

California High-Speed Rail Small Business Workshop Ashley Mistler
Small Business Advocate
Small Business Program
SBAdvocate@hsr.ca.gov

Workshop Agenda

Small Business Program Workshop

SMALL BUSINESS PROGRAM WORKSHOP

Tuesday, March 29, 2022

Agenda Item	Responsible Party
I. Introduction and Overview	Ashley Mistler
II. Review of SB PDS Presentation	Ashley Mistler
III. Presentation on State Certifications (UNSPSC)	Department of General Services (DGS)
IV. Presentation on Federal Certifications (NACIS)	Department of Transportation (DOT)
V. Presentation on Compliance	Peggy Chiok
VI. Question & Answers	Ashley Mistler



Small Business By the Numbers

SB PARTICIPATION:

- 698 Small Businesses
 - » 224 DBE

(Disadvantaged Business Enterprises)

» 79 **DVBE**

(Disabled Veteran Business Enterprises)



Connect HSR

High-Speed Rail Vendor Registry

Free Online Tool to Connect with Business Opportunities

Open to All Businesses, Large & Small

- List Your Business:
 - Type of Business
 - Services Offered or Supplies Sold
 - Service Counties
 - Certifications
- Learn About:
 - Future Contracting Opportunities
 - Trainings/Workshops
- Register At:
 - www.connecthsr.com



Commitment to Diversify

Small Business Certification Overview

Certifications That Count Toward the Overall Goal:

- California Department of General Services
 - Small & Micro Businesses (SB / MB)
 - Disabled Veteran Business Enterprises (DVBE)
 - Small Business for Public Works (SB-PW)
- California Unified Certification Program
 - Disadvantaged Business Enterprises (DBE)
- US Small Business Administration
 - 8(a) Disadvantaged Business Program

state











How to do Business with California State Government





Small Business / Disabled Veteran Business Enterprise



Get Public Procurement Information

How to do Business with California State Government

Wayne Gross

Business Outreach Liaison
Office of Small Business and DVBE Services
California Department of General Services

Wayned.gross@dgs.ca.gov 279-946-8387

State Certifications

- Small Business
- Small Business for the Purpose of Public Works
- Disabled Veteran Business Enterprise



Small Business Eligibility Requirements

- ✓ Must be independently owned and operated
- ✓ Cannot be dominant in the field of operation
- ✓ Must have its principal office located in California
- ✓ Have its owners (or officers in the case of a corporation) domiciled in California;



Small Business Eligibility Requirements

Together with the affiliates, be either:

- ✓ Business with 100 or fewer employees
- ✓ Gross annual receipts of \$15 million or less (averaged over the previous 3 tax years)

or

- ✓ Manufacturer with 100 or fewer employees (No GARS Cap)
- ✓ Micro Business \$5 Million or less



Small Business – Public Works Eligibility Requirements

Together with the affiliates, be either:

- ✓ Business with 200 or fewer employees
- ✓ Gross annual receipts of \$36 million or less (averaged over the previous 3 tax years)

or

✓ Manufacturer must meet the gross annual receipts



DVBE Eligibility Requirements

To be eligible for DVBE certification, the business must meet the following criteria:

- √ 10% or more service connected disability
- ✓ Be at least 51% owned by one or more disabled veterans
- ✓ Limited Liability Companies (LLCs) must be wholly owned by one or more disabled veterans

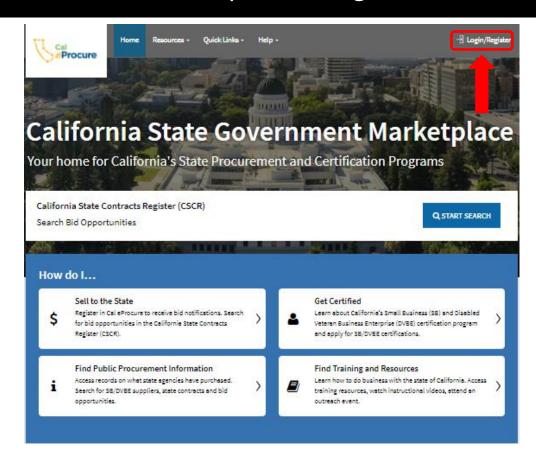


DVBE Eligibility Requirements

- ✓ Daily business operations must be managed and controlled by one or more disabled veterans.
- ✓ The home office must be located in the United States.



