

# DISTRICT 9 SMALL BUSINESS UPDATE

Ryan Dermody, District Director, (760) 872-0602

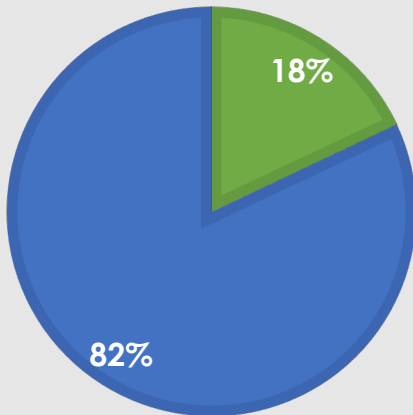


## September 2021

### District 9 DBE, SB, and DVBE Participation at a glance:

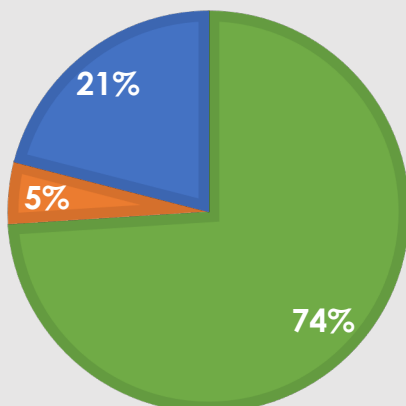
#### FEDERAL MAJOR CONSTRUCTION CONTRACTS TOTAL \$20,769,236

■ DBE 18% ■ Non-DBE 82%



#### STATE CONTRACTS AND PROCUREMENT TOTAL \$6,067,370

■ SB 74%  
■ DVBE 5%  
■ Non-SB/DVBE 5%



### ONGOING CONSTRUCTION CONTRACTS

District 9 has **15** ongoing construction contracts, valued at **\$94,295,600** as of September 1, 2021.

### FEDERALLY-FUNDED CONTRACTS:

#### MAJOR CONSTRUCTION

District 9 federally-funded major construction contracts for Federal Fiscal YTD: October 1, 2020 to July 31, 2021:

Awarded contracts: **4**, totaling **\$20,769,236**

Total DBE commitment: \$3,661,703 (**18%**)

#### ARCHITECTURAL AND ENGINEERING (A&E)

District 9 federally-funded A&E contracts for Federal Fiscal YTD: October 1, 2020 to Current:

Awarded contracts: **1**, totaling **\$3,125,000**

Total DBE commitment: \$156,250 (**5%**)

### STATE-FUNDED CONTRACTS AND PROCUREMENT:

Contracting and procurement awards for 2<sup>nd</sup> Quarter State fiscal year 2020-2021 has reached a total of **\$6,067,370**.

**Small Business (SB)** participation **74%**

**Disabled Veteran Business Enterprise (DVBE)** participation **5%**

**Contracts** — total awarded: \$4,130,069

SB participation: \$3,474,341 (**84%**)

DVBE participation: \$274,382 (**7%**)

**Procurement** — total awarded: \$1,937,301

SB participation: \$1,040,591 (**54%**)

DVBE participation: \$34,201 (**2%**)

### LOOK AHEAD REPORTS

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

A&E: <https://dot.ca.gov/programs/procurement-and-contracts/ae-contract-information>

LOOK AHEAD CONSTRUCTION PROJECTS (As of 08/31/2021)				
Contract Number	Description	SB 1? (Y/N)	Capital Estimate	Advertise Date
09-36720	Construct left turn lane	N	\$1,260,000	12/13/2021
09-38890	Asphalt Rubber Chip Seal	N	\$750,000	12/15/2021
09-38610	Thin Blanket Overlay with Digouts	N	\$4,600,000	12/15/2021
09-38860	Thin Blanket Overlay with Digouts	Y	\$3,800,000	12/15/2021

### CALMENTOR (Small Business A&E mentoring program)

- The District 9 Consultant Services Unit has been actively promoting the Calmentor Program, working alongside neighboring districts where D9 Primes are located. A&E contracts have been awarded in the district as a result of this participation. [Office of Civil Rights Calmentor Resources](#)
- The District 9 DSBL will support and engage in future events with the Consultant Services Unit.

