



District 3 Minor Project Construction Forum: Upcoming Prime Contracting Opportunities for Small Business

Welcome to our
2nd Annual Event!

August 18, 2022

Hosted by Caltrans District 3, Small
Business Office & the Division of
Program, Project & Asset
Management



NON-DISCRIMINATION POLICY STATEMENT



The California Department of Transportation, under Title VI of the Civil Rights Act of 1964, ensures *“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.”*

Caltrans will make every effort to ensure nondiscrimination in all of its services, programs and activities, whether they are federally funded or not, and that services and benefits are fairly distributed to all people, regardless of race, color, or national origin. In addition, Caltrans will facilitate meaningful participation in the transportation planning process in a nondiscriminatory manner.

Related federal statutes, remedies, and state law further those protections to include sex, disability, religion, sexual orientation, and age.

For information or guidance on how to file a complaint, or obtain more information regarding Title VI, please contact the Title VI Branch Manager at (916) 324-8379 or visit the following web page:
<https://dot.ca.gov/programs/civil-rights/title-vi>.



Caltrans
District Map

Caltrans – District 3

- Butte
- Colusa
- El Dorado
- Glenn
- Nevada
- Placer
- Sacramento
- Sierra
- Sutter
- Yolo
- Yuba

CARL BEREXA

North Region Area Construction
Manager, Caltrans

welcome

Minor Construction Program



Daniel Kwong
Acting Minor Program
Manager, Caltrans District 3



District Minor Program



Annual program



Projects designed and awarded in the same Fiscal Year

July 1st – June 30th



Minor B Projects are valued at up to \$388,000

Designated as Small Business Only



Minor A Projects are valued at up to \$1.25M

17 Projects Planned

Minor A's
10

Minor B's
7



Tentative Award by Quarter

Quarter 1
(July – Sept)
2

Quarter 2
(Oct – Dec)
1

Quarter 3
(Jan – Mar)
12

Quarter 4
(Apr - Jun)
2

Upcoming Fiscal Year 2022/2023 Projects

(July 1, 2022 – June 30, 2023)



Mack/Florin Meter HOVPL

Project EA: 03-3J220

*Project Scope, Schedule, and Cost are subject to change
as project details are finalized*



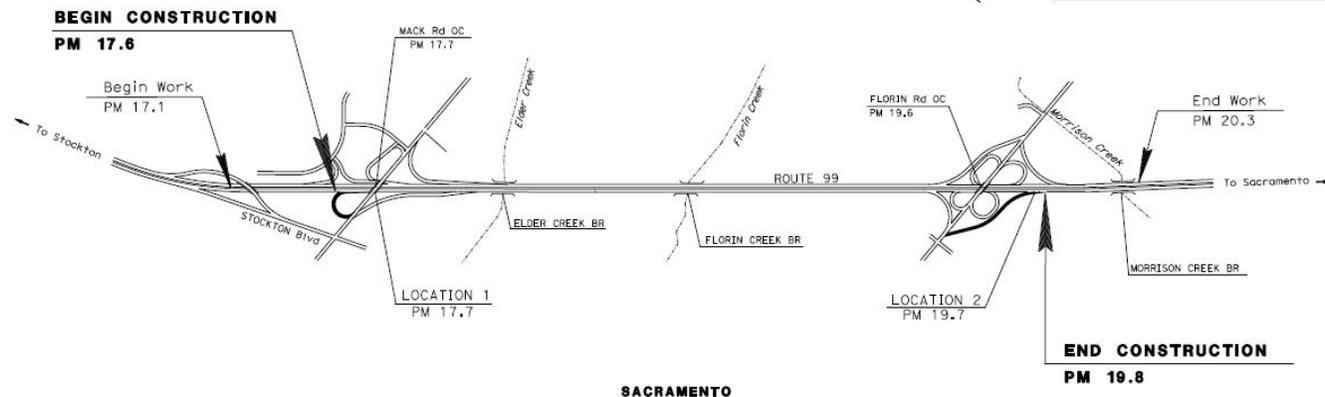
INDEX OF PLANS

STATE OF CALIFORNIA
 DEPARTMENT OF TRANSPORTATION
 PROJECT PLANS FOR CONSTRUCTION ON
 STATE HIGHWAY

IN SACRAMENTO COUNTY
 IN SACRAMENTO AT MACK ROAD OVERCROSSING
 AND FLORIN ROAD OVERCROSSING

TO BE SUPPLEMENTED BY STANDARD PLANS DATED 2018

DIST	COUNTY	ROUTE	POST MILES TOTAL PROJECT	SHEET NO.	TOTAL SHEETS
03	Sac	99	VAR		



NO SCALE

PROJECT ENGINEER
 REGISTERED CIVIL ENGINEER

DATE
 3/29/22

PLANS APPROVAL DATE
 THE STATE OF CALIFORNIA OR ITS
 OFFICERS OR AGENTS SHALL NOT BE
 RESPONSIBLE FOR THE ACCURACY OR
 COMPLETENESS OF SCANNED COPIES OF THIS PLAN SHEET.

CONTRACT No. **03-3J2204**
 PROJECT ID **0322000232**

BORDER LAST REVISED 8/1/2018
 CALTRANS WEB SITE IS: [HTTP://WWW.DOT.CA.GOV/](http://www.dot.ca.gov/)
 THE CONTRACTOR SHALL POSSESS THE CLASS (OR CLASSES)
 OF LICENSE AS SPECIFIED IN THE "NOTICE TO BIDDERS."

RELATIVE BORDER SCALE IS 3/4 INCHES
 USERNAME => 0128212
 DGN FILE => 0322000232cb001.dgn

UNIT 0325 PROJECT NUMBER & PHASE 03220002321

DATE PLOTTED => 7-JUL-2022
 TIME PLOTTED => 10:48
 (03-00-001)

Mack/Florin
 Meter HOVPL
 Project EA: 03-3J220

Project Scope, Schedule, and Cost are subject to change as project details are finalized



Project Location: In Sacramento County on NB SR 99 at the Mack Rd Loop onramp and Florin Rd Slip onramp

Project Scope: Add metering to the HOVPL

Approximate Construction Value: \$1,100,000

Working Days: 30

Tentative Advertise Date: January 2023

Tentative Bid Open Date: February 2023

Tentative License Classification(s): Class A, General Contractor; Class C-10, Electrical Contractor

Project Manager: Farris Elghassein

Project Scope, Schedule, and Cost are subject to change as project details are finalized

