Speed Networking Event
January 24, 2017
AGENDA

- 9:00 – 9:25 a.m.
  - Registration and Continental Breakfast
- 9:30 – 9:45 a.m.
  - Welcoming Remarks
- 10:00 – 11:30 a.m.
  - Speed Networking Session
- 11:30 – 11:40 a.m.
  - Closing Remarks
- 11:45 – 12:30 p.m.
  - Bench/Prime Networking
Elaine Richardson, SANDAG
Manager of Small Business Development
The DISCO Program is an umbrella program that provides SANDAG contracting opportunities to Small Business (SB) and Disadvantaged Business Enterprise (DBE) firms.

Developed and designed to outreach to SB and DBE firms.

Participation and utilization of SB and DBE firms is important to SANDAG, our Executive Director, and the SANDAG Board of Directors.
SANDAG implemented an SB Program for Federal, State, and Locally-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 A&E Bench program
WHAT IS THE SANDAG BENCH?
A pool of certified DBE and SB businesses for Primes to identify subcontractors willing and able to provide professional services on SANDAG contracts.

WHY WAS THE SANDAG BENCH CREATED?
To fulfill our commitment to create more opportunities for DBE and SB participation on SANDAG contracts.
THE SANDAG BENCH PROGRAM

- Architecture and Engineering (A&E) Bench
- Construction Management (CM) Bench
A&E BENCH

- Open to architecture and/or engineering firms
- Able to provide one or more of the 44 identified A&E services

Bench firms must be certified as one of the following:

- Certified Disadvantaged Business Enterprise (DBE) by the California Unified Certification Program (CUCP)
- Certified Small Business (SB) by the California Department of General Services (DGS)
A&E BENCH SUCCESS

A&E Contracts Executed: 15  A&E Procurement Value: $294 Million

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<tr>
<th>A&amp;E Prime Contracts Awarded to Certified Small Businesses:</th>
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<tr>
<td>A&amp;E Bench Summary as of September 2016</td>
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<tr>
<td>Total Task Order Value</td>
<td>$294 Million</td>
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<tr>
<td>Total A&amp;E Bench Firms:</td>
<td>383</td>
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<tr>
<td>Bench Firms Awarded Work:</td>
<td>100</td>
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<td>Total DBE &amp; SB Commitment:</td>
<td>16.7%</td>
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<td>DBE Commitment:</td>
<td>8.2%</td>
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<td>$49 Million</td>
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<td>$24 Million</td>
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Susan Huntington, SANDAG
Manager of Financial Programming and Project Control
- Half-cent sales tax program since 1988
- *TransNet* funds regional transportation projects
- SANDAG partners with Caltrans, MTS, and NCTD
- $300 million A&E procurement
- Highway and transit improvements on 11 of the region’s busiest transportation corridors

- Advanced completion of projects in the region by leveraging TransNet local sales tax with federal, state at other local funding sources.
NORTH COAST CORRIDOR

Investing over $1 billion to double track the 60-mile coastal rail corridor for improved passenger travel times and rail line capacity.

Highway Improvements  Coastal Rail Improvements  Environmental Protection & Coastal Access
MID-COAST TROLLEY
COASTAL RAIL IMPROVEMENTS
ENVIRONMENTAL MITIGATION PROGRAM
CONTRACT AUDITING AND REVIEW PROCESS

- Steve Castillo, SANDAG
  Principal Internal Auditor
TOPICS

- SANDAG Requirements – Cost Submittal and Analysis
- Indirect Cost Rates
- Caltrans Requirements
- Safe Harbor Indirect Cost Rate Test Program
SANDAG REQUIREMENTS: COST SUBMITTAL

- **Required Format:**
  - Cost Proposal
  - 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
- 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

The Caltrans DBE Supportive Service Program provides free assistance to DBEs that need help developing their indirect rates
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, 2017 unless extended

Caltrans administers Safe Harbor Rate Program for FHWA
- Firms must meet certain requirements
SPEED NETWORKING SESSION

- Shannon Brown, Brown Marketing Strategies
  SANDAG Consultant
SERVICES

• Rows 1, 2, 3 and 4
  Rail, Transit, and Highway

• Row 5
  Environmental

• Row 6 and 7
  Other Design and Specialized Services
QUESTIONS

▪ **Contact**

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