

# LA Unified Board of Education Facilities & Procurement Committee

## April 28, 2026



# Committee Purpose

The Facilities & Procurement Committee will examine District facilities and procurement processes and projects to promote public transparency and awareness. The committee will identify barriers and make recommendations to streamline and improve current policies and practice.



# Agenda

1. Welcome & Introductions
2. Procurement Overview: Request for Proposals (RFPs) and Benches
3. Discussion of Proposed Facilities Procurement Delegation of Authority
4. Facilities Advocacy Update
5. Update on Shade Over Play Projects





# Procurement Services Division

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## Solicitation Strategies and Benches

Facilities & Procurement Committee  
April 28, 2026



## Procurement Services Division

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Solicitation Strategy



Areas of Opportunity

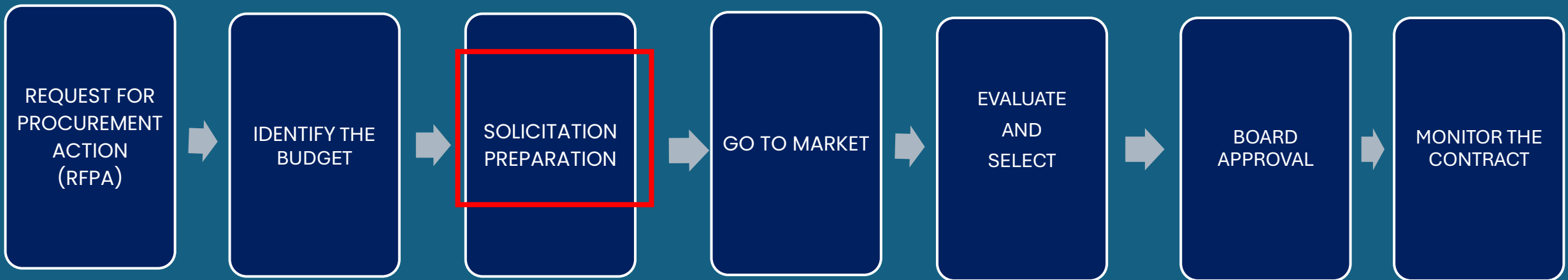


Procurement Division Updates

## Procurement Services Division

### Solicitation Strategy

#### 7 STEP SOURCING METHODOLOGY



## Procurement Services Division

### Solicitation Strategy

# THE DIFFERENCE BETWEEN PURCHASING AND STRATEGIC SOURCING

#### Focus:

- Strategic sourcing prioritizes long-term value and total cost (including quality/risk).
- Purchasing focuses on immediate transactional costs and unit price.

#### Relationship:

- Strategic sourcing builds partnerships with suppliers for innovation.
- Purchasing is often transactional with competitive bidding

#### Approach:

- Strategic sourcing is proactive and analytical.
- Purchasing is reactive and administrative.

#### Time Horizon:

- Strategic sourcing looks at long-term requirements.
- Purchasing handles daily operational needs.

#### Outcome:

- Strategic sourcing reduces risk and improves efficiency.
- Purchasing ensures immediate availability of goods.

## Procurement Services Division

### Solicitation Process

# WHAT ARE WE BUYING ?

What is the purpose of the purchase?

When do we need it?

Who is going to receive the service/product ?

What happens when we no longer need it?

Where is this purchased outside of LAUSD?

Is it legally or statutorily required?

How much do we need a week, month, year?

## Procurement Services Division

### Solicitation Process

#### HOW DO YOU BUY IT?

Conduct Market Research

Hold Industry Forums

Issue a Request for Information

Standardize requirements

Consult Certifying Bodies

Create a marketable scope of work

Use Terminology commonly found in the market

## Procurement Services Division

### Solicitation Process

# HOW CAN WE GET THE BEST PRICE ?

Buy based on volume

Create competition

Configure not Customize

Use the Pareto Principal

Make it scalable

Consolidate purchases

Reduce the risk to  
the supplier

Weighted Cost Methods

Plan for the total cost  
of ownership

## Procurement Services Division

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### Areas of Opportunity

Making data driven decisions based on traditional volumes and anticipated future volumes, when possible.