www.caleprocure.ca.gov



Registration

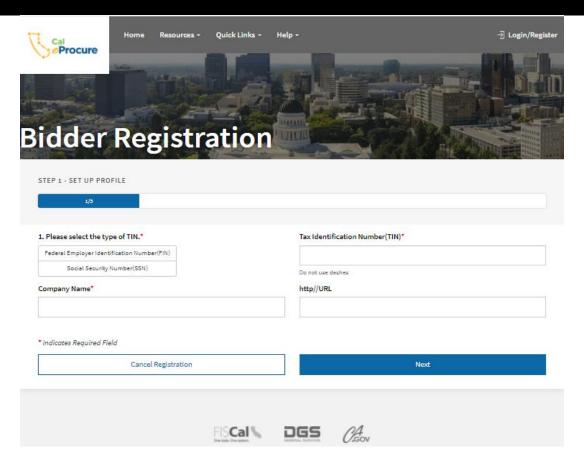


User ID

Password		
by authorized per that we collect, m criminal, civil, and	sonnel. You are advised to read the Prive aintain, and use. Unauthorized access or I/or administrative action. All informatio	e eccessed and used only for official Government business cy Policy regarding the personally identifiable information ruse of the computer system may subject violators to non this computer system may be intercepted, recorded, at for official purposes, including criminal investigations.
		her authorized or unauthorized constitutes consent to these and hereunder are strictly complimentary. The State of
bids are obliged to	o actively check the Call eProcure websit	tices, and bidders interested in perticipating in upcoming e for information about such procurements. By logging in I Financial Information System for California.
	•3	Login
2+	New Bidder Registration	👪 Existing Supplier Registration

I forgot my password

Registration

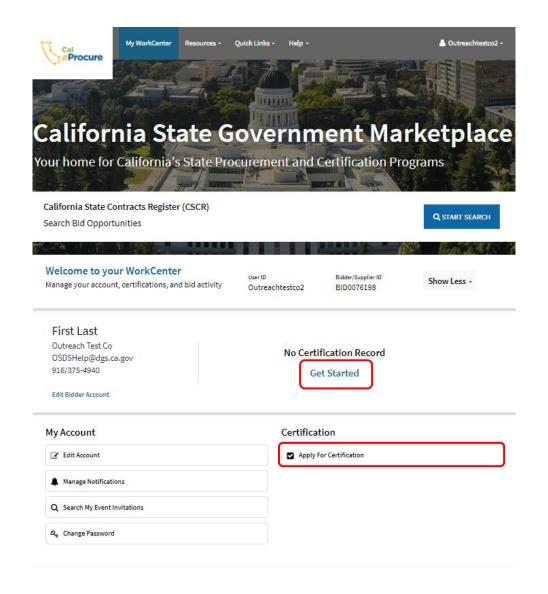


SB/DVBE Certification











Getting certified will give your business preferred status for government contracts and give you access to more contract opportunities.

Before you begin application for certification, be prepared to upload the following:

- · Complete Federal Tax returns (last 3 years) for applicant firm and affiliates
- · IRS verification of your firm's TIN (tax identification number)
- . Quarterly Contribution Return & Report of Wages Continuation (Form DE 9C) for firm and affiliates
- · Award of Entitlement, eBenefits Service/Benefit Verification, or Retired/Retainer letter (for DVBE)
- For specific business structures you may be required to include other documents; for a full list of documents:
- o Small Business Document Requirements

o DVBE Document Requirements

GET CERTIFIED (APPLY OR REAPPLY)

For more detailed information on certification programs and its benefits.

Apply For or Re-apply as Small Business, Disabled Veteran Business Enterprise

For training opportunities, resources to grow your business and insight into the State contracting opportunities.

