



# Kelly Markham

## Caltrans District 7

### Small Business Liaison

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# **Small Business Outreach Program**

## **Purpose**

**Increase participation of SB,  
DVBE and DBE firms in  
federal and state contracting  
and procurement.**



- **Presentations**
- **One-On-One Counseling**
- **Small Business Councils**
- **Meet the Buyers**
- **DBE Supportive Services**

- **Pre-Bid Meetings**
- **Contract Outreach**
- **Meet the Primes**
- **Small Business Expos**
- **Calmentor**
- **Training Workshops**



# DBE Supportive Services

[www.dbess.org](http://www.dbess.org)



DBE Certification	Proposal Writing
Business Plans	Entity Registrations
Strategic Planning	Costing
Labor Compliance	Financial Analysis
Contract Funding	Marketing
DIR Registration	Capabilities Statements
Certified Payroll	Opportunity Sourcing

- Existing or potential DBE
- Located in service area
- Product/service Caltrans needs



















# Certifications + Goals

- ▶ Small Business (and SB-PW)

**25% goal**

- ▶ Disabled Veteran Business Enterprise

**5% goal**

- ▶ Disadvantaged Business Enterprise

**17.6% goal**



# Certifications + Goals



## **DBE** FEDERAL funding

- Certification through OBEO
- 5,105 certified businesses

project-specific



## **SB DVBE** STATE funding

- Certification through DGS
- 17,670 certified businesses

SB is NOT project-specific





# Why Get Certified?

## DBE Benefits

- ▶ Expands opportunities on federally assisted contracts
- ▶ Networking opportunities
- ▶ Recognized by public agencies, private companies
- ▶ CUCP database listing



# DBE Certification

Uniform Certification App... X +

https://www.transportation.gov/sites/dot.gov/files/docs/mission/ Search

This PDF document contains forms. The filling of form fields is not supported. Open With Different Viewer X

Page: 1 of 15 Automatic Zoom

OMB APPROVAL NO:  
2105-0510  
Expiration Date: 10/31/2021

Appendix F

**UNIFORM CERTIFICATION APPLICATION**  
**DISADVANTAGED BUSINESS ENTERPRISE (DBE) /**  
**AIRPORT CONCESSION DISADVANTAGED BUSINESS ENTERPRISE (ACDBE)**  
**49 C.F.R. Parts 23 and 26**

*Roadmap for Applicants*

**1. Should I apply?**  
You may be eligible to participate in the DBE/ACDBE program if:

- The firm is a for-profit business that performs or seeks to perform transportation related work (or a concession activity) for a recipient of Federal Transit Administration, Federal Highway Administration, or Federal Aviation Administration funds.
- The firm is at least 51% owned by a socially and economically disadvantaged individual(s) who also controls it.
- The firm's disadvantaged owners are U.S. citizens or lawfully admitted permanent residents of the U.S.
- The firm meets the Small Business Administration's size standard and does not exceed \$23.98 million in gross annual receipts for DBE (\$56.42 million for ACDBEs). (Other size standards apply for ACDBE that are banks/financial institutions, car rental companies, pay telephone firms, and automobile dealers.)



Firm ID

DBA Name

Firm Name

City

Zip Code

Area Code

## Caltrans Districts

- ☐ District 01
- ☐ District 02
- ☐ District 03
- ☐ District 04
- ☐ District 05

[View CT District Map](#)

## County

- ☐ Alameda
- ☐ Alpine
- ☐ Amador
- ☐ Butte
- ☐ Calaveras

## Work Category Codes

- ☐ A0110 CASH GRAINS
- ☐ A0130 FIELD CROPS, EXCEPT CASH GRAINS
- ☐ A0160 VEGETABLES & MELONS

[Download Work Category Code List](#)

## Certification Types

☒ DBE

## Race/Ethnicity

☐ Asian Pacific

## License Type

☐ A General Engineering Contractor



# Why Get Certified?

## SB/DVBE Benefits

- ▶ 5% bid preference
- ▶ Prompt payment
- ▶ SB/DVBE option
- ▶ SB/DVBE database listing