Developing contingencies when creating a source of supply .

Promoting simplicity in scope, specifications and processes to attract participation in a competitive environment.

Initiating future procurement actions, at a minimum of a year before expiration.



## Procurement Services Division

### Areas of Opportunity

# OPPORTUNITIES WITH MASTER AGREEMENTS

## MASTER AGREEMENT

When multiple contracts have been awarded for a particular service, a "bench" is created. **Bench Contracts provide the District with greater flexibility and provide schools and offices with an efficient way to procure the services they need.** The contracts are utilized in support of schools and offices District-wide. Procurement has negotiated the terms, conditions, and pricing so that you do not have to.

- Arts (various)
- College Access Planning and Reporting
- College and Career Readiness
- Cooperative and Harmonious Play (formerly Safe and Civil Play)
- Digital Instructional Tools
- Dropout Prevention
- Instructional Materials for English Language Learners
- Math Coaching
- Online Credit-Bearing Courses
- Photography
- Program Evaluation Services
- School Enrollment Services and Resources
- School Leadership Professional Development
- Site Based Technology Services
- STEAM
- Supplemental Social Emotional Learning Curriculum
- Tutoring
- Yearbook

## Procurement Services Division

### Areas of Opportunity

# OPPORTUNITIES WITH MASTER AGREEMENTS

Current process :

A Request for Proposal (RFP) is broadly scoped with qualification-based selection to create a pool of interested suppliers.

Contracts are drafted **without a commitment**, the issuance of a contract requires the supplier to assume upfront cost (i.e. insurance, fingerprint clearance, etc.) and the district to manage formal agreements with a value of \$0.

Sponsors are directed to a directory and to negotiate service level options for themselves.

Spending capacity is added to each vendor as needed and total capacity is managed manually.

EXAMPLE:

**Directory of Providers for  
Tutoring Services**



**75 Page Guide**

## Procurement Services Division

### Areas of Opportunity

# OPPORTUNITIES WITH MASTER AGREEMENTS

### Observations:

The total Tutoring bench is authorized for \$285,000,000

FY23-25 invoice totals equal \$199,198,008

Expenses for vendor services range from \$0-\$92M

Each agreement allows for a unique approaches to service delivery with no common to standardize order formats, prices or invoicing.

The scope offers multiple categories without significant distinction. (Staff, Parent Family, EEC, Elementary, Middle, High School, Digital Tools, Saturday/Weekend, Summer).

### Spend Activity FY 23-26 (6/22/22-Current)

35 Board approved Suppliers with invoices from \$0-\$92M

6 = \$0

12 = Less than \$1 M

6 = over \$1M but less than \$3M

4 = over \$3M but less than \$10M

5 = over \$10M but less than \$30M

3 = over \$30M but less than \$100M

## Procurement Services Division

### Areas of Opportunity

# OPPORTUNITIES WITH MASTER AGREEMENTS

### Strategies:

The commodity and/or services should have a baseline of service offerings with pre-negotiate, firm-fixed prices (as a not to exceed rate).

The District's definition of categories can ensure that there is a similar level of service from all pre-qualified suppliers.

A Request for Qualifications (RFQ) will result in a pre-qualified list of suppliers (for 1-5 years) following a **1-2-week evaluation**.

Maintaining a pool of suppliers will stimulate competition and create contingencies .

### Anticipated Improvements :

Agreements can be formed as non-competitive purchases up to the bid limit.

A minimum of 3 suppliers will be invited to participate in an abbreviated evaluation that considers price, capacity and availability (if over \$250K)

The supplier will assume cost for insurance and fingerprint clearance **with a commitment** for services for a specified amount, and with fixed costs.

Contracts will be ratified for specific scopes at fixed amounts, and the award capacity can be managed in Ariba.

