

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

**MEETING DATE & AGENDA NO. 06/24/2025 #12**

**STAFF DOCUMENTS (Numerical)**

| No. | Presented by: | Description:       |
|-----|---------------|--------------------|
| 1   | Staff         | 14-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 (6/24/2025 – FIRST  
READING; 8/26/2025 – SECOND READING UNLESS ORDINANCE IS  
MODIFIED ON SECOND READING) (DISTRICTS: ALL)**

June 24, 2025

Agenda Item #12

SANDIEGOCOUNTY.GOV

Brian Albright, Deputy Chief Administrative Officer

Steve Lockett, Deputy Director, Economic Development & Government Affairs





# COMMITMENT TO ECONOMIC PROSPERITY



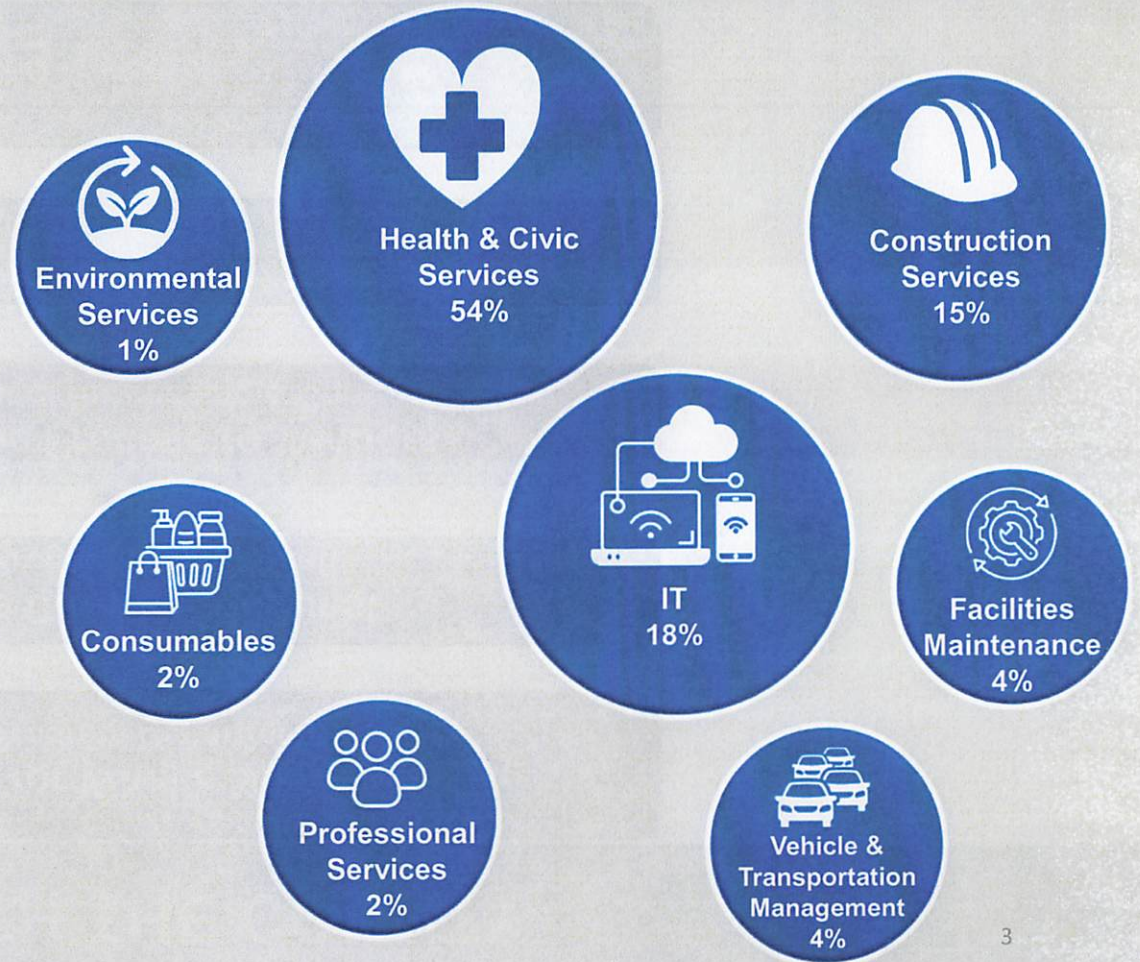
The County of San Diego is committed to advancing **opportunities for economic growth** and development to all individuals and the community



