

The **ECONOMIC** Strength of Oakland's Public Policies

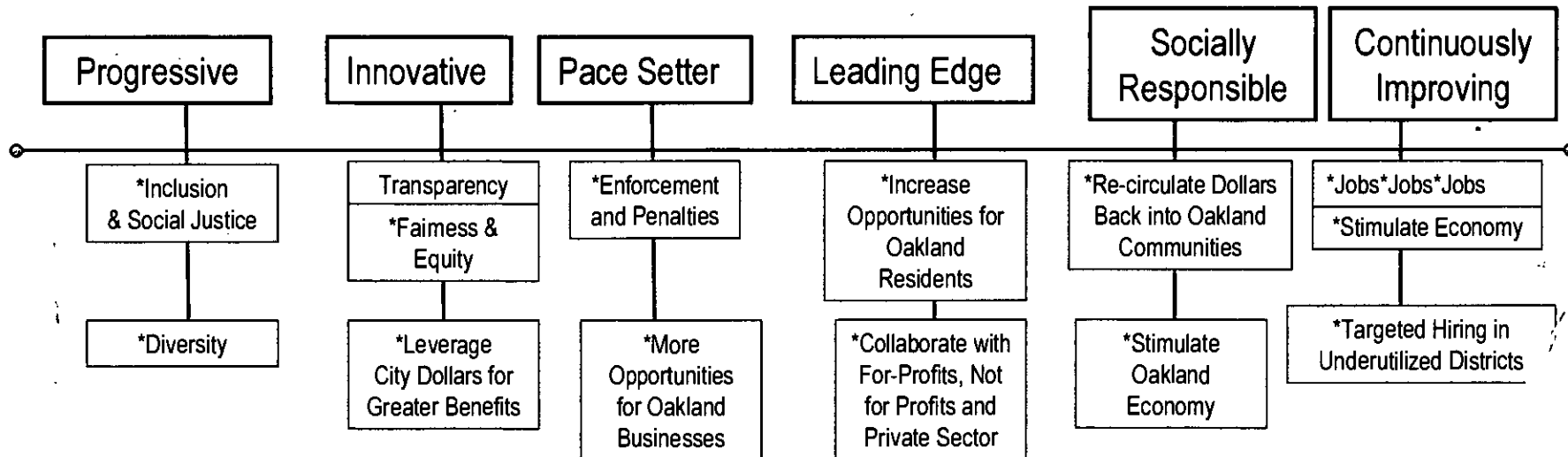
**Preference
Points & Bid
Discounts**

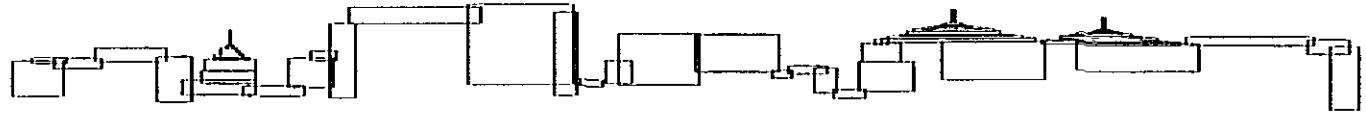
**50% L/SLBE
Business
Participation**

**Honoring Oakland
Residents and
Businesses**

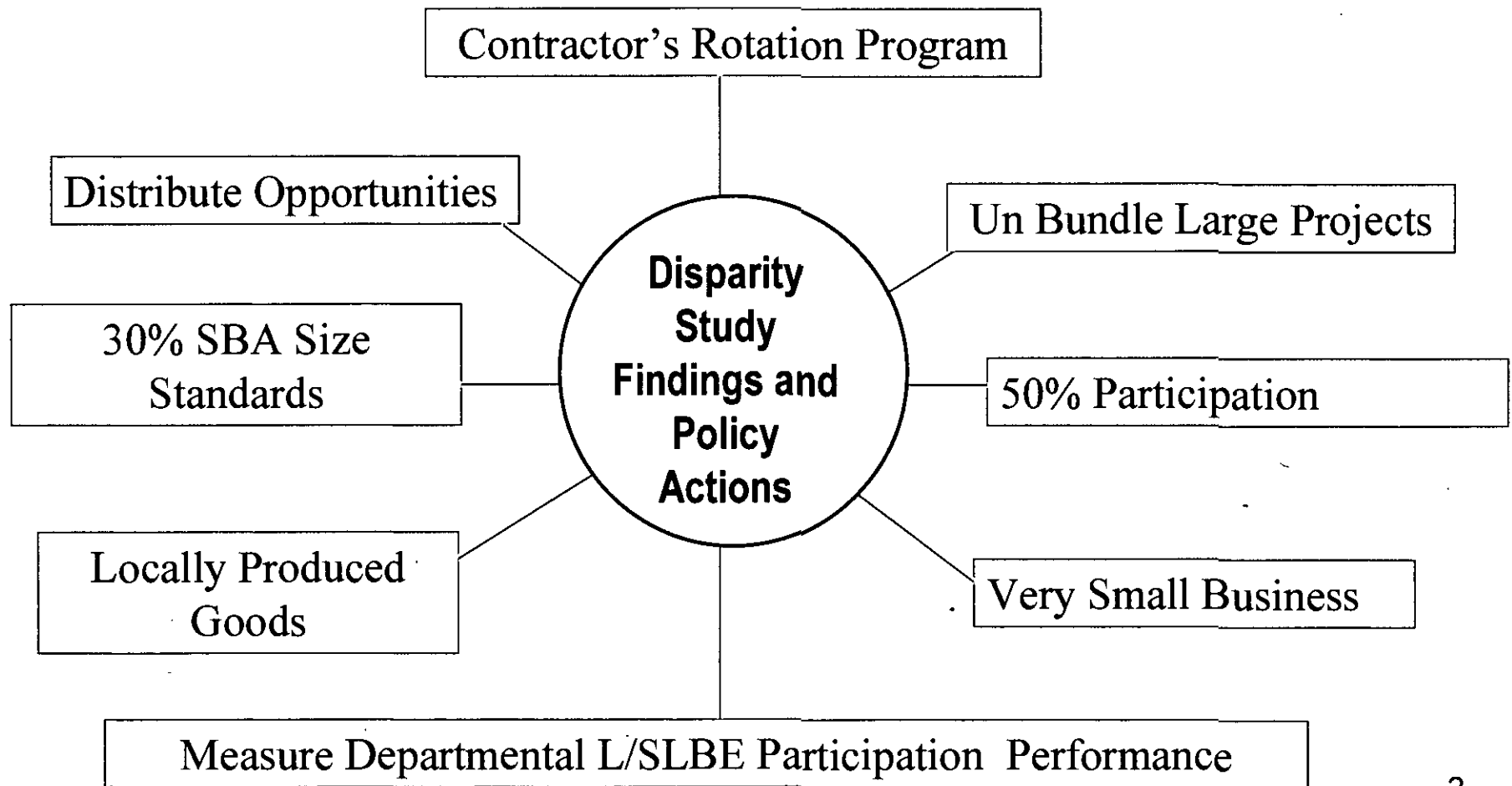
**Other Social
Justice
Policies**

44% LOCAL EMPLOYMENT PROGRAM & 45-50% L/SLBE PARTICIPATION



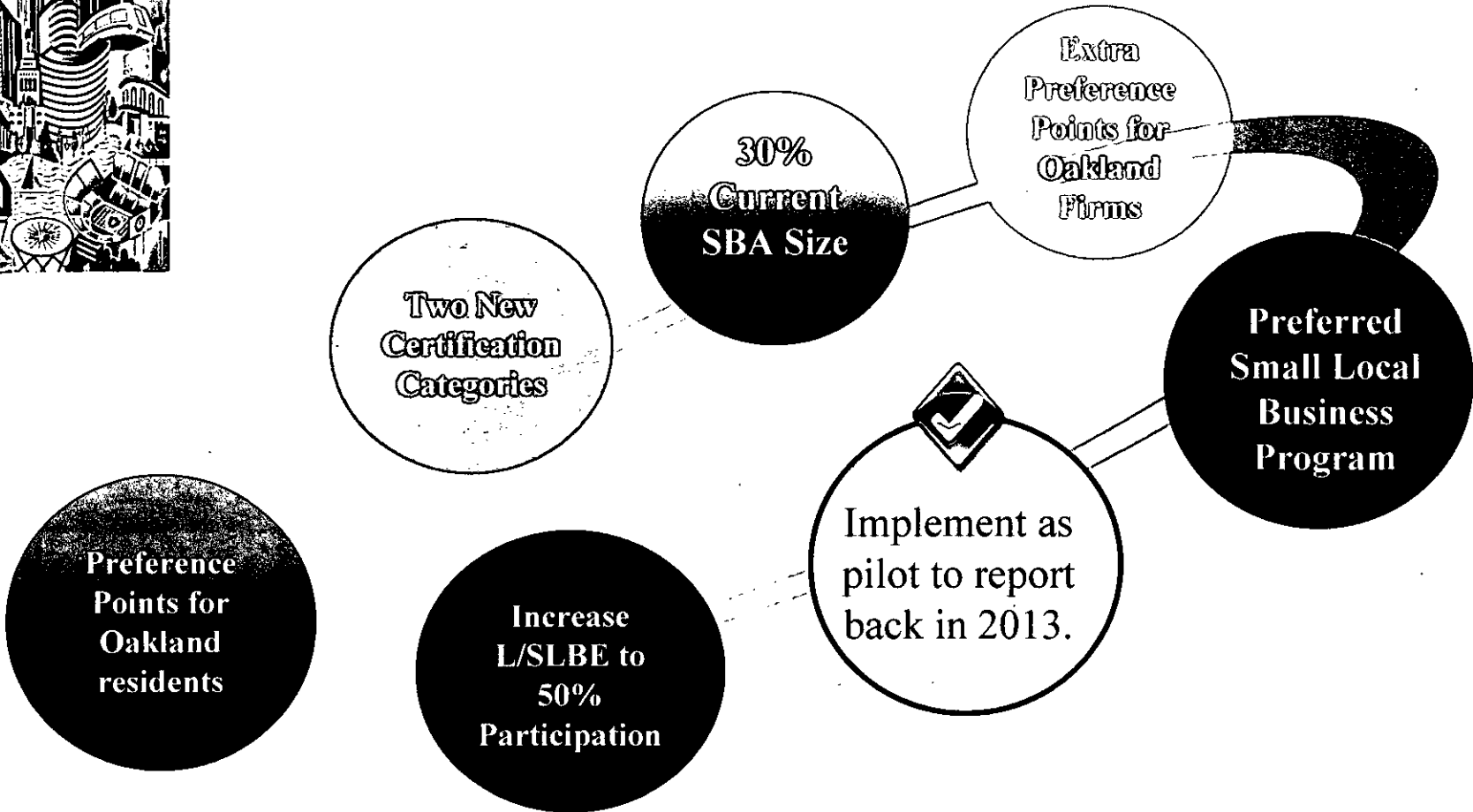


Disparity Study Recommendations



New Enhanced Social Justice Policies for Oakland Residents and Businesses !

Added benefits for small, emerging and locally produced goods.





50% L/SLBE PARTICIPATION -Oakland City Council will increase the level of business participation in City contracting from 20% to 50% or from 10% local and 10% small local to 25% local and 25% small local. An increase of 15%.

25% Local and 25% Small Local Split to meet minimum requirement

SLBE participation counts as full credit

LBE counts as 1/2 value and must be equally paired with SLBE

Locally Produced Goods earn value equal to SLBE preferences & bid discounts

**50%
Business
Participation**

Very small earns twice the preference points and bid discounts (up to 5%)

25% LBE and 25% SLBE Split to meet minimum requirement

**A&E = minimum
50% L/SLBE**

Current

L/SLBE Participation			Professional Services	Construction Services
LBE	SLBE	Total	Preference Points	Bid Discounts
10%	10%	20%	2 pts	2%
15%	15%	30%	3 pts	3%
20%	20%	40%	4 pts	4%
25%	25%	50%	5 pts	5%