## Procurement Services Division

### Procurement Division Updates

## Actions – What have we done?

### Quarter 1

Created a forecast of contract actions

Strengthened compliance of monitoring contract capacity

Re-established a rebate reconciliation process

### Quarter 2

Aligned buying staff roles and responsibilities

Increased technical support for schools

Updated templates and tools

### Quarter 3

Leadership training for management staff

Identified contracts to consolidate

Increased visibility of purchasing activity



## Procurement Services Division

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### Procurement Division Updates

#### Actions – What do we have planned ?

Encouraging sponsors to make decisions based on the total cost of ownership.

Using the Requests for Qualifications to maintain contingent sources of supply.

Encouraging team members to challenge legacy approaches to scope of work development, purchasing, contracting and delivery models.

Facilitating communications with suppliers through QBRs, requests for information and forums to maintain an industry perspective .

A renewed focus on capturing and analyzing data as indicators of buying patterns and habits. Ex. Requiring quarterly sales reports.





# LAUSD

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**Martha Alvarez, Chief of Legislative Affairs & Governmental Relations**

Office of Governmental Relations

April 28, 2026

# 2026 Legislative Priorities

- **AB 1809 (Fong)** – Public contracts: school and community college districts (LAUSD Sponsored)
  - Removes sunset on Job Order Contracting statute for School Districts and Community Colleges.
  - Job Order Contracting (JOC) is an alternative project delivery method allowing schools to negotiate service terms in advance and complete multiple individual construction projects under a single master contract
  - Contracts are awarded to the most qualified bidder who is licensed, bonded, and general liability insured. The bidder agrees to a fixed period, fixed unit price, and indefinite quantity contract for public works or maintenance projects.
- **SB 1107 (Stern)** – School facilities: shade structures (LAUSD Sponsored)
  - Amendments under development may allow for further cost savings by bundling multiple design-build project scopes into a single bid.

# 2026 Legislative Priorities

- **AB 2067 (Patel)** – School facilities: leasing real property (LAUSD Supported)
  - Extends the authorization for the competitive selection process for awarding lease-leaseback contracts for school construction projects through July 1, 2032.
  - Los Angeles Unified has used lease-leaseback in the past and now utilizes best value as the preferred delivery method. The District supports maintaining lease-leaseback as an option should it be needed in the future.



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# Shade Over Play: Program Update

Facilities and Procurement  
Committee Meeting  
April 28, 2026

# Program Overview



## Installation of Shade Shelters Over Play Structures

- \$40M identified in School Upgrade Program
- 49 projects districtwide; additional projects will be identified if funds remain

## Other Upgrades Based on Site Conditions May Include:

- Replacement of play matting
- Repair of play structure
- ADA accessibility improvements
- Mitigation for soil conditions

# Progress to Date

## Planning

- Developed and approved prioritization methodology
- Established priority list of 49 schools
- Developed implementation strategy

## Due Diligence

- Initiated geotechnical investigations for eight (8) liquefaction zone sites
- Completed due diligence and site visits at 20 sites

## Project Delivery

- Advancing first projects to May BOC / June BOE
- Conducted market research and outreach to shade shelter manufacturers with DSA Pre-check (PC) products

# Install Shade Shelters Over Play Structures

## Prioritization Methodology

**49 initial projects anticipated**



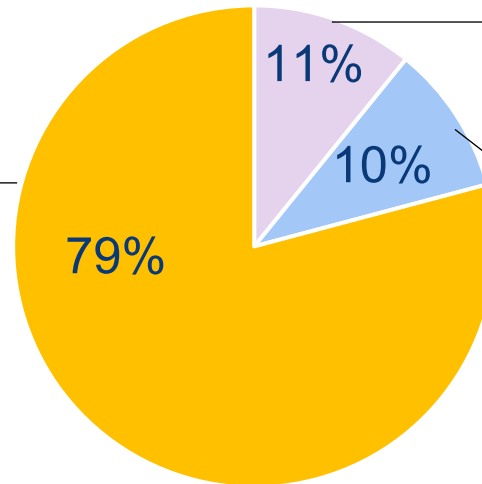
**Each Board District receives equal distribution**



