



Presented by: Steve Mendenhall
Steering Committee Co-Chair
Chaudhary & Associates

Calmentor Meeting Agenda

Welcome to Calmentor

What is Calmentor?

Participants

Goal & Objectives

Questions

What is Calmentor?

- Requirement
- Partnerships
- A&E State Process Education
 - Look Ahead Report
 - Procurement Process
 - Successful Growth
- Networking

Participants

- Caltrans North Region
- Steering Committee Members
- Mentors
- Protégés
- ACEC California

Goals & Objectives

- Successful Pairings
- Education
- Recruitment
- Events

Questions?

Contact Us

Kayla Miller 916.541.7583 | Kayla.miller@dot.ca.gov

Charnpreet Malka 530.812.6271 | Charnpreet.malka@dot.ca.gov

Calmentor Home Page

<https://dot.ca.gov/caltrans-near-me/district-3/d3-popular-links/d3-calmentor>



District



CALTRANS DISTRICT 3

SMALL BUSINESS

Robynn Spence

Small Business Liaison

703 B Street | Marysville

530.720.1687

D3.Small.Business@dot.ca.gov

Caltrans District 3

11 Counties

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



District Small Business Liaison (DSBL)

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

What certifications does Caltrans recognize?

State Contracts

- Small Business (SB)
 - Includes SB-PW and Micro SB
- Disabled Veteran Business Enterprise (DVBE)

Federal Contracts

- Disadvantaged Business Enterprise (DBE)

Does Caltrans have SB goals?

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

25%

Disabled Veteran Business Enterprise (DVBE)

5%

Disadvantaged Business Enterprise (DBE)

22.2%

What are the benefits of being certified?

SB/DVBE Benefits

- 5% Bid Preference
- SB/DVBE Option
- Firm listed in the SB/DVBE database on DGS' website, Cal eProcure
- Invitations to Procurement Fairs, Pre-Bids and other outreach events

DBE Benefits

- Desired by Prime Contractors to fill DBE goal requirement
- Firm listed in the CUCP database
- Recognized by Local Agencies
- Invitations to Procurement Fairs, Pre-Bids and other outreach events

SB & SB-PW Eligibility Requirements

Small Business (SB)

- Independently owned & operated
- Not dominant in field of operation
- Principle office located in California
- Owners must live in California
- Have 100 or fewer employees & average annual gross receipts of \$15M or less over the last 3 tax years

Small Business – Public Works (SB-PW)

- Independently owned & operated
- Not dominant in field of operation
- Principle office located in California
- Owners must live in California
- Have 200 or fewer employees & average annual gross receipts of \$36M or less over the last 3 tax years

Disabled Veteran Business Enterprise (DVBE) Eligibility Requirements

- Must have a service-oriented disability of at least 10%
 - U.S. Military, naval, or air service
- Must be at least 51% owned by one or more disabled veteran
- Must reside in California
- Must be managed/controlled by disabled veteran

Disadvantaged Business Enterprise (DBE) Eligibility Requirements

- Must be at least 51% owned by one or more socially & economically disadvantaged individual
- Must be a for-profit small business
- Personal net worth of \$1.32M or less
- Must be managed/controlled by DBE individual & U.S. Citizen
- Average annual gross receipts for the 3 previous fiscal years cannot exceed \$26.29M

How to get certified?

SB/DVBE

- DGS' website, Cal eProcure
- Apply online & submit documents
- SB's renew every 2 years, DVBE's renew every 1 unless also SB certified

DBE

- Completed by 1 of 10 CUCP agencies
- Submit to the Office of Civil Rights, Certification Branch
- Certification does not expire, requires annual documentation verifying your firm still meets eligibility requirements

Small Business Resources

California Capital PTAC

<http://cacapital.org/ptac/>

(916) 442-1729

Norcal PTAC

<http://www.norcalptac.org>

(707) 267-7561

Procurement Technical Assistance Center (PTAC)

- One-on-one counseling
- Training workshops and webinars
- Assistance with business plan and capability statement writing, bid preparation, networking, and more
- All services are provided at no cost

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

What's next?

- Connect with your local DSBL
 - Statewide DSBL Contact List - <https://dot.ca.gov/programs/civil-rights/dsbl-contact-list>
- Get certified
- Attend outreach events
- Find Caltrans projects/contracts to bid on
 - Look Ahead Report – A&E Contract Information on the Division of Procurement & Contracts (DPAC) website

Upcoming Events

- **Paving Your Road to Success with Caltrans** ~ 10-week series going until March 30, 2022
 - Next webinar, *DBE Certification Overview* ~ March 17th at 11am
- **Streamlined A&E Contract Process** ~ March 29th at 1pm
- **SacPAC Connecting Point** ~ May 11th from 8:30am to 12pm
- **Meet the Primes** ~ May 17th & 18th at 10am

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

Caltrans Contact Information

District 1, Small Business Liaison

Aaron Morgan

Aaron.morgan@dot.ca.gov

District 2, Small Business Liaison

Patricia Silva

Patricia.silva@dot.ca.gov

District 3, Small Business Liaison

Robynn Spence

D3.small.business@dot.ca.gov

Stay Connected with District 3

- District 3's Quarterly Newsletters
 - Small Business News
 - Minor Project Look Ahead Report
- Email me at D3.small.business@dot.ca.gov to sign up