



PAVING YOUR ROAD TO
SUCCESS WITH CALTRANS:

HOW TO MARKET YOUR FIRM TO CONSTRUCTION PRIMES

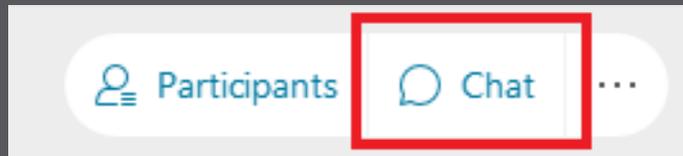




Using the Chat and Q&A Features in WebEx

To send a chat message:

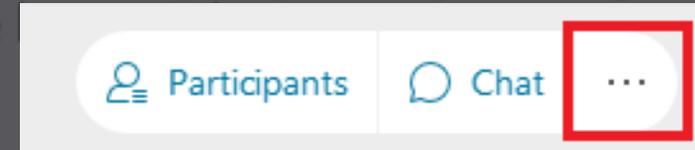
1. Open the Chat panel in the lower right corner:



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



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



Learning Objectives

- Advertising to Primes
- Choosing a Project
- Capability Statements
- Networking



ADVERTISING TO PRIMES





Contractors Corner

Contractors Corner is an online portal designed to provide construction contract opportunities to businesses in the state of California. This website gives businesses access to advertisements, bidding and contracting resources for all Caltrans districts statewide.

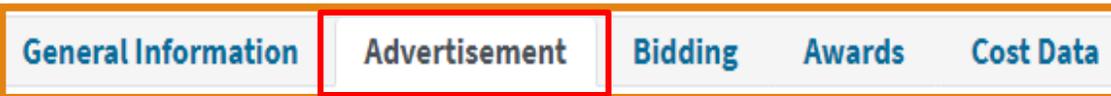


Navigating Through Contractors Corner

Step 1:

Go to, select Start Search

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



Step 2:

Click “Advertised Projects”



Step 3:

Click “All Advertised Projects” to view projects for each district.

There will be multiple contract to choose from. Review the advertisements and choose a contract advertisement that is best for your firm.





List of Bid Items

02-4H3404 [List of Bid Items](#) | [Project Plans](#) | [Notice to Bidders and Special Provisions](#) | [Bid Book](#) | [1 bidder inquiry](#)

Install left turn lane.

02-Tri-299-5.2/5.7 * Date Advertised 03/29/2021

Bids Opening in Sacramento * Bids Open 04/28/2021

Estimate: \$1,100,000

In Trinity County Near Salyer From 0.3 Mile West Of Denny Road To 0.2 Mile West Of Pony Bar Creek Bridge

The Contractor must have either a Class A license or the following Class C license which constitutes a majority of the work: C-12.

30 Working Days * 3% DVBE Requirement

Subs/Suppliers: [Opt In](#) | [See 9 opt-in records](#) | Primes: [Advertise for help](#) | [4 prime contractors looking for help](#)

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



Opt In

02-4H3404 | [List of Bid Items](#) | [Project Plans](#) | [Notice to Bidders and Special Provisions](#) | [Bid Book](#) | [1 bidder inquiry](#)

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Prime Contractors Looking For Help

02-4H3404 | [List of Bid Items](#) | [Project Plans](#) | [Notice to Bidders and Special Provisions](#) | [Bid Book](#) | [1 bidder inquiry](#)

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CHOOSING A PROJECT





Choosing A Project

- Know the project
- Know the prime's needs
- Know what you can do
- Know your capacity
- Know your limitations





Choosing A Project

- Don't overwhelm
- Don't over commit
- Don't let your certifications expire
- Don't contact a prime with irrelevant information





Contract Cost Data



Contract Cost Data

- [->> Contract Cost Data Home](#)
- [->> Code Search](#)
- [->> Other Resources](#)
- [->> Search Tips](#)
- [->> Help](#)

Cost Data Home

Welcome to the Contract Cost Database Search Page. This site allows you to search historic bid data for Caltrans construction cost data. Use of this site constitutes acceptance of the [conditions of use](#). For more help on using this site [use this help page](#). For the most recent bid data, go to the [Headquarters bid summary results page](#).

Search Parameters

Item Code or Description*

Include data from bidder(s). (Note: Does not include irregular bidders).

To make multiple selections from the boxes below, hold the control key down as you make selections. Leave the boxes unselected or blank to query for all the values.

District(s)	Year(s)
District 01	2021
District 02	2020
District 03	2019
District 04	2018
District 05	2017
District 06	2016
District 07	2015
District 08	2014
District 09	2013
District 10	2012
District 11	2011
District 12	2010

[clear selection](#) | [clear selection](#)
[show counties](#) | [show map](#)

Optional Parameters:

(Fill in as many as you need, or leave them blank to search all)

Total Price (for item)

Min \$

Max \$

Quantity

Min

Max

Unit convert to this unit whenever possible

* indicates required field

DATABASE STATS

- >> 2,797,979 records in database
- >> Latest bid-open-date imported: 07-15-2021



<https://sv08data.dot.ca.gov/contractcost/>



Contract Cost Data

→ Contract Cost Data Home

→ Code Search

→ Other Resources

→ Search Tips

→ Help

[Cost Data Home](#) > Resources

Other Estimating Resources

The following links provide other resources that may be useful in preparing an engineer's estimate:

→ **Bid Summary Results:** <http://ppmoe.dot.ca.gov/des/oe/planholders/bidsum-result.php>

Bid summary results for the most recently awarded projects. This is the source of the data for the Contract Cost Data web site. Check the date of the most recently imported data before you head to this site. Then you only have to look at bid summaries *after* that date.

