



**OAKLAND UNIFIED  
SCHOOL DISTRICT**

*Community Schools, Thriving Students*

# Local Business & Project Labor Agreement



TADASHI NAKADEGAWA, ACTING DEPUTY CHIEF OF FACILITIES PLANNING AND MANAGEMENT

Citizen Bond Oversight Committee

December 14, 2020

[www.ousd.org](http://www.ousd.org)



@OUSDnews



# Local Business Enterprise (LBE) Policy Overview

## AR 7115

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**Capital Program/  
Construction Related  
Local, Small Local  
and Small Local  
Resident Business  
Enterprise Program**

### POLICY

- Adopted 2008 – 20% Oakland business inclusion requirement
- Amended 2014- 50% Oakland business inclusion requirement comprised of:
  - 25% small local businesses
  - 25% small local **resident** businesses

### COMPLIANCE & OVERSIGHT

- Pre-award LBE availability analysis
- Monthly compliance reports & tracking
- Quarterly reports posted to facilities website
- Post bid analysis to assess why firms did not bid





# LBE Outcomes - Current Capital Program

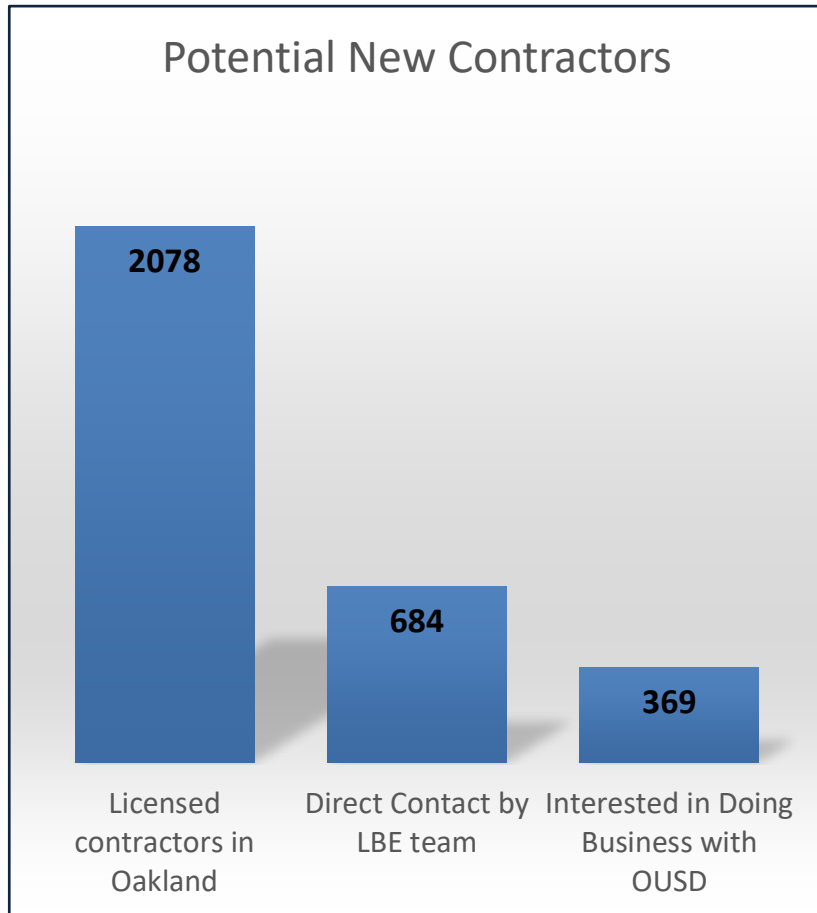


**\$52.2M project dollars awarded to  
Oakland businesses**





# Efforts to Increase Subcontractor Pool



- Two meetings with certified firms to gather program feedback
- Targeted outreach to 343 City of Oakland certified contractors
- Direct outreach to 2,078 State of California licensed contractors located in Oakland
- City of Oakland Certification support
- Collaboration with agency compliance staff within the region

# Subcontractor Resources

## Contractors Newsletter | September 2020



### Recent Updates and Opportunities for OUSD Contractors

#### At The District

##### Local Business Utilization

The Oakland Unified School District maintains a 50% local business utilization (LBU) requirement on all District construction contracts and services. The 50% requirements offers a 25% local business participation and a 25% small local or small local resident business participation.

[LBU Policy PDF](#)

##### Project Updates



UPDATE ON OUR CAPITAL PROGRAM PROJECTS:  
THE CENTER, FREMONT, GLENVIEW, AND  
MADISON PARK

[View Report](#)

#### Courses & Events



##### WOMEN OWNED SMALL BUSINESS CERTIFICATION | PTAC WEBINAR

Learn about SBA's Women-Owned Small Business Federal Contracting program, and how to use it to leverage your business!

