Mid-Coast Corridor Transit Project

Small Business & DBE Opportunity Forum
December 12, 2013
Welcome
Welcome & Introduction

- Elaine Richardson
  Manager of Small Business Development
Keynote Speaker

Jack Dale

Chair of the Board of Directors - SANDAG
Mid-Coast Corridor Transit Project Overview

John Haggerty
Division Director
of Rail & Mid-Coast Corridor Director
CM/GC 1 Projects

- **Mid-Coast Light Rail Transit Project**
- **Elvira to Morena Double Track Project**
- **San Diego River Bridge Project**
  - **TransNet Early Action Project**
  - **FTA & FRA Funds**
  - **Extends Blue Line from Santa Fe Depot through UCSD to UTC**
  - **Adds LOSSAN capacity**
Mid-Coast Project

- Extension of Trolley Blue Line from Downtown to UTC Transit Center
- 10.9 miles of new LRT tracks
- 4 plus miles of elevated guideway & bridges
- 4 at-grade and 5 aerial stations
- Traction power, signals & communications
- Special trackwork & shoofly track
- Utility relocation
Mid-Coast Project Flyover
Typical Aerial Structure

GENESEE AVENUE TRANSIT GUIDEWAY
Noble Dr. Station, Parking Structure & Viaduct
Voigt Drive (at UCSD East) Station
Voigt Drive (at UCSD East) Station
Elvira to Morena Double Track Project

- Rebuild four single track bridges with new double track bridges
- 2.6 miles of track work
- On operating LOSSAN tracks
- Adjacent to Mid-Coast Project
San Diego River Bridge Project

- Rebuild single track bridge with new double track bridge
- Adjacent to Mid-Coast Project
Construction Manager/General Contractor (CMGC)

- New method to SANDAG
- Best Value Procurement – Not price alone; Experience and Qualifications
- Creative pre-construction support
- Guarantee Maximum Price (GMP)
  - Reduced changes and claims
- Improve production & schedule through early collaboration
Mid-Coast Corridor CMGC

Objective – One Team

› Design Synergy: Constructability, Phasing, Materials & Suppliers
› Construction Synergy: Schedule, Phasing, Methods, Subcontractors, Operations & Safety
› Integrated Community Relations
› Right Cost, Budget Conscious, Limit Changes
# Mid-Coast/CMGC Contracting Timeline

<table>
<thead>
<tr>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2</td>
<td>Q3</td>
<td>Q4</td>
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<tr>
<td>Q1</td>
<td>Q2</td>
<td>Q3</td>
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<tr>
<td>Q4</td>
<td>Q1</td>
<td>Q2</td>
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<td>Q3</td>
<td>Q4</td>
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<tr>
<td>Q4</td>
<td>Q1</td>
<td>Q2</td>
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<tr>
<td>Q1</td>
<td>Q2</td>
<td>Q3</td>
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- **Engineering**
- **CM/GC Selection**
- **Pre-Construction**
- **Construction**
- **FTA ROD**
- **Final Design**
- **GMP**
- **Construction (Mid 2018)**
- **FFGA**
## CM/GC 1 Procurement Steps

<table>
<thead>
<tr>
<th>Procurement Step</th>
<th>Primary Responsibility</th>
<th>Board Approval</th>
</tr>
</thead>
<tbody>
<tr>
<td>Evaluation &amp; Selection Criteria</td>
<td>Project Team</td>
<td>X</td>
</tr>
<tr>
<td>Issue RFP</td>
<td>Contracts</td>
<td></td>
</tr>
<tr>
<td>Evaluate Proposals for Responsiveness</td>
<td>Contracts</td>
<td></td>
</tr>
<tr>
<td>Evaluate Technical Proposals</td>
<td>Evaluation Committee</td>
<td></td>
</tr>
<tr>
<td>Shortlist for Interview</td>
<td>Evaluation Committee</td>
<td>X</td>
</tr>
<tr>
<td>Hold &amp; Score Interviews</td>
<td>Evaluation Committee</td>
<td></td>
</tr>
<tr>
<td>Open &amp; Score Cost Proposals</td>
<td>Contracts</td>
<td></td>
</tr>
<tr>
<td>Add Technical, Interview &amp; Cost Scores</td>
<td>Contracts</td>
<td></td>
</tr>
<tr>
<td>Shortlist &amp; Award to Single Proposer for Pre-Construction Services</td>
<td>Contracts</td>
<td>X</td>
</tr>
<tr>
<td>Negotiate GMP(s) for Construction Contracts</td>
<td>Mid-Coast Project Team, Contracts</td>
<td></td>
</tr>
<tr>
<td>Authorize GMP Construction Contracts</td>
<td>Construction</td>
<td>X</td>
</tr>
</tbody>
</table>
Construction Management Services
Mid-Coast Corridor Transit Project Overview

