



PAVING YOUR ROAD TO
SUCCESS WITH CALTRANS:

AN INTRODUCTION
TO THE SMALL
BUSINESS
PROGRAM

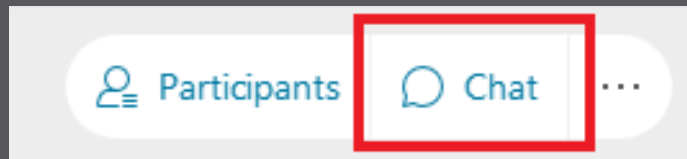




Using the Chat and Q&A Features in WebEx

To send a chat message:

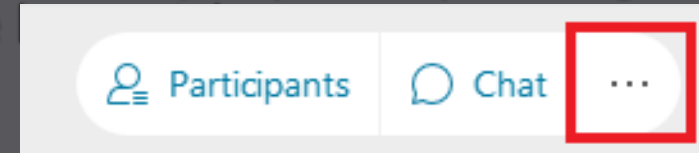
1. Open the Chat panel in the lower right corner:



2. In the Send to or To drop-down list, select the recipient of the message.
3. Enter your message in the chat text box, then press Enter on your keyboard.

To submit a question via the Q&A Panel:

1. Open the Q&A panel by clicking the "..."



2. Click in the drop-down menu and select "All Cohost" as the recipient of the question.
3. Enter your question in the text box and press Enter on your keyboard.

*** Be sure to indicate if you would prefer to have our moderators ask your question, or if you'd like to be unmuted to ask yourself.*



Title VI of the Civil Rights Act of 1964, prohibits discrimination based upon race, color, and national origin. Specifically, 42 USC 2000d states that “No person in the United States shall, on the ground of race, color, or national origin, be excluded from participation in, be denied the benefits of, or be subjected to discrimination under any program or activity receiving Federal financial assistance.

<https://dot.ca.gov/-/media/dot-media/programs/civil-rights/documents/title-vi/caltrans-non-discrimination-policy-statement-a11y.pdf>



Department Mission:

Provide a safe and reliable transportation network that serves all people and respects the environment.

- Over 50,000 miles of state highway & freeway lanes managed, developed, and maintained, connecting local systems and neighborhoods
- Managing major inter-city rail services
- Permitting for over 400 public-use airports & heliports
- The scope of this mission is too great for us to handle alone
- Our department depends on our private contracting partners to fulfill our mission & project goals



Learning Objectives

- Senate Bill 1 (SB 1) and how it affects the traveling public
- Variety of goods and services Caltrans procures
- Certifications Recognized by Caltrans; eligibility, benefits, and requirements
- Resources available to help you work with Caltrans



WHAT IS SENATE BILL 1 & HOW DOES IT IMPACT YOU?





Senate Bill 1

- Also known as the California Road Repair & Accountability Act of 2017, with a goal of rehabilitating California's aging transportation infrastructure to improve transit system efficiency & safety
- Invests \$54 billion over a 10 year period
 - Funds split evenly between state and local public works
- Four major focuses
 - Road repaving
 - Bridges
 - Culverts
 - Traffic corridor decongestion



Senate Bill 1 Impact for your firm

- White House Council of Economic Advisors found that every \$1 billion invested in transportation infrastructure supports 13,000 jobs per year
- Caltrans in partnership with our Prime contractors and their sub-contractors are putting people to work rebuilding California.
- Caltrans is committed to increasing participation of Small Businesses on state-funded projects by 100%



WHAT DOES CALTRANS PROCURE?





Contracts and Purchases

Public Works

- Major/Minor Highway Construction and Maintenance
- Architectural & Engineering (A&E) Consulting Services
- Emergency Maintenance

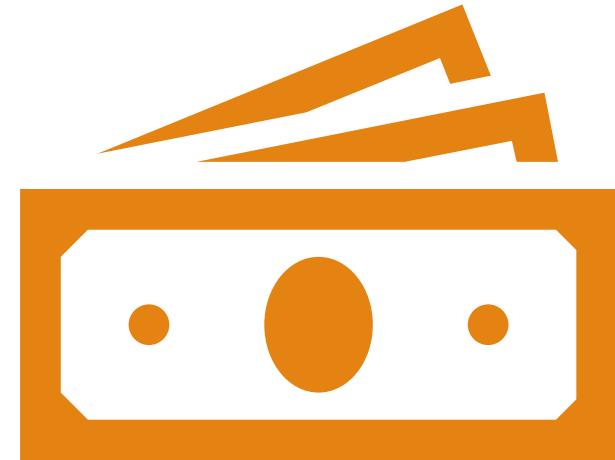
Goods and Services

- Supplies and Equipment
- Operations and Safety
- Office and IT equipment
- Supplies for Facility Maintenance



