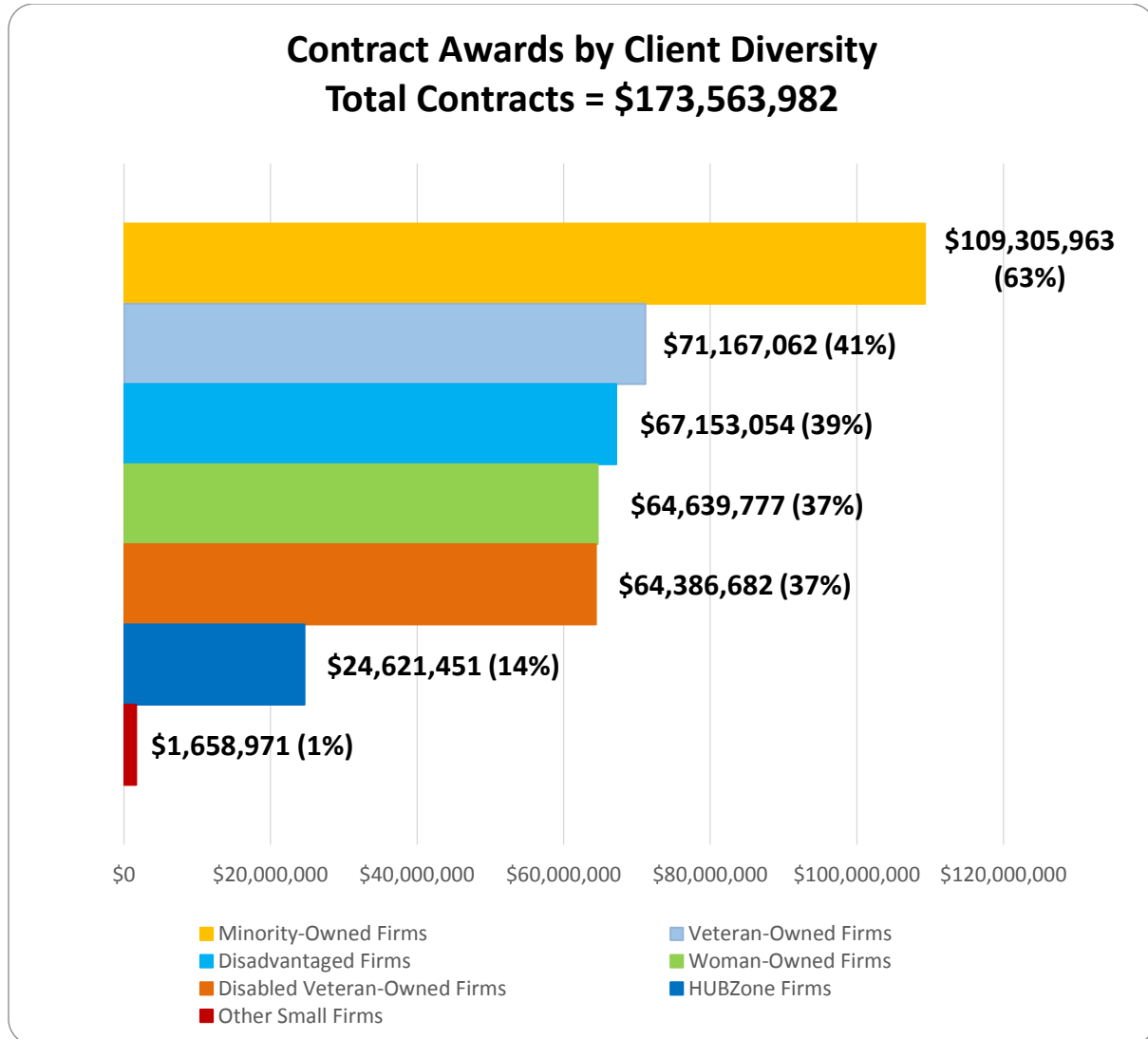
SDCOC currently serves 670 active clients. Below are breakdowns of the active clients by industry/sector and diversity. Please see the last page of this report for diversity category definitions.