Mack/Florin Meter HOVPL

Project EA: 03-3J220



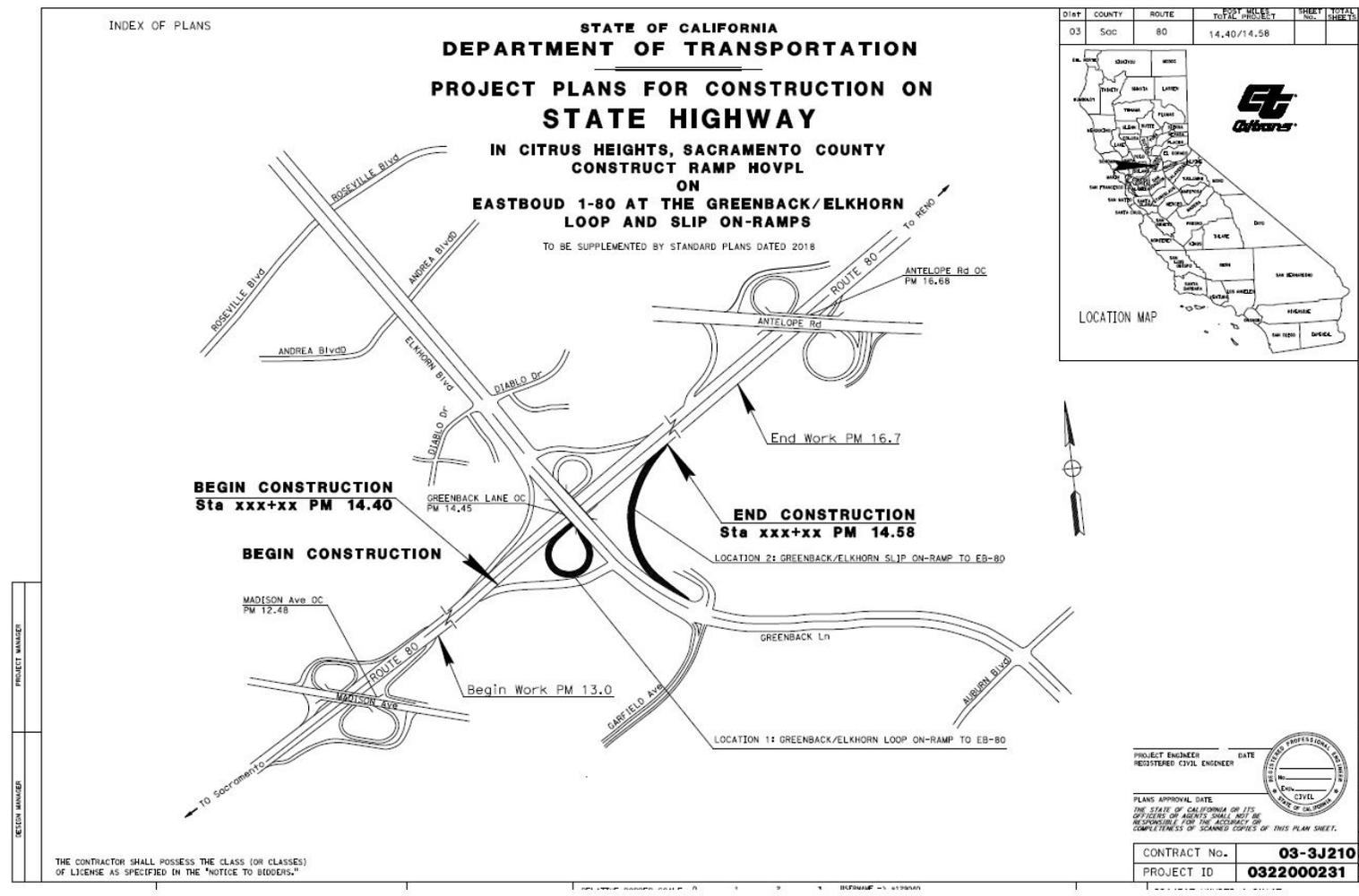
Greenback/Elkhorn Meter HOVPL

Project EA: 03-3J210

Project scope, schedule, and cost are subject to change as project details are finalized



District **3**



Greenback/Elkhorn Meter HOVPL Project EA: 03-3J210

Project Scope, Schedule, and Cost are subject to change as project details are finalized



Project Location: In Sacramento County on EB I-80 at the Greenback/Elkhorn Loop and Slip onramps

Project Scope: Add metering to the HOVPL.

Approximate Construction Value: \$1,100,000

Working Days: 35

Tentative Advertise Date: March 2023

Tentative Bid Open Date: April 2023

Tentative License Classification(s): Class A, General Contractor; Class C-10, Electrical Contractor

Project Manager: Farris Elghassein

Project Scope, Schedule, and Cost are subject to change as project details are finalized

Greenback/Elkhorn Meter HOVPL

Project EA: 03-3J210



District



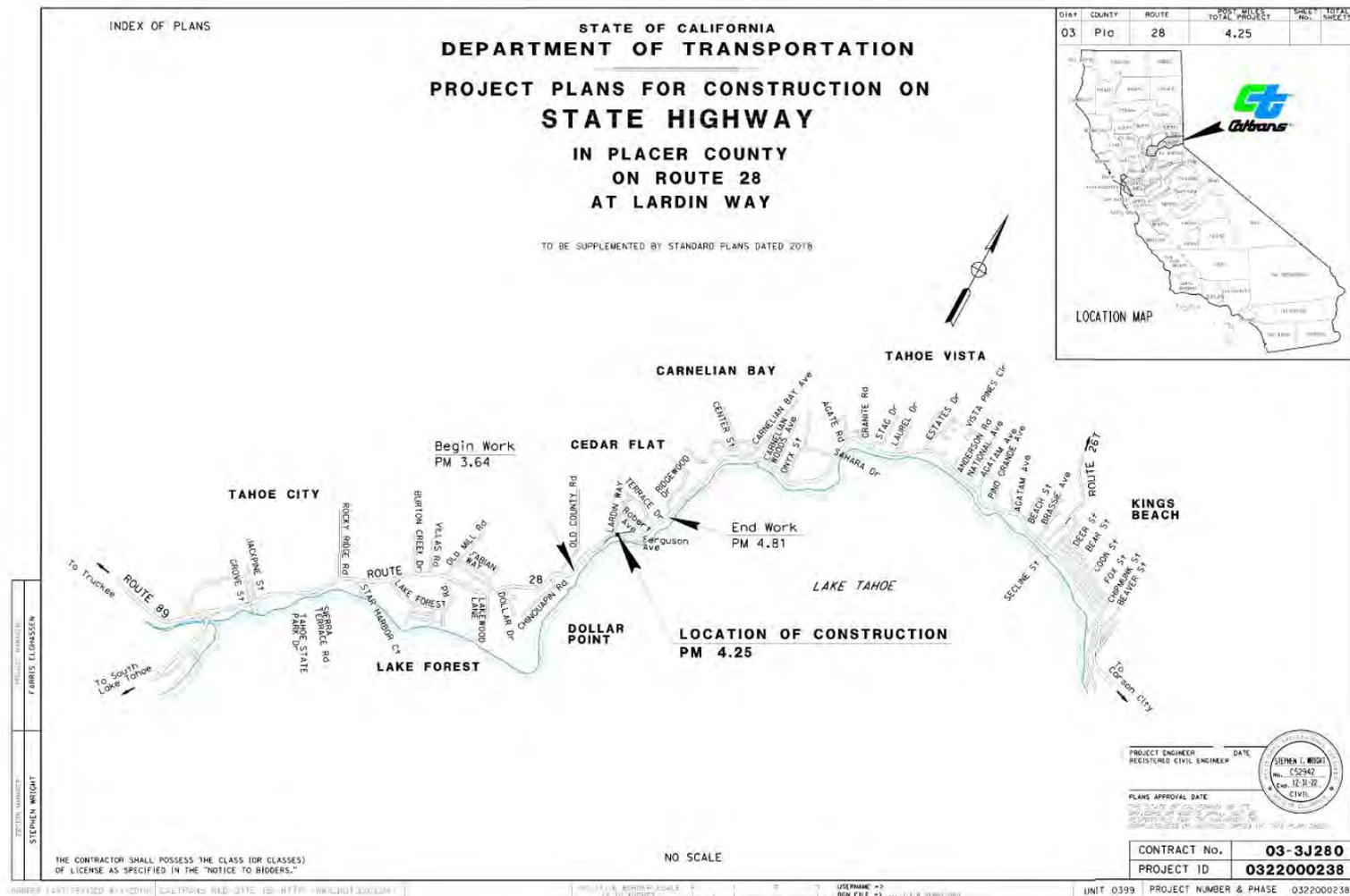
Lardin Rectangular Rapid Flashing Beacon | Project EA: 03-3J280

Project Scope, Schedule, and Cost are subject to change as project details are finalized



District **3**

Lardin Rectangular Rapid Flashing Beacon Project EA: 03-3J280



Project Scope, Schedule, and Cost are subject to change as project details are finalized