# LEVERAGING OUR IMPACT

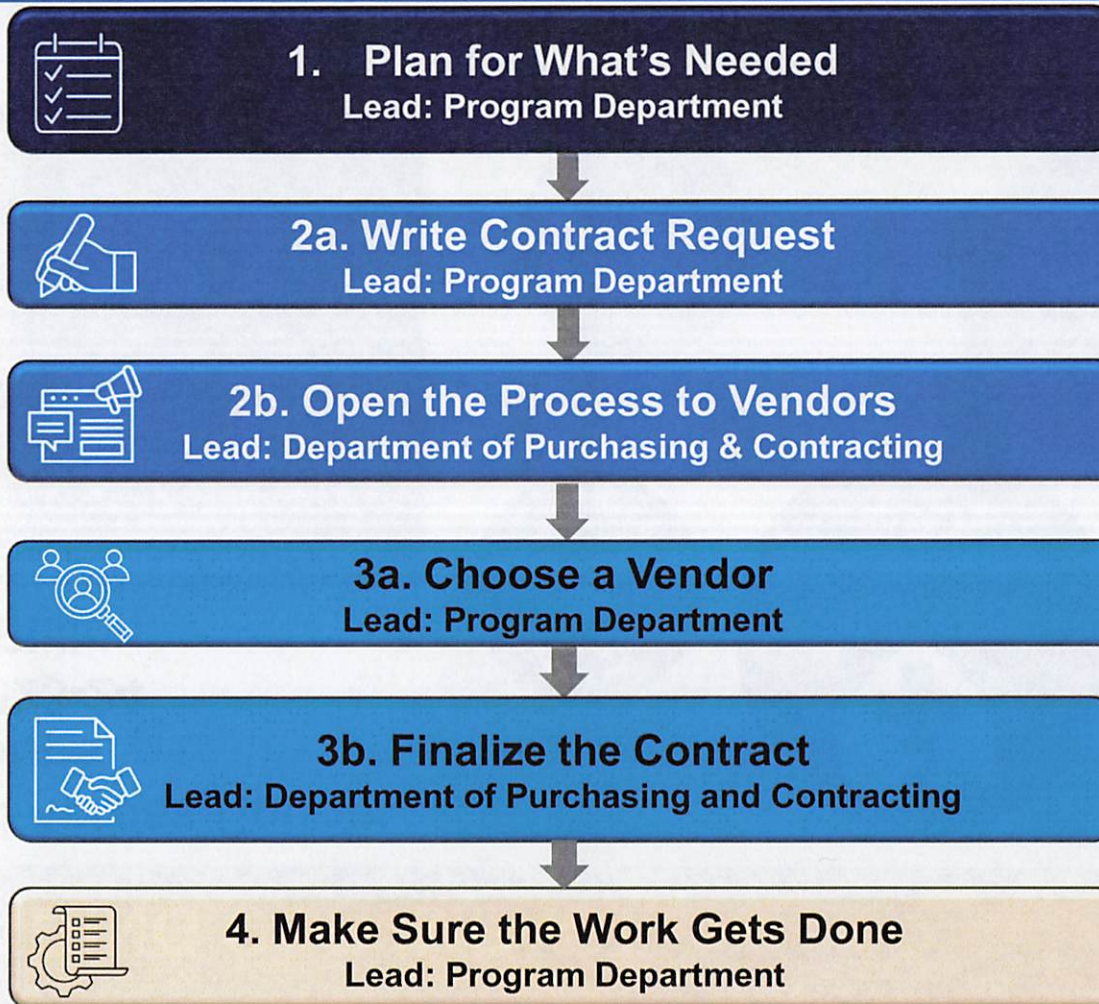
## Contract Spend Across County Groups FY 2023-24 \$2.2 Billion

|          |                                      |
|----------|--------------------------------------|
| \$1.1B   | Health and Human Services Agency     |
| \$637.8M | Finance and General Government Group |
| \$337.6M | Public Safety Group                  |
| \$161.M  | Land Use and Environment Group       |