# SB/DVBE Certification

[caleprocure.ca.gov](http://caleprocure.ca.gov)

The screenshot shows the homepage of the California eProcurement website. At the top, there is a header with the "CA.GOV" logo, the "Cal eProcure" logo, and a menu icon. Below the header is a large banner image of a beach at sunset. Overlaid on the banner is a white box with the text "Welcome to California's Online Marketplace". Below this, there are three main sections, each with an icon, a title, and a link. The first section has a map of California icon, the title "Sell to the State", and the link "Get Registered and Learn More". The second section has a yellow arrow pointing right icon, the title "Small Business / Disabled Veteran Business Enterprise", and the link "Get Certified and Understand". The third section has a circular flow icon, the title "Get Public Procurement Information", and the link "Search for Bid Opportunities and".

CA.GOV Cal eProcure

Welcome to California's Online Marketplace

 **Sell to the State**  
Get Registered and Learn More

 **Small Business / Disabled Veteran Business Enterprise**  
Get Certified and Understand

 **Get Public Procurement Information**  
Search for Bid Opportunities and



# Current Utilization

## District 7

😊 SB: 50.7%

☹️ DVBE: 3.2%

😊 DBE: 31.1%

## Statewide

SB: 32.1%

DVBE: 3.5%

DBE: 16.6%

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# A&E Contract Information

Welcome to the Caltrans Architectural and Engineering (A&E) Contracts web page. This page offers links to documents and other information to assist consultants.

Effective July 1, 2019, in accordance with [Section 508 of the Rehabilitation Act](#), Caltrans launched an improved website to deliver enhanced digital accessibility. To meet electronic and information technology standards, some documents may no longer be available for download.

For inquiries related to page content or available documents contact [A&E Customer Service](#).

Be informed of updates to our website - [Subscribe to our email notification service](#).





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## Audits and Investigations

### AASHTO

- [AASHTO Audit Guide](#)
- Caltrans Letter Regarding Revised AASHTO Audit Guide (PDF)

### [Inspector General Independent Office of Audits and Investigations](#)

- A&E Indirect Cost Rate Training

## Contract Information

- [Federal funded \(PDF\)](#)
- [Project Specific and State funded \(PDF\)](#)

- [A&E Look Ahead Report \(XLSX\)](#)
- A&E DBE/SB/DVBE Commitment for Awarded Contracts FY 18/19 (XLSX)
- [Cal eProcure](#) - A&E Contracts Currently Being Advertised (Including Public Private Partnerships and Design Build Projects)