### OUTREACH

- The District 9 Small Business website, [District 9 Small Business | Caltrans](#) is regularly updated with information about current outreach events and promoting the Caltrans Office of Civil Rights [events calendar](#).
- District 9 will be presenting *Understanding Caltrans Procurement and Service Contracts* as part of the Paving Your Way to Success training series 9/23/21, register here: [HTTPS://TINYURL.COM/CTSUCCE21](https://tinyurl.com/ctsucce21)
- District 9 is planning a virtual event to promote District Minor B projects that will be advertised early next year, tentatively scheduled in December.
- The DSBL continues to meet regularly with District Chambers of Commerce and other local business organizations across our District. DSBL works directly with their members to update about upcoming contracting opportunities and offer information for their newsletters, attend virtual meetings and outreach venues to share vital information about opportunities for certification.
- Follow District 9 Facebook at <https://www.facebook.com/Caltrans9/> and on Twitter <https://twitter.com/Caltrans9> to get the latest updates for our activities.

Visit District 9's Small Business website at:

<https://dot.ca.gov/caltrans-near-me/district-9/district-9-programs/district-9-small-business>

Small Business Liaison: Jessica Klemencic, [Jessica.klemencic@dot.ca.gov](mailto:Jessica.klemencic@dot.ca.gov), 760-874-8853

# DISTRICT 10 SMALL BUSINESS UPDATE

Dennis T. Agar, District Director, (209) 948-7943

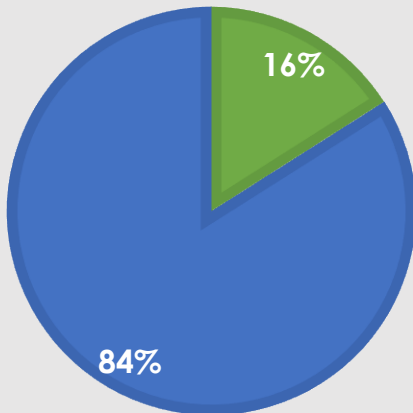


## September 2021

### District 10 DBE, SB, and DVBE Participation at a glance:

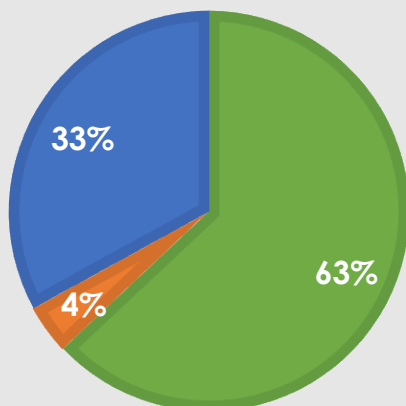
#### FEDERAL MAJOR CONSTRUCTION CONTRACTS TOTAL \$113,793,633

■ DBE 16% ■ Non-DBE 84%



#### STATE CONTRACTS AND PROCUREMENT TOTAL \$47,391,317

■ SB 63%  
■ DVBE 4%  
■ Non-SB/DVBE 33%



### ONGOING CONSTRUCTION CONTRACTS

District 10 has **57** ongoing construction contracts, valued at **\$417,666,961** as of September 1, 2021.

### FEDERALLY-FUNDED CONTRACTS:

#### MAJOR CONSTRUCTION

District 10 federally-funded major construction contracts for Federal Fiscal YTD: October 1, 2020 to May 31, 2021:

Awarded contracts: **11**, totaling **\$113,793,633**

Total DBE commitment: \$18,528,879 (**16%**)

#### ARCHITECTURAL AND ENGINEERING (A&E)

District 5, 6, and 10 federally-funded A&E contracts for Federal Fiscal YTD: October 1, 2020 to Current:

Awarded contracts: **10**, totaling **\$65,266,020**

Total DBE commitment: \$10,551,174 (**18%**)

### STATE-FUNDED CONTRACTS AND PROCUREMENT:

Contracting and procurement awards for 2<sup>nd</sup> Quarter State fiscal year 2020-2021 has reached a total of **\$47,391,317**.

**Small Business (SB)** participation **63%**

**Disabled Veteran Business Enterprise (DVBE)** participation **4%**

**Contracts** — total awarded: \$44,492,487

SB participation: \$28,694,137 (**65%**)

DVBE participation: \$1,500,899 (**3%**)

**Procurement** — total awarded: \$2,898,829

SB participation: \$1,104,072 (**38%**)

DVBE participation: \$423,158 (**15%**)

### LOOK AHEAD REPORTS

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

A&E: <https://dot.ca.gov/programs/procurement-and-contracts/ae-contract-information>

