



Joseph P. Bort MetroCenter
101 Eighth Street
Oakland, CA 94607-4700
TEL 510.817.5700
TDD/TTY 510.817.5769
FAX 510.817.7848
E-MAIL info@mtc.ca.gov
WEB www.mtc.ca.gov

Memorandum

TO: BATA Oversight Committee

DATE: January 6, 2016

FR: Executive Director

W.I. 1251, 1252, 1253, 1254, 1255, 1256

RE: Update on Small Business Enterprise (SBE) Construction Project Program and Disadvantaged Business Enterprise (DBE) and SBE Outreach

Background

In September 2015, the Authority approved a BATA Resolution No. 116, adopting Construction Project SBE Program ("Program") to increase competition on Bay Area Toll Authority (BATA) construction projects, promote SBE firm participation on BATA construction contracts, and increase SBE construction contracting opportunities with BATA.

The Program applies to all non-federally funded agency construction projects and provides a SBE preference of 5% in the form of a bid discount, when the lowest responsible bidder meeting specifications is a certified SBE or when a non-SBE prime contractor subcontracts with an SBE firm or firms for a minimum percentage of the project.

The Program preference applies only to SBEs certified by the State of California Department of General Services (DGS), includes a requirement that SBE subcontractors not be removed or replaced unless prior written approval of SBE substitution is provided by the Small Business Enterprise Liaison Officer (SBELO), and includes a compliance component that requires continuous monitoring and refinement of these initiatives.

SBE Program Analysis

There have been two construction projects issued and awarded since adoption of the Program: the Bridge Yard Seismic Retrofit and Renovation Project (Bridge Yard) and the Backhaul Communications Network for CC-680 Southern Segment Express Lanes (Backhaul Communications). Three of the eight bidders on the Bridge Yard and one of the three bidders on the Backhaul Communications requested the SBE preference. Staff feels this is a positive initial response to the Program and will continue to monitor and report back to this committee on Program participation in future non-federally construction projects. The full results and participation of bidders for the two projects are included in Attachment A.

DBE and SBE Outreach

MTC staff continues to work with other transportation partner agencies such as the Business Outreach Committee (BOC) to implement race-neutral measures to increase SBE and DBE participation in contracting. The BOC provides business outreach, networking events with prime contractors and agency procurement officers, a quarterly newsletter that includes upcoming

procurement opportunities, and direct referral of SBEs and DBEs to prime contractors. Recent events hosted by the BOC and MTC were the "California Unified Certification Program (CUCP) Certification Webinar" on July 21, 2015, and the "Meet the Primes" event on November 4, 2015. MTC also participated in the Caltrans District 4 Quarterly Professional Liaison and Cal-Mentor Program meeting and networking events on July 23, 2015 and October 22, 2015, and participate in the California Public Utilities Commission (CPUC) Small Business Expo on October 14, 2015 and the Arup small business open house on November 2, 2015. The most recent newsletters and flyers for the outreach events MTC staff planned and/or participated in are included in Attachment B.

DBE and SBE Monitoring

In November 2015, staff implemented contract compliance software, which will facilitate monitoring and reporting of SBE/DBE utilization for all agency contracts regardless of fund type. The software will facilitate automated workflows to reduce paper processing, as well as simplify monitoring and reporting to replace the current manual process. Staff is now working with contractors and consultants to get subcontractor and utilization information uploaded into the system. As soon as that process is complete, staff will include SBE/DBE utilization and payment information in all committee memoranda requesting contract approval or additional funding for contract amendments. This will allow Commissioners to be better informed of SBE/DBE participation on all agency contracts.



