



Certification Conversion Examples

Scenario #1:

Julie's Oakland based flooring company is certified with the **Port of Oakland** as a *Small Business* and wishes to do business with the Oakland Unified School District. Under the new policy amendment, Julie's business will get the same consideration for local participation as a *Local Business Enterprise (LBE)* because her firm's gross revenues exceed City of Oakland's "small" size standards for a business providing flooring services.

Scenario #2:

Fred's Oakland based landscaping business holds a valid certification with **Alameda County** as a *Small Local Emerging Business*. The County's small business size standard exceeds that for the City of Oakland, but Fred wants to be considered as a SLBE for OUSD contracts. Under the new policy amendment, Fred must provide a copy of his last three years tax returns to prove his gross revenue is 20% of the SBA size standard. His business would get the same consideration for local participation as a *Small Local Business Enterprise (SLBE)* based on the City of Oakland's size standard.

Scenario #3:

Angela is an Oakland resident who owns an architectural firm in downtown Oakland. She is currently certified with the **Alameda County Transportation Commission** as a *Very Small Local Business* and wishes to do business with the Oakland Unified School District. Under the new policy amendment, Angela must provide a copy of her last three years tax returns and will get the same consideration for local participation as a *Small Local Business Enterprise (SLBE)* **AND** she is eligible to be certified through the School District's *Small Local Resident Business Enterprise (SLRBE)* program.

Scenario #4

Antonio owns a glass and glazing business located in Oakland and is certified by the **CA Public Utilities Commission** as a *Minority Business Enterprise (MBE)*. Under the new policy amendment, Antonio would be granted the same consideration for local participation as a *Local Business Enterprise (LBE)* based on the City of Oakland's guidelines. If he thinks he is qualified as a small business, he must provide a copy of his last three years tax returns to prove his gross revenue is 20% of the SBA size standard.

Scenario #5

Accurate Testing is an Oakland based company certified by the **Port of Oakland** as a *Very Small Business Enterprise (VSBE)*. Their average annual gross Revenue is \$4.5 million dollars over the past three years. This average exceeds the **City of Oakland** small business size standard threshold of 20% of the SBA size standard. Accurate Testing would only receive credit as a *Local Business Enterprise (LBE)*.