LOOK AHEAD CONSTRUCTION PROJECTS (As of 09/08/2021)				
Contract Number	Description	SB 1? (Y/N)	Capital Estimate	Advertise Date
10-0Y340	Slope Repair	N	\$2,700,000	9/10/2021
10-1F460	Bridge/Roadway Realignment (SJ 4)	N	\$8,200,000	10/18/2021
10-1C330	Install ITS – Phase 2 (SJ 205)	Y	\$17,600,000	11/15/2021
10-1G510	Upgrade Curb Ramps, Sidewalk (SJ 12)	N	\$1,800,000	2/25/2022

**CALMENTOR** Small Business A&E mentoring program District 5, 6 and 10)

- Central Region CalMentor is offering a NEW 12 to 18-month training program for Architecture and Engineering firms. To register for this mentor-protégé program, please visit <https://forms.office.com/r/BSR5kbjLbx>
  - 9/14/21 Central Region CalMentor Training Module IV: Financial Phase
  - 8/31/21 Central Region CalMentor Training Module III: Interview Preparation

**OUTREACH**

- **Thursday, August 26, 2021 10:00 – 11:30 a.m. Small Business & DBE Best Practices:** This newly developed outreach will focus on the best practices for certified small business and DBE firms, and will include: certification, finding opportunities, building a bonding program, estimating, marketing, and labor compliance issues.
- **Tuesday, September 14-10:00 – 11:00 a.m. Understanding Small Business Program Codes:** This presentation is part of a new series of contracting and procurement training courses called “Paving Your Road to Success with Caltrans.” This specific course was developed to provide small businesses with an overview of Small Business Program Codes. Topics will include: Work Codes, North American Industry Classification System (NAICS), United Nations Standard Products and Services Codes (UNSPSC), Keywords.
- **Thursday, September 23, 10:00 – 11:00 a.m. Understanding Caltrans Procurement and Service Contracts:** This presentation is part of a new series of contracting and procurement training courses called “Paving Your Road to Success with Caltrans.” This specific course was developed to provide small businesses with an overview of Caltrans Procurement and Service Contracts. Topics will include: Benefits of Certification, Goods and Services, Previous Caltrans Purchases, Procurement Methods.
- **Tuesday, September 28, 10:00 – 11:00 a.m. How to make Your Certification Work for You:** This specific course was developed to provide small businesses with an overview of How to make Your Certification Work for You. Topics will include: Caltrans Departmental Resources, Caltrans Goals and benefits, Cal eProcure, Contractors Corner.

# DISTRICT 11 SMALL BUSINESS UPDATE

Gustavo Dallarda, District Director, (619) 688-6668

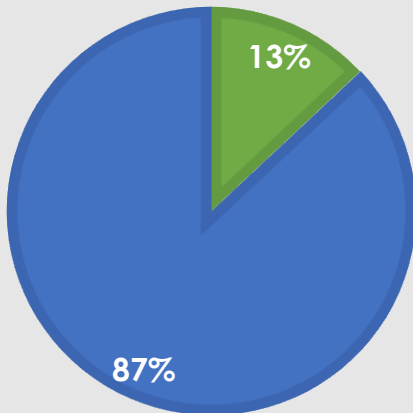


## September 2021

### District 11 DBE, SB, and DVBE Participation at a glance:

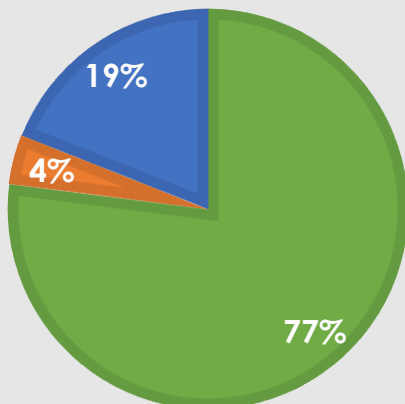
#### FEDERAL MAJOR CONSTRUCTION CONTRACTS TOTAL \$54,242,382

■ DBE 13% ■ Non-DBE 87%



#### STATE CONTRACTS AND PROCUREMENT TOTAL \$42,743,921

■ SB 77%  
■ DVBE 4%  
■ Non-SB/DVBE 19%



### ONGOING CONSTRUCTION CONTRACTS

District 11 has 43 ongoing construction contracts, valued at **\$883,036,553** as of September 1, 2021.