### **Prioritization:**

- a) Elementary Schools without shade over play structures
- b) 250+K-5 enrollment
- c) Ranked by Student Equity Need Index

387 elementary schools without shade over play structures



53 elementary schools with current or planned shade over play structures

49 elementary schools proposed with Measure US funds

# Shade Shelters Over Play Structures Projects

Equally Distributed across Board Districts  
All sites with 250+K-5 enrollment; ranked by SENI

Site Name	Board District	Average Baseline Temp.	SY % Total Shade	2025-2026 SENI Score	2025-2026 K-5 Enrollment
HYDE PARK EL	1	83.25	6.82%	87.5	351
68TH ST EL	1	86.82	9.60%	85	342
61ST ST EL	1	86.82	12.32%	83	365
MILLER EL - COS	1	86.82	6.73%	76.5	447
MACK EL	1	88.81	9.66%	73.5	250
24TH ST EL	1	88.81	16.25%	71.5	394
WESTERN EL	1	86.82	13.33%	71.5	377
ANTON EL	2	94.15	3.53%	65	342
FRANK DEL OLMO ELEM SCHOOL	2	91.11	7.17%	62	370
BROOKLYN AVE EL	2	94.15	2.67%	57.5	275
ARROYO SECO MUSEUM SCIENCE MAGNET	2	92.52	24.36%	55.5	256
4TH ST EL	2	94.15	17.93%	47	257
ALEXANDRIA EL	2	91.11	7.77%	46.5	444
LEE, DR. SAMMY MEDICAL HLTH SCI MAGNET	2	91.11	8.08%	39	530
BLYTHE EL	3	97.43	14.23%	75	296
PARTHENIA EL	3	94.23	9.54%	58.5	324
MELVIN EL	3	97.43	16.87%	55.5	306
NAPA EL	3	97.43	9.12%	55	310
STAGG EL	3	97.43	11.31%	51.5	362
CANTARA EL	3	97.43	5.95%	50.5	282
NEVADA EL	3	98.37	10.52%	50.5	313