Project Location: In Placer County on Route 28 at Carnelian Bay in North Lake Tahoe at the intersection of State Route 28 and Lardin Way



Project Scope: Install a pedestrian activated Rectangular Rapid Flashing Beacon (RRFB)

Approximate Construction Value: \$300,000

Working Days: 10

Tentative Advertise Date: January 2023

Tentative Bid Open Date: February 2023

Tentative License Classification(s): Class A, General Contractor; C-8, Concrete Contractor; and/or Class C-31, Construction Zone Traffic Control Contractor

Project Manager: Cameron Haymore

Project Scope, Schedule, and Cost are subject to change as project details are finalized

Lardin Rectangular Rapid Flashing Beacon

Project EA: 03-3J280



Donner Lake Vista Point Eastbound & Westbound

Project EA's: 03-3J250 &
03-3J260

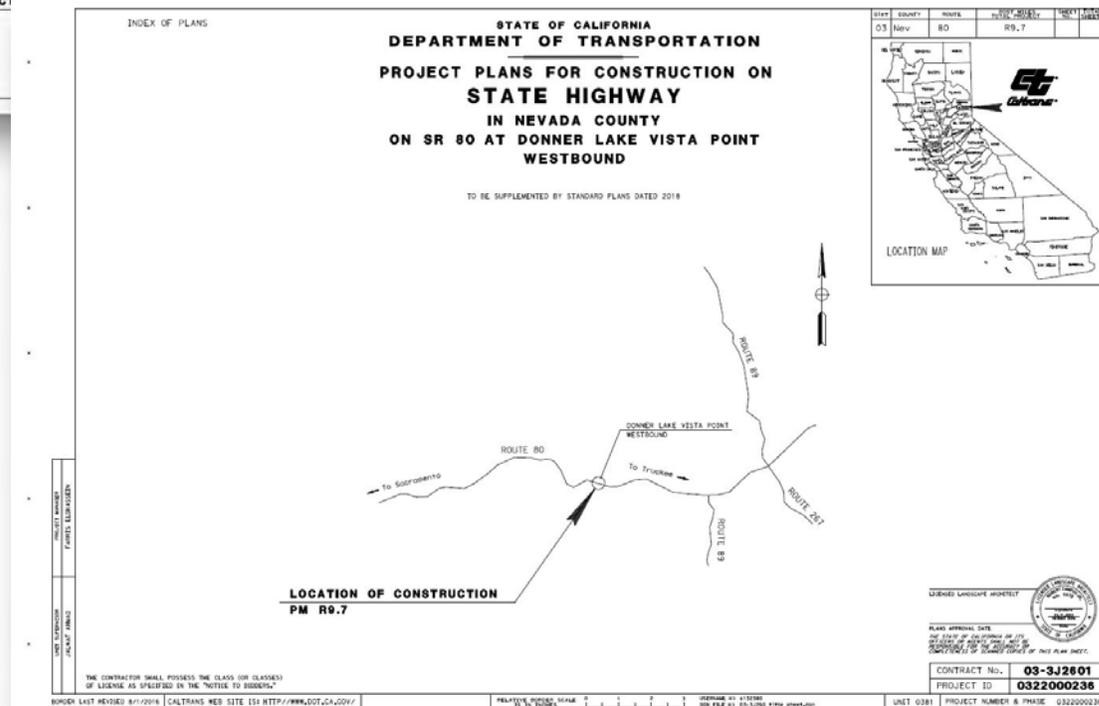
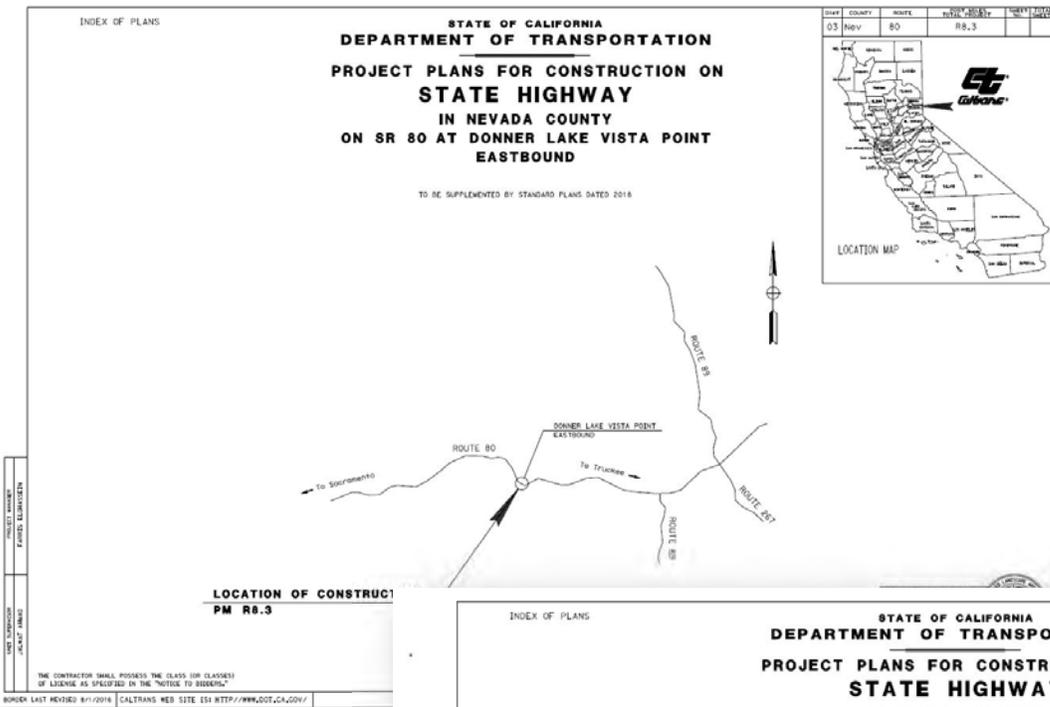


Project Scope, Schedule, and Cost are subject to change as project details are finalized



Donner Lake Vista Point Eastbound & Westbound

Project EA's: 03-3J250 & 03-3J260



Project Scope, Schedule, and Cost are subject to change as project details are finalized

Project Location: In Nevada County on Route 80 near Truckee at the Donner Lake EB and WB Vista Points

Project Scope: Upgrade Vista Point

Approximate Construction Value: \$329,000 & \$330,000

Working Days: 75

Tentative Advertise Date: February 2023

Tentative Bid Open Date: March 2023

Tentative License Classification(s): Class A, General Contractor, or a combination of Class C licenses which constitute a majority of the work

Project Manager: Cameron Haymore

Project Scope, Schedule, and Cost are subject to change as project details are finalized

Donner Lake Vista Point Eastbound & Westbound Project EA's: 03-3J250 & 03-3J260



Live Oak 18-Wire RR Preemption

Project EA: 03-0J230

Project Scope, Schedule, and Cost are subject to change as project details are finalized