Ramon Ruelas,  
*Principal Construction Engineer*
Construction Management Services

- Over $200 million for Construction Management Services
- Professional and technical construction management and engineering services
- Transportation improvements for public agencies
  - Caltrans
  - Metropolitan Transit System
  - North County Transit District
  - Other cities, counties, and agencies
SANDAG’s Role

• Project implementation agency
• Lead agency
• Contract Administrator – contract oversight, monitoring, and task & invoice approvals
# CM Required Services List

<table>
<thead>
<tr>
<th>As-Needed Support Services</th>
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</thead>
<tbody>
<tr>
<td>Quality Assurance</td>
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<tr>
<td>Safety Compliance</td>
</tr>
<tr>
<td>Field Inspection</td>
</tr>
<tr>
<td>Transit Inspection</td>
</tr>
<tr>
<td>Field Office Engineering</td>
</tr>
<tr>
<td>Administration</td>
</tr>
</tbody>
</table>
# Additional Specialized Services

<table>
<thead>
<tr>
<th>Other Specialized Services</th>
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</thead>
<tbody>
<tr>
<td>Surveying and Construction Staking</td>
</tr>
<tr>
<td>Bore Hole Drilling</td>
</tr>
<tr>
<td>Traffic Handling Support</td>
</tr>
<tr>
<td>Enforcement of Safe Project Work Site Requirements</td>
</tr>
</tbody>
</table>
Personnel

- Project Manager
- Resident Engineers
- Assistant Resident Engineers
- Field Inspectors
- Trackwork Inspector
- Systems Testing Engineering
- Traction Power Inspector

- Train Signaling Inspector
- Utility Inspector
- Structural Inspector
- Field Office Engineers
- Contract Claims Engineers
- Construction Materials Testers
Equipment Requirements

• Office Equipment and Supplies
• Field Office, Equipment, and Supplies
  ▫ Vehicles
  ▫ Safety equipment
  ▫ Cellular phones
  ▫ Survey & GPS equipment
  ▫ Hand tools & measuring devices
Construction Management (CM)Bench

- Develop plan to address non-use of subs on CM consultant contracts
- A “CM Bench” of firms that can be easily accessible to Primes
- Assist small firms in fostering new business/partnership opportunities with primes
- Help grow small emerging businesses
- Create opportunities for small and disadvantaged businesses on SANDAG On-Call contracts
CM Bench Requirement

- Must be a Construction Management Firm
- Certified DBE by the California Unified Certification Program and/or
- Certified SB by the California Department of General Services
- Can perform one or more of the CM services as listed in the Request for Qualifications (RFQ) procurement
CM Services - Summary

- Estimated initial RFQ release date-Winter 2013/2014
- On-Call Bench
- DBE Goals
Contracts - RFP
Contracts - RFP

Angela Anderson, 

*Senior Contracts Engineer*
CM/GC 1 RFP ANTICIPATED ACTIVITIES

Issued Request for Proposals:
   October 17, 2013

Pre-Proposal Meeting:
   November 4, 2013, 1:00 p.m.

Last date to submit questions to SANDAG:
   December 19, 2013, 12 Noon

Last date for SANDAG to respond to questions:
   December 27, 2013

Proposal Due Date:
   January 7, 2013, 2:00 p.m.
CM/GC 1 RFP

SANDAG Board of Directors approval of shortlist:
   February 2014
Shortlist – Notification/Invitation for Interview:
   March 2014
SANDAG Board of Directors’ approval to award:
   April 2014
CM/GC Notice of Intent to Award:
   April 2014
Negotiations with CM/GC:
   May 2014
Pre-Construction Services Contracts/NTP:
   June 2014
C M/ GC 1 RFP

• Contract Administrator:
  ▫ Rian Pinson
  ▫ Phone: (619) 699-1931
  ▫ Email: rian.pinson@sandag.org
Construction Management On-Call Services Procurement

- Procurement Release:
  - January 2014
- Contract Administrator:
  - Angela Anderson
  - Phone: (619) 699-6934
  - Email: angela.anderson@sandag.org
U.S. FTA DBE Program, Goals, & Subcontracting Plan
DBE Program, Goals and Subcontracting Plan