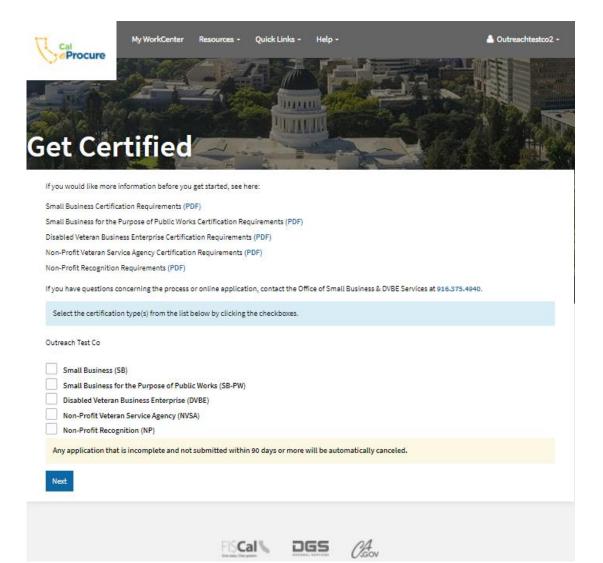
Training and Resources

Certified Firms Resources

- Prompt Payment Program Assistance
- · Commercially Useful Function
- . SB/DVBE Violations and Sanctions
- · Find a Departmental SB/DVBE Advocate
- Caltrans' Disadvantaged Business Enterprise (DBE) certification

Learn About State Nonprofit Certifications

- Recognition as Nonprofit Organization
- · Nonprofit Veteran Service Agency Certification



How the CSCR Works

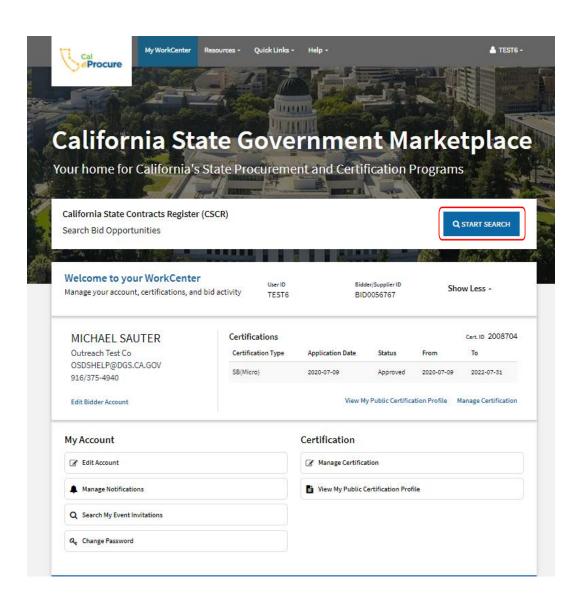
State agencies post their solicitations when they go out to bid

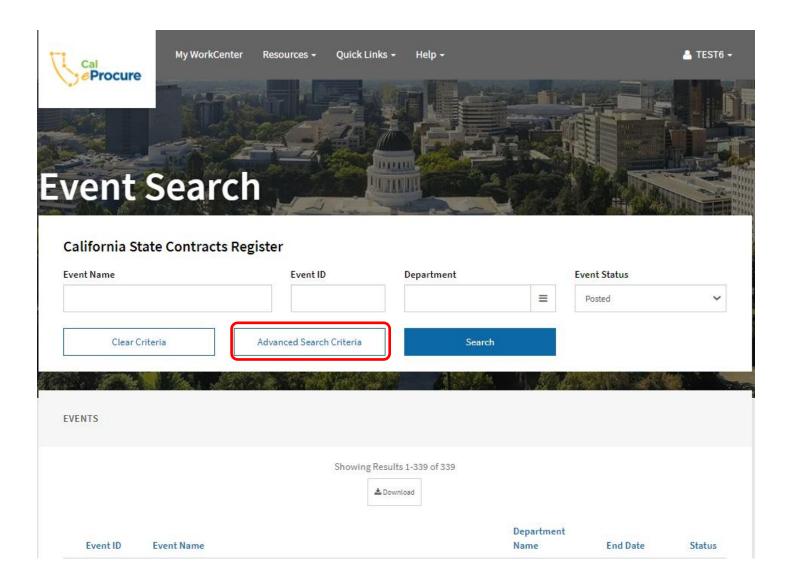
Suppliers can find contracting opportunities

