

San Pablo Economic Opportunity Policy

Exhibit 1 to Resolution No. 2018 -- 2/22/18 – Page 1

Policy Goal	City Contracts for construction (e.g. roads, buildings and other facilities)	City Contracts for Consultant Services (e.g., engineers, planners, auditors)	City Contracts for Other Services (e.g., security, maintenance, janitorial)	Grants by City	Leasing City Property (e.g., library café space)	Selling City Property
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Local Employment	<p><i>-Construction contracts awarded by the City over \$3 million shall have Local Resident employment and/or apprentice goals with % dependent on type of project, trades involved, other factors as appropriate. Contractors must demonstrate good faith efforts to meet goals with own employees or subcontractor’s employees</i></p> <p><i>-For all public works construction contracts: require outreach to EDC for vacancies</i></p>	<p><i>-Require outreach to EDC for vacancies</i></p>	<p><i>-Service contracts for over \$1 million shall have Local Resident employment goals as appropriate</i></p> <p><i>-For all service contracts, require outreach to EDC for vacancies</i></p>	<p><i>When soliciting competitive proposals for grant awards, City will require applicants to include proposed local employment approach</i></p>	<p><i>-City will negotiate outreach requirements or Local Resident employment goals into lease, if appropriate for project</i></p> <p><i>-When soliciting competitive proposals from prospective tenants, City will require proposers to include their proposed local employment approach</i></p>	<p><i>-City will negotiate outreach requirements or Local Resident employment goals into land sale agreement (such as Disposition and Development Agreement “DDA”), if appropriate for project</i></p> <p><i>-When soliciting competitive proposals, City will require proposers to include their local employment approach</i></p>
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Notes:

- City staff, in consultation with the City Attorney, will develop procedures and contract language to implement above requirement
- Local Resident” means a resident of San Pablo.
- “Local Business” means an entity operating a place of business in San Pablo, with a current business license.
- “Small Local Business” is a Local Business that has less than 50 employees or less than \$2M annual gross receipts.
- “EDC” means the San Pablo Economic Development Corporation.
- Certain policy elements above cannot be implemented on federally-funded projects.

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Exhibit 1 to Resolution No. 2018 -- 2/22/18 – Page 2

Policy Goal	City Contracts for construction (e.g. roads, buildings and other facilities)	City Contracts for Consultant Services (e.g., engineers, planners, auditors)	City Contracts for Other Services (e.g., security, maintenance, janitorial)	Grants by City	Leasing City Property (e.g., library café space)	Selling City Property
Local Contracting – prime contracts over \$5K	<p><i>-City staff notifies EDC of all construction contracts over \$5K that the City is awarding</i></p> <p><i>-EDC notifies Local Businesses of bidding opportunity and provides technical assistance</i></p>	<p><i>-SPMC §3.16.100 requires City to implement a 5% bid preference to Small Local Businesses in contract award, with amount of bid preference capped at \$5K</i></p>	<p><i>-SPMC §3.16.100 requires City to implement a 5% bid preference to Small Local Businesses in contract award, with amount of bid preference capped at \$5K</i></p>	<p><i>-When soliciting competitive proposals for grant awards, City will require applicants to include their proposed local contracting approach</i></p>	<p><i>-City will negotiate outreach requirements or local contracting goals in lease if appropriate for project.</i></p> <p><i>-When soliciting competitive proposals for prospective tenants, City will require proposers to include their proposed local contracting approach</i></p>	<p><i>-City will negotiate outreach requirements or local contracting goals in land sale agreement if appropriate for project (e.g. Disposition and Development Agmt “DDA”).</i></p> <p><i>-If competitive proposal process, City will require proposers to include their proposed local contracting approach</i></p>
Local Contracting – Subcontracts (e.g. trucking, paving, Security)	<p><i>-City construction contracts will include requirement that bidders and awardees contact EDC regarding subcontracting opportunities</i></p> <p><i>-EDC notifies Local Businesses of bidding opportunities and provides technical assistance</i></p>	<p><i>-City consulting contracts will include requirement that bidders and awardees contact EDC regarding subcontracting opportunities</i></p> <p><i>-EDC notifies Local Businesses of bidding opportunities and provides technical assistance</i></p>	<p><i>-City service contracts will include requirement that bidders and awardees contact EDC regarding subcontracting opportunities</i></p> <p><i>-EDC notifies Local Businesses of bidding opportunities and provides technical assistance</i></p>	<p><i>-If grantee may award contracts in course of performance, include requirement that grantee contact EDC. Staff may impose contracting goals for Small Local Business and as appropriate</i></p> <p><i>-EDC notifies Local Businesses of bidding opportunities and provides technical assistance</i></p>	<p><i>-If tenant may award contracts related to tenancy, City will negotiate outreach requirements or local contracting goals in lease if appropriate for project</i></p> <p><i>-When soliciting competitive proposals for prospective tenants, City will require proposers to include their proposed local subcontracting approach</i></p>	<p><i>-City will negotiate subcontracting outreach requirements or local subcontracting goals in land sale agreement if appropriate for project (e.g. Disposition and Development Agmt “DDA”)</i></p> <p><i>-If competitive proposal process, City will require proposers to include their proposed local subcontracting requirements for contracts they will award</i></p>
Local Contracting–small prime contracts (under \$5K)	<p><i>City to attempt to award construction contracts to Small Local Businesses, when award process is informal</i></p>	<p><i>SPMC §3.16.090 requires City to attempt to award consulting contracts to Small Local Businesses, when award process is informal</i></p>	<p><i>SPMC §3.16.090 requires City to attempt to award service contracts to Small Local Businesses, when award process is informal</i></p>	<p><i>When soliciting competitive proposals for grant awards, City will require applicants to include proposed Small Local Business approach</i></p>	<p><i>City will negotiate outreach requirements or Small Local Business goals in lease if appropriate for project</i></p>	<p><i>-City will negotiate outreach requirements or Small Local Business goals in land sale agreement if appropriate for project</i></p>