



**OAKLAND UNIFIED
SCHOOL DISTRICT**

Community Schools, Thriving Students

Local Business & Project Labor Agreement



TADASHI NAKADEGAWA, ACTING DEPUTY CHIEF OF FACILITIES PLANNING AND MANAGEMENT

Facilities Committee

October 9, 2020

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Local Business Enterprise (LBE) Policy Overview

AR 7115

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

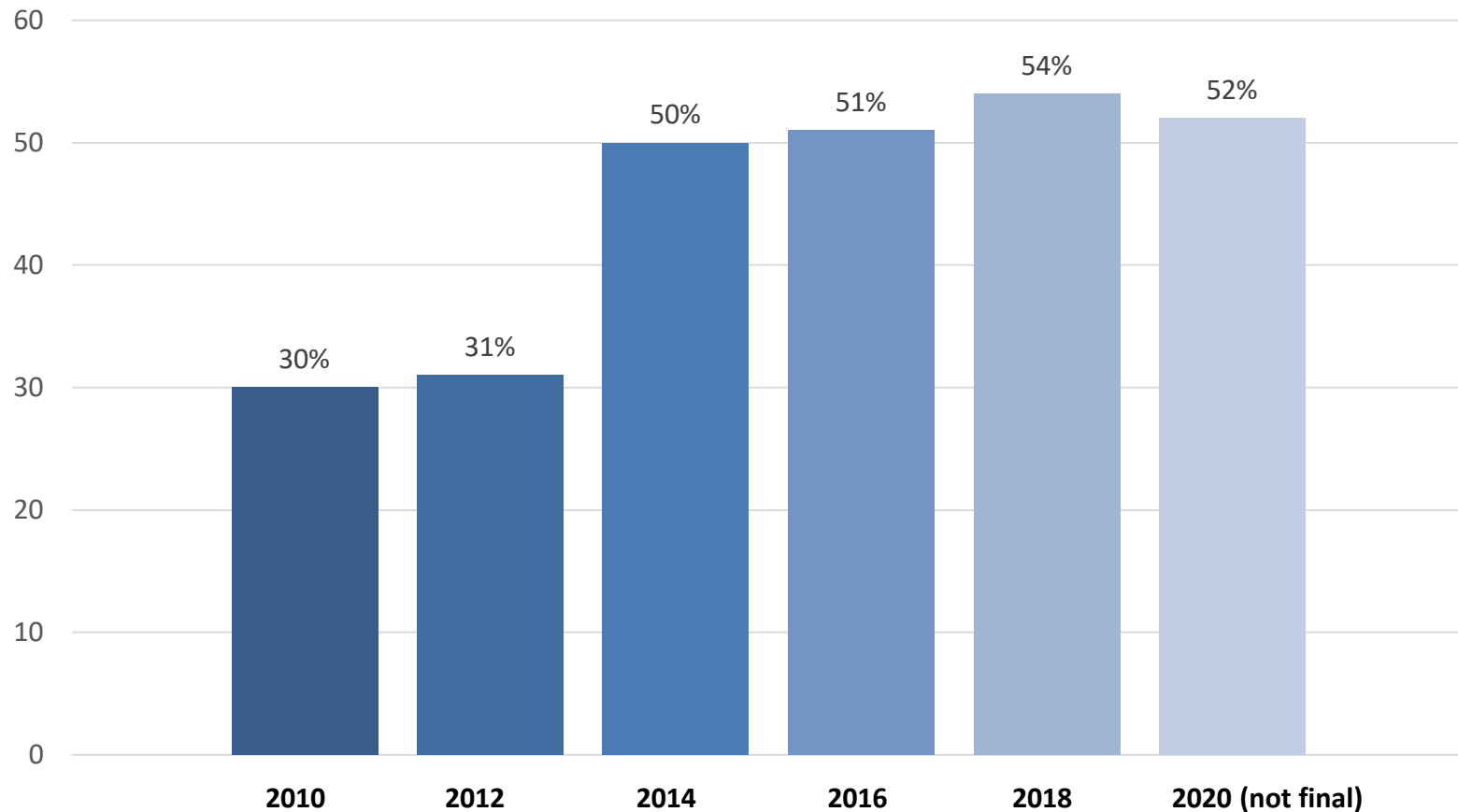
COMPLIANCE & OVERSIGHT

- 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 - Cumulative

Capital Program Biennial Trend





LBE Outcomes - Current Capital Program



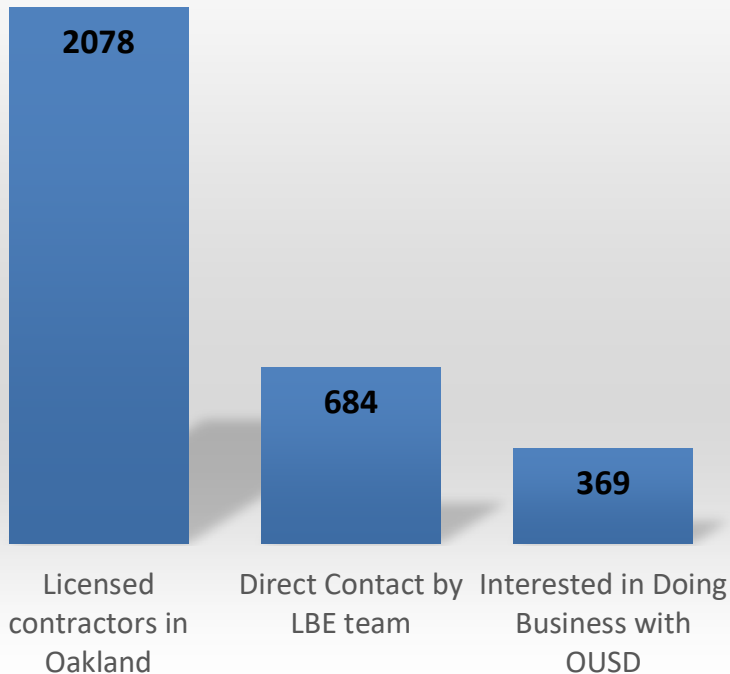
**\$52.2M project dollars awarded to
Oakland businesses**





Efforts to Increase Subcontractor Pool

Potential New Contractors



- 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



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Contractors Newsletter | May 2020



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**Recent Updates and Opportunities
for OUSD Contractors**