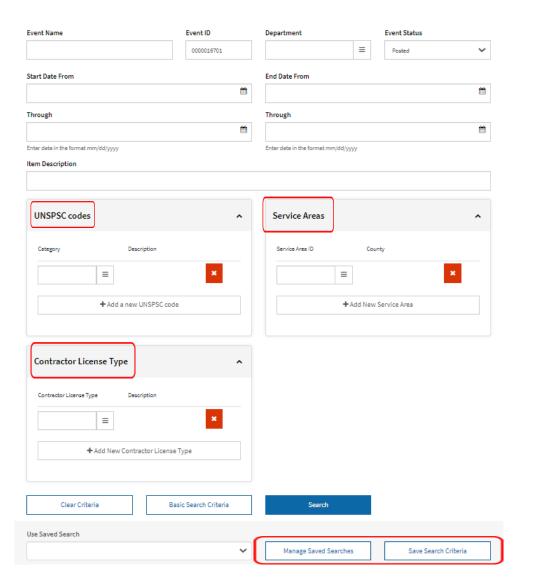
Suppliers can place ads

*Ads are free









Event Details

Event: 05-0L7214

Remove & construct concrete bridge, concrete slab, bridge rail & HMA.

 Details

 Event ID
 Dept:

 05-0L7214
 Department of Transportation

 Formet/Type:
 Event Version

 Sell Event / RFx
 1

 Published Date
 Event End Date:

 12/28/2020 12:00AM PST
 02/17/2021 2:00PM PST

 Description:
 02/17/2021 2:00PM PST

05-SLO-1-32.6 *** SAN LUIS OBISPO COUNTY IN MORRO BAY AT TORO CREEK BRIDGE



Pre Bid Conference (N/A)

Pre Bid Conference: Non Mandatory Date:

Time: Location: Comments:

UNSPSC Codes	^
UNSPSC Classification	UNSPSC Classification Description
72141000	Highway and road construction services
Contractor License Type	^
Contractor License Type	Description
A	General Engineering Contractor
C-08	Concrete Contractor
C-12	Earthwork and Paving Contractors
D-09	Drilling, Blasting and Oil Field Work
Service Area	^
Area ID	County
040	San Luis Obispo

SB/DVBE Option

- Certified SB or DVBE
- •Goods, Services, & IT goods and services \$5,000.01 to \$249,999.99
- Public Works \$5,000.01 to \$388,000.00
- At least two price quotes (2 SBs or 2 DVBEs)
- Market your company to state agencies with a first policy
- Authorized by Govt Code 14838.5



SB/DVBE Advocates

Although you are added to our databases, it is important for you to Market your product to state agencies

Find the Small Business/DVBE Advocate for each agency you would like to do business with



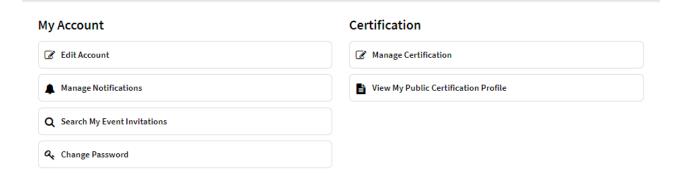
MICHAEL SAUTER

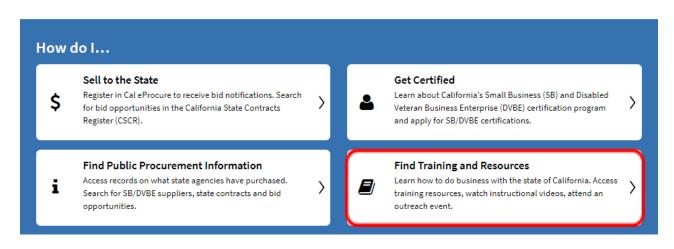
Outreach Test Co OSDSHELP@DGS.CA.GOV 916/375-4940

Edit Bidder Account

Certifications	Cert. ID 2008704			
Certification Type	Application Date	Status	From	То
SB(Micro)	2020-07-09	Approved	2020-07-09	2022-07-31

View My Public Certification Profile Manage Certification





Training and Resources

Learn how to pursue contract opportunities with California state government

Getting Started

- · Register your business
- · Apply for Certifications

Overview of Contracting with the State

- . How to do Business with California State Government an overview of State Contracting (En Español)
- . I'm Certified, Now What? take next steps to contract with the state (En Español)

