AGENDA

- 9:00 - 9:25 a.m. – Registration and Continental Breakfast
- 9:30 - 10:00 a.m. – Welcome Remarks
- 10:15 a.m. - 12:00 p.m. – Speed Networking Session
- 12:00 - 12:15 p.m. – Closing Remarks
- 12:15 - 1:00 p.m. – Bench/Prime Networking
DIVERSITY IN SMALL CONTRACTOR OPPORTUNITIES

- Elaine Richardson, SANDAG Manager, Small Business Development
“Diversity in Small Contractor Opportunities” or DISCO

Designed to outreach to Small Business (SB) and Disadvantaged Business Enterprise (DBE) firms

Participation and utilization of SBs and DBEs is important to SANDAG, our Executive Director, and the SANDAG Board of Directors
In February 2012, SANDAG implemented a SB Program for Federal, State, and Local-funded procurements.

For Non-Federally funded procurements, proposers can specify elements of the contract that small businesses can reasonably perform.

Expectation that 15 - 20% of work will be available for SB participation through the SANDAG CM Bench program.
CONSTRUCTION MANAGEMENT (CM)
What is the SANDAG CM Bench?

A pool of certified Disadvantaged Business Enterprises (DBE) and Small Businesses (SB) for primes to identify subcontractors willing and able to provide professional services on SANDAG CM On-Call Contracts.

Why do we have the SANDAG Bench?

To fulfill our commitment of creating more opportunities for DBE and SB participation on SANDAG contracts.
CM

- Open to construction management firms
- Able to provide one or more of the 25 identified CM services

**Bench firms must be certified as one of the following:**

- Disadvantaged Business Enterprise (DBE) by the California Unified Certification Program (CUCP)
- Small Business (SB) by the California Department of General Services (DGS)
### A&E Bench Summary as of November 2015

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>A&amp;E Contracts Executed</td>
<td>15</td>
</tr>
<tr>
<td>A&amp;E Procurement Value</td>
<td>$260M</td>
</tr>
<tr>
<td>A&amp;E Prime Contracts Awarded to Certified Small Businesses</td>
<td>6</td>
</tr>
<tr>
<td>Total Task Order Value</td>
<td>$258M</td>
</tr>
<tr>
<td>Total A&amp;E Bench Firms</td>
<td>356</td>
</tr>
<tr>
<td>Bench Firms Awarded Work</td>
<td>94</td>
</tr>
<tr>
<td>Total DBE &amp; SB Commitment</td>
<td>16%</td>
</tr>
<tr>
<td>DBE Commitment</td>
<td>8%</td>
</tr>
<tr>
<td>$41.1 Million</td>
<td></td>
</tr>
<tr>
<td>$20.7 Million</td>
<td></td>
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</tbody>
</table>

SANDAG EXPECTS THE CM BENCH TO EXPERIENCE THE SAME SUCCESS
Ramon Ruelas, SANDAG
Principal Construction Engineer
SANDAG funds various types of projects
We implement all transit related improvements along with other regionally significant types of improvements
We partner with others to implement projects:
- MTS
- NCTD
- Caltrans
- Member Cities
- County of San Diego
OPPORTUNITIES

- 8 On-Call Construction Management Services Contracts
  - Combined Value $125M
  - 5 year contracts

- 2 On-Call Construction Management Services Contracts for Mid-Coast Corridor Projects
  - Combined Value $120M
  - 5 year contract with 2 year option
Consultants Play a Vital Role in Completing Regional Improvements
Part of a comprehensive set of transportation, environmental, and coastal access projects

- Adds carpool lanes on I-5 from Lomas Santa Fe to State Route 78
- Completes two double track projects
- Lagoon restoration
- Construction cost - $700M
- CMGC contract
- Caltrans project
- Flatiron-Skanska-Stacy & Witbebeck
Extends light rail service from Santa Fe Depot to University City
Completes two double track projects
Completes Voigt Dr. DAR
Completes Rose Creek bikeway
Completes Gilman Drive overcrossing
Construction Cost - $1+ Billion
CMGC Contract
Mid-City
I-15
Downtown
South Bay
LOSSAN CORRIDOR PROGRAM

- 24 total projects
- Bridge replacements, double track, trackbed preservation
- Projects to be under construction:
  - Oceanside Transit Center
  - Poinsettia Station
  - San Onofre to Pulgas (Phase II)
  - Eastbrook to Shell Double Track
  - Carlsbad Village Double Track
  - San Onofre Bridge Replacements
  - Rose Canyon Bridge Replacements
REGIONAL BIKEWAY PROGRAM

- Bayshore Bikeway
- Inland Rail Trail
RESOURCE NEEDS

- Resident Engineers
- Office Engineers
- Inspectors
- Material Sampling & Testing
- Document Control
- Storm Water Compliance
- Job-Site Safety Inspectors/Auditors
- Environmental Compliance Monitors
- Field Office Administrative Support
CONTRACT AUDITING AND REVIEW PROCESS