INDEX OF PLANS

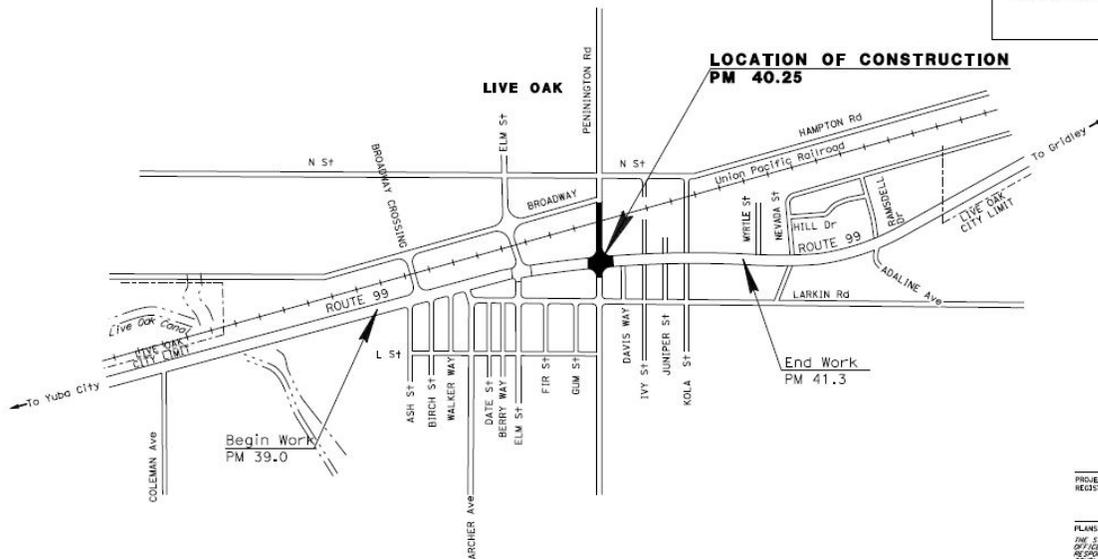
STATE OF CALIFORNIA
DEPARTMENT OF TRANSPORTATION
PROJECT PLANS FOR CONSTRUCTION ON
STATE HIGHWAY

IN SUTTER COUNTY ON ROUTE 99
IN THE TOWN OF LIVE OAK
AT PENNINGTON

TO BE SUPPLEMENTED BY STANDARD PLANS DATED 2018



DIST	COUNTY	ROUTE	POST MILES TOTAL PROJECT	SHEET NO.	TOTAL SHEETS
03	Sut	99	40.25		



PROJECT MANAGER
JOHNNY TAN
REGION MANAGER
CIRILO SALLIDAN III

THE CONTRACTOR SHALL POSSESS THE CLASS (OR CLASSES)
OF LICENSE AS SPECIFIED IN THE "NOTICE TO BIDDERS."

NO SCALE

BORDER LAST REVISED 10/4/2013 CALTRANS WEB SITE (S): [HTTP://WWW.DOT.CA.GOV/](http://www.dot.ca.gov/)

RELATIVE BORDER SCALE 15 3/4 INCHES

USERNAME => s106056
DDN FILE => 031900024.3cb001.dgn

UNIT 0327

PROJECT NUMBER & PHASE 03190002431

PROJECT ENGINEER
REGISTERED CIVIL ENGINEER

DATE

PLANS APPROVAL DATE

THE STATE OF CALIFORNIA OR ITS
OFFICERS OF RECORD SHALL NOT BE
RESPONSIBLE FOR THE ACCURACY OR
COMPLETENESS OF SCANNED COPIES OF THIS PLAN SHEET.

CONTRACT No. **03-OJ2301**
PROJECT ID **0319000243**



DATE PLOTTED => 11-JUN-2022
TIME PLOTTED => 12:47
02-14-C-18

Live Oak 18-Wire RR
Preemption
Project EA: 03-0J230

Project Scope, Schedule, and Cost are subject to change as project details are finalized

Project Location: In Sutter County on Route 99 at Pennington Road in the City of Live Oak

Project Scope: Upgrade 2-wire to 18-wire Railroad Preemption

Approximate Construction Value: \$900,000

Working Days: 30

Tentative Advertise Date: March 2023

Tentative Bid Open Date: April 2023

Tentative License Classification(s): Class A, General; Class C-8, Concrete; Class C-10, Electrical; Class C-27, Landscaping; Class C-31, Construction Zone Traffic Control; Class C-32, Parking & Highway Improvement; Class C-61 D-6, Concrete-Related Services; Class C-61 D-42, Non-Electrical Sign Installation

Project Manager: Abraham Santos

Project Scope, Schedule, and Cost are subject to change as project details are finalized

Live Oak 18-Wire RR Preemption

Project EA: 03-0J230



District

3

Max Tension Systems

Project EA: 03-3J200

Project Scope, Schedule, and Cost are subject to change as project details are finalized