Don't Miss Contract Opportunities

- · Learn how to update notifications for bid solicitations (video)
- · Learn how to update your certification profile (video)
- · Overview of keywords and UNSPSCs (video)

Inside State Contracting

- · Learn about public competitive bidding (video)
- · Acquisition methods flyer

Research and Marketing

- · Learn how to market your business (video)
- Contact a small business and DVBE advocate

Resources to grow your business

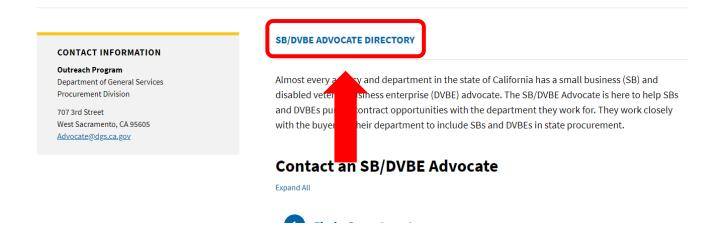
- · Leverage your state certifications for local contract opportunities
- · Connect with additional business support organizations



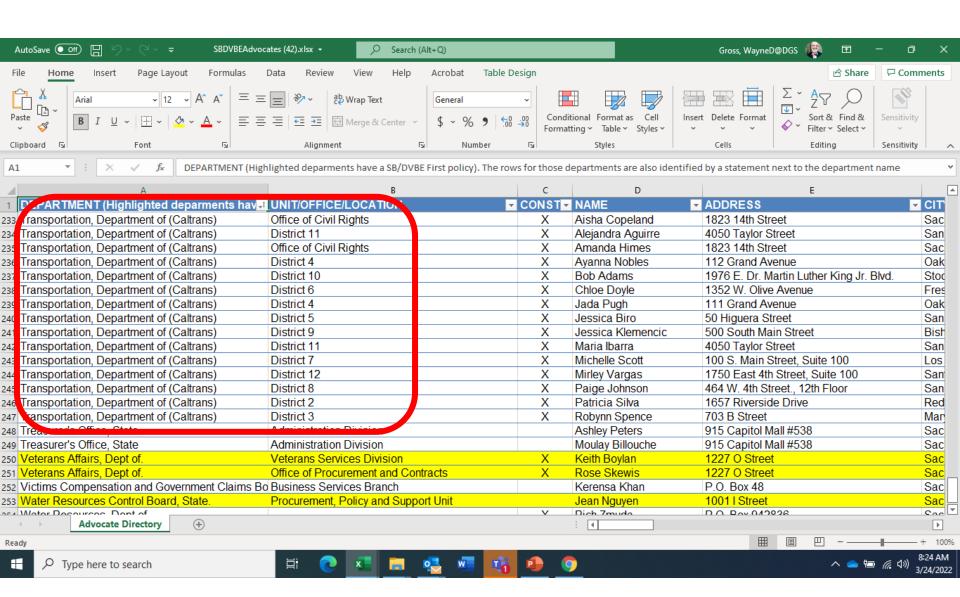
HOME » PROCUREMENT DIVISION » RESOURCES » SB, DVBE ADVOCATE DIRECTORY

Small Business (SB), Disabled Veteran Business Enterprise (DVBE) Advocate Directory

Search for a small business (SB) and disabled veteran business enterprise (DVBE) advocate to help you pursue contract opportunities with the state.



