



SMALL CONTRACTOR OUTREACH AND OPPORTUNITIES PROGRAM (SCOOP)
COMMITTEE MEETING

June 5, 2012

1. Call to order

Chair Mudd called the SCOOP Committee meeting to order at 9:35 a.m.

2. Roll call – Determination of a Quorum

Committee members present were Chair Mudd, Vice Chair Linden, Directors Croucher, Dailey, Hilliker, and Tu. At that time, there was a quorum of the Committee. Also present was Director Pocklington.

Staff members present were Deputy General Manager Belock, Deputy General Counsel Gallien, Director of Public Outreach and Conservation Foster, SCOOP Manager Yanushka, Management Analyst Schnell, and SCOOP Representative Maynard. The guest speaker present was Dr. Ruben Garcia, District Director for the Small Business Administration.

Chair Mudd recognized Ms. Maynard for her work and service as an advocate for the small-business community.

3. Opportunity for members of the public to address the Committee regarding agenda items for this meeting

There were no members of the public who wished to speak.

4. Approve the minutes of the SCOOP Committee meeting of March 6, 2012

Vice Chair Linden moved, Director Croucher seconded, and the motion passed unanimously to approve the SCOOP Committee minutes of March 6, 2012.

5. SCOOP quarterly report

Ms. Yanushka presented the SCOOP third quarter report for fiscal year 2012, including outreach and training activities, and the fiscal year 2012 year-to-date SCOOP measurements.

Ms. Yanushka provided the following details for the third quarter.

- SCOOP outreach activities: SCOOP staff attended 44 outreach events, which were attended by 37 organizations.
- SCOOP training: 220 firms attended training with a total of 420 attendees.
- Dollars awarded to small businesses: A total of \$42,426,125 was awarded to small businesses. Thirty percent of total cumulative dollars awarded through the third quarter were awarded to small businesses; three percent were awarded to women- and minority-owned businesses.



Ms. Yanushka spoke about attending the Caltrans District 11 Small Business Procurement Fair, where there were over 200 attendees. Caltrans tracks awards that resulted from the event.

Director Tu asked about database maintenance and integrity. Ms. Yanushka replied that the information in the database has to be renewed each year; this helps with the integrity of the database.

Director Hilliker asked if the small business numbers being presented included minority- and women-owned businesses or were non-minority small businesses. Ms. Yanushka replied that small business figures are reported regardless of race or gender, therefore it is probable that some minority- and women-owned businesses are a subset of the small business category figures.

6. Status update on AB 1783, as amended, Perea. Public contracts: small business preferences

Ms. Schnell reported on AB 1783, carried by Assemblymember Henry Perea. She stated that there is currently no opposition to this legislation that would revise the small business certification procedure to provide the Department of General Services with sole responsibility for certifying and determining the eligibility of small businesses. AB 1783 would make changes to the Government Code and the Public Contract Code relating to public contracts. It would require the Department of General Services to publish on the department's website, and make available to local agencies for their use, a list of small businesses and microbusinesses that have been certified as such by the Department of General Services. While small business certification by local governments would be eliminated, the resulting streamlined certification process would save time and money for both local agencies and small businesses. This bill passed unanimously in the Assembly and is now under consideration in the Senate. It's anticipated that this bill will pass in the Legislature, and if signed by the Governor into law, would be effective January 1, 2013.

Director Linden asked for clarification regarding the additional criteria that local agencies may impose on small business certification. Ms. Yanushka clarified that, should they choose to, agencies have the right to set additional criteria for their own preferences.

Chair Mudd spoke regarding the board's approval in March of the SCOOP Committee's recommendations for enhanced SCOOP benefits.

7. Review of professional and general services

Ms. Yanushka reviewed the types of professional services that are generally contracted at \$10,000 or greater. She reviewed the purchasing thresholds, the procurement process for each threshold and the small business participation in contracting for these services. Approximately \$17 million were awarded in service contracts and of those approximately 55% were awarded to



small businesses through the third quarter of fiscal year 2012. Sheltered market procurements were also reviewed during the presentation.

Chair Mudd commented on the sole source contracts, he stated that this is one area that needs to be constantly worked on.

8. Small Business Administration JOBS Act update

Dr. Garcia spoke in regards to the Small Business JOBS Act; in 2010 President Obama enabled the Small Business Administration to provide \$9.1 billion in small business loans for fiscal year 2011. The San Diego district office approved 705 small business loans totaling \$334 million.

Director Tu asked about the loan requirements, especially for those starting a new business. Dr. Garcia stated that if they had no previous business experience they looked at personal finances for loan approvals.

Director Dailey asked about the number of defaults on those new small business loans. Dr. Garcia responded that they do not have a number for those that are defaulting, but that historically they have had only a 1.75 default rate.

9. Discussion of communication plan for the Clearinghouse

Ms. Yanushka reported that she has been working with Purchasing, Information Services and Engineering regarding the best way to implement a Clearinghouse system. The process entails reviewing contract options, system options, system functions, and preparing member agencies communication. An update will be provided at the next SCOOP committee meeting.

10. Adjournment

There being no further business to come before the SCOOP Committee, Chair Mudd adjourned the meeting at 10:42 a.m.