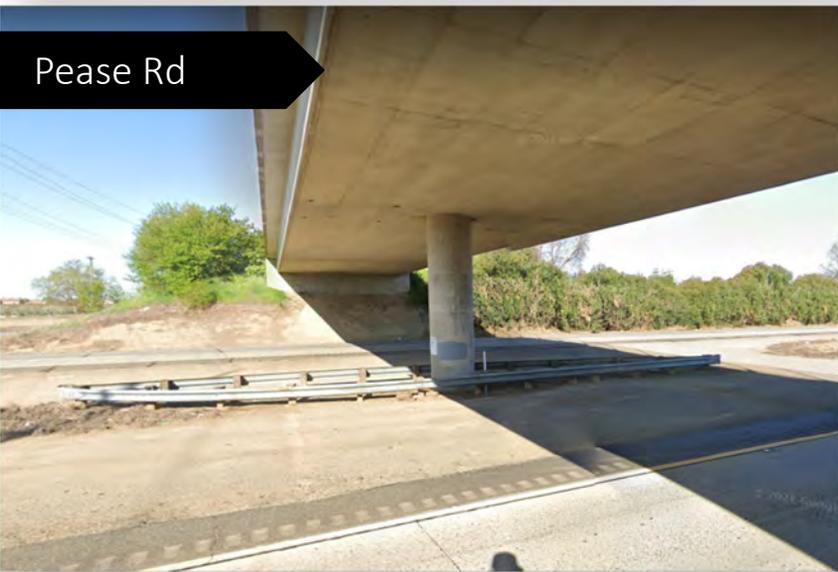
Queens Ave



Eager Rd

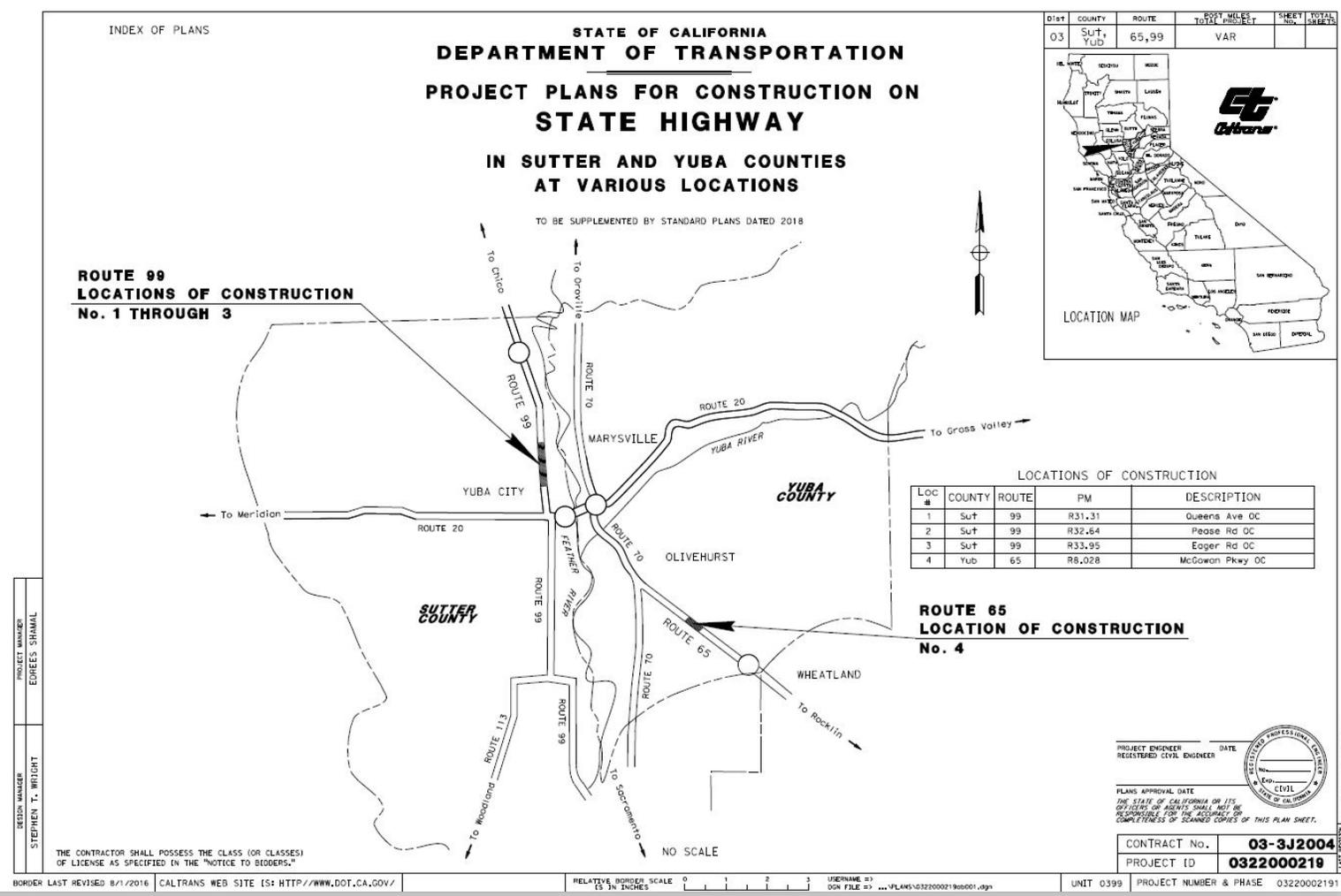


Pease Rd



McGowan Pkwy





Max Tension Systems

Project EA: 03-3J200

Project Scope, Schedule, and Cost are subject to change as project details are finalized

Project Location: In Sutter County on Route 99 below the Queens Ave OC, Pease Rd OC, and Eager Rd OC; and in Yuba County on Route 65 below the McGowan Rd OC



Project Scope: Replace old cable anchored guardrail

Approximate Construction Value: \$300,000

Working Days: 20

Tentative Advertise Date: February 2023

Tentative Bid Open Date: March 2023

Tentative License Classification(s): Class A, General Contractor; Class C-13, Fencing Contractor; Class C-27, Landscaping Contractor; Class C-31, Construction Traffic Control Contractor; Class C-32, Parking & Highway Improvement Contractor

Project Manager: Abraham Santos

Project Scope, Schedule, and Cost are subject to change as project details are finalized

Max Tension Systems

Project EA: 03-3J200

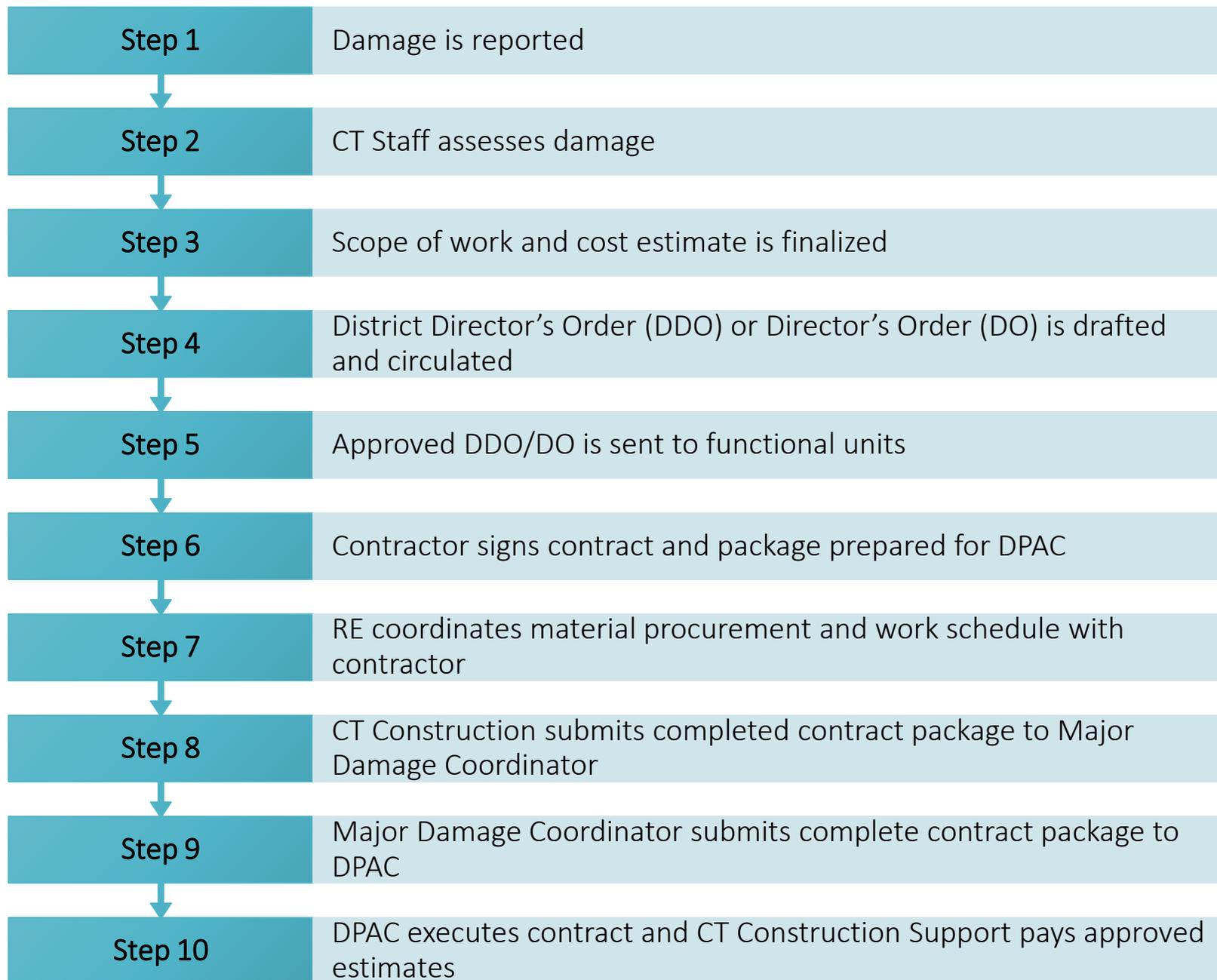
Definition:

- Sudden, unexpected occurrence that poses a clear and imminent danger, requiring immediate action to prevent or mitigate the loss or impairment of life, health, property, or essential public services.

Types:

- District Director's Order (DDO) - up to \$388,000 in construction capital
- Director's Order (DO) – \$388,001 and up in construction capital

Emergency Projects



Emergency Project Process

Questions?



Small Business Program



Robynn Spence
Small Business Liaison
Caltrans District 3
(530) 720-1687

D3.small.business@dot.ca.gov

Caltrans District Small Business Liaisons

Services We Offer:

- **One-on-One Assistance** – Discuss strategies on working with our agency.
- **Technical Assistance** – Provide technical assistance to our small businesses.
- **Public Outreach Opportunities** – To encourage small business participation on contracts and procurements.

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

- **Resource for Caltrans Staff** – Connect our District Staff who have purchasing and contracting needs with our small businesses.