Δ	В	С	D
DEPARTMENT (Highlighted deparments have a SB/DVBE First policy)	NIT/OFFICE/LOCATION -	CONSTRUCTION -	NAME
2 Administrative Law, Office of	Executive Office		Belinda Lindstrom
3 Agricultural & Labor Relations Board			Jan Shores
4 Air Resources Board			Erilk Quady
5 Aging, Dept of	Contracts and Business Services		Kelli Kemper
6 Alcoholic Beverage Control, Dept. of			Pattye Nelson
7 Arts Council, CA	Administration		Ayanna Kiburi
8 CA Dept. of Tax and Free Administration	Acquisition Branch		Matt Freeman
9 Board of Equalization	Acquistion Branch		Lina Lopez
10 Board of Equalization	Acquisition Branch		Bruce Catalano
11 Business Oversight, Dept. of	Business Operations Section		Hvunmee Peters
12 Business, Consumer Services & Housing Agency	·		Gladys Lopez
13 CA African American Museum	Fiscal Department		Marchell Miller
14 CA Coastal Commission	Business Services		Owen Omphua
15 CA Commission on Disability Access			Angela Jemmott
16 CA Conservation Corps	Business Services		Jennifer Reed-Sanguayo
17 CA Dept. of Human Resources			Marcos Hernandez
18 CA Dept. of Technology . This department has SR/DVRF First Policy	IT Procurement & Contract Services		Dan Lautaret
19 CA Dept. of Technology . This department has a SB/DVBE First Policy	IT Procurement & Contract Services		Marisa Duarte-Lott
20 CA Governor's Office of Emergency Services	Procurement		Flora Karami
21 CA Exposition & State Fair			Candice Myers
22 CA Health Benefit Exchange	Business Services/Procurement		David A. Hovey
23 CA High-Speed Rail Authority		Х	Alice Rodriguez
24 CA Highway Patrol . This department has an CDVRE First Pelicus	Business Services	X	Tracy Bowen
25 CA Horse Racing Board	Business Services		Daniel Zamora
26 CA Lottery Commission	Contract and Procurement Services		David Pena
27 CA Maritime Academy	Contract Services and Procurement		Lorrie Dineen-Thackeray
28 CA Natural Resources Agency	Administration and Finance		Vickie Key
29 CA Prison Industry Authority (CalPIA)	Business Services/Contracts Unit	Х	Jamie Halford
30 CA Public Utilities Commission. This department has an SR/DVRE First F	Executive Division		Bezawit Dilgassa
31 CA Science Center			Abigail Menchaca
32 CA Senior Legislature			Janice Bailey
33 CA State Independent Living Council	Headquarters		Danielle Hess
34 CA State Library	Business Services		Timothy Burkhart
35 CA State Polytechnic University	Pomona	Х	Duane Johnson
36 CA State University	Bakersfield	X	Kathryn Villa
37 CA State University	Chico	X	Duane McCune
38 CA State University	Dominguez Hills	X	Emmit Williams
30 CA State University	Fact Rav	Ŷ	Jon Medwin



California Department of General Services Procurement Division







Disadvantaged Business Enterprise (DBE) Certification Overview



Learning Objectives

- Disadvantaged Business Enterprise (DBE)
 Program Overview
- Benefits of Certification
- Eligibility Requirements
- FAQ and Resources



Disadvantaged Business Enterprise (DBE):

A for-profit small business concern where socially and economically disadvantaged individuals own at least a 51% interest, control management and daily business operations.



Disadvantaged Business Enterprises (DBE) Program:

A legislatively mandated program implemented by the states as a condition of receiving federal funds via the Federal Highway Administration (FHWA) and Federal Transportation Administration (FTA) who oversees the program for their respective areas.



Disadvantaged Business Enterprise (DBE) Program Objectives

- Ensure nondiscrimination in the award and administration of United States Department of Transportation (US DOT) assisted contracts
- Create a level playing field on which DBEs can compete fairly.
- Ensure that the Department's DBE program is narrowly tailored in accordance with applicable law
- Ensure that firms that meet eligibility standards in the Code of Federal Regulations, 49 CFR 26.



Benefits of DBE Certification

Certification is recognized by subrecipient local agencies in California.

Expands opportunities to participate on federally-funded contracts.

Become accessible to prime contractors needing to fulfill DBE participation goal requirements.

Listing on the official CUCP database.

Increases opportunities to network at events such as procurement fairs and pre-bids.



CALIFORNIA UNIFIED CERTIFICATION PROGRAM (CUCP)













California
Unified
Certification
Program
(CUCP)

Unified Certification Program 49 CFR §26.81

- As mandated by the United States Department Of Transportation (US DOT), California's Unified Certification Program (CUCP) is an agreement between multiple certifying agencies.
- The CUCP provides a public database to find DBEs. You can also view competitors profile information.