Steve Heminger

Attachments

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ATTACHMENT A

Small Business Enterprise (SBE) Construction Project Program and Bid Results

Bridge Yard Seismic and Renovation Project Bid Results Summary								
Apparent Low Bid Rank	Low Bid Rank, After SBE Preference	Bidder	Address / License No./ DIR No.	Total Contract Price	SBE Bid Preference Requested	SBE Met	Deduction for Preference	Contract Price w/ SBE Preference
1	1	BHM CONSTRUCTION SBE # - N/A*	221 GATEWAY ROAD WEST, SUITE 405 NAPA, CA 94558 LIC#: 900404-DIR#: 1000000064	\$4,612,403	Y	Y	\$(230,620)	\$4,381,783
2	2	TABER CONSTRUCTION SBE # - N/A*	P.O. BOX 1309 MARTINEZ, CA 94553 LIC#: 855768-DIR#: 1000003422	\$4,687,000	Y	N		\$4,687,000
4	3	D.L. FALK CONSTRUCTION SBE # - N/A*	3526 INVESTMENT BLVD. HAYWARD, CA 94545 LIC#: 683837-DIR#: 1000022786	\$5,249,000	Y	Y	\$(262,450)	\$4,986,550
3	4	STRAWN CONSTRUCTION	1140 PEDRO STREET, SUITE #1 SAN JOSE, CA 95126 LIC#: 927286-DIR#: 1000000867	\$5,190,000	N	N		\$5,190,000
5	5	CAL-PACIFIC CONSTRUCTION	1009 TERRA NOVA BLVD. PACIFICA, CA 94044 LIC#: 830908-DIR#: 1000004756	\$5,487,000	N	N		\$5,487,000
6	6	THOMPSON BUILDERS	250 BEL MARIN KEYS BLVD., BLDG. A NOVATO, CA 94949 LIC#: 626859-DIR#: 1000000633	\$5,634,000	N	N		\$5,634,000
7	7	PROVEN MANAGEMENT	2000 5TH STREET BERKELEY, CA 94710 LIC#: 749370-DIR#: 1000003746	\$5,855,777	N	N		\$5,855,777
8	8	ZOVICH CONSTRUCTION	2485 TECHNOLOGY DRIVE HAYWARD, CA 94545 LIC#: 287113-DIR#: 1000003861	\$7,700,000	N	N		\$7,700,000

*SBE SUBCONTRACTOR USAGE

Fiber Optic Network Communications Project Bid Results Summary								
Apparent Low Bid Rank	Low Bid Rank, After SBE Preference	Bidder	Address / License No./ DIR No.	Total Contract Price	SBE Bid Preference Requested	SBE Met	Deduction for Preference	Contract Price w/ SBE Preference
1	1	AEGIS ITS, INC.	1810 OAKLAND RD, SUITE E SAN JOSE, CA 95131 LIC#: 969067-DIR#: 1000010720	\$5,429,929	N	N		\$5,429,929
2	2	TENNYSON ELECTRIC, INC. SBE #33555	7275 NATIONAL DRIVE, SUITE A2 LIVERMORE, CA 94550 LIC#: 717998-DIR#: 1000013487	\$6,279,986	Y	Y	\$(313,999)	\$5,965,986
3	3	ROSENDIN ELECTRIC, INC.	880 MABURY RD SAN JOSE, CA 95133 LIC#: 142881-DIR#: 1000000659	\$8,427,217	N	N		\$8,427,217

ATTACHMENT B

Recent Newsletters and Outreach Events



YOU ARE INVITED TO THE BUSINESS OUTREACH COMMITTEE (BOC) CALIFORNIA UNIFIED CERTIFICATION PROGRAM (CUCP) CERTIFICATION WORKSHOP WEBINAR

**Tuesday, July 21, 2015
10:00 a.m. to 11:00 a.m.**

Please Register at:

<https://attendee.gotowebinar.com/register/6663059523732072961>

The Business Outreach Committee (BOC) certifying member agencies will provide an overview of the California Unified Certification Program (CUCP) and how it provides “one-stop shopping” certification services to small, minority and women businesses seeking to participate in the United States Department of Transportation (USDOT) Disadvantaged Business Enterprise (DBE) Program. Certification services are offered to businesses seeking to obtain either DBE or Airport Concessionaire Disadvantaged Business Enterprise (ACDBE) status.

After registering, you will receive a confirmation email containing information about joining the webinar.

Don't miss this opportunity!

The goal of the BOC is to assist small, disadvantaged and local firms in doing business with bay area transportation agencies. Please join us to share your thoughts and ideas. Space is limited and registrations will be accepted until capacity is met.