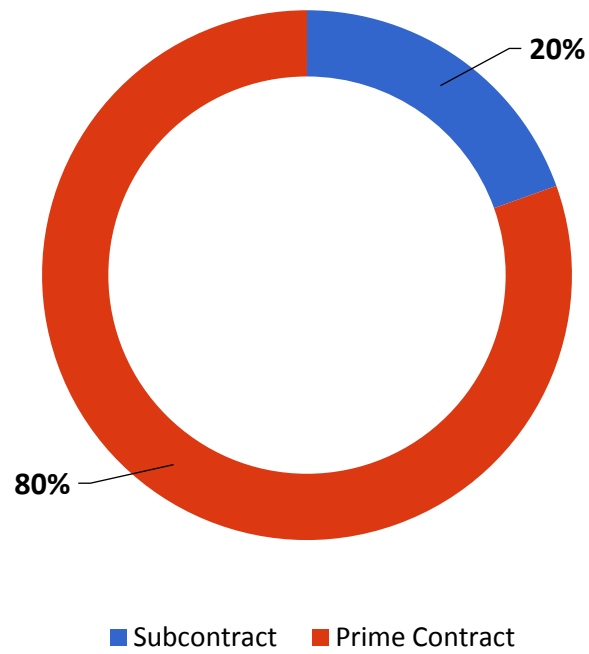
Contracts Awarded to Clients

SDCOC’s small business clients were awarded \$173,563,982 in contract awards. This equates to roughly 1,157 jobs, assuming that \$150,000 in sales is needed to create or retain each job.

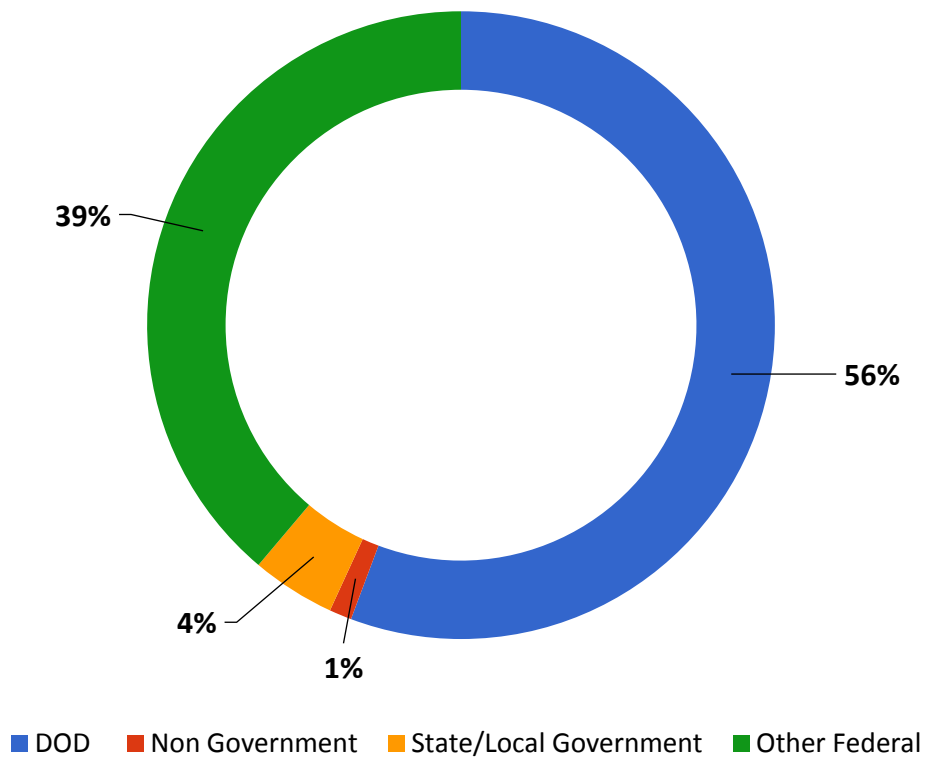
Below are charts illustrating the breakdown of reported awards by client diversity, contract type (Prime or Subcontract), and agency type (DOD, Other Federal, State/Local, or Non-Government).