Statewide Small Business Liaison List: <https://dot.ca.gov/programs/civil-rights/dsbl-contact-list>

Department of Industrial Relations

MANDATORY Registration as of April 1, 2015

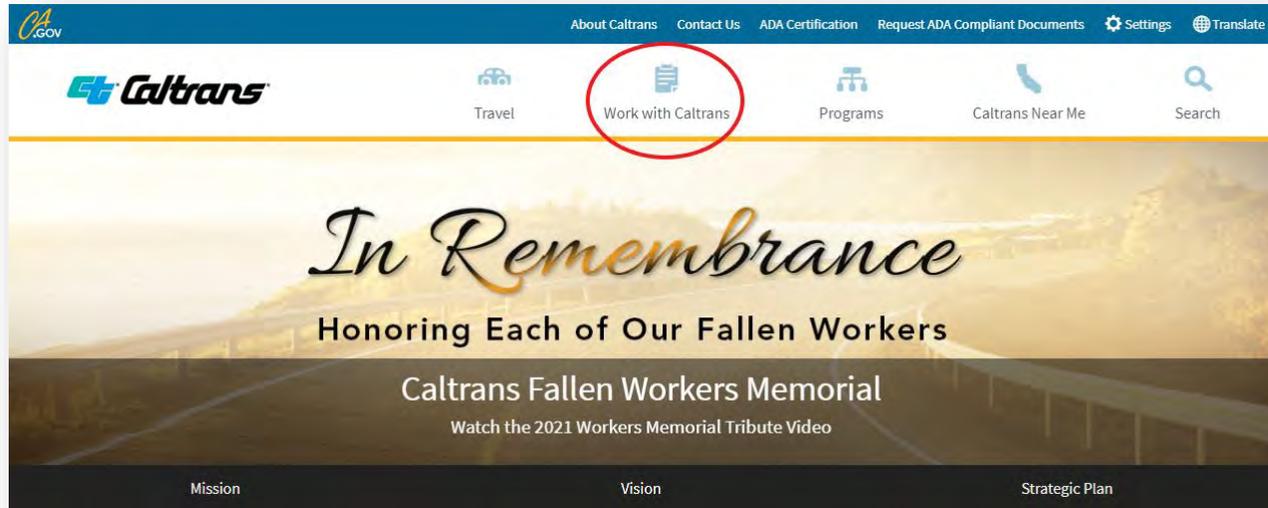
Senate Bill 854, establishes a new public works program to replace the Compliance Monitoring Unit and Labor Compliance Program requirements for bond-funded and other public works projects. The new program will cover all Public Works jobs in the state rather than just selected categories of projects.

All Contractors and all their Sub-Contractors must be registered with the DIR to be able to do any type of Public Works jobs in the State.

Contractors must register and pay the **\$400** annual fee and meet requirements using the new online application at <https://www.dir.ca.gov/Public-Works/Contractor-Registration.html> before bidding on public works contracts in California. The application also provides agencies that administer public works programs with a searchable database of qualified contractors.

Contractors' requirements include that they maintain worker's compensation coverage for all employees and only hire subcontractors who are registered public works contractors. They must also hold a Contractors State License Board license, if required for their trade.

In addition, contractors must not be debarred from working on public works by the state or federal government and have no delinquent wage or penalty assessments due to any enforcement agency or employee. Contractors will also be subject to penalties for bidding or working on public works without being registered with DIR.



Minor A Projects

- ✓ Open to all contractors, regardless of SB status
- ✓ Advertised on Contractor's Corner
- ✓ SB Goals assigned to each project
- ✓ To find these projects:
 - Visit our website, <http://dot.ca.gov>
 - Navigate to "Work with Caltrans" in the top banner
 - Select "Contractor's Corner"

Work with Caltrans

[All Projects Currently Advertised](#)

[Broadband Facilitation](#)

[Caltrans Contractor Interest Registry](#)

[Caltrans Project Portal](#)

[Caltrans Research](#)

[Contractors Corner](#)

[Job Opportunities](#)

[Manuals](#)

[Permits](#)

[Procurement and Contracts](#)

[Properties for Sale or Lease](#)

[Title VI of the Civil Rights Act of 1964](#)

[Tribal Relations](#)

▼ **Advertised Projects**

- ▶ [This Week](#)
- ▶ [Prior Week](#)
- ▶ [Postponed](#)
- ▶ [Next Week](#)
- ▶ [Week After Next](#)
- ▶ [Upcoming Projects](#)
- ▶ [Emergency Informal and Toll Bridge Projects](#)
- ▶ [Addendum Information](#)
- ▶ [All Advertised Projects](#)
- ▶ [CALTRANS' SSPC QP REQUIREMENT NOTICE](#)
- ▶ [24-Month Advertise Look Ahead](#)
- ▶ [Search contracts by item](#)
- ▶ [Plans Holders List and Opt-in Search](#)

▶ [Bid](#) *Be sure to check the [Addendum Page](#) for Addendum Information on projects advertised and out to bid.*

▶ [Cur](#)

▶ [Pro](#) **03-2H5104** | [List of Bid Items](#) | [Project Plans](#) | [Notice to Bidders and Special Provisions](#) | [Bid Book](#) | [0 bidd](#)

Building work, lighting and landscape.

03-Gle-5-R14.6 * Date Advertised 06/01/2021

Bids Opening in Sacramento * Bids Open 06/16/2021

Estimate: \$1,010,000

In Glenn County 4.6 Miles North Of Willows At The Willows Safety Roadside Rest Area

The Contractor must have either a Class A license or Class B license or a combination of Class C licenses v

100 Working Days * 3% DVBE Requirement

Subs/Suppliers: [Opt In](#) | [See 3 opt-in records](#) | Primes: [Advertise for help](#) | [0 prime contractors looking for](#)

[See Non-Bidding Planholders](#) | [See Bidding Planholders](#)

Contractor's Corner

- Scroll to the bottom, select the “Advertisement” Tab
- Then, select “All Advertised Projects” to see all projects statewide
- District 3 projects are indicated by “03” at the start of the 7-digit project number

[03-2H5104](#) | [List of Bid Items](#) | [Project Plans](#) | [Notice to Bidders and Special Provisions](#) | [Bid Book](#) | **0 bidder inquiries**

Building work, lighting and landscape.

03-Gle-5-R14.6 * Date Advertised 06/01/2021 

Bids Opening in Sacramento * Bids Open 06/16/2021 

Estimate: \$1,010,000

In Glenn County 4.6 Miles North Of Willows At The Willows Safety Roadside Rest Area

The Contractor must have either a Class A license or Class B license or a combination of Class C licenses which constitutes a majority of the work.

100 Working Days * 3% DVBE Requirement 

Subs/Suppliers: [Opt In](#) | [See 3 opt-in records](#) | Primes: [Advertise for help](#) | [0 prime contractors looking for help](#)

[See Non-Bidding Planholders](#) | [See Bidding Planholders](#)

Minor A Project Advertisement

[First time bidders click here](#)

General Information Advertisement **Bidding** Awards Cost Data

- ▶ [Listen live to bid openings via phone, and Electronic Bidding webcast](#)
- ▶ [Calendar of Upcoming Bid Openings](#)
- ▶ [Electronic Bidding](#)
- ▶ [Caltrans Bidding Connect](#)
- ▶ [Authorized Materials List](#)
- ▶ [Buy America](#)
- ▶ [Preliminary & Bid Summary Results](#)
- ▶ [Bidder's Guide](#)

Caltrans Bidding Connect Account

From Contractor's Corner:

- Select "Bidding" Tab at the bottom of Contractor's Corner
- Click on "Caltrans Bidding Connect"

This FREE account is required to bid on projects!

Welcome to Caltrans Bidding Connect, your customized Caltrans bidding portal

LOG IN

* Username

* Password

Need to REGISTER?

[CREATE ACCOUNT](#)

[Login Help!](#) Email to:
Tuan.T.Nguyen@dot.ca.gov

Forgot password? [Click to reset.](#)

Cal eProcure

Home Resources Quick Links Help Login/Register

California State Government Marketplace

Your home for California's State Procurement and Certification Programs

California State Contracts Register (CSCR)
Search Bid Opportunities

START SEARCH

Minor B Projects

- ✓ Small Business Only!
 - Are advertised on Cal eProcure
 - Do not have SB goals
 - Are awarded to certified SB (DGS) only
 - Require at least 2 bids

If you are DVBE or DBE certified, you should also be SB certified!

