

**CLERK OF THE BOARD OF SUPERVISORS
EXHIBIT/DOCUMENT LOG**

MEETING DATE & AGENDA NO. 08/26/2025 #29

STAFF DOCUMENTS (Numerical)

No.	Presented by:	Description:
1	Staff	11-page PowerPoint

2

3

4

5

PUBLIC DOCUMENTS (Alphabetical)

No.	Presented by:	Description:
A	N/A	

B

C

D

E

F

**APPROVE AMENDMENTS TO AND SUNSET OF BOARD POLICIES
RELATED TO ECONOMIC PROSPERITY AND PROCUREMENT AND
ADOPT AN ORDINANCE AMENDING ARTICLE XXIII OF THE SAN
DIEGO COUNTY CODE OF ADMINISTRATIVE ORDINANCES
RELATING TO COUNTY CONTRACTING, SECOND READING
(DISTRICTS: ALL)**

August 26, 2025

Agenda Item #29

SANDIEGOCOUNTY.GOV

Ebony N. Shelton, Chief Administrative Officer
Steve Lockett, Deputy Director, Office of Economic Development &
Government Affairs





Recap of Proposed Policy Changes

Expanding the Small Business Preference Program

- Expand the definition of a small business.
- Include nonprofits, veteran owned businesses and disabled veteran businesses.
- Prioritize local businesses.
- Create a Reciprocal Small-Local Business Certification Program.
- Increase the small-local business preference to 15%.

Simplify Doing Business with the County

- Increase the use of simpler methods of doing business.

Environmentally Preferable Purchasing

- Provide guidance on choosing environmentally responsible products and vendors.





Updates to Small Business Policy

Recognizing:

- **New** Disadvantaged Business Enterprise (DBE)
- **New** Social Equity Enterprise (SEE)





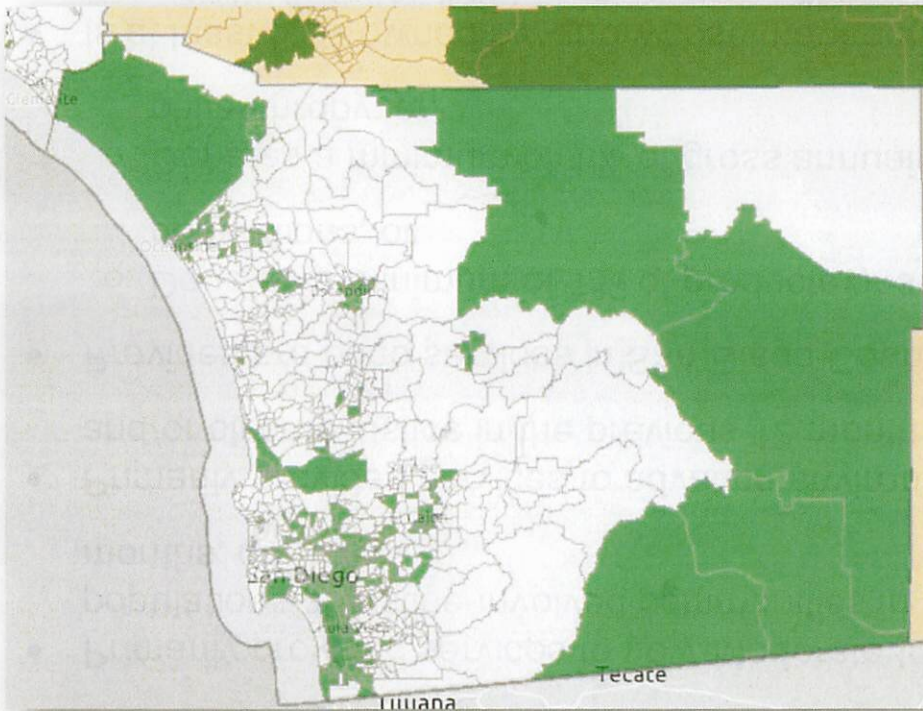
Disadvantaged Business Enterprise (DBE)

- **DBE is a federal designation:**
 - *A small business where socially and economically disadvantaged individuals own at least 51% of the business.*
- **Prop 209:**
 - *Governments cannot provide a preference to businesses based on race/ethnicity or gender.*
- **AB 2019**
 - *Outreach and procurement goals should include DBEs.*





Social Equity Enterprise (SEE)



2020 NMTC Tract

Source: [CDFI Mapping Tool](#)

- Proposed new business category to recognize businesses that aim to advance equity by addressing economic, social, and environmental disparities.
- For-profit or Non-profit that is headquartered in an area of San Diego County designated as qualifying for New Market Tax Credits (NMTC) on the Community Development Financial Institutions (CDFI) Fund Map.



Social Equity Enterprise (SEE)

- Primarily provided services to Low-Moderate Income (LMI) populations or justice-involved communities in the previous 12 months; or
- Primarily provided services to advance environmental justice and/or climate justice in the previous 12 months; or
- Provides pro bono services in San Diego County:
 - Donates a minimum of 1% of products or services to LMI populations; or
 - Donates a minimum of 1% of gross annual revenue to philanthropy; or,
- Is at least 51% owned by, and whose management and daily operations is controlled by, persons qualifying as LMI and/or that are justice-involved.





What Does This Mean?

Current Policy

5% Preference given to businesses that are:

- Certified by State as Small Business (SB) or Small Business for Purposes of Public Works (SB-PW).



Proposed Changes

15% Preference given to Local Businesses that are:

- Certified SB or SB-PW.
- Meet the employee and revenue criteria for SB or SB-PW.
- Veteran Owned or Disabled Veteran Owned Business.
- Has certification from the County's Reciprocal Small-Local Business Certification Program.
- Small Non-profits.
- **Social Equity Enterprise (SEE) *New*.**



Data Accountability and Transparency

Building a Strong Data Foundation:

- 30-, 60-, and 90-day action plan launched and multidisciplinary team mobilized.
- Assessing current data and systems, defining key metrics, and identify critical system updates.
- Enhancing BuyNet to allow voluntary self-identification by race, gender, and LGBTQ+ status, aligning with AB 2019.

Looking forward:

- Long-term, cross-departmental data governance working group to ensure transparency and continuous improvement.
- Annual report on progress and updates on efforts to engage socially and economically disadvantaged businesses.





Small Business Support

Navigating Changes

- Support, Training, and Education for Procurement (STEP) Program: free workshops and one-on-one assistance.

Looking forward:

- Bonding Underwriting Insurance for Local Development (BUILD) Pilot Program: free resources and funding for bonding and insurance.
- Compliance, Operations, and Readiness Education (CORE) Pilot Program: free bookkeeping assistance and training on labor compliance.
- Focused Outreach and On-Going Engagement.
- Exploring innovative ways to connect small businesses with opportunities.





Shifting the Culture

Empowering Staff to Drive Change

- Planning for a Phased Rollout
 - Immediate Readiness
 - Contracting Officer's Representative (COR) Academy Updates
 - Full Document Alignment

Looking forward:

- Support beyond compliance
- Identifying innovations





Recommendations

1. Adopt the Ordinance (second reading).
2. Approve recommended amendments to Board Policies.
3. Sunset Board Policies that have been consolidated into the language of other existing policies.
4. Direct an annual report back on the progress and outcomes achieved in the prior fiscal year.