## [Executed Contracts](#)

# A & E DBE/SB/DVBE Commitment Report for Awarded Contracts

04/18/19

18/19 FISCAL YEAR

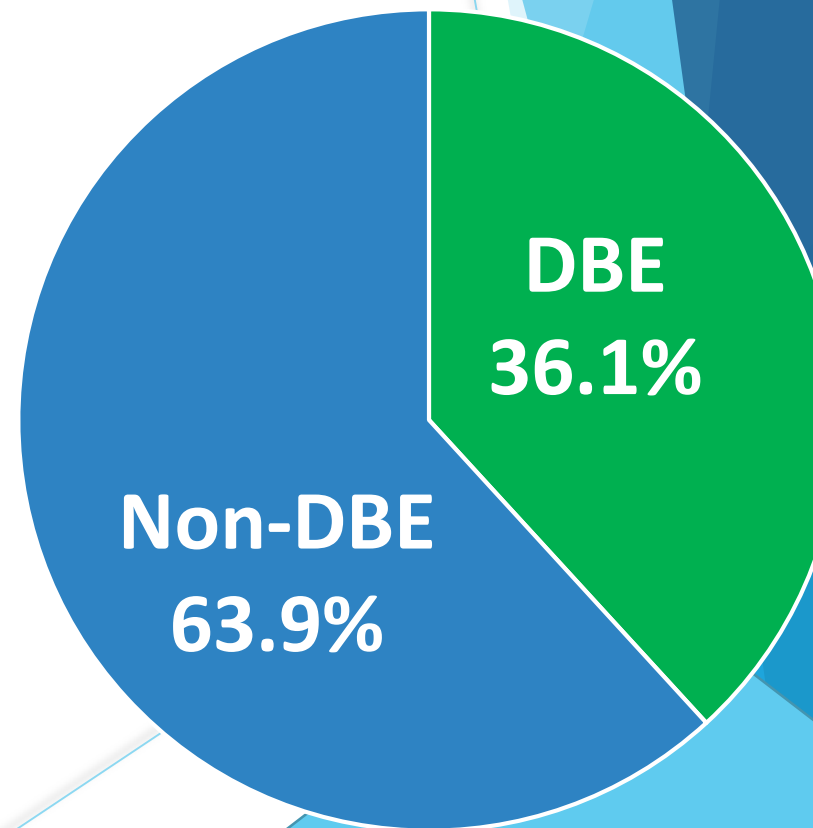
FEDERAL FUNDED										
Contract Number	Prime	Contract Type	Award Date	Term of Contract	Total Contract Value*	Advertised DBE Goal	DBE Commitment		Total Commitment	
06A2441	Parsons Transportation Group, Inc.	Environmental Generalist Services	07/03/18	3 years	\$12,000,000.00	12.00%	13.50%	\$1,620,000.00	13.50%	\$1,620,000.00
09A0722	Far Western Anthropological Research Group, Inc.	Cultural Resource Services--Olancho Cartago 4-Lane	07/13/18	5 years	\$5,000,000.00	10.00%	10.00%	\$500,000.00	10.00%	\$500,000.00
59A1042	Parsons Transportation Group, Inc.	Construction Inspection Services--Dist. 1,2,3N	07/17/18	3 years	\$19,800,000.00	13.00%	20.00%	\$3,960,000.00	13.00%	\$3,960,000.00
12A1736	Fountainhead Consulting Corporation (DBE)	Construction Engineering Services	07/18/18	3 years	\$6,000,000.00	21.00%	61.00%	\$3,660,000.00	21.00%	\$3,660,000.00
53A0215	Krebs Corporation	Cost Estimating and Scheduling Services-Statewide	07/26/18	3 years	\$2,000,000.00	1.00%	5.00%	\$100,000.00	5.00%	\$100,000.00
03A2780	Mark Thomas & Company, Inc.	Land Surveying Services-Dist. 3	07/27/18	3 years	\$3,506,053.00	15.00%	15.00%	\$525,907.95	15.00%	\$525,907.95
07A4430	TRC Engineers, Inc.	Construction Claims Services	07/30/18	3 years	\$12,000,000.00	15.00%	15.00%	\$1,800,000.00	15.00%	\$1,800,000.00
04A5483	Chaudhary & Associates, Inc. (DBE)	Land Surveying Support Services	07/30/18	3 years	\$5,500,000.00	13.00%	75.00%	\$4,125,000.00	75.00%	\$4,125,000.00
03A2782	DKS Associates	Traffic Operations and Traffic Mgmt. Planning Services	08/01/18	3 years	\$5,523,646.00	7.00%	15.00%	\$828,546.90	15.00%	\$828,546.90
07A4445	Chaudhary & Associates, Inc. (DBE)	Land Surveying Services	08/07/18	3 years	\$5,000,000.00	15.00%	67.50%	\$3,375,000.00	67.50%	\$3,375,000.00
06A2476	Arcadis U.S., Inc.	Construction Claims Technical Support Services	08/21/18	3 years	\$1,000,000.00	13.00%	13.00%	\$130,000.00	13.00%	\$130,000.00
07A4408	David Evans and Associates, Inc.	Land Surveying Services	08/22/18	3 years	\$5,000,000.00	15.00%	15.00%	\$750,000.00	15.00%	\$750,000.00
59A1039	Towill, Inc.	Photogrammetry and Incidental Surveying Services	08/28/18	3 years	\$8,000,000.00	13.00%	13.00%	\$1,040,000.00	13.00%	\$1,040,000.00
59A1036	HDR Construction Control Corporation	Construction Inspection Services--Dist. 4	08/31/18	3 years	\$6,750,000.00	13.00%	14.00%	\$945,000.00	14.00%	\$945,000.00