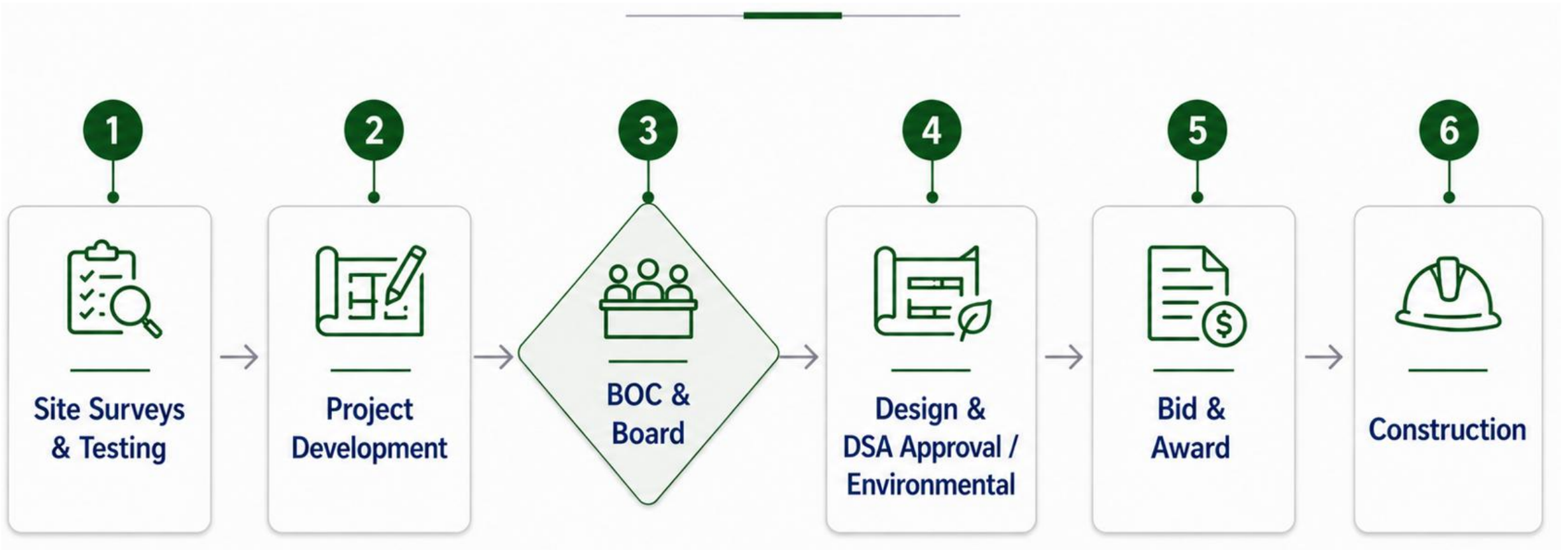
Site Name	Board District	Average Baseline Temp.	SY % Total Shade	2025-2026 SENI Score	2025-2026 K-5 Enrollment
RESEDA EL	4	97.43	16.77%	57.5	304
CALVERT EL	4	99.73	12.56%	49.5	269
GARDNER EL	4	87.94	15.26%	43	326
FULLBRIGHT EL	4	98.37	11.38%	42.5	258
GRAND VIEW EL	4	84.33	13.56%	39.5	423
SERRANIA EL	4	99.73	10.96%	35	435
HANCOCK PARK EL	4	87.94	24.26%	34.5	447
20TH ST EL	5	88.81	9.62%	78	410
HOOPER EL	5	86.82	12.29%	77	525
MAGNOLIA EL	5	88.81	9.36%	72	402
WEST VERNON EL	5	88.81	10.05%	70	377
WALNUT PARK EL	5	89.67	15.73%	69.5	469
CORONA EL	5	89.67	9.84%	54.5	476
MICHELTORENA EL	5	91.11	16.42%	37.5	346
BROADOUS EL	6	94.41	20.83%	82	279
VALERIO EL	6	94.23	18.52%	77	592
CHASE EL	6	94.23	14.36%	71	342
LIGGETT EL	6	94.23	9.08%	68.5	412
BEACHY EL	6	94.23	11.49%	68.5	332
RANCHITO EL	6	95.22	6.98%	64.5	385
GRIDLEY EL	6	94.41	14.87%	61.5	364
FLOURNOY EL	7	86.85	7.77%	87	269
GRAHAM EL	7	89.67	8.80%	84.5	400
112TH ST EL	7	84.83	11.64%	84.5	269
SOUTH PARK EL	7	86.82	12.43%	81.5	602
99TH ST EL	7	86.82	18.67%	81.5	360
MAIN ST EL	7	86.82	16.91%	80.5	505
WISDOM EL	7	86.82	9.23%	74	446
TOTAL					18,217

*These 49 schools represent the first phase of investment – additional schools will be prioritized as funding becomes available.*

# Implementation Strategies

- Limited number of shade shelter configurations to streamline design solutions and procurement
- Bundle projects to reduce cost and compress schedule
  - Geographically group 4-8 projects in a single bid package
  - Bundle non-liquefaction and liquefaction area projects separately through design, procurement, and construction
- Expand competition by increasing the contractor pool for both manufacturing and construction of shade shelters
  - Outreach to shade shelter manufacturers and contractors
  - Proactive invitation to contractors to submit proposals

# Design and Execution Process



# Anticipated Timing for Board Actions

## Phase 1 (7 Schools): June BOE

#	Board District	Region	School
1	3	North	Blythe ES
2	3	North	Cantara ES
3	3	North	Stagg ES
4	4	North	Reseda ES
5	6	North	Chase ES
6	6	North	Ranchito
7	6	North	Valerio ES



**All 49 projects will be brought to the Board between Summer 2026 and Spring 2027**



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# Questions

# LA Unified Board of Education Facilities & Procurement Committee

**NEXT MEETING**

**May 19, 2026, 3 pm, Beaudry Headquarters**