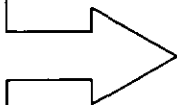
New

(3) L/SLBE Participation			Professional Services	Construction Services
LBE	SLBE	Total	Preference Points	Bid Discounts
25%	25%	50%	2 pts	2%
30%	30%	60%	3 pts	3%
35%	35%	70%	4 pts	4%
40%	40%	80%	5 pts	5%



- ❖ **WHAT ARE PREFERENCE POINTS and BID DISCOUNTS ?** Actions designed to stimulate the local economy by affording preferences and discounts for local business participation. They apply to proposals and bids when the City conducts a competitive Request for Proposal (RFP), Request for Qualifications (RFQ) or Notice Inviting Bids (NIB) process in order to buy professional and construction services or commodities.
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Preference Points

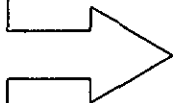


- ❖ **Preference Points** are additional points earned for meeting certain pre-defined conditions in the *Request For Proposal (RFP)* process ONLY.

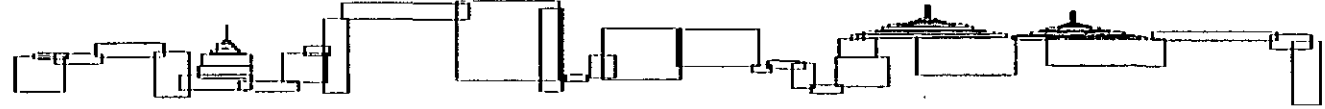
- ✓ During the RFP process additional points may be awarded during the evaluation phase of the Request for Proposal (RFP) process.
- ✓ Preference points are added to the total technical score (usually totaling 100 points) for meeting certain criteria as defined by the City in the RFP document.



Bid Discounts



- ❖ **Bid Discounts** – represent a reduced value for the sake of increasing L/SLBE participation. Bid Discounts are applied during the Notice Inviting Bids (NIB) process and when Purchasing Services solicits quotes. Bids may be discounted up to 5% of the total bid amount.



Extra Preference Points for operating a business (with a substantial presence in Oakland

Extra Preference Points for employing Oakland residents

Currently, proposers may earn up to 5 preference points.

Extra Preference Points for Oakland Firms under the RFP/RFQ Process

OPTION I Years in Oakland	
Years in Oakland	Additional Points
5 yrs	1 pt
10 yrs	2 pts
15 yrs	3 pts
20 yrs	4 pts
25 yrs	5 pts
Total	5 pts

Oakland Resident Workforce	
Workforce	Additional Points
Up to 24%	1 pt
25%- 49%	2 pts
50% -74%	3 pts
75%-99%	4 pts
100%	5 pts
New Hires	1 point
Total	6 pts

OPTION II Years in Oakland	
Years in Oakland	Additional Points
5 yrs	.5 pt
10 yrs	1 pts
15 yrs	1.5 pts
20 yrs	2 pts
25 yrs	2.5 pts
Total	2.5 pts

Oakland Resident Workforce	
Workforce	Additional Points
Up to 24%	.5 pt
25%- 49%	1 pts
50% -74%	1.5 pts
75%-99%	2 pts
100%	2.5 pts
New Hires	1 point
Total	3.5 pts

Using SBA Size Standards - Construction

Sub sector 236 – Construction of Buildings		2002 SBA	30% 2002 SBA	2010 SBA	30%	20%	15%	10%
236115	New Single-Family Housing Construction (except Operative Builders)	\$28.50	\$8.55	\$33.5	\$10.05	\$6.70	\$5.03	\$3.35
236116	New Multifamily Housing Construction	\$28.50	\$8.55	\$33.5	\$10.05	\$6.70	\$5.03	\$3.35
236117	New Housing Operative Builders	\$28.50	\$8.55	\$33.5	\$10.05	\$6.70	\$5.03	\$3.35
Sub sector 237 – Heavy and Civil Engineering Construction								
237110	Water and Sewer Line and Related Structures Construction	\$28.50	\$8.55	\$33.5	\$10.05	\$6.70	\$5.03	\$3.35
237310	Highway, Street, and Bridge Construction	\$28.50	\$8.55	\$33.5	\$10.05	\$6.70	\$5.03	\$3.35
237990	Other Heavy and Civil Engineering Construction	\$28.50	\$8.55	\$33.5	\$10.05	\$6.70	\$5.03	\$3.35