The BOC is comprised of the Alameda-Contra Costa Transit District (*AC Transit*), Alameda County Transportation Commission (*Alameda CTC*), Bay Area Rapid Transit District (*BART*), Central Contra Costa Transit Authority (*CCCTA*), Delta Breeze, Golden Gate Bridge, Highway and Transportation District (*GGBHTD*), Marin Transit, Metropolitan Transportation Commission (*MTC*), Napa County Transportation and Planning Agency (*NCTPA*), San Francisco Bay Ferry (*WETA*), San Francisco Municipal Transportation Agency (*SFMTA*), San Mateo County Transit District (*SamTrans/Caltrain*), Solano Transportation Authority (*SolTrans*), Transbay Transit Center, Santa Clara Valley Transportation Authority (*VTA*), and Western Contra Costa Transit Authority (*WestCAT*).

SAVE THE DATE: JULY 23, 2015

Enhancing the growth potential of small business

What: Caltrans District 4 Jt. Professional Liaison — Calmentor Program Quarterly Meeting

When: July 23, 2015, 1:00 p.m. to 3:00 p.m.

Where: Caltrans District 4 Office, 111 Grand Avenue, 15th Floor, Park View Room, Oakland.

Meeting Agenda

- ⇒ Caltrans District 4 Look Ahead:
 1. On-Call Hydraulic Engineering District Wide Contract
 2. On-Call Environmental Support Services- South Region
 3. On-Call Environmental Support Services – East Region
- ⇒ DPAC: Contracting Rules and Regulations Update
- ⇒ Local Public Agency Partner Updates
- ⇒ Firm 5-Minute Marketing Pitches
- ⇒ Informal Networking Session with Senior Public Transportation Agency Managers, Mentor Firms & Protégé Firms

The Joint Professional Liaison—Calmentor Program Quarterly Meeting facilitates networking opportunities with senior public transportation agency managers.

Register online today: <http://goo.gl/forms/mUhFLQyZXx>





Calmentor

Professional Liaison

REGISTER TODAY!

Enhancing the growth potential of small business

What: Caltrans District 4 Jt. Professional Liaison — Calmentor Program Quarterly Meeting

When: October 22, 2015, 1:00 p.m. to 3:30 p.m.

Where: Caltrans District 4 Office, 111 Grand Avenue, 15th Floor, Park View Room, in Oakland, CA

Meeting Agenda

- ⇒ Caltrans District 4 Look Ahead & Public Agency Updates
- ⇒ Caltrans District 4 Protégé Firm Graduations
- ⇒ Presentation by Alameda County Transportation Commission on Measure BB Contracting Opportunities
- ⇒ Presentation by California Labor Commissioner's Office on SB 854 Prevailing Wage Registration Requirements
- ⇒ Presentation by Caltrans District 4 on Mitigation Measures for Demolition of East Span of Bay Bridge
- ⇒ Caltrans District 4 Upcoming Business Outreach Events
- ⇒ Informal Networking with Public Agency Managers

Register online today: <http://goo.gl/forms/HfU8z9hPNu>

The Joint Professional Liaison— Calmentor Program Quarterly Meeting facilitates learning and networking opportunities with public transportation agencies and other state, regional and local partners.



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California Public Utilities Commission



Comcast



BAY AREA BUSINESS ROUNDTABLE

DGS CALIFORNIA DEPARTMENT OF
GENERAL SERVICES

2015 SMALL BUSINESS
EXPO

- California and its utilities want your business.
- Meet with local/state agencies and utilities such as Comcast, AT&T, PG&E, San Diego Gas & Electric, Southern Californian Edison, SoCalGas, Verizon, and more.
- Learn how to get contracts and sell goods and services!

**October 14, 2015
Wednesday**

CPUC/Comcast Bay Area Small Business Expo
In Collaboration with CA Department of General Services
and Bay Area Business Roundtable

South San Francisco Conference Center
255 S Airport Blvd.
South San Francisco, CA 94080

7:30 a.m. – 1:30 p.m.