Event Search

California State Contracts Register

Event Name

Event ID 03-03

Department 2660 2660 Department of Transportation

Event Status Posted

Clear Criteria Advanced Search Criteria Search

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

Event Details

Event : 03-2H5104X



Building work, lighting and landscape.

Details

Event ID

03-2H5104X

Format/Type:

Sell Event / RFX

Published Date

06/01/2021 12:00AM PDT

Description:

03-Gle-5-R14.6 *** GLENN COUNTY 4.6 MILES NORTH OF WILLOWS AT THE WILLOWS SAFETY ROADSIDE REST AREA

Dept:

Department of Transportation

Event Version

1

Event End Date:

06/16/2021 2:00PM PDT

View Event Package

View Vendor Ads

Contact Information

Maxwell Maurer

Phone: 916/227-6224

Email: maxwell.maurer@dot.ca.gov

Pre Bid Conference (N/A)

Mandatory: Non Mandatory

Date:

Time:

Location:

Comments:

Minor B Project Advertisement

Minor B Bidder Inquiries: <https://dot.ca.gov/caltrans-near-me/district-3/d3-programs/d3-construction/d3-minor-b>

Are you interested in a Caltrans project in Glenn County?



Caltrans District 3 <d3.small.business@dot.ca.gov>

To Spence, Robynn L@DOT

Retention Policy Enforced: Inbox 120 day (4 months)

Expires 8/21/2021

Reply

Reply All

Forward



Fri 4/23/2021 12:40 PM

If there are problems with how this message is displayed, click here to view it in a web browser.



Caltrans has a project for you!



**Caltrans is seeking your certified small business
for a contracting opportunity
(EA 03-1J360) in Glenn County.**

Minor Project Outreach

District 3 sends out targeted emails for each project

- ✓ Sent out to SB/DVBE firms the week of advertisement
- ✓ Sent for each Minor A and Minor B project
- ✓ Includes project details found within the advertisement and a link to take you directly to the project on Contractor's Corner or Cal eProcure



District



Caltrans District 3 Quarterly Minor Construction Look Ahead Report

**Interested in working on Caltrans Projects?
Want to be the Prime Contractor?**

**These Fiscal Year 2021/2022 Minor Construction
projects may be just what you're looking for!**

Minor B projects are valued at up to \$333,000 and are designated as Small Business Only. Minor A projects are valued at up to \$1.25 Million.

These projects are currently in design and will be advertising and awarding before June 30, 2022. See the projects below for more details and a tentative time of advertisement.

(Project scope, schedule, and cost subject to change as project details are finalized)

Tentative July through September Advertisements



Minor Construction Look Ahead Report

Stay informed on our projects!

- ✓ Updated minor project information for District 3 projects (Minor A's and B's)
- ✓ Sent Quarterly

Want to receive this?

- ✓ Sign up by visiting our [Newsletter & Look Ahead Report landing page](#)

Caltrans Contractor Interest Registry

Help Caltrans with the Next Emergency



Route 140 damaged by the 1997 storm disaster (1997 photo)



Route 140 after emergency contract repairs (1997 photo)
Caltrans partners with contractors to perform emergency repairs when washouts, landslides, slipouts, earthquakes or other emergencies occur.

All Contractors Are Invited To Tell Us What You Can Do.

Typical types of work:

- Reconstruct **pavement** under emergency conditions;
- **Excavate** slopes or construct **embankment**;
- Rent **heavy equipment** to Caltrans on short notice;
- **Demolish** damaged structures;
- Remove and replace **culverts or drains**;
- Provide temporary **traffic control**;
- ...and others not listed

All contractors of all sizes are invited to express their interest in potentially performing emergency work for Caltrans.

When an emergency strikes, Caltrans may use emergency procedures to immediately select a contractor to reopen damaged facilities. The purpose of the registry is to provide a list of contractors potentially available for emergency work if needed.

[Click here to enter your firm into the Registry](#)

[Fill Out Form Now](#)

DISCLAIMER: Registering with Caltrans does not represent any express or implied promise by Caltrans to award emergency contracts now or in future. Caltrans is not bound to select contractors from the registry. Data entered will be held in confidence and will not be shared with other firms without the contractors consent.

Emergency Contractor Interest Registry

Interested in *potentially* being called to assist in an emergency?

Register at the Caltrans Contractor Interest Registry.

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

Small Business Certifications

Small Business (SB)

Small Business – Public Works (SB-PW)

Disabled Veterans Business Enterprise (DVBE)

Disadvantaged Business Enterprise (DBE)



Caltrans Annual Small Business Goals

Small Business (SB)/Small Business – Public Works (SB-PW)

25%

Disabled Veterans Business Enterprise (DVBE)

5%

Disadvantaged Business Enterprise (DBE)

22.2%



California Capital PTAC
Procurement Technical Assistance Center

Alex McCracken - Procurement Counselor

California Capital PTAC

Email: amccracken@cacapital.org

Office: (916) 299-6798

BUSINESS LOANS

Our loan guarantee and microloan program helps secure financing for Small Businesses who are unable to access mainstream financing.



WOMEN'S BUSINESS CENTER

The California Capital Women's Business Center provides assistance to new and established small businesses.



GOVERNMENT CONTRACTING

Get help for your business to prepare for, pursue, and perform on government contracts.