CUCP CERTIFYING AGENCIES

- California Department of Transportation (Caltrans)
- Bay Area Rapid Transit (BART)
- City of Fresno
- City of Los Angeles
- Los Angeles County Metropolitan Transportation Authority (METRO)
- San Francisco Municipal Transportation Agency (SFMTA)
- San Mateo County Transit District (SAMTRANS)
- San Diego County Regional Airport Authority (SDCRAA)
- San Francisco International Airport (SFO)
- Santa Clara Valley Transportation Authority (VTA)



DBE ELIGIBILITY REQUIREMENTS













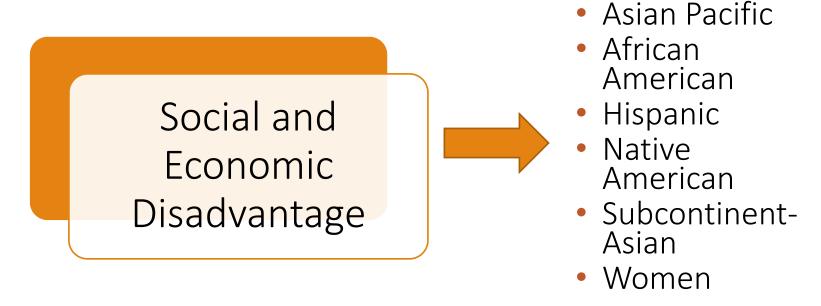


DBE Eligibility Overview

- Social and Economic Disadvantage
- Ownership
- Control
- Independence
- Personal Net Worth (PNW)
- Business Size

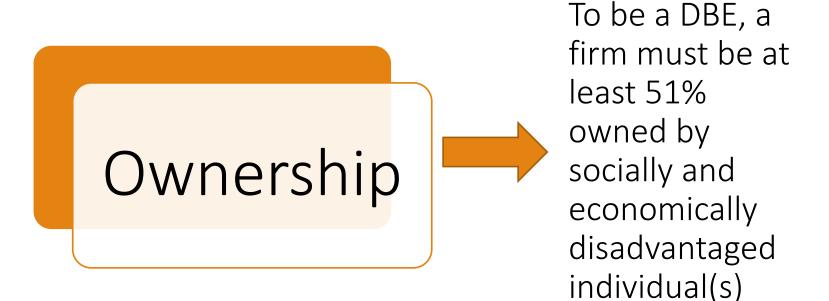




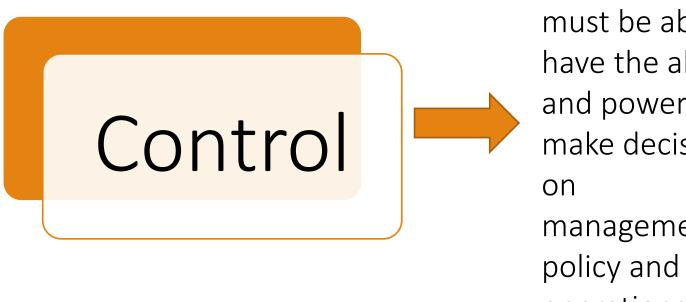


Note: If you are not in one of the six groups that has a presumption of social and economic disadvantage, you may still be eligible for DBE certification. Refer to 49 CFR 26, Appendix E.



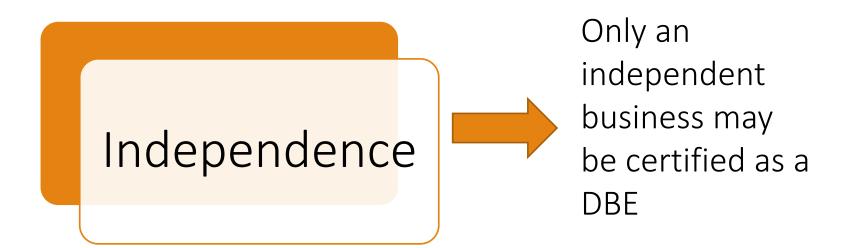




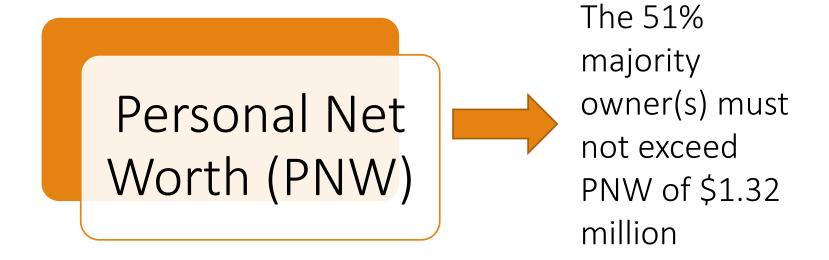


51% owner(s) must be able to have the ability and power to make decisions management, operations









Note: There may be some cases in which an individual whose PNW is less than \$1.32 million may not be regarded as economically disadvantaged. Refer to 49 CFR 26.67.