FREE

**Free event features presentations by government agencies and utilities
and matchmaking opportunities with Procurement Specialists
(one-on-one scheduled meetings)**

7:30 – 8:30 a.m.	Complimentary Continental Breakfast and On-site Registration
8:30 – 8:45 a.m.	Opening Comments by Commissioner Catherine J.K. Sandoval, CPUC
8:45 – 9:30 a.m.	Panel Presentation on “Connecting Small and Diverse Businesses with Utility Contracts”
9:30 – 1:30 p.m.	Business Matchmaking (10 minute appointments with buyers, project managers, and prime contractors) and Resource/Vendor Fair

Workshops:

10 – 11 a.m.	The Yin and Yang of Supplier Diversity: Navigating the Supplier Diversity Maze
11:10 a.m. – 12:10 p.m.	Certified Now What: How to Market Your Business to Public Agencies
12:15 – 1:15 p.m.	Access to Capital: How Small Business Can Access Financing

We encourage you to register in advance.
Registration link: <https://ia.cpuc.ca.gov/smallbiz/>

For more information or questions, please contact smallbiz@cpuc.ca.gov or (800) 253-0500

Not rendering correctly? View this email as a web page [here](#).

ARUP | Events

Join Arup for a small business open house



We are hosting an open house to introduce and connect small business leaders to our key decision makers and local agencies. We have invited several organizations to share information about their capital programs, small business enterprise certifications, and upcoming opportunities.

Moderated by Arup principal [Rich Coffin](#), the discussion will include the following speakers:

- [Cynthia Fong](#) | Deputy Director for Finance and Administration | San Francisco County Transportation Authority
- [Andrew Fremier](#) | Deputy Executive Director, Operations | Metropolitan Transportation Commission
- [Emylene Aspilla](#) | Director of Social Responsibility and Community Sustainability | San Francisco Airport Commission

Refreshments will be provided.

RSVP here

When

Monday, November 2
4–5:30pm

Where

Arup
560 Mission Street, Suite 700
San Francisco, CA 94105



[Arup](#) is an independent firm of designers, planners, engineers, consultants, and technical specialists offering a broad range of professional services.

[Doggerel](#), the online magazine of Arup in the Americas, explores innovation in the built environment. We present fresh perspectives on the design of buildings, cities, and infrastructure from within our firm and beyond.



Business Outreach Committee (BOC)

A Consortium of Bay Area Transportation Agencies

*****OUTREACH EVENT*****

The BOC is hosting a "Meet the Primes" outreach event to advise the public of upcoming projects, provide information on SB854, the California High Speed Rail projects and provide opportunities for small and disadvantaged businesses to network with Prime Consultants and Contractors.

Wednesday, November 4, 2015

8:30 a.m. to 12:30 p.m.

Registration 8:30 a.m. – 9:00 a.m.

Alameda County Transportation Commission (ACTC)
1111 Broadway, 8th Floor (Commission Rooms A-D)
Oakland, California 94607

[Please click this link to register!](#)

Representatives from the California High Speed Rail Authority, BART, WETA, other BOC member agencies and the Prime Contractors listed below will be presenting their upcoming contract opportunities.

Balfour Beatty
Infrastructure Inc.

ROBERT A.
BOTHMAN
CONSTRUCTION **B¹**
www.bothman.com



**Hatch Mott
MacDonald**



It is the policy of the member agencies participating in the Business Outreach Committee that small businesses owned and controlled by socially and economically disadvantaged individuals are provided equal opportunity to participate in the construction, professional service and procurement activities of their agencies.

Business Outreach Committee (BOC) **Contracting Newsletter #28, Summer 2015**

The goal of the BOC is to assist small and disadvantaged companies in doing business with Bay Area transportation agencies.