- Ed Salcedo

  *Principal, GCAP Services*
Summary of DBE Program

• SANDAG as direct recipient of FTA funds:
  ▫ Implemented a DBE Program
  ▫ Requires contract goals when appropriate
• Mid-Coast projects are funded with FTA dollars.
SANDAG DBE Program

• The FTA Underutilized Disadvantaged Business Enterprise (UDBE) Groups:

<table>
<thead>
<tr>
<th>FTA UDBEs</th>
</tr>
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<tbody>
<tr>
<td>African American</td>
</tr>
<tr>
<td>Hispanic American</td>
</tr>
<tr>
<td>Native American</td>
</tr>
<tr>
<td>Subcontinent Asian American Women</td>
</tr>
</tbody>
</table>
DBE Program - Small Business Component

- SANDAG is required to include a small business component in its DBE Program
- Fostering small business participation is an important part of the Mid-Coast Subcontracting Plan
- Expectation that 15 to 20% of work available for small business participation

15 to 20% Small Business Participation
Mid-Coast UDBE Goal Strategy

Overall Project Goal (11.3%)
Mid-Coast Project DBE Elements

- Overall DBE Project goal is 11.3%
- UDBE contract goals will be developed for each phase of project
- CM/GC required to exercise good faith efforts to solicit UDBE firms throughout performance

Good Faith Effort

<table>
<thead>
<tr>
<th>Preconstruction</th>
<th>Construction packet 1</th>
<th>Construction packet 2</th>
</tr>
</thead>
</table>
DBE Program Approach for CM/GC Delivery Method

• Two phases of work:
  ▫ Preconstruction
  ▫ Construction (may include various contracts)
• Includes three separate Mid-Coast projects
  ▫ Mid-Coast Corridor Transit Project
  ▫ San Diego River Bridge Project
  ▫ Elvira to Morena Double Track Project
### UDBE Goals for Mid-Coast Contracts

<table>
<thead>
<tr>
<th>Project</th>
<th>UDBE Pre-Construction Goal</th>
<th>UDBE Construction Goal(s)</th>
<th>Overall DBE Project Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mid-Coast Transit Corridor</td>
<td>3.5%</td>
<td>10.2% *</td>
<td>11.3%</td>
</tr>
<tr>
<td>San Diego River Bridge</td>
<td>3.2%</td>
<td>8.3%</td>
<td>N/A</td>
</tr>
<tr>
<td>Elvira to Morena Double Track</td>
<td>3.2%</td>
<td>6.1%</td>
<td>N/A</td>
</tr>
</tbody>
</table>
DBE/SB Subcontracting Plan

Elements:

• Describes approach and commitment to meet the contract goal(s)
• Identifies qualified DBE Program Administrator
• Provides for reporting commitments and subcontracting opportunities
• Allows for monitoring and enforcement
Subcontracting Plan Elements

- Introduction
- U/DBE & SB Commitments
- U/DBE Participation
- DBE Supportive Services
- Communication
- DBE & SB Database-Directories
- Quarterly Strategy Meetings
- DBE & SB Program Reporting
Why a Subcontracting Plan?

• Some subcontracting opportunities unknown at the time of award
• Allows monitoring throughout performance
• Allows for adjustments and quick action
• Helps everyone meet or exceed DBE goals
DBE Program Summary

- UDBE contract goals for several contracts
- Opportunities available over several years
- Extensive outreach and trade specific workshops
- Subcontracting plan
DISCO and Small Business Program
Elaine Richardson,

*Manager of Small Business Development*
SANDAG DISCO Program

- SANDAG has a “Diversity in Small Contractor Opportunities” Program
- Designed to outreach to small businesses and DBE firms to work with SANDAG
- Small business participation and resulting contract awards have become a growing priority for the agency
- SANDAG wants to optimize participation of highly qualified small businesses in our procurement process.
SANDAG DISCO Program

SANDAG Commitment to Small and Disadvantaged Businesses:

• The participation & utilization of small and disadvantaged businesses is important to SANDAG, SANDAG’s Executive Director Gary Gallegos, and SANDAG’s Board of Directors

• SANDAG encourages prime contractors to make a serious and dedicated commitment to reach out to and include small and disadvantaged businesses on your team

• SANDAG needs your assistance in providing opportunities to small business firms on our projects

• For more information about the SANDAG DISCO Program, visit www.sandag.org/contracts and click on “Disco/DBE”
DBE Certification
DBE Certification Topics

- Objectives
- Eligibility
- Benefits
Objectives of DBE Program

- **Purpose of the Program:**
  - Ensure nondiscrimination on US DOT-assisted contracts
  - To create a level playing field on which DBEs can compete fairly
  - To assist the development of firms so that they can compete successfully
DBE Eligibility