State and Federal Funds

- Caltrans receives both California state funds and Federal funds via the Federal Highway Administration (FHWA) and Federal Transit Administration (FTA)
- These funds come with requirements and expectations from each level of government detailing how they will be spent & requirements for disadvantaged groups' participation
- Integrity of disadvantaged groups' participation is tracked via the use of various certification programs, which are overseen or administered by the Caltrans Office of Civil Rights





CERTIFICATIONS RECOGNIZED BY CALTRANS





Certifications
Recognized by
Caltrans

State Funded Projects

(When project funding is ONLY state dollars)

Small Business (SB)/Small Business - Public Works
(SBPW)

25% Goal

Disabled Veteran Business Enterprise (DVBE)

5% Goal

Federally Funded Projects

(When projects have ANY AMOUNT of federal dollars)

Disadvantaged Business Enterprise (DBE)

22.2% Goal



Benefits of Certifications

SB/SB-PW and DVBE Benefits

- 5% Bid Preference (SB only)
- SB/DVBE Option
- DVBE Incentive (DVBE only)
- Listing in Statewide SB/DVBE Database on Cal eProcure
- Durable for all State departments
- Invitation to procurement fairs and pre-bid meetings

DBE Benefits

- Desired by Primes to fulfill their DBE goal requirements
- Listed in California Unified Cert. Program (CUCP) data
- Recognized by Local agencies
- Invitation to procurement fairs and pre-bids



SB/SB-PW Eligibility

Small Business (SB)

- Principal office and owner(s) home located in California
- 100 or fewer employees
- Average annual gross receipts of \$15,000,000 or less for last three tax years

Small Business for Public Works (SB-PW)

- Principal office and owner(s) home located in California
- 200 or fewer employees
- Average annual gross receipts of \$36,000,000 or less for last three tax years



DVBE Eligibility

- Must be At least 51% owned by one or more service disabled veterans
 - Veteran of U.S. military, naval, or air service with service-connected disability of 10% or more
- Veteran(s) must reside in California
- Daily operations managed and controlled by disabled veteran(s)
- Home office located in U.S.





DBE Eligibility

- For-profit small business
- Must be At least 51% owned by one or more socially and economically disadvantaged individual(s)
 - Presumptive groups include African Americans, Hispanic Americans, Native Americans, Asian-Pacific Americans, Subcontinent Asian-Americans, Women, and others
- Personal net worth not exceeding \$1.32 million
- Average gross annual receipts for last three fiscal years must not exceed \$26.29 million
- U.S. Citizen or permanent residence
- Managerial and operational control of business





How To Get Certified

SB/SB-PW, DVBE Process

- Completed via Department of General Services' (DGS) Cal-eProcure system
- Apply online and submit supporting documents electronically
- SB renews every two years, DVBE annually unless also SB

DBE Process

- Completed via Caltrans or other certifying transportation agency
- Submitted after signing and notarizing
- Certification doesn't expire, but requires annual documentation verifying DBE meets requirements



PARTNERS AND RESOURCES



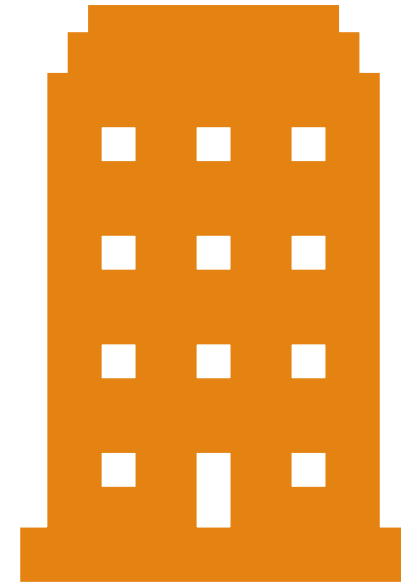


Small Business Development Centers (SBDC)

Regional offices of the Small Business Administration (SBA), offering information & guidance for small businesses seeking to start-up, grow, and expand.

Counseling, training, and technical assistance in the following areas:

- Finance
- Marketing
- Organization
- Networking
- Production & Engineering Problems
Troubleshooting
- Feasibility & Marketing Studies



Find your local SBDC at:

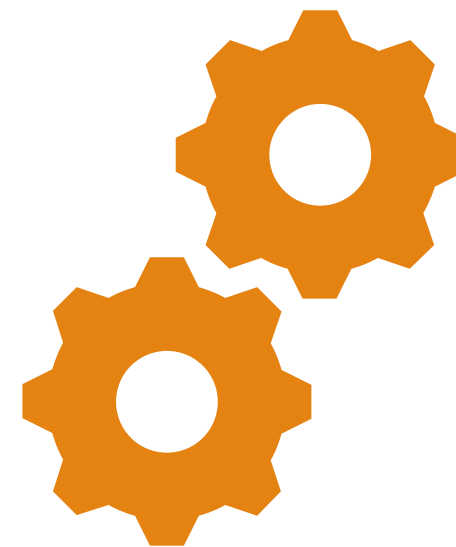
www.americassbdc.org/small-business-consulting-and-training/find-your-sbdc/



Procurement Technical Assistance Centers (PTAC)

The one-stop shop for assistance selling to & working with government agencies.