07A4501	TransSystems Corporation	Multiphase P.S. Roadside Safety/Collision Reduct. Imp.	09/04/18	5 years	\$6,000,000.00	22.00%	22.00%	\$1,320,000.00	22.00%	\$1,320,000.00
07A4551	NCM Engineering Corporation	Multiphase P.S. Upgrading Bridge Rail Projects	09/06/18	5 years	\$4,800,000.00	22.00%	22.00%	\$1,056,000.00	22.00%	\$1,056,000.00
07A4518	Advanced Civil Technologies (DBE)	Multiphase P.S. Pavement Rehab Project	09/07/18	5 years	\$1,700,000.00	22.00%	61.00%	\$1,037,000.00	61.00%	\$1,037,000.00
04A5484	HDR Construction Control Corporation	Construction Engineering, Scheduling, and Inspection	09/10/18	3 years	\$5,000,000.00	20.00%	21.00%	\$1,050,000.00	21.00%	\$1,050,000.00
04A5473	CH2M Hill, Inc.	Environmental Generalist Services--North Counties	09/14/18	3.5 years	\$8,500,000.00	22.00%	22.00%	\$1,870,000.00	22.00%	\$1,870,000.00
59A1049	S2 Engineering, Incorporated (DBE)	Independent Quality Assurance Services	09/19/18	3 years	\$5,000,000.00	12.00%	50.00%	\$2,500,000.00	50.00%	\$2,500,000.00
59A1052	Alta Vista Solutions	Quality Assurance (QA)/Independent QA Services	09/25/18	5 years	\$8,000,000.00	12.00%	12.00%	\$960,000.00	12.00%	\$960,000.00
04A5543	Parsons Transportation Group, Inc.	Traffic Operations Services	09/27/18	3 years	\$4,000,000.00	13.00%	13.00%	\$520,000.00	13.00%	\$520,000.00
04A5527	WRECO (DBE)	Hydraulics Engineering Services	09/28/18	3 years	\$4,000,000.00	7.00%	76.00%	\$3,040,000.00	76.00%	\$3,040,000.00
59A1063	HDR Construction Control Corporation	Construction Inspection Services--Dist. 8,9	10/01/18	3 years	\$27,000,000.00	13.00%	14.00%	\$3,780,000.00	14.00%	\$3,780,000.00
08A2958	Kleinfelder, Inc.	Construction Materials Sampling and Testing Services	10/17/18	3 years	\$5,903,310.00	30.00%	30.00%	\$1,770,993.00	30.00%	\$1,770,993.00
04A5516	WSP USA INC.	Constr. Eng., Constr. Sched., and Constr. Insp. Services	10/19/18	3 years	\$5,000,000.00	21.00%	22.00%	\$1,100,000.00	22.00%	\$1,100,000.00
03A2798	R.E.Y. Engineers, Inc.	Land Surveying Services	10/23/18	3 years	\$1,503,215.00	15.00%	15.00%	\$225,482.25	15.00%	\$225,482.25
07A4568	Fountainhead Consulting Corporation (DBE)	Electrical Engineering Construction Inspection Services	11/14/18	3.5 years	\$6,200,000.00	15.00%	56.00%	\$3,472,000.00	56.00%	\$3,472,000.00
59A1069	Dokken Engineering	Structure Design Support Services Dist. 1,2,3	11/29/18	5 years	\$5,000,000.00	13.00%	16.00%	\$800,000.00	16.00%	\$800,000.00
59A1074	Prescience Corporation (DBE)	Emergency Quality Assurance Services	12/03/18	<1 year	\$8,000,000.00	N/A	18.00%	\$1,440,000.00	18.00%	\$1,440,000.00
12A1751	TRC Engineers, Inc.	Const. Eng., Const. & Mat. Sampling & Insp. & Claims	12/04/18	5 years	\$3,000,000.00	21.00%	21.00%	\$630,000.00	21.00%	\$630,000.00