### FEDERALLY-FUNDED CONTRACTS:

#### MAJOR CONSTRUCTION

District 11 federally-funded major construction contracts for Federal Fiscal YTD: October 1, 2020 to July 31, 2021:

Awarded contracts: **8**, totaling **\$54,242,382**

Total DBE commitment: \$7,016,643 (**13%**)

#### ARCHITECTURAL AND ENGINEERING (A&E)

District 11 federally-funded A&E contracts for Federal Fiscal YTD: October 1, 2020 to Current:

Awarded contracts: **3**, totaling **\$15,000,000**

Total DBE commitment: \$2,262,000 (**19%**)

### STATE-FUNDED CONTRACTS AND PROCUREMENT:

Contracting and procurement awards for 2<sup>nd</sup> Quarter State fiscal year 2020-2021 has reached a total of **\$42,743,921**.

**Small Business (SB)** participation **77%**

**Disabled Veteran Business Enterprise (DVBE)** participation **4%**

**Contracts** — total awarded: \$39,911,743

SB participation: \$31,087,393 (**78%**)

DVBE participation: \$1,329,390 (**3%**)

**Procurement** — total awarded: \$2,832,178

SB participation: \$1,641,200 (**58%**)

DVBE participation: \$242,845 (**9%**)

### LOOK AHEAD REPORTS

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

A&E: <https://dot.ca.gov/programs/procurement-and-contracts/ae-contract-information>

LOOK AHEAD CONSTRUCTION PROJECTS (As of 09/01/2021)				
Contract Number	Description	SB 1? (Y/N)	Capital Estimate	Advertise Date
11-41150	Relocate Appurtenances; Add Slope/Gore Paving; Maintenance Vehicle Pullout (MVP); Gates/Fencing. Goal - TBD	N	\$6,500,000	9/27/21
11-43067	Convert Potable Irrigation System to Recycled Water, Replace Deteriorated Water. Goal - TBD	N	\$11,990,000	9/29/21
11-43056	Rubberized Hot Mix Asphalt (RHMA) Overlay with Stress Absorbing Membrane Interlayer (SAMI). Goal - TBD	Y	\$34,700,000	11/03/21
11-42210	Culvert Rehabilitation. Goal – TBD	Y	\$8,850,000	11/10/21

**CALMENTOR** (Small Business A&E mentoring program District 11)

- The Kickoff for the 9th Cycle is tentatively scheduled for fall 2021, with the program anticipated to begin in January 2022. The Steering Committee will be reaching out to firms interested in participating as mentors and proteges prior to the kickoff in the fall.

**OUTREACH**

- 9/8/21 – Caltrans District 11, in Partnership with the American Council of Engineering Companies (ACEC) and the American Public Works Association (APWA) presents Meet the Subs (WebEx)
- 9/15/21 – Prepare for the Fair Workshop (WebEx) – This workshop was designed to give a vendor all the tools and resources needed to complete initial requirements in preparation for District 11's Annual Procurement and Resource Fair where they will have a chance to hear about procurement opportunities.
  - Guest Presentations include presenters from the Small Business Development Center (SBDC), Procurement Technical Assistance Center (PTAC), the Department of General Services (DGS), and the Office of Civil Rights (OCR).
- 9/23/21 – PTAC's Meet the Buyers Imperial Valley (Zoom)
- 10/19/21 – 10/21/21 – District 11's 17<sup>th</sup> Annual Procurement and Resource Fair (WebEx) – This event will be broken down into six sessions with a focus for each day:
  - Day 1 – Meet the San Diego Public Agency Consortium Members
  - Day 2 – Morning Session – Construction Focused with a “Meet the Primes” Component
  - Day 2 – Afternoon Session – Architecture & Engineering Focused with a “Meet the Primes” Component
  - Day 3 – Meet the Caltrans District 11 Purchasers with an opportunity for a few select attendees to pitch their product and/or service

# DISTRICT 12 SMALL BUSINESS UPDATE

Ryan Chamberlain, District Director, (657) 328-6001

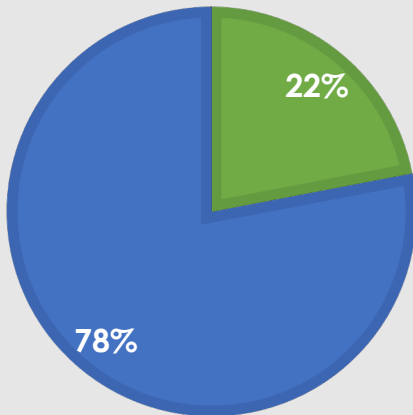


## September 2021

### District 12 DBE, SB, and DVBE Participation at a glance:

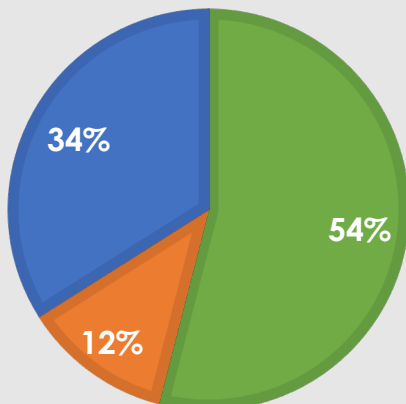
#### FEDERAL MAJOR CONSTRUCTION CONTRACTS TOTAL \$39,469,549

