

**California Transit Association - 52nd Annual Fall
Conference & Expo**

Harnessing the Power of Small and Disadvantaged Businesses

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Metro's Core Business Goal #3 *Drives* Small Business Initiatives

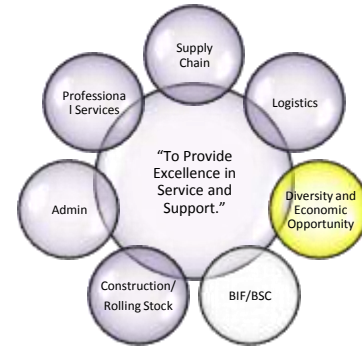
PLAN AND DELIVER **CAPITAL PROJECTS** ON TIME AND ON BUDGET WHILE INCREASING OPPORTUNITIES FOR **SMALL BUSINESS DEVELOPMENT AND INNOVATION**



Diversity and Economic Opportunity

□ SMALL BUSINESS PROGRAMS

- DISADVANTAGED BUSINESS ENTERPRISE (DBE)
- SMALL BUSINESS ENTERPRISE (SBE)
- SMALL BUSINESS (SB) PRIME
- DISABLED VETERAN BUSINESS ENTERPRISE (DVBE)
- CONTRACTING OUTREACH AND MENTORING PLAN (COMP)
- MEDIUM-SIZE BUSINESS ENTERPRISE (MSZ)
- JOINT VENTURE (JV) BONUS



□ CERTIFICATION

- DBE, SBE/DVBE Overview
- Online Certifications Update



Focus: Small Business Prime



- Drivers:
 - Small Business Growth as Primes
 - Social Responsibility
 - DOT Requirement (Fostering Small Business Element)
 - Small Business Goals (Overall Agency)
 - Innovation!

Small Business Prime: What is it?

- Breakthrough (Set-Aside) Initiative launched June 2014
 - Paves Way for Small Firms to Win Prime Contracts \$3K – \$5M
 - Only SBEs That Qualify Under Applicable NAICS Codes Can Compete
 - Race-Neutral
 - Both FTA Funded And Non-Federally Funded Contracts

Small Business Prime: Technology



The header features the Metro logo on the left, a purple banner with 'VENDOR PORTAL' in white, and a 'Select Language' dropdown on the right. Below the banner is a dark navigation bar with links: 'Getting Started', 'Small Business Tools', 'Solicitations', 'Awards', and 'What's Next'. A breadcrumb trail below the navigation bar reads: 'Home > Solicitations > Small Business Prime (Set Aside)'.

- Open Solicitations
- Small Business Prime (Set Aside)
- Bid Publication

Small Business Prime (Set Aside)

Search

Match All Any

Solicitation Number:

Solicitation Title:

Buyer/Contract Administrator:

- Formal
- Informal
- Conflict of Interest
- Vendor Registration Status
- Find a Metro Certified SBE/DBE

To get more information on a specific solicitation, click on the solicitation number. From the Solicitation Summary page, click on the "Download" button located at the bottom of the page to obtain the Solicitation package. To sort the information below, hover over the desired column title and click on the up and down arrow. To print the Open Solicitations list, click on the "Download into PDF" button.

If you are using Internet Explorer and experiencing problems, please use the Google Chrome browser. To download Chrome, click [here](#).

For instructions to download a solicitation, click [here](#).

Please call 213.922.1037 or email [Vendor Relations](#) for assistance.

View

Solicitation Number	Solicitation Title	Type	Due Date	Issue Date	Status
046235C1180	Division 4 Permeable Concrete P...	IFB	11-Dec-2017, 1...	05-Nov-2017	Active
RQ48505	BRUSH - GROUND, GRU, FOR A...	RFQ	13-Nov-2017, ...	06-Nov-2017	Active
RQ48498	190163, 190163 Inert - sec	RFQ	09-Nov-2017, ...	02-Nov-2017	Active
RQ48480	191091 Glass	RFQ	09-Nov-2017, ...	02-Nov-2017	Active
P547733	First Last Mile Planning Football...	RFP	30-Nov-2017, ...	31-Oct-2017	Active
P547384	Rail Ridership Forecasting Condu...	RFP	28-Nov-2017, ...	25-Oct-2017	Active
DB47304	Design/Build for Replacement of...	IFB	04-Dec-2017, 1...	20-Oct-2017	Active
18444934	INT. MECHANICAL WORK FOR ...	IFB	14-Dec-2017, 1...	16-Oct-2017	Active



SB Prime Success Stories

Wagner Engineering

- First Metro Environmental Clearance/Preliminary Engineering Small Business Prime contract (\$1.9 million).
- 10 subconsultants, Jacobs serving as a sub-consultant/mentor to Wagner on this project

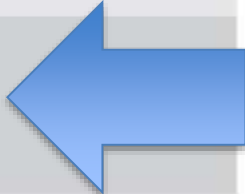


Ted Tokio Tanaka Architects

- Metro Gold Line Eastside Access – 1st and Central Station Improvement contract (\$1.7 million A & E project)
- “Most of my subconsultants are SBEs or DBEs. The only ‘big boy’ is AECOM.” (Ted Tokio Tanaka, Principal)

Small Business Programs' *Impact*

Program	Impact					AWARDS
	FY13	FY14	FY15	FY16	FY17	
SMALL BUSINESS ENTERPRISE (SBE)						GOAL: 30% \$293 million AWARDED METRO REMOVED GOOD FAITH EFFORS IN SEPT 2015 PARTICIPATION TO DATE: 27%
DISADVANTAGED BUSINESS ENTERPRISE (DBE)						GOAL: 26% \$293 million AWARDED \$580 million DESIGN/BUILD CONTRACTS TO BE AWARDED PARTICIPATION TO DATE: 20.44%
SMALL BUSINESS PRIME (SET-ASIDE)						\$52 million AWARDED 641 TOTAL SB PRIME AWARDS
DISABLED VETERAN BUSINESS ENTERPRISE (DVBE)						GOAL: 3% \$12 million AWARDED 76 TOTAL DVBE AWARDS (EXCEEDING GOAL 3.44% OF TOTAL STATE/LOCAL AWARDS)
CONTRACTING OUTREACH AND MENTORING PLAN (COMP)						18 PROJECTS HAVE COMP REQUIREMENTS 25+ PROTÉGÉS IDENTIFIED BY PRIMES TO DATE



Future Small Business Programs

Program

Impact

MEDIUM-SIZE BUSINESS ENTERPRISE (MSZ)

- > Provides contracting opportunities to medium-size businesses and allows small businesses who have graduated an opportunity for competition among firms of similar size.
- > Bridge to fill the gap between small business and large business concerns by creating contracting opportunities (*only medium-size businesses can compete*).
- > Medium Size Business range: \$12,000,000 - \$30,000,000
- > Currently have one potential contract: On-Call Communications Bench RFP

JOINT VENTURE (JV) BONUS

IN FINAL IMPLEMENTATION

- > 3% - 5% bonus points for joint venturing with DBE/SBE/DVBE program, above 100 point scale on FTA funded and non-federally funded RFPs.
- > Threshold applicability: (\$3,000,0001 - \$11,999,999)