Technical Assistance & Resources

Courses & Events



Google Sheets

Learn how to navigate and utilize Google Sheets with internal and external partners to effectively create, view, and edit spreadsheets in real-time.

- Checklists
- Project Schedules/GANTT Chart
- Invoices
- Project Tracking
- And More!

[Visit Course](#)



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

Subcontractor Resources



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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

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

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



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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

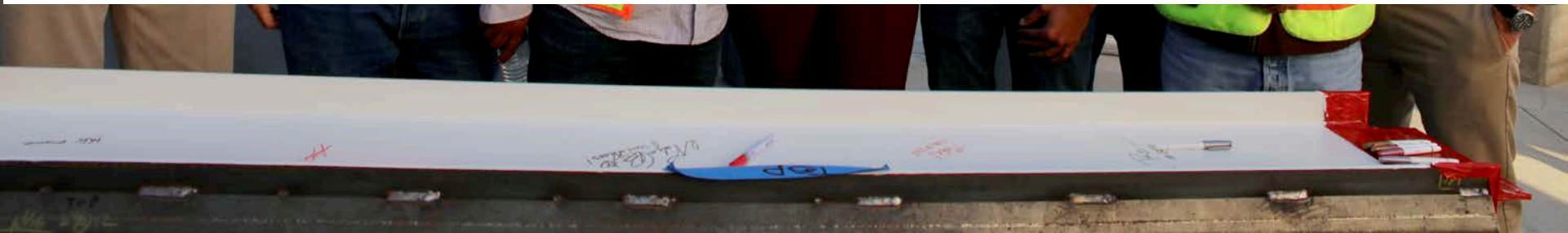


Outreach to local community-based organizations, social service agencies and workforce development program to increase awareness about career opportunities in construction.

- 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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