# DOING BUSINESS WITH THE COUNTY



# SHAPED BY COMMUNITY VOICES

- Provide Help Navigating the Process
  - Small Business Development Unit with a dedicated Small Business Manager
  - Support, Training, and Education for Procurement (STEP) Program Expansion of Technical Assistance





## SHAPED BY COMMUNITY VOICES

- Address Insurance Barriers

- Coming Summer 2025:

- Bonding Underwriting Insurance for Local Development (BUILD) Pilot Program
- Compliance, Operations and Readiness Education (CORE) Pilot Program

- Future Programs:

- Business site ownership and succession planning

- More Communication and Transparency

- Forecast of Business Opportunities
- Partnering with the Council for Supplier Diversity and others to strengthen communication

# SHAPED BY COMMUNITY VOICES

- Expand Opportunities for Nonprofits
  - Continue engaging with nonprofits to better understand barriers
- Support for County's Improvements
  - Creating a communication plan including plain language resources and mechanisms for on-going feedback.
- More Data and Accountability
  - Developing a data and metrics plan







# CURRENT DEMOGRAPHIC DATA

**1,727 Vendors Total**

**461 Vendors provided  
demographic data**

**28 Women Owned**  
\$17.8 Million in Contract  
Spend

**32 Veteran Owned**  
\$3.2 Million in Contract  
Spend

**59 Minority Owned**  
\$40.2 Million in Contract  
Spend



# UPDATING POLICIES AND ALIGNING WITH AB 2019

## Expanding the Small Business Preference Program

- Expand the definition of a small business
- Include nonprofits, veteran owned businesses and disabled veteran businesses
- Increasing Access for Disadvantaged Business Enterprises (DBEs)
- Prioritize local businesses
- 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

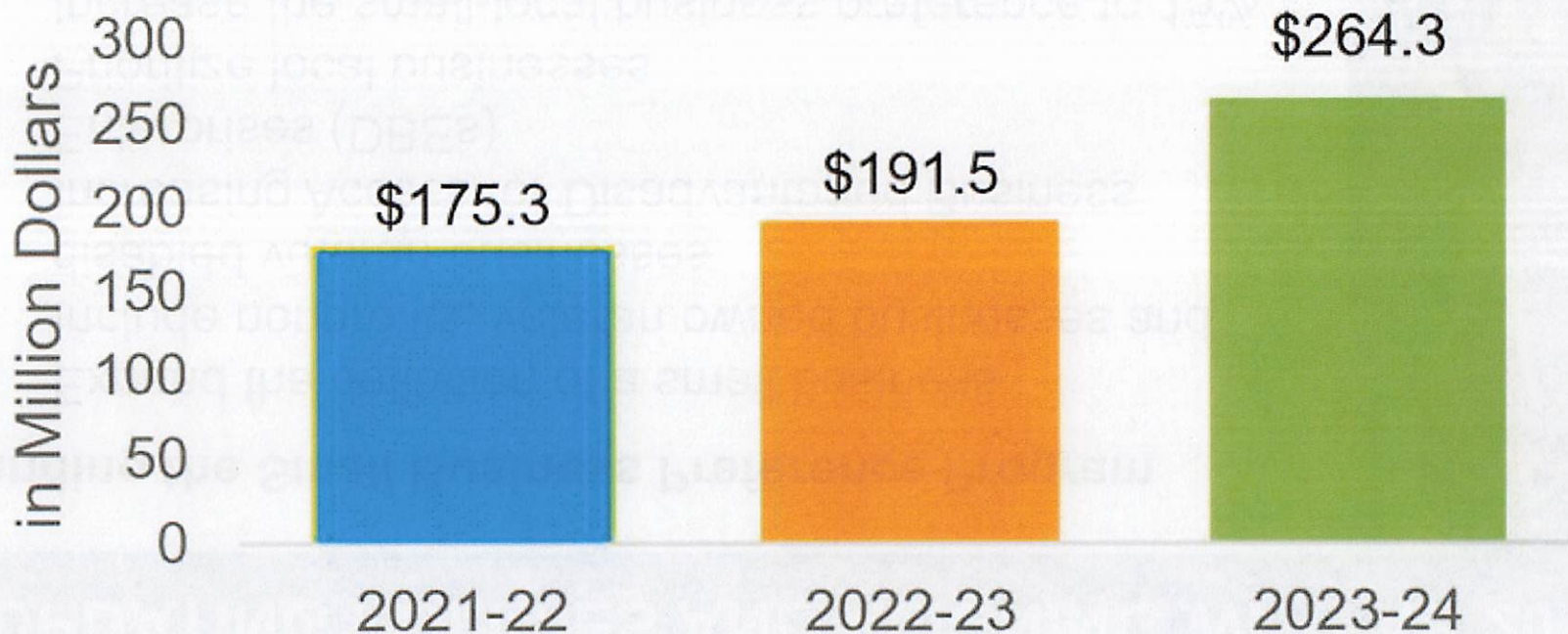
- Provide guidance on choosing environmentally responsible products and vendors