UPCOMING CONTRACTING OPPORTUNITIES (SELECTED AGENCIES):

ALAMEDA-CONTRA COSTA TRANSIT DISTRICT (AC TRANSIT)

Division 2 Transit Building Roof Replacement Construction	Issue Date*: July 2015	Est.\$: TBD
Division 6 Roof Replacement Construction	Issue Date*: July 2015	Est.\$: TBD
Division 3 Bid Package 1 – Fueling & Soils Remediation	Issue Date*: Aug 2015	Est.\$: TBD
Facilities Rehab, Construction, Division 3	Issue Date*: Aug 2015	Est.\$: TBD
Division 2 Storm Drain Construction	Issue Date*: Sept 2015	Est.\$: TBD
General Office Weatherization Construction	Issue Date*: Sept 2015	Est.\$: TBD
Bus Rapid Transit Bid Package 3	Issue Date*: Oct 2015	Est.\$: TBD

ALAMEDA COUNTY TRANSPORTATION COMMISSION (ACTC)

I-680 Northbound HOV/Express Lane Project	Issue Date*: July 2015	Est. \$: TBD
East Bay Greenway Maintenance: 75th Ave to 85th Ave, Oakland	Issue Date*: July 2015	Est. \$: TBD
Overall Monitoring Services	Issue Date*: Summer 2015	Est. \$: TBD

GOLDEN GATE BRIDGE, HIGHWAY & TRANSPORTATION DISTRICT (GGBHTD)

Golden Gate Bridge Physical Suicide Deterrent System & Wind Retrofit	Issue Date*: Summer 2015	Est.\$: 62M
Toll Plaza Administration Building Roof and HVAC Renovations	Issue Date*: Winter 2015	Est.\$: 1.75M
San Rafael Employee Parking Lot Improvements	Issue Date*: TBD	Est.\$: 1.5M
Bus Stop Shelter & Signage Improvements	Issue Date*: TBD	Est.\$: 500K
South Approach and Pier Security Improvements	Issue Date*: TBD	Est.\$: 4M
Sausalito Ferry Terminal Gangway & Pier Improvements, Construction	Issue Date*: TBD	Est.\$: 10M
San Francisco Ferry Terminal Gangway & Pier Improvements, Construction	Issue Date*: TBD	Est.\$: 20M

METROPOLITAN TRANSPORTATION COMMISSION (MTC)

375 Beale Street Mover Services RFP	Issue Date*: July 2015	Est. \$: TBD
Bridgeyard Building Seismic Retrofit	Issue Date*: TBD	Est. \$: TBD
I-880 Integrated Corridor Management (ICM)	Issue Date*: TBD	Est. \$: TBD
Transit Oriented Workforce Housing Assessment	Issue Date*: TBD	Est. \$: TBD

SAN FRANCISCO BAY FERRY (WETA)

Vessel Quarter Life Refurbishment (M/V Vallejo), RFP	Issue Date*: Aug 2015	Est. \$: TBD
Harbor Bay Ferry Terminal Piling Replacement, IFB	Issue Date*: Aug 2015	Est. \$: TBD
Vessel Midlife Refurbishment Phase 2 (M/V Peralta), RFP	Issue Date*: Aug 2015	Est. \$: TBD
Selective Catalyst Reduction (SCR) System Overhaul – 4 Vessels, RFP	Issue Date*: Aug 2015	Est. \$: TBD
Vessel Major Component Overhaul (M/V Intintoli), RFP	Issue Date*: Aug 2015	Est. \$: TBD
Vessel Construction Management Services (M/V Vallejo replacement, Richmond vessel), RFQ	Issue Date*: Aug 2015	Est. \$: TBD
Central Bay Operations & Maintenance Facility Construction, RFP	Issue Date*: Summer 2015	Est. \$: TBD
San Francisco Bay Ferry Ridership Database, RFP	Issue Date*: Summer 2015	Est. \$: TBD

SANTA CLARA VALLEY TRANSPORTATION AUTHORITY (VTA)

Bus Stop Pavement/Duckout Improvements	Issue Date*: Sept 2015	Est. \$: TBD
Capitol Expressway Pedestrian Connection to Eastridge	Issue Date*: Oct 2015	Est. \$: TBD
Pavement Management - North Yard	Issue Date*: Oct 2015	Est. \$: TBD
Younger Half-Grand and LRT Crossovers & Switches	Issue Date*: Nov 2015	Est. \$: TBD
Tasman Drive Sanitary Sewer	Issue Date*: Nov 2015	Est. \$: TBD
GFCI Switchgear Testing & Repair	Issue Date*: Nov 2015	Est. \$: TBD
Santa Clara Pedestrian Underpass Extension	Issue Date*: Dec 2015	Est. \$: TBD

ALL DATES SUBJECT TO CHANGE. PLEASE VISIT AGENCY WEBSITES FOR MORE INFORMATION.