3-year average gross receipts cannot exceed \$26.29 million (varies by industry)



APPLYING FOR DBE CERTIFICATION















Application Process Overview







Application is assigned to a certification analyst

Analyst
conducts review
for missing
documentation
and requests
further
clarification (if
needed)

Site visit is scheduled and conducted



S

Analyst to conduct final review for eligibility recommendatio

Certification determination completed

n



1. Start at Caltrans Website (https://dot.ca.gov/), then click "Programs"



2. Click "Civil

Rights"



3. Click "California Unified Certification Program"

Certification

California Unified Certification Program

4. Click "Find a Certifying Agency"

Find a California Certifying Agency 🔸 —



5. The Online Certification screen will populate, click "show details" under the "Is your firm located in the Northern California area?"



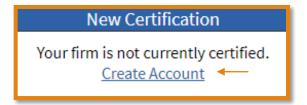
6. Click "California Department of Transportation"



7. Click "Apply for/Renew Certification"



8. The Online Certification screen will populate, click "Create Account"





Online Certification Account

- Tax ID
- Business Information
- Contact Information
- Company Contact Person





Key Reminders

- Complete application within 90 days
- DBE Application and Personal Net Worth Statement (PNW) must be signed and notarized
- Upload required documents
- You may use the direct link to access the system:

https://caltrans.dbesystem.com/





FREQUENTLY ASKED QUESTIONS (FAQ)















Is there a fee for Applying?

No, the only cost associated with the DBE certification is to notarize your application and PNW statement.

Can I mail my application?

At this time, all applications are to be submitted online at https://caltrans.dbesystem.com/.

How long does it take to get a response after I submit my application?

After Caltrans receives all complete and necessary paperwork, it can take up to one month.



CALTRANS RESOURCES













DBE Specific Resources

Certification "Analyst of the Day"

Monday-Friday 8:00AM – 5:00PM

(916) 324-1700

DBE.certification@dot.ca.gov

- US DOT DBE Program
 https://www.transportation.go
 v/civil-rights/disadvantaged business-enterprise
- DBE Federal Program
 https://www.fhwa.dot.gov/civi
 lrights/programs/dbe/



Q & A Session













RFQ For Two Design Services Procurement Small Business Compliance

Peggy Chiok
Asst. Contract Compliance Administrator
March 29, 2022

SB Program Reporting & Responsibility

- Contractor Small Business Officer Duties & Responsibilities
 - » Designate a SBO
 - SBO meets and confers with SB Compliance Analyst on all SB Program and reporting items.
- Develop, Implement & Monitor SB Performance Plan
 - Manage and implement approved SB Performance Plan
- Act as "lead" for Contractor staff and Subcontractors regarding SB Program Goals/Objectives
 - Meet with all SB subcontractors to ensure full understanding of Authority SB Program reporting requirements, their responsibilities and protections.
- Quarterly/Monthly meetings with the SB Compliance Team regarding overall SB utilization and strategies to achieve the SB goals.
- Attendance to at least two (2) Business Advisory Council (BAC) meetings per year.
- Prime Consultant's website to list all SB participating on Contract.
- Perform ongoing efforts to engage SB in order to meet 30% utilization goal.
 - » Document your Good Faith Efforts.



63

Reports and submission

- Due 15th of each month.
 - » Form 103 (SB Utilization Verification Form)
 - **Prompt Payment Verification Form**
 - Monthly SB Narrative Report
- Annual Report (Due 1st August of each year)
- Executed SB Subcontract Agreements
 - Provide copies of all executed subcontract agreements and purchase orders that are made with SB.
- Change in Contract Amount
 - Submit signed Change/Task Orders verifying approved change to contract value.
- Request to Add, Substitution/Termination of a SB subcontractor
 - Prepare to submit Request to Add, Substitution/Termination form with executed agreement and SB certification.



Thank you and Questions