Awards by Contract Type

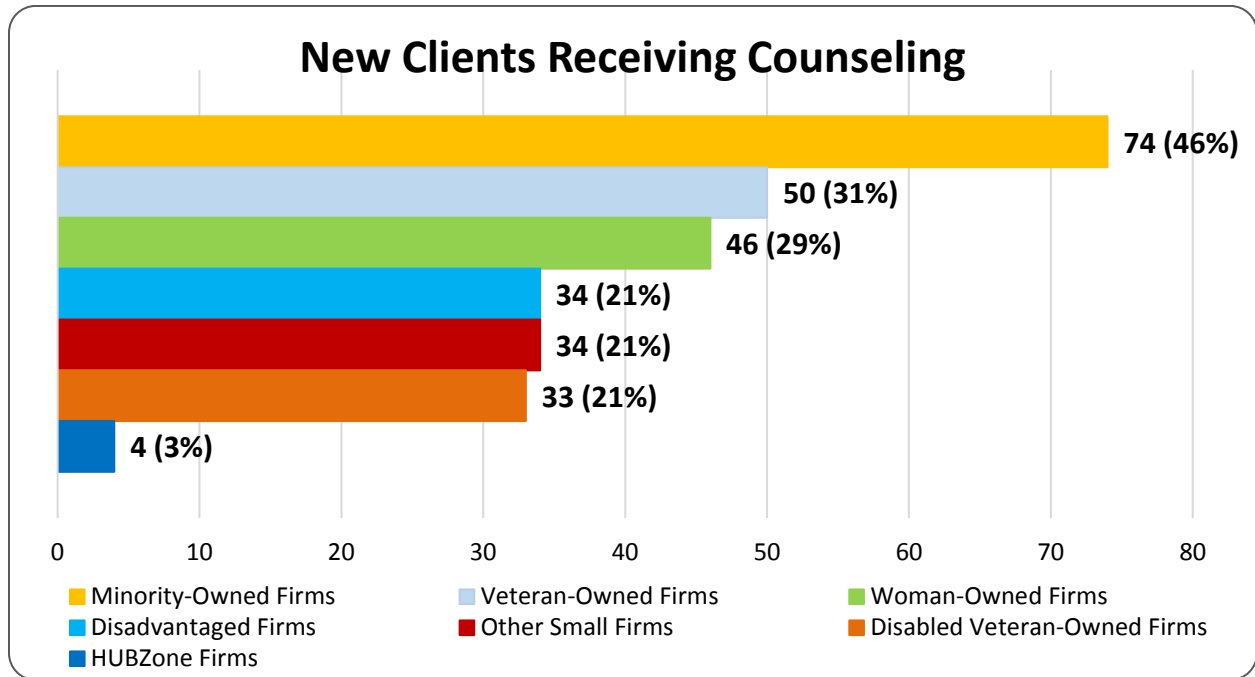


Awards by Agency Type



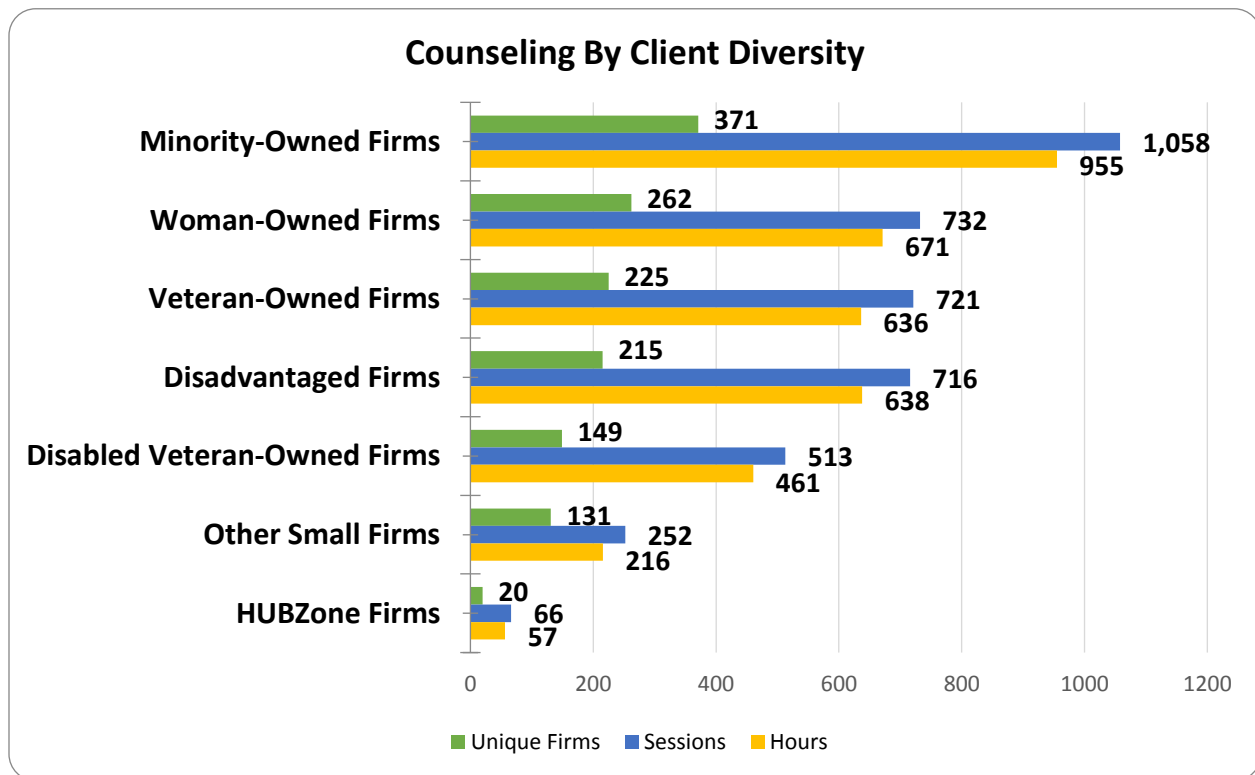
New Clients

SDCOC provided initial counseling sessions (one-on-one technical assistance) to 160 new clients, totaling 415 hours. SDCOC continues to serve a diverse spectrum of clients, as illustrated in the following chart.



Counseling Sessions

SDCOC provided 1,751 initial and follow-up counseling sessions to 473 clients, totaling 1,701 hours. The diversity of the clients that received counseling services is illustrated in the following chart.



Training and Events

SDCOC sponsored, co-sponsored, and/or participated in 60 workshops and outreach events during the reporting period. 3,628 participants attended these training or networking events.

Bid Notifications

Electronic Bid Matching

SDCOC provides an electronic bid matching service to 43 active clients. The Bid Match system searches over 2,000 public federal, state, and local procurement databases and uses algorithms based on keywords, industry codes, and other industry or commodity related information to match solicitations with client profiles. Clients receive e-mail notifications on a daily basis of potential government bidding opportunities.

Local Bidding Opportunities

During this reporting period, 1,037 Online Bid Library contacts or individual notifications were distributed by SDCOC. These notifications were made in response to receiving and processing 9 separate local bid packages. The Center's Bid Library also received and processed 38 individual requests from general or prime contractors asking for assistance in identifying subcontractors.