- Steve Castillo, SANDAG
  Principal Internal Auditor
TOPICS

- SANDAG requirements – cost submittal and analysis
- Recent changes at Caltrans (Indirect Cost Rates)
- Indirect Cost Rates
- Safe Harbor Indirect Cost Rate test program
SANDAG REQUIREMENTS: COST SUBMITTAL

- **Required Format:**
  - Personnel Request Form (PRF) – added to contracts

- **Required Information:**
  - Individual names, classifications, and actual hourly pay rates
  - Firm’s indirect cost rate
  - Negotiated Fixed Fee (Profit)
  - Other Direct Costs
SANDAG REQUIREMENTS: COST ANALYSIS

SANDAG staff will verify the following:

- **Direct labor** – trace selected hourly rates to payroll registers
- **Indirect cost rate** – review proposed indirect cost rates to established guidelines and federal regulations
- **Fee** - review proposed fixed fee (profit) in accordance with contract terms
- **Other direct costs** – review each item to support documentation
Subconsultant Certifications (Exhibit 10-K)

- List proposed indirect cost rate for the fiscal period
- Indirect cost rates are allowable in accordance with federal cost principles
- All expressly unallowable costs are excluded
- Financial management system meet FAR Standards

If subconsultants do not have established indirect cost rates, then they may apply for the Safe Harbor Rate
SAFE HARBOR RATE (SHR) PROGRAM

- FHWA “Path to Compliance” pilot program
  - To help firms become FAR compliant
- SHR program objectives:
  - Remove financial management barrier that may otherwise prevent new, small, disadvantaged businesses from entering federally funded engineering service markets
  - Provide a framework for these CM consulting firms to establish a cost history for the eventual development of an indirect cost rate in accordance with federal cost principles
- FHWA national safe harbor rate: 110 percent
  - Set to expire on June 30, 2016 unless extended
- Caltrans administers Safe Harbor Rate Program for FHWA
  - Firms must meet certain requirements
Elaine Richardson, SANDAG Manager, Small Business Development
LABOR COMPLIANCE MONITORING PROGRAM

Labor Compliance Monitoring System (LCMS)

Labor Compliance Rules

Labor Compliance Laws

Labor Compliance Monitoring Program (LCMP)

Labor Compliance Training

Labor Compliance Monitoring
LABOR COMPLIANCE MONITORING SYSTEM

- Automated labor compliance entry and tracking
- Web-based labor compliance monitoring
- Using LCPTTracker™ web-based software
- Easy to use/access prevailing wage information
- Reduces paperwork
- Improves resource management for prevailing wage input
- Available 24/7 to SANDAG staff, contractors, and CM consultants who monitor LC on behalf of SANDAG
- Automated email communications with contractors
SENATE BILL (SB) 854 – CONTRACTOR REGISTRATION

- Per SB 854, Contractor Registration is required for all contractors, professional services companies, and trucking firms who perform construction or construction-related work on public works projects.
- California State requirement that all A&E/CM Prime consultants, subconsultants/subcontractors (subs), and prevailing wage work must register in the Contractor Registration system.
  - Annual registration fee is $300
  - July 1-June 30
- The penalty for not registering and/or having a lapse in registration is $2,000
SPEED NETWORKING OVERVIEW

- Shannon Brown, Brown Marketing Strategies Consultant
CATEGORIES

- **ROW 1**
  - Construction contract quality assurance
  - Field and transit inspection

- **ROW 2**
  - Field office engineering and administration
  - Services associated with management administration and enforcement of construction contracts

- **ROW 3**
  - Project scheduling and contract dispute assistance and resolution
ROW 4

- Materials sampling and testing
- Constructability reviews
- Storm water (NPDES) compliance

ROW 5

- Other specialized services
  - Material/product plant and source inspection, geotechnical services, surveying and construction staking, geotechnical support, traffic handling support, construction project and document management system integration, labor compliance, records and file auditing, job site safety, systems start-up and testing, environmental and resource agency permit compliance, contaminated/hazardous waste assessment, photo and video documentation, and independent cost estimating
Closing Remarks

- Hope you all found the speed networking to be beneficial
- You will now have an opportunity to network with the following organizations/agencies:
  - Caltrans
  - Metropolitan Transit System
  - North County Transit District
  - North County Small Business Development Center
  - San Diego Contracting Opportunities Center
  - SANDAG
  - 10 Construction Management Primes
  - Project Managers, Resident Engineers and Construction Managers from various agencies
- All of these organizations can tell you about additional work available or how to become certified to compete for the work.
- So keep on networking, we have until 1:00 pm