541 – Profess
and Technical

Offices of I

Title Abstr
Settlement

All Other I
Services

Offices of C
Public Acc

Payroll Ser

Other Acce
Services

Architectui

Landscape
Architectui

Engineeri

PROFESSIONAL SERVICES REQUIREMENTS

	<u>LBE Required?</u>	<u>SLBE Required?</u>	<u>VSLBE*ELB Program?</u>	<u>Preferences?</u>	<u>Local Hire Required</u>	<u>** Preferred SLBE Program</u>
1 Alameda CTC (Formerly ACTA)	70%	30%	Yes (See note)	No	Yes	Yes
2 Alameda County	No	20%	Yes (See Note)	5 or 10 points	Yes	NA
3 Contra Costa	No	50% (See notes)	NA	NA	NA	NA
4 Long Beach	No	Yes (see notes)	Yes	10%	No	No
5 City of Los Angeles	No	No (See note)	Yes	See note	No	No
6 Oakland	25%	25% Proposed	Proposed	Up to 5%	Yes	No
7 Port of Oakland	By project (See Note)	Set by project (See Note)	Yes	NA	Yes	NA
8 Sacramento	No	No	No	No (see note)	No	Yes (See note)
9 San Diego	Yes. (see note)	Yes. (see note)	Yes	5% up to \$50K	No	Yes (See Note)
10 San Francisco (SF)	Yes (See note)	No	20%. Increase 5% up to 50%.	10% for projects 10K to 10M	Yes	Micro-LBE for < \$400K
11 SF Re-development	NA	50% Goal (See note)	NA	NA	NA	NA
12 San Jose	NA	No	No	5% (See note)	No	No

PROFESSIONAL SERVICES REQUIREMENTS

	<u>LBE Required?</u>	<u>SLBE Required?</u>	<u>VSLBE/* ELB Program?</u>	<u>Preferences?</u>	<u>Local Hire Required</u>	<u>** Preferred SLBE Program</u>	
1	Alameda CTC (Formerly ACTA)	70%	30%	Yes (See note)	No	Yes	Yes
2	Alameda County	No	20%	Yes (See Note)	5 or 10 points	Yes	NA
3	Contra Costa	No	50% (See notes)	NA	NA	NA	NA
4	Long Beach	No	Yes (see note)	Yes	10%	No	No
5	City of Los Angeles	No	No (See note)	Yes	See note	No	No
6	Oakland	25%	25% Proposed	Proposed	Up to 5%	Yes	No
7	Port of Oakland	By project. (See Note)	Set by project. (See Note)	Yes	NA	Yes	NA
8	Sacramento	No	No	No	No (see note)	No	Yes (See note)
9	San Diego	Yes. (see note)	Yes. (see note)	Yes	5% up to \$50K	No	Yes (See Note)
10	San Francisco (SF)	Yes. (see note)	No	20%. 5% per Yr. to 50%.	10% projects 10K to 10M	Yes	Micro-LBE for < \$400K
11	SF Redevelopment	NA	50% Goal	NA	NA	NA	NA
12	San Jose	NA	No	No	5% (See note)	No	No



Soliciting from a pre-qualified pool of small local Oakland certified firms in a low bid and/or qualifications-based environment.

Previously

Contractor's
Rotation Program/
Sheltered
Market



**Preferred Small
Local Business
Program**

LOW BID

1. \$250,000 contracts
2. Solicit from pre-qualified pool of Oakland certified SLBE bidders
3. Issue Notice Inviting Bids.
4. Lowest Responsible and Responsive bidder prevails.
5. Evaluate minimum qualifications and create a list of L/SLBE bidders.
6. Three responsive bids must be received.
7. Default to open market where current policies apply.

QUALIFICATION BASED

1. \$250,000 contracts
2. Solicit from pre-qualified pool of Oakland certified SLBE proposers
3. Request submittal of required qualifications.
4. Three responsive proposals must be received.
5. Default to open market where current policies apply.