06A2495	Far Western Anthropological Research Group, Inc.	Cultural Resource Services	12/07/18	5 years	\$5,000,000.00	10.00%	10.00%	\$500,000.00	10.00%	\$500,000.00
12A1756	Associated Civil & Transportation Consulting Engineers, Inc. dba Advanced Civil Technologies	Roadway Design and Construction Support for Two Projects on SR-1	12/21/18	5 years	\$5,550,000.00	17.00%	59.00%	\$3,274,500.00	59.00%	\$3,274,500.00
04A5574	AECOM Technical Services, Inc.	Roadway Design and related Project Development and Construction Services	12/27/18	3 years	\$5,000,000.00	13.00%	13.00%	\$650,000.00	13.00%	\$650,000.00
07A4506	Brown and Caldwell	Multiphase P.S. Best Management Practices (BMPs) for Stormwater Mitigation Services	12/28/18	5 years	\$9,300,000.00	22.00%	42.50%	\$3,952,500.00	42.50%	\$3,952,500.00
53A0224	Stanton Constructability Services, LLC	Independent Cost Estimating Services	12/28/18	3 years	\$750,000.00	1.00%	1.00%	\$7,500.00	1.00%	\$7,500.00
53A0228	Stanton Constructability Services, LLC	Independent Cost Estimator for University Maze Project	01/08/19	3 years	\$1,000,000.00	1.00%	1.00%	\$10,000.00	1.00%	\$10,000.00
59A1072	WSP USA INC.	Structure Design Support Services Dist. 4	01/09/19	5 years	\$5,000,000.00	4.00%	11.00%	\$550,000.00	11.00%	\$550,000.00
03A2847	R.E.Y. Engineers, Inc.	Land Surveying Services-Dist. 1	01/10/19	2.5 years	\$1,750,956.00	10.00%	15.00%	\$262,643.40	15.00%	\$262,643.40
06A2498	ICF Jones & Stokes, Inc.	Environmental Generalist Services	01/17/19	5 years	\$6,725,000.00	10.00%	11.00%	\$739,750.00	11.00%	\$739,750.00
07A4516	Parsons Transportation Group, Inc.	Multiphase Project Specific Upgrade ADA Ramps	01/18/19	5 years	\$10,900,000.00	22.00%	23.00%	\$2,507,000.00	23.00%	\$2,507,000.00
11A2880	Kleinfelder, Inc.	Hazardous Waste Site Investigation and Design Svcs.	02/11/19	4 years	\$6,632,916.00	11.00%	11.00%	\$729,620.76	11.00%	\$729,620.76
09A0740	Parsons Transportation Group, Inc.	Environmental Generalist and Cultural Resources Svcs.	02/11/19	4 years	\$3,500,000.00	10.00%	11.00%	\$385,000.00	11.00%	\$385,000.00
03A2840	Mark Thomas & Company, Inc.	Land Surveying Services-Dist.1	02/19/19	3 years	\$1,749,712.00	10.00%	12.00%	\$209,965.44	12.00%	\$209,965.44
03A2837	Wood Rodgers, Inc.	Roadway Design	02/22/19	4.5 years	\$19,940,324.00	18.00%	18.00%	\$3,589,258.32	18.00%	\$3,589,258.32



# Federally Funded A&E Contracts Federal Fiscal Year 2019

**Awarded contracts: 6  
\$32.4 million**

**Total DBE commitment:  
\$11.7 million (36.1%)**



# **D7 SMALL BIZ**

## **Contact**

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