■ DBE 22% ■ Non-DBE 78%



#### STATE CONTRACTS AND PROCUREMENT TOTAL \$22,776,977

■ SB 54%  
■ DVBE 12%  
■ Non-SB/DVBE 34%



### ONGOING CONSTRUCTION CONTRACTS

District 12 has **54** ongoing construction contracts, valued at **\$633,152,400** as of September 1, 2021.

### FEDERALLY-FUNDED CONTRACTS:

#### MAJOR CONSTRUCTION

District 12 federally-funded major construction contracts for Federal Fiscal YTD: October 1, 2020 to July 31, 2021:

Awarded contracts: **8**, totaling **\$39,469,549**

Total DBE commitment: \$8,829,810 (**22%**)

#### ARCHITECTURAL AND ENGINEERING (A&E)

District 12 federally-funded A&E contracts for Federal Fiscal YTD: October 1, 2020 to Current:

Awarded contracts: **5**, totaling **\$27,317,243**

Total DBE commitment: \$5,014,501 (**18%**)

### STATE-FUNDED CONTRACTS AND PROCUREMENT:

Contracting and procurement awards for 2<sup>nd</sup> Quarter State fiscal year 2020-2021 has reached a total of **\$22,776,977**

**Small Business (SB)** participation **54%**

**Disabled Veteran Business Enterprise (DVBE)** participation **12%**

**Contracts** — total awarded: \$21,233,200

SB participation: \$11,284,963 (**53%**)

DVBE participation: \$2,333,734 (**11%**)

**Procurement** — total awarded: \$1,543,777

SB participation: \$982,111 (**64%**)

DVBE participation: \$443,463 (**29%**)

### LOOK AHEAD REPORTS

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

A&E: <https://dot.ca.gov/programs/procurement-and-contracts/ae-contract-information>

## District 12 Small Business Update, September 2021

LOOK AHEAD CONSTRUCTION PROJECTS (As of 09/07/2021)				
Contract Number	Description	SB 1? (Y/N)	Capital Estimate	Advertise Date
12-0Q820	Open Graded High Friction Surface Treatment, Delineation, Loop Detectors, Safety	N	\$7,396,000	11/30/21
12-0R200	Continuous Slab Replacement, Ramp Overlay, Upgrade Safety Devices	N	\$23,809,000	12/15/21
12-0Q320	Replace Concrete Barrier, Sign Panel, Modify Lighting System	N	\$6,368,000	1/10/22
12-0Q820	Open Graded High Friction Surface Treatment, Delineation, Loop Detectors, Safety	N	\$7,396,000	11/30/21

### **CALMENTOR** (Small Business A&E mentoring program – Districts 7, 8 and 12)

- Next Calmentor Fall Event 2021 (Virtual) is scheduled for October 28, 2021.

### **OUTREACH**

- **July 13, 2021:** Small Business 1:1 Outreach | Acuity Technical Solutions
- **July 28, 2021:** NASCO COVID Procurement Study
- **August 10, 2021:** Small Business 1:1 Outreach | High Speed Logistics
- **August 19, 2021:** Small Business 1:1 Outreach | Federal One Supplies LLC
- **August 27, 2021:** Small Business 1:1 Outreach | One Stop – Toner & Inkjet
- **September 1, 2021:** Small Business 1:1 Outreach | Delfin Trading
- **September 2, 2021:** Small Business 1:1 Outreach | Zendesk
- **September 3, 2021:** Small Business 1:1 Outreach | Vizocom
- **September 7, 2021:** Small Business 1:1 Outreach | Nosi Biz

Visit District 12's Small Business website at:

<https://dot.ca.gov/caltrans-near-me/district-12/district-12-programs/district-12-small-business>

Small Business Liaison: Mirley Vargas (mirley.vargas@dot.ca.gov)