Client Satisfaction and Testimonials

The most recent client satisfaction survey was conducted in December 2017. 1,351 clients were polled, of which 263 (~20%) responded. Their ratings provided a composite satisfaction rating of 97%. The full survey is available upon request. Below are a few client testimonials taken from the survey:

"The SDCOC is phenomenal. I found so much help from creating a Capability Statement, completing SAM registration, deciphering NAICS codes to answering specific questions on bid documents. Really appreciate all of your help." – MM, Michel Technical Products

"We do between \$500k and \$1.5m in business annually with the military - which accounts for about 10% of our overall business. We would not have any of these opportunities without the help we receive from SDCOC." – DM, Baja Designs, Inc.

"PTAC counselors Trisha Ferrand and Jeffrey Cuskey have met with me on several occasions. They provided actionable information that helped me create a great capabilities statement, and provided actionable information and advice that helped me create a WINNING SeaPort-E bid for SPAWAR." – LB, FullCircle Communications, LLC

Socioeconomic Definitions

Disadvantaged Firm: www.sba.gov/content/disadvantaged-businesses

Disabled Veteran-Owned Firm: www.sba.gov/sdvosb

Woman-Owned Firm: www.sba.gov/content/women-owned-small-business-program

HUBZone Certified Firm: www.sba.gov/content/applying-hubzone-program

Small Business: www.sba.gov/content/am-i-small-business-concern