



**CALIFORNIA**  
High-Speed Rail Authority

# **SMALL BUSINESS PROGRAM**

**Alice Rodriguez, Small Business Advocate**

**Agenda Item 9: Small Business Program Update**

**October 11, 2016**

**Sacramento, California**



# SMALL BUSINESS REGULATIONS

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- **Federal 49 CFR Part 26**
- **California Government Code Section 14835-14843**
- **California Executive Order D-43-01 (Davis)**
- **California Executive Order S-02-06 (Schwarzenegger)**
- **Title VI of the Civil Rights Act of 1964**

# SMALL BUSINESS POLICY

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- **November 2011:**
  - » Small and Disadvantaged Business Enterprise Policy Directive
  
- **August 2012:**
  - » Small and Disadvantaged Business Enterprise Program Plan
  
- **30% Goal for Small Business Participation**
  - » 10% Disadvantaged Business Enterprises (DBE)
  - » 3% Disabled Veteran Business Enterprises (DVBE)

# COMMITMENT TO DIVERSE SMALL BUSINESSES

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- **Certifications That Count Toward the Overall Goal:**
  - » **California Department of General Services**
    - Small & Micro Businesses
    - Disabled Veteran Business Enterprises
  - » **California Unified Certification Program**
    - Disadvantaged Business Enterprises
  - » **US Small Business Administration**
    - 8(a) Disadvantaged Business Program

# STRATEGIC PARTNERSHIPS

- **Federal and State Partners:**



- **Local Partners:**

- » Minority Business Development Agencies (MBDA)
- » Workforce Investment Boards (WIB)
- » Small Business Development Centers (SBDC)
- » Economic Development Corporations (EDC)
- » Local Transportation Agencies
  - LA Metro, VTA, CalTrain, BART

# SMALL BUSINESS PARTICIPATION\*



\*As of June 2016

# **SMALL BUSINESS: Professional Services\***

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- **31 Professional Service Contracts**
  - » 4 Small Business Prime Contractors
- **\$110 Million to Small, Disadvantaged and Disabled Veteran Businesses**
- **34.9% Small Business Utilization**
- **13 Contracts have a 70% or Higher Small Business Utilization**





# SMALL BUSINESS: Design-Build Contracts\*

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- **Construction Package 1**
  - » 68 Small & Micro Businesses
  - » 24 Disadvantaged Business Enterprises
  - » 13 Disabled Veteran Business Enterprises
  - » \$43.4 Million to Small Businesses
  
- **Construction Package 2-3**
  - » 23 Small & Micro Businesses
  - » 13 Disadvantaged Business Enterprises
  - » 3 Disabled Veteran Business Enterprises
  - » \$1.9 Million to Small Businesses
  
- **Construction Package 4\*\***
  - » 7 Small & Micro Businesses
  - » 2 Disadvantaged Business Enterprises
  - » 3 Disabled Veteran Business Enterprises

\*As of July 2016

\*\* Committed as of September 2016



# SMALL BUSINESS: Faces of High-Speed Rail



# SMALL BUSINESS: Reporting

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- **State and Federal Reporting:**

- » FRA:

- Bi-Monthly Teleconference Calls
- Quarterly Small Business Utilization Report
- Bi-Annual Uniform DBE Report of DBE Awards or Commitments and Payments

- » DGS: Consolidated Annual Report (CAR)

- **Coordination With:**

- » Contracting and Procurement Teams
- » Contract Management Office
- » Contract Compliance Unit

# SMALL BUSINESS: Outreach

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- 268 Outreach Events Since 2013
- They Include:
  - » 41 Certification Workshops
  - » Meet the Primes and Resource Partner Workshops
  - » Pre-Bids & Industry Forums to Connect Prime Contractors with Small Businesses
  - » Small Business Conferences, Tradeshows and Workshops



# SMALL BUSINESS NEWSLETTER

- Small Business Profiles
- Faces of High-Speed Rail
- Partner Spotlights
- Workforce Development and Job Training Programs
- Calendar of Upcoming Small Business Events

## Investing in California Small Businesses



SMALL BUSINESS NEWSLETTER • VOLUME 4: ISSUE 2

AUGUST 2016



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### Design Work and 100-Year Old Property Records Keep Fresno Firm Busy

By Karen Massie

“It’s fun for our firm to tell the story,” said Adam Holt, Chief Financial Officer for Blair, Church & Flynn (BC&F) Consulting Engineers. “High-speed rail is one of the top five largest projects we’ve ever worked on. It was a long road but we were patient, persistent and networked non stop for the opportunity.” In February 2014, the Native-American owned company based in Clovis landed a design contract for utility relocation engineering on Construction Package 1 with design-builder Tutor Perini/Zachry/Parsons. Since then, the amount of work has grown for the firm which is certified as a Disadvantaged Business Enterprise (DBE).

Holt said the business will do more than \$2 million worth of design work for utility relocations in the Fresno area. “The design, coordination and project specific processes for engineering work on high-speed rail are complex,” he said. BC&F’s project team members work with local utility providers, special districts and public agencies to design solutions to resolve utility infrastructure conflicts between existing sewer, water, irrigation or

“High-speed rail has the potential to connect people and resources and create opportunities throughout California in ways we’ve never seen.”

Adam Holt  
Chief Financial Officer  
Blair, Church & Flynn (BC&F)

Investing in California Small Businesses 1

# BUSINESS ADVISORY COUNCIL

- Established in 2012
- Purpose is to Cultivate Partnerships with SB Community
- Membership Consists of 22 Organizations
- Hold Bi-Monthly Meetings
  - » Hear from Executives on Key Issues
  - » Discuss Ideas to Remove Barriers for SBs
- Committees
  - » Construction
  - » Professional Services



# **BUSINESS ADVISORY COUNCIL: Key Areas Of Interest**

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- **Prompt Payment Notification**
- **Title VI and Environmental Justice**
- **Small Business Utilization on Design-Build Contracts**
- **Balanced Professional Service and Construction SB Utilization**
- **Safe Harbor/Overhead Rates**
- **Travel Reimbursement for Bi-Monthly Meetings**

# VENDOR REGISTRY

## Enter Registration Information

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### Business Information

\* required fields

Legal Business Name \*

Website

Doing Business As

Street Address \*

City \*

State \*

Zip Code \*

Telephone \* (e.g. 0123456789)

Extension

Fax

**Business Name:**

**Services and Products Offered:**

**Certification Type:**

Disadvantaged Business Enterprise (DBE);Small Business (SB)

**Service Counties:**

Kern;Kings;Madera;Tulare;Tuolumne

Business Name	Contact	Telephone	Extension	Email
<a href="#">AFR Biz 1</a>	John Smith	(916) 555-4763		john.smith@ufr.com
<a href="#">AFR Biz 2</a>	Jennifer Jones	(239) 555-3098		jennifer.jones@ufr.com
<a href="#">Full House Inc.</a>	James Johnson	(415) 555-3390		james.johnson@house.com
<a href="#">Glenn Trucking</a>	Glenn Doe	(916) 555-4684		glenn@gtrucking.com
<a href="#">Justin's Wrecking Crew</a>	Justin Andrews	(916) 555-5639		jandrews@wrecking.com

# GOALS FOR 2017 AND BEYOND

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- **Continue to Meet or Exceed Goals**
- **Refine the Small and Disadvantaged Program Plan**
- **Expand Outreach Activities**
- **Develop Additional Workshops and Trainings**
- **Contract Manager Training**
- **Continue to Build and Expand Existing State and Local Partner Networks**