→ **Caltrans Construction Cost Indexes:** <http://ppmoe.dot.ca.gov/des/oe/hist-price-index.php>

Price indexes published by Caltrans for major bid items that may fluctuate significantly in price over a short period of time. The cost indexes is based on quarterly data of bids opened in that quarter (but not necessarily awarded). Standard items tracked in this index include Roadway Excavation, Aggregate Base, A.C., P.C.C. (pavement), P.C.C. (structural), Reinforcing Steel, and Structural Steel.

→ **Equipment Rental Rate Information:** <http://www.dot.ca.gov/hq/construc/equipmnt.html>

Labor Surcharge and Equipment Rental Rates published by the California Department of Transportation.

→ **Caltrans Statewide Crude Oil Price Index:** <http://www.dot.ca.gov/hq/construc/crudeoilindex/>

A useful gauge for determining a reasonable unit price for asphalt concrete. The Caltrans Statewide Crude Oil Price Index is used for adjustments to compensation for paving asphalt in accordance with the provisions of the Caltrans Special Provisions section, "Compensation Adjustments for Price Index Fluctuations."

→ **The PDPM On Cost Estimates (Chapter 20):** http://www.dot.ca.gov/hq/oppd/pdpm/chap_pdf/chapt20.pdf

The section of the Project Development Procedures Manual dealing with project development cost estimates.

→ **Construction Contract Development Guide (formerly the Ready-To-List or R.T.L.) Guide:** <http://ppmoe.dot.ca.gov/des/oe/guidance.html>

The Construction Contract Development Guide also has sections dealing with project estimates. See especially Section 7.

→ **Headquarter's Estimating Site:** <http://www.dot.ca.gov/design/pjs/>

Headquarter's site dealing with estimating, with links for various resources. (This site, the one you are currently on, is maintained by District 8)

→ **Guidance on [Time-Related Overhead \(TRO\)](#) and [Mobilization](#)**





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CAPABILITY STATEMENTS





Capability Statements

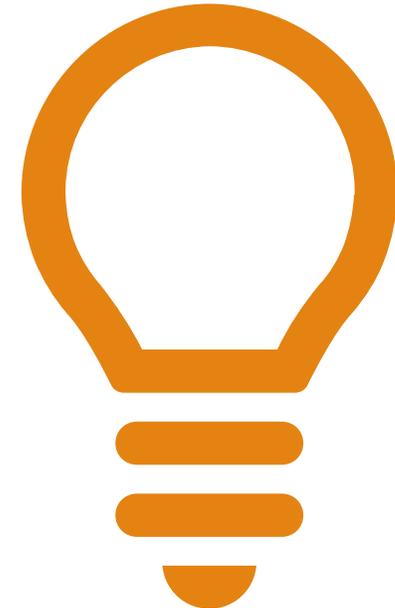
- Name and company branding, slogan (if any)
- Business Overview
- Contact Info
- Core Competencies
- Company Certifications
- Differentiators
- Past Performance
- UNSPSC Codes and NAICS Codes





Tips

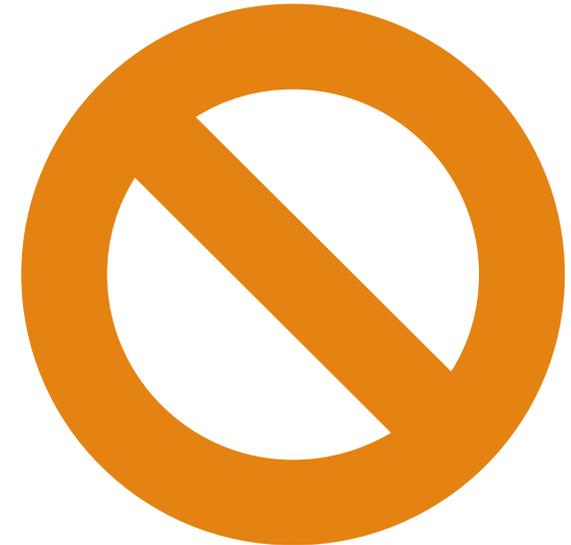
- 1 page
- Present information clearly
- Use bullets, simple tables and highlighted sections
- Check for Spelling and grammar
- Have someone proofread and provide feedback
- Save as a PDF
- Visually appealing





Mistakes

- Using your personal picture
- Too much text / too lengthy
- Sent unsolicited long product list
- Unfocused and generic with unnecessary information
- Poor design
- Too many different colors and fonts





NETWORKING





Caltrans Outreach Events

- Caltrans Events Calendar :
- <https://dot.ca.gov/programs/civil-rights/caltrans-events-calendar>
- In Person and Online Events
- Date, Time, Location, and Summary of Event





Caltrans Outreach Events

- Networking Opportunities:
 - Mandatory Pre-Bid
 - Meet the Primes
 - Meet the Buyers
 - Meet the Subs
 - CalMentor Programs





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



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>
- Small Business Development Center (SBDC)
<https://www.californiasbdc.org/>
- Procurement Technical Assistance Center (PTAC)
<https://www.ptac-us.org/find-a-ptac/>



How can I meet primes?

You can meet primes through events such as Mandatory Pre-bid's, Meet the Primes, and Calmentor.

How can I improve my capability statement?

Make sure:

- It is one page
- Use bullets, simple tables, highlighted sections
- Have someone proofread and provide feedback
- Save as a PDF

I have reached out to primes, but they have not contacted me.

Don't give up, check your capacity, find your niche, continue to attend networking events with other agencies.



Q & A Session





Districts & Counties

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

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

