A Contractor’s Perspective
on Fresno and the Significant Potential Economic Impact of Revitalizing the Blackstone Corridor

CLINT WILLIAMS
BUSINESS DEVELOPMENT MANAGER
TURNER CONSTRUCTION COMPANY
History and Economics

The relationship between the two
The Rolling Stones, Sting and The Police, Journey
Blackstone History
Ratcliffe Stadium – West Coast Relays

Jackie Robinson, OJ Simpson, and 30 World Records Performances!
Blackstone History
Was and still is the heartbeat of Fresno Streets

They came, shopped, dined, and stayed
Why a Better Blackstone?

- Collaborative Partnerships
- Workforce Development Opportunities
- Develop a new generation of skilled labor
- Increase subcontractor and supplier database
- Enhanced Contract Opportunities
- Labor and Contracting Goals that put Fresno to Work
- Commit to Post Construction Job Opportunities
How to develop a Better Blackstone

- Collaborative Partnerships

[Logos and names of various partners]
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- Workforce Development
- Low Income
- Homeless
- Ex-Offenders
- Veterans
- Priority Zip Codes
- Public Assistance
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 Agency supported Local, and Small Business Utilization Plan

Meeting Date: 12/10/2013
Report Type: Staff/Discussion
Report ID: 2013-00909

Title: Sacramento Entertainment and Sports Center Local and Small Business Involvement Plan
Location: Downtown Plaza, District 4

Issue: In the Sacramento Entertainment and Sports Center (ESC) Term Sheet approved by the City Council, Sacramento Basketball Holdings LLC (SBH) is responsible for all phases of the planning, design, development, and construction of the ESC. On October 29, 2013, City Council approved a set of goals that guide the design, construction, and operation of the ESC. One of those goals identified a desire to leverage the project to develop local businesses and spark economic growth and redevelopment in the Central Business District. As the developer of the project and to address this City goal, SBH has prepared a plan to promote the involvement of local and small businesses in the project.

Recommendation: Review and comment on SBH’s proposed Local Business Enterprise and Small Business Enterprise Utilization Plan for work associated with the design and construction of the ESC project.

Contact: John Dangberg, Assistant City Manager, (916) 808-5704; Desmond Harrington, ESC Project Manager, (916) 808-5704, Office of the City Manager
Presenter: Chris Granger, President, Sacramento Kings
Clint Williams, Business Development Manager, Turner Construction
Clothilde V. Hewlett, Partner, Nossaman LLP
Department: City Manager
Division: Executive Office
Dept ID: 02001011

SACRAMENTO ENTERTAINMENT AND SPORTS CENTER
LOCAL BUSINESS ENTERPRISE / SMALL BUSINESS ENTERPRISE UTILIZATION PLAN FOR DESIGN AND CONSTRUCTION OPPORTUNITIES

The Sacramento Kings ("Kings") are committed to promoting transformative job creation and economic growth for the Sacramento region via the development of a new, state-of-the-art entertainment and sports center ("ESC") in downtown Sacramento.

To that end, the Kings, in consultation with the City of Sacramento ("City"), Turner Construction, and local business and civic groups have developed a plan to promote participation by Local Business Enterprises ("LBE") and Small Business Enterprises ("SBE") in contracting opportunities related to the ESC.

A. Eligibility
A business is eligible to participate as an LBE if it satisfies the following criteria:

- The business is a sole proprietorship, partnership, limited liability company, corporation, or any other business entity that provides services required for the development of the ESC, including but not limited to bidable design, construction, and professional services, and other services identified by the Kings ("ESC Work").

- The business has held a legitimate business presence in the counties comprising the Sacramento metropolitan region ("Local Counties") for at least twelve (12) consecutive months prior to bidding. Evidence of legitimate business presence in the Local Counties includes either of the following:
  (a) Having a current business license issued by any of the Local Counties; or
  (b) Having either of the following types of offices or workspaces operating legally within any of the Local Counties:
     - The LBE’s principal business office or workspace; or
     - The LBE’s regional, branch, or satellite office.
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► Commit to Post Construction Job Opportunities

Low-income youth to work at Golden 1 Center under partnership with non-profit

Jun 1, 2016, 6:52am PDT

Kings and Legends Announce New Youth Jobs Program for Golden 1 Center

Juma Ventures will Provide Jobs and Educational Support to High-Need Youth in Sacramento

Sacramento, Calif – Today, the Sacramento Kings and Legends Hospitality announced a new partnership with Juma Ventures to provide employment opportunities at Golden 1 Center, opening in October, and educational support to low-income high school students in the Sacramento region.

Through Juma, 60 under resourced youth per year will be employed at the Golden 1 Center, working at select food and beverage stations throughout the facility. In addition, participating youth will access additional support services that include tutoring, college prep, mentoring, and life skills training.

"Hard work and a fair shot are the building blocks of a prosperous future," said Kings President Chris Granger. "We’re thrilled to partner with Juma and Legends to help local students discover and develop new life-skills, as well as help fund their college education."

Youth Jobs Program at Golden 1 Center

The Sacramento Kings have announced a new jobs project with the help of Juma Ventures to help provide jobs and educational support to high-need youth in Sacramento. Paul and Bethany are in the studio with Sacramento City Council Member Jay Schmiter and Kings VP of community Scott McQu, Through Juma, 60 under-
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- Get inspiration from others who have done it before

BEFORE

AFTER
How to develop a Better Blackstone

/sample program overview

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**Key Activities**
- Job Forecasting & Bid schedule
- Benchmarking
- SBE & DBE definitions
- Goals & Targets
- Stakeholder input
- Small business policy

- Advertisements
- Email distribution list
- Database
- Community Meetings
- Job Fairs
- Community “Road show” events
- Web & Social Media
- Media

- Prequalification requirements
- Firm Analysis
- Prima-sub matchmaking & Incentives
- Procurement plan
- Caravans – Small Business Exclusions (non-union)
- Bonding assistance – absolutely – Ingrid Memmweber

- Application assistance
- Credentialing assistance
- Cost reduction?
- Turner School of Construction Management
- Certification assistance

- Union apprenticeship Programs
- Pre-Apprenticeship Programs
- Job Resource Center
- Other TBD
- Administration and Monitoring goals and progress

**KEY PARTNERS**

Building Trades, City of Sacramento, Community Based Organizations