Working With Your Local PTAC

300+ **16**

Local PTAC offices
nationwide

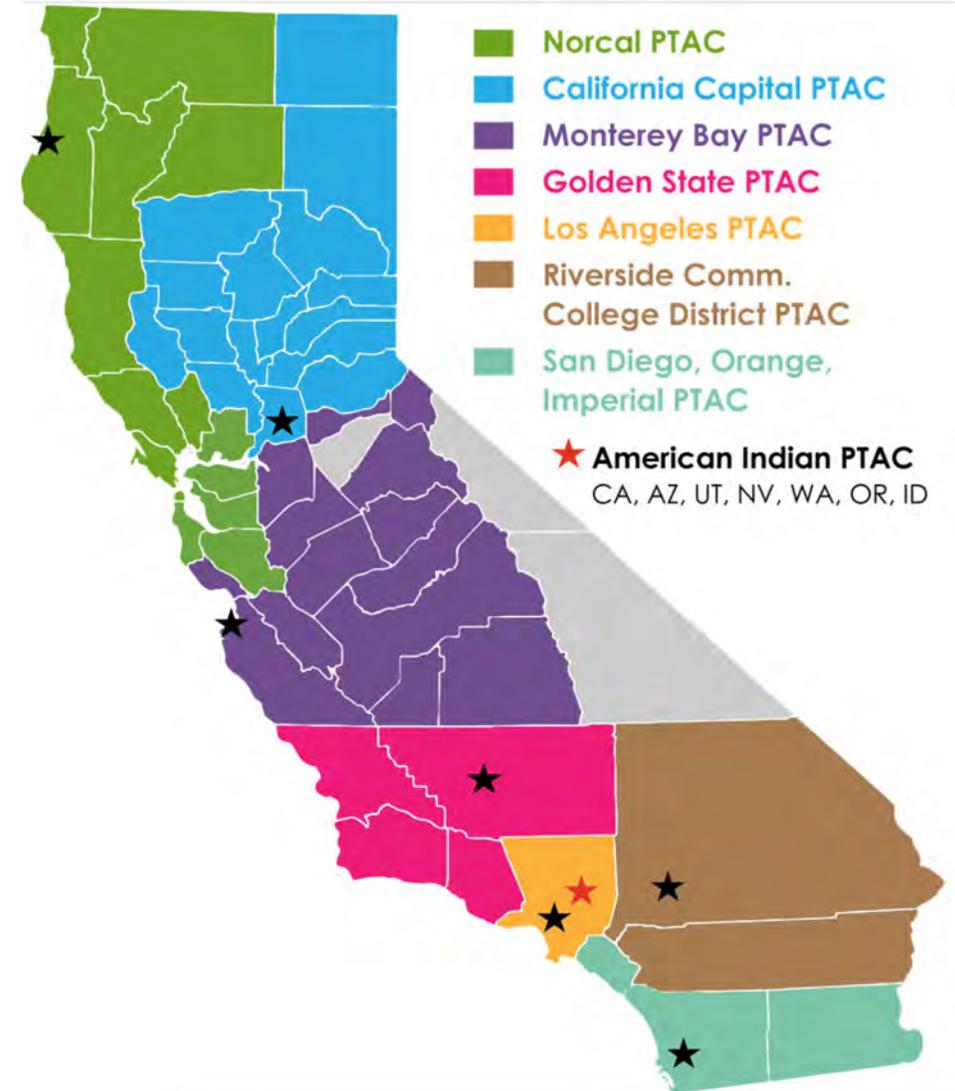
California Capital supports
16 counties



Services provided at **NO
COST** to our clients

- The California Capital PTAC serves businesses in **Butte, Colusa, El Dorado, Glenn, Lake, Lassen, Modoc, Nevada, Placer, Plumas, Sacramento, Sierra, Sutter, Tehama, Yolo, and Yuba** Counties.

Nationwide PTAC Coverage –
<http://aptac-us.org/>



California Capital Procurement Technical Assistance Center (PTAC)

- ❑ Helping small businesses **PREPARE** for, **PURSUE** and **PERFORM** on government contracts
- ❑ Understand the opportunities and requirements of becoming a federal, state, or local government contractor
- ❑ Federal Government, CA State and Local Government
- ❑ Initial Client Assessment
 - Specific PTAC Assistance
 - Self Registration - Entity Information at www.sam.gov
 - Formal Certification – SBA: WOSB, HUBZone, 8(a), Vets First Program, VOSB, SDVOSB
 - Current or Past Contract History
 - Small Business Goals – Set-Aside Program
 - Searching for Contract Opportunities
 - Reading, Interpreting & Responding to an Opportunity

California Capital Procurement Technical Assistance Center (PTAC)

2,149 contracts were awards to active California Capital PTAC clients during our last full period of performance. The awards totaled \$74.8 Million.

Contracts awarded by Federal Agencies

- 495 Prime contract awarded
 - \$58.5 Million

Awards by State and Local Government

- 1,654 Prime contract awarded
 - \$16.3 Million



The California Capital PTAC is funded in part through a cooperative agreement with the Defense Logistics Agency.

California Capital Procurement Technical Assistance Center (PTAC)



The California Capital PTAC Helps Small Businesses **prepare** for, **pursue** and **perform** on government contracts.

Register for services at:

www.cacapital.org/ptac

The California Capital PTAC is funded in part through a cooperative agreement with the Defense Logistics Agency.



California Capital PTAC Services

- Understanding Government contracting requirements
- Securing Necessary State Registrations
- Securing Necessary Federal Registrations
- Researching Procurement Histories – SCPRS/ FPDS/ USASpending
- Marketing – Capabilities Statements/ Acquisition.gov (Forecasting)
- Identifying Bid Opportunities
- Proposal Preparation

California Capital PTAC Workshops/Webinars

<https://cacapital.org/workshops-events/calendar/>

PTAC Workshops (Monthly):

- How to do Business with the Federal Government 101
- Marketing your Business 101
- Federal Government Contracting - Did You Know?
- Sam.gov
- USAspending.gov
- Acquisition.gov
- GSA Multiple Award Schedule (MAS) Parts 1 & 2
- The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)



Govology <https://govology.com/>

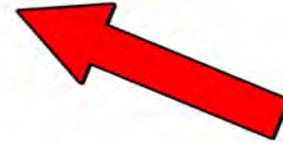
- FAR, Contract Types and Formats, Proposal Writing, Cybersecurity Compliance, Debriefs and Protests, etc.

California Capital PTAC Workshops/Webinars cont'd

<https://cacapital.org/workshops-events/calendar/>

Misc. Workshops:

- Federal Government Agencies: SBA, DoD: USACE, DMEA, BOR etc.
- CA State Agencies: DGS, Caltrans, CalFire, etc.
- Sacramento County
- Sacramento Municipal Utility District (SMUD)
- Sacramento Regional Transit (SacRT)
- Sacramento Housing & Redevelopment Agency (SHRA)



What is the Process to Engage the California Capital PTAC?

- Businesses must first register at www.cacapital.org/ptac to become a client.
- Once registered you will be assigned a PTAC counselor.
- Your counselor will reach out to you to schedule an initial counseling session.
 - The initial session provides the counselor with a baseline for advising the client.
 - In the initial session the counselor will assess the client's background & experience.

Domestic Preference - “Made in America”



“Made in America” policies are designed to increase reliance on domestic supply chains and ultimately reduce the need to spend taxpayer dollars on foreign-made goods. The Made in America Office (MIAO) will ensure that any waivers from Made in America laws are applied clearly, consistently, and transparently across federal agencies. For additional information visit: <https://www.madeinamerica.gov/>

Already a Federal Contractor?

Have questions about waivers from Made in America laws?

Please reach out to the Made in America Office.

Email: MadeInAmerica@omb.eop.gov

California Capital Procurement Technical Assistance Center (PTAC)



The California Capital PTAC Helps Small Businesses prepare for, pursue and perform on government contracts.

Register for services at:
www.cacapital.org/ptac

The California Capital PTAC is funded in part through a cooperative agreement with the Defense Logistics Agency.



THANK YOU!



Q&A/Networking

Questions

Use Q&A Feature of WebEx for any questions

Be sure to indicate if you'd like to be unmuted to ask your question to the group



Networking

Please **raise your hand** to share a *30-second introduction* and we will unmute you



Resources

- Caltrans Contractors Corner: <http://ppmoe.dot.ca.gov/des/oe/contractor-info.html>
- Projects out for Bid: <https://dot.ca.gov/programs/procurement-and-contracts/contracts-out-for-bid>
- All Advertised Projects: <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php>
- Contractors Interest Registry/Emergency Work: <https://ecr.dot.ca.gov/>
- Cal eProcure: <https://caleprocure.ca.gov/pages/index.aspx>
- Search for a Certified Small Business & DVBE: <https://www.caleprocure.ca.gov/pages/index.aspx>
- Caltrans Event Calendar: <https://dot.ca.gov/programs/civil-rights/Caltrans-events-calendar>
- Caltrans Civil Rights Business Resources (DBE/SB/DVBE) Certifications: <https://dot.ca.gov/programs/civil-rights>
- Disadvantaged Business Enterprise System: <https://dot.ca.gov/programs/civil-rights/dbe>
- Minor B Projects Bidder Inquiry: <https://dot.ca.gov/caltrans-near-me/district-3/d3-programs/d3-construction/d3-minor-b>



Contact Us: <https://dot.ca.gov/contact-us>

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

Caltrans Near Me: <https://dot.ca.gov/Caltrans-near-me>

Caltrans Civil Rights Business Resources
(DBE/SB/DVBE) Certifications:
<https://dot.ca.gov/programs/civil-rights>

Caltrans Contact Information

District 3, Small Business Liaison

Robynn Spence

D3.small.business@dot.ca.gov

Don't forget to sign up for District 3's Newsletter & Minor Project Look Ahead Report. **Sign up now!**



Thank you for joining us today for
our 2nd Annual Minor Project
Construction Forum!

Look for the upcoming Minor
Construction Look Ahead Report and
Minor Project Outreach emails!

Hosted by Caltrans District 3, Small Business Office & the
Division of Program, Project & Asset Management