To be certified as a DBE, a business must be:

- Ownership - 51% or > socially and economically disadvantaged individuals
- Owner must control its management and daily operations
- For-profit business & average gross receipts < than $22.41 million for previous 3 years
- Personal net worth of owner must not exceed $1,320,000
DBE Program Benefits

- Benefits of the program:
  - Greater chance of being awarded a contract
  - Listing in the DBE database serves as a marketing tool
  - Bid as a DBE on all DOT contracts
  - Participate in free business development opportunities
Get Help Becoming a DBE

- Resources
  - Caltrans
  - Small Business Development Centers
  - SD – Contracting Opportunity Center
  - DBE Support Services Program
Registering for Mid-Coast Project
Register at SANDAG.org/contracts
Planet Bids Mid Coast Database
Trade Specific Opportunities

- Trades will vary based on phase of work
- Specific trades will be identified prior to construction packages being released
- A flyer providing examples of construction related trades is available at the SANDAG table
Current & Upcoming Resources

- Registration assistance
- Training and education
- Resources assessment
- One-on-one mentoring
- Prequalification assistance
- Email alerts to upcoming opportunities
- Meet the Prime contractors
SANDAG Web Pages

- Mid-Coast webpages
  - Stay informed with activities
  - Updates to outreach events
  - Updates to DBE Program goals
  - Notices of procurement opportunities

For more information go to: www.sandag.org
Bonding & Short Term Loan Programs for Mid-Coast Project
Scott Leslie,

*Project Director, Small Business Transportation Resource Center*
US DOT Small Business Transportation Resource Center (SBTRC) - Southwest Region

- Serving small and disadvantaged businesses in Arizona, California, Hawaii and Nevada.
- Headquartered in Sacramento, CA - Operated by the California Asian Pacific Chamber of Commerce
- Provides assistance with OSDBU programs
- Provides counseling, technical assistance, training, and information dissemination
- Focused on businesses interested in working with public and private entities in the transportation industry
- Large focus on major projects funded by US DOT
Short Term Lending Program (STLP)

- Provides a loan guarantee on a revolving line of credit
- Primary collateral is receivables from transportation contract(s)
- Participants can apply for renewal for up to 5 years
- Maximum loan amount $750,000
- Subcontract at any tier in transportation related field
- Interest rate based on WSJ variable rate
STLP Eligibility Requirements

- Certified as a DBE under DOT certification guidelines (49 CFR, part 23 & 26)
  - or -
  - certified by the U.S. SBA 8(a) program, Hubzone, Disabled Veteran or Service Disabled Veteran Owned Business

- Have a current contract with a US DOT mode or state or local entity funded by US DOT, i.e. Caltrans, FAA, FTA

- Must be current on federal taxes
STLP Program and Funds Administration:

- Administered by the DOT OSDBU through cooperative agreements between DOT and several STLP Participating Lenders (PLs)
- STLP application is submitted to the Small Business Transportation Resource Center. The application is reviewed and forwarded to the PL and OSDBU in Washington D.C.
- Proper documentation is listed on the STLP Application Checklist.
- Loan application processing turnaround is 30-60 days, excluding packaging and SBTRC assistance
STLP Program and Funds Administration:

- Funds are borrowed against each invoice of the contract(s)
- Repayment occurs as the project owner or prime contractor pays the invoice.
Bonding Education Program

Objectives

• Educate small businesses (SBs) specializing in transportation-related construction and construction-related goods and services about the bonding process

• Assist those SBs to qualify for and have access to bonding or increase their bonding capacity.
Educational Workshop Component

- Business Planning, Marketing, and Management for Construction
- Construction Accounting and Financial Management
- Banking and Financing for Contractors
- Bonding and Insurance for Contractors
- Estimating and Bidding
- Project Management and Field Operations
- Contracts, Claims, and Dispute Resolution
- Managing Growth - Why Some Contractors Succeed and Others Fail
Bond Readiness Component

- Initial Intake Interview
- Information Gathering - Contractor’s Questionnaire
- Diagnosis – Identification of Needs
- Prescription – Technical Assistance and Referral
- Monitoring and Reporting
- Bonding/Financing Applications
- Managing Growth
SAN DIEGO – IMPERIAL DISPARITY STUDY
Kevin Williams

Director,

BBC Research & Consulting
DISPARITY STUDY

- Study background
- Reasons to conduct a disparity study
- Please provide your input
Closing

Elaine Richardson
Manager of Small Business Development
Networking

MAKING BUSINESS CONNECTIONS