Thurs, September 17, 2020  
10:00 AM – 11:00 AM PDT  
Online Event

by Norcal PTAC

[Register](#)

##### California Department of Transportation Bonding Workshop Webinar

Insight into Bonding for construction firms looking to work with Prime Contractors on Caltrans projects. Presented by Caltrans, Heis Surety and Teichert Construction.

by Caltrans



[Watch The Webinar](#)

- Quarterly newsletters
- Technical assistance workshops
- Liaison & advocate for small businesses



# Subcontractor Resources



Public Works Agency  
Alameda County



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## Building Opportunities for Business (BOB) 2020 Virtual Construction Contractors' Academy

### 2020 Academy Schedule

#### Session 1

Wednesday, October 14, 2020 from  
10:00 AM to 12:00 PM PDT

#### Session 2

Friday, October 16, 2020 from 10:00  
AM to 12:00 PM PDT

#### Bonus session

Monday, October 19, 2020 from 10:00  
AM to 12:00 PM PDT

#### Session 3

Wednesday, October 21, 2020 from  
10:00 AM to 12:00 PM PDT

#### Session 4

Friday, October 23, 2020 from 10:00  
AM to 12:00 PM PDT

### Where

VIRTUAL EVENT - more info  
following registration

\*Registering for this event means  
you agree to attend all 4 sessions

### Greetings!

Alameda County Public Works Agency (ACPWA) in partnership with the Oakland Unified School District's Facilities Planning Department is offering its **Annual Construction Contractors' Academy FREE to all attendees!**

This year's Academy will be held virtually to ensure the safety and security of our presenters and attendees. **This 4-part series (plus one bonus session) will take place from 10/14-10/23 and will break down all components of how to successfully bid a Public Works contract.**

**Small/local/minority and woman-owned businesses are encouraged to attend!**

Mr. Ed Duarte, CEO of Aztec Consultants, will return as the instructor for the 2020 Academy. Mr. Duarte has served as mentor to many construction subcontracting firms throughout northern California and has taught numerous technical assistance workshops for the Alameda County Public Works Agency, Caltrans, the City of Oakland, Port of Oakland and the Small Business Administration.

More details on this year's program are available below.

We look forward to your participation!

## Session 1: Introduction to Public Works Contracting

Overview of how cities, counties and other public agencies bid for construction services, and the types of contractual relationships that firms encounter when they bid and build public works projects.

- The Basic Fundamentals
- Finding Projects to Bid
- Contacting the Primes
- Roles of Prime & Sub
- The Scope Letter
- Bonding requirements
- Overview of Bidding Format



# Potential Program Enhancements

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1. Accepting Oakland firms certified with other agencies
  - Alameda County - 365
  - Port of Oakland - 300
  - CA Department of General Services- 67
2. Ongoing collaboration with local technical assistance programs
3. Mentor/Protégé language tied to Joint Venture agreements
4. Creating written outreach, compliance and certification procedures





# Project Labor Agreement (PLA)

## Projects Covered

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**County Facilities Fund**

**Fund 25 & 35**

**Measures A, B & J**

**Proposition 39**

## POLICY

- Adopted 2004
- Amended 2010 & 2016
- 50% hours to be worked by Oakland residents
- 100% of apprentice hours to be worked by Oakland residents
- Off-site credit for hours Oakland residents work on non-OUSD projects

## SUPPORTS

- Collaborations with Cypress Mandela Training Center, Rising Sun & Construction Trades Workforce Initiative
- Workforce Development Fund supporting student training in construction



# PLA Outcomes - Current Capital Program



**748 Oakland workers**

**Over \$13+ million in  
wages earned**





# PLA Outcomes - Local Residents



Two Fremont High School alumni who were also a part of the school's Construction Careers Pathway. Upon graduation, they began their careers in the trades and were hired by Cahill Construction. They are now working on the renovation project at their Alma Mater!

# OUSD Student Engagement



Linked Learning hosted the 2020 summer skilled trades program in collaboration with Cypress Mandela Training Center.

- Students from Coliseum College Prep, Madison Park, Ralph Bunche and Fremont
- 12 of 13 students completed the program
- 4 OUSD graduates continued with the Cypress 15-week adult program

## COURSE CONTENT

Carpenter, Masonry, Electrical Wiring

Construction Math

Confined Spaces

Covid-19 Safety Procedures

Material Handling & Tool Recognition

OSHA 10

Physical Conditioning

Unions Apprenticeship

Soft Skills





# Local Resident Engagement



Outreach to local community-based organizations, social service agencies and workforce development program to increase awareness about career opportunities in construction.

- Civic Corps
- Eastmont Social Services Agency
- Roots Community Health Clinic
- West Oakland Jobs Resource Center
- Rudsdale High School
- Midnight Basketball Career Workshops
- Youth Uprising



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