UPCOMING EVENTS



"MEET THE PRIMES"

Friday, October 2nd, 2015

Napa County Transportation & Planning Agency (NCTPA)
625 Burnell Street, Napa, CA 94559



The Business Outreach will be hosting its annual "Meet the Primes" event. Businesses are encouraged to attend to connect with prime contractors and learn about upcoming projects and opportunities.

More information, including how to register for this event, will follow.

WHERE TO FIND CONTRACTING OPPORTUNITIES:

AC TRANSIT: http://www.actransit.org/purchasing/	NCTPA: http://www.nctpa.net/procurement-opportunities
ALAMEDA CTC: http://www.alamedactc.org/app_page_s/view/3999	SAMTRANS/CALTRAIN: http://procurement.samtrans.com
BART: http://www.bart.gov/about/business/procurement/	SFMTA: http://sfgsa.org/index.aspx?page=4767
COUNTY CONNECTION: http://countyconnection.com/about/business-advertising/procurements/	SOLTRANS: http://www.soltransride.com/procurement
RIO VISTA: http://riovistacity.com	TJPA: http://transbaycenter.org/tjpa/doin-business-with-the-tjpa
GGBHTD: http://www.goldengate.org/contracts/	VTa: http://www.vta.org/procurement/solicitations/
MARIN TRANSIT: http://www.marintransit.org/purchasing.html	WETA: https://watertransit.org/contract_opportunities.aspx
MTC: http://procurements.mtc.ca.gov	WESTCAT: http://www.westcat.org

The BOC wants your help to make sure this newsletter brings you the information you want. Send suggestions and topics to improve newsletter content to:

Kristina Martinez, County Connection

kmartinez@countyconnection.com

AGENCY CONTACTS

AC Transit: Phillip McCants
Contracts Compliance Officer
(510) 577-8815 or pmccants@actransit.org

Alameda CTC: Seung Cho
Contracting, Administration, and Fiscal
Resource Manager
(510) 208-7472 or scho@alamedactc.org

BART: Ron Granada
Senior Civil Rights Officer
(510) 464-6103 or RGranad@bart.gov

County Connection: Kristina Martinez
Civil Rights Administrator
(925) 680-2031 or
vassallo@countyconnection.com

GGBHTD: Aretmise Davenport
DBE Program Analyst
(415) 257-4581 or
adavenport@goldengate.org

Marin Transit: Amy Van Doren
Director of Policy & Legislative Programs
(415) 226-0859 or
avandoren@marintransit.org

MTC: Denise Rodrigues
Contract Compliance Manager
(510) 817-5897 or drodri@mtc.ca.gov

NCTPA: Antonio Onorato
Manager of Finance, Grants, and
Administration
(707) 259-8779 or aonorato@nctpa.net

SamTrans/Caltrain: Elke Campbell
DBE Officer
(650) 508-7939 or
campbelle@samtrans.com

SFMTA: Sheila Evans Peguese
Contract Compliance Officer
(415) 701-4436 or
sheila.evans-pequese@sfmta.com

SolTrans: Gary Albright, Program Analyst II,
(707) 736-6986 or
gary@soltransride.com

TJPA: Eddie Phillips
Contract Compliance Officer
(415) 597-4041 or
EPhillips@TransbayCenter.org

VTa: Liz Brazil
DBE Program Manager
(408) 321-5874 or liz.brazil@vta.org

WETA: Lauren Gularte
Admin/Policy Analyst, (415) 364-3188 or
gularte@watertransit.org

WestCAT: Laura Calica
DBE Liaison Officer
(510) 724-3331 Ext. 113 or
laura@westcat.org