- One-on-One Counseling
- Workshops
- Business Plan Writing
- Capability Statement Writing
- Bid Preparation
- Networking



Find your local PTAC at:

www.aptac-us.org/find-a-ptac



Service Corps of Retired Executives (SCORE)

A nationwide network of volunteers connecting small business owners with a business expert mentor to help grow your business and achieve your goals.

- One-on-One free & confidential mentoring
- On-demand courses & webinars
- Access to electronic guides, templates, checklists, and other helpful resources
- Local events and support



Find a SCORE mentor at:
www.score.org/find-mentor



General Resources

- Caltrans Website

<https://dot.ca.gov/>

- Office of Civil Rights Website

<https://dot.ca.gov/programs/civil%20rights>

- Outreach Events Calendar

<https://dot.ca.gov/programs/civil-rights/caltrans-events-calendar>

Contractor's Corner

<http://ppmoe.dot.ca.gov/des/oe/contractor-info.html>

- Cal eProcure – California's Online Marketplace

<https://caleprocure.ca.gov/pages/index.aspx>



FREQUENTLY ASKED QUESTIONS (FAQ)





How do I find out if Caltrans needs the goods or services that my company offers?

Search current bid opportunities on Cal-eProcure, past purchasing records on Fi\$Cal's State Contract & Procurement Registration System (SCPRS) or contact your nearest Caltrans District Small Business Liaison (DSBL)

My business is HUBZone/8(a)/SDVOSB certified, will Caltrans accept my certification?

No, only the SB/SB-PW, DVBE, and DBE certification are recognized by Caltrans.

Can you give me a contact list of Caltrans purchasers?

We have many purchasing staff in various departments across the state, please contact your local DSBL for more information about how to sell your product or service to Caltrans.



Do I need my last three years of tax information for DBE Certification? What if I haven't been in business for three years?

Please contact Caltrans Certification branch at dbe.certification@dot.ca.gov to discuss your specific tax situation.

What is the cost to get certified and is there a cost to get help from a DSBL?

Certifications are no costs, however, the DBE certification does require your application and personal net worth statement to be notarized, this cost will vary depending on the notary service you choose. There are no costs associated with receiving assistance from DSBLs.



Q & A Session





Where To Go From Here

- Get certified for any programs that Caltrans recognizes and that your business qualifies for
- Explore another Caltrans Small Business Outreach modules
- Find a Caltrans Small Business outreach event or workshop to attend
- Find a Caltrans contract or project to bid on





District Small Business Liaisons (DSBL)



DSBL Contact List:

<https://dot.ca.gov/programs/civil-rights/dsbl-contact-list>

Located in all 12 districts

Primary contact for small business-related concerns

- Information about Small Business (SB), Disabled Veteran Business Enterprise (DVBE), and Disadvantaged Business Enterprise (DBE) certification and programs

Outreach

- Community events and activities
- Education regarding how to work with Caltrans
- Provide 1:1 technical assistance to firms

Advocacy services

- Concerns and complaints



Districts & Counties

[District-1](#) - Eureka (Del Norte, Humboldt, Lake, and Mendocino)

[District-2](#) - Redding (Lassen, Modoc, Plumas, Shasta, Siskiyou, Tehama, and Trinity)

[District-3](#) - Marysville/Sacramento (Butte, Colusa, El Dorado, Glenn, Nevada, Placer, Sacramento, Sierra, Sutter, Yolo, and Yuba)

[District-4](#) - Bay Area/Oakland (Sonoma, Napa, Solano, Marin, San Francisco, Contra Costa, Alameda, San Mateo, and Santa Clara)

[District-5](#) - San Luis Obispo/Santa Barbara (Santa Barbara, San Luis Obispo, Monterey, San Benito and Santa Cruz)



[District-6](#) - Fresno/Bakersfield (Madera, Fresno, Tulare, Kings, Kern)

[District-7](#) - Los Angeles (Los Angeles and Ventura)

[District-8](#) - San Bernardino/Riverside (Riverside and San Bernardino)

[District-9](#) - Bishop (Inyo, Mono, and eastern Kern)

[District-10](#) - Stockton (Alpine, Amador, Calaveras, Mariposa, Merced, San Joaquin, Stanislaus and Tuolumne)

[District-11](#) - San Diego (San Diego and Imperial)

[District-12](#) - Santa Ana (Orange)

Thank you!

For questions or additional information, please contact your local DSBL.