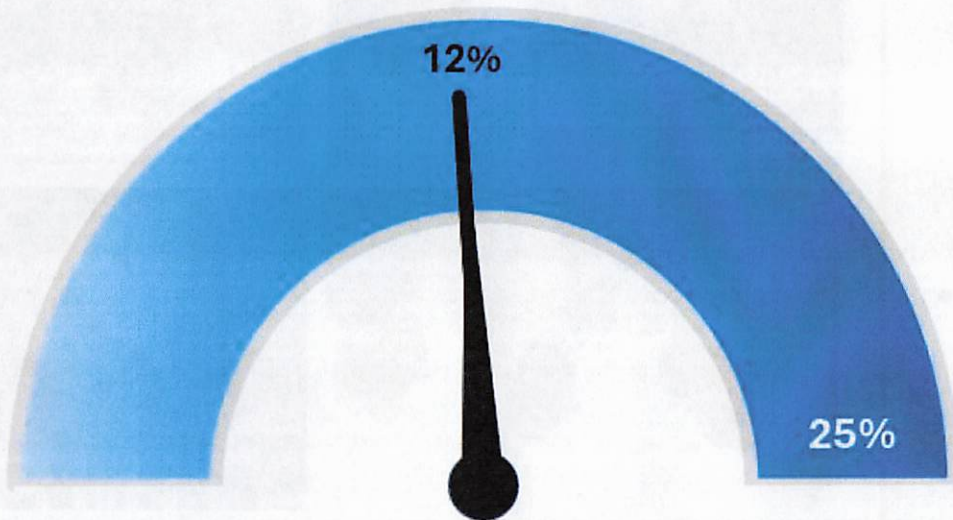
## INCREMENTAL GROWTH

### Spending With Local and Small Businesses





## PROGRESS TOWARDS GOAL



- 2025-26: \$678 million in contracts up for re-procurement
- Monitor prime contractor – subcontractors data
- Simplified contracting practices
- Redesign how we do business with the community



## NEXT STEPS



- If approved, policy changes go into effect September 25, 2025
- Staff developing:
  - Tools, Resources, Communication Plan
  - Data and Metrics Plan



## RECOMMENDED ACTIONS

1. Approve the introduction of the Ordinance amending the Administrative Code (first reading)
2. If approved today, then on August 26, 2025:
  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

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