



PAVING YOUR ROAD TO
SUCCESS WITH CALTRANS:

KNOW YOUR
SMALL BUSINESS
RESOURCES

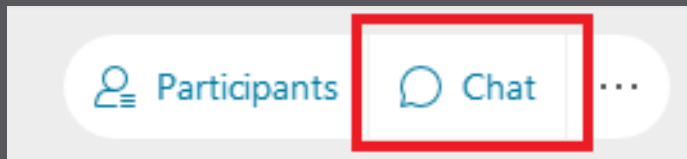




Using the Chat and Q&A Features in WebEx

To send a chat message:

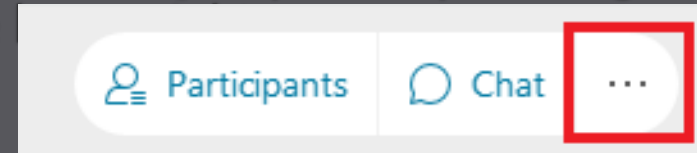
1. Open the Chat panel in the lower right corner:



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



Learning Objectives

- Assess and determine your firms Goal(s)
- Learn how to provide goods and services to Caltrans
- Identify resources inside and outside of Caltrans, after certification
- Free resources available from Caltrans partners



Determine Your Goal and Next Steps

- What is your goal in working with government agencies?
- What are the applicable resources needed to help achieve those goals?
- What resources are available to help your business?



Identifying Your Goal

“I want to work with government agencies in general”

“I want to provide a product and/or service specifically to Caltrans”

“I just want to market my business to anyone and everyone”



**“I WANT TO WORK WITH
GOVERNMENT AGENCIES
IN GENERAL”**





Things to consider:

- What certifications does each agency recognize?
- What bidding platform does each agency utilize?
- What are the requirements to bid on a project?
- How does my company align with the agency?
- Who is the person, and what position do they hold, that you want to be in direct contact with that may need your good and/or service?





Examples of Other Types of Certifications

- Small Disadvantaged Business (SDB)
- Emerging Local Business Enterprises (ELBE)
- Local Business Enterprises (LBE)
- Small Local Business Enterprise (SLBE)
- Women Owned Small Business (WOSB)





Resource

Procurement Technical Assistance Center (PTAC)

- Staffed with counselors experienced in government contracting
- Provide a wide range of services including classes, seminars, and individual counseling
- Easy access to bid opportunities, contract specifications, and procurement histories
- Other information necessary to successfully compete for government contracts.

<https://www.aptac-us.org/find-a-ptac/>

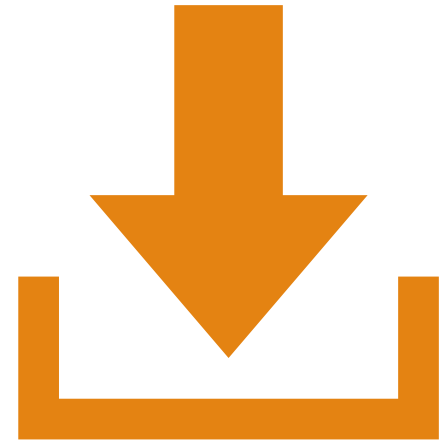


SB/DVBE Advocate Resource

SB/DVBE Advocates

Download the Advocate Directory by visiting:

<https://www.dgs.ca.gov/PD/Resources/Page-Content/Procurement-Division-Resources-List-Folder/Small-Business-Disabled-Veteran-Business-Enterprise-Advocate-Directory>





SB/DVBE Advocate Directory

DEPARTMENT (Highlighted departments have a SB/DVBE First policy).	UNIT/OFFICE/LOCATION	CONSTRUCTION	NAME	ADDRESS
Administrative Law, Office of	Executive Office		Belinda Lindstrom	300 Capitol Mall, Suite 1250
Aging, Dept of	Contracts and Business Services		Kelli Kemper	1300 National Avenue, Suite 200
Agricultural & Labor Relations Board			Rebecca Ball	1325 J Street, Suite 1900
Air Resources Board	Contracts, Procurement and Grants		Katy Sullivan	1001 I Street, 20th Floor
Alcoholic Beverage Control, Dept. of			Pattye Nelson	3927 Lennane Drive, Suite 100
Arts Council, CA	Administration		Ayanna Kiburi	1300 I Street, Suite 930
Business, Consumer Services & Housing Agency			Gladys Lopez	915 Capitol Mall
CA African American Museum	Fiscal Department		Evelyn Flores	600 State Drive, Exposition Park
CA Coastal Commission	Business Services		Owen Omphua	45 Fremont Street, Suite 1900
CA Conservation Corps	Business Services		Linda Salimi	1719 24th Street
CA Exposition & State Fair			Heidi Turpen	P.O. Box 15649
CA Governor's Office of Emergency Services	Contracts Unit/Purchasing Division/HQ		Jairo Turnil	3650 Schriever Avenue
CA High-Speed Rail Authority	Contracts and Procurement / Small Business	X	Damon Dorn	770 L Street, Suite 620
CA High-Speed Rail Authority		X	Catrina Blair	770 L Street, Suite 1160
CA Highway Patrol	Business Services	X	Tracy Bowen	601 North 7th Street, Bldg. B
CA Horse Racing Board	Business Services		Daniel Zamora	101 Hurley Way
CA Lottery Commission	Contract and Procurement Services		Kenneth Macasaet	700 N 10th Street
CA Maritime Academy	Contract Services and Procurement		Lorrie Dineen-Thackeray	200 Maritime Academy Drive
CA Natural Resources Agency	Administration and Finance		Danielle Rogers	1416 Ninth Street, Suite 1311
CA Natural Resources Agency	Administration and Finance		Kristine Olson	1416 Ninth Street, Suite 1311
CA Prison Industry Authority (CalPIA)	Business Services/Contracts Unit	X	Ann Harbaugh	560 E Natoma Street
CA Public Utilities Commission	Executive Division		Bezawit Dilgassa	505 Van Ness Avenue
CA Science Center	State Admin/Procurement		Slyvia Gonzales	700 Exposition Park Drive
CA Senior Legislature			Janice Bailey	1020 N Street, Room 513



**“I WANT TO PROVIDE A
PRODUCT AND/OR SERVICE
SPECIFICALLY TO CALTRANS”**





Things to consider:

- Do you hold a Caltrans recognized certification?
- How large of a project does my company have the capacity to hold?
- How does my company align with the agency?
- Who is the person (what position do they hold) that you want to be in direct contact with that may need your good and/or service?





Examples of Other Types of Certifications

- SDCWA-SB - San Diego County Water Authority Small Business
- Department of Housing and Urban Development (Section 3 Business)
- Federal 8A - SBA Federal Business Development Program
- HUBZone - Historically Underutilized Business Zone
- CA Public Utilities Commission – DBE Certification
- Los Angeles County Metropolitan Transportation Authority (METRO) – SBE Certification





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



Resource

Department of General Services (DGS) Certifies

- SB/SB-PW
- DVBE

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

Questions specific to these certifications, please
contact:

(916) 375-4940, OSDSHelp@dgs.ca.gov



Resource

California Unified Certification Program (CUCP)

Certifies for Disadvantaged Business Enterprise (DBE)

Certifying Agencies:

- Caltrans
- Bay Area Rapid Transit (BART)
- City of Fresno
- City of Los Angeles
- Los Angeles County Metropolitan Transportation Authority (METRO)
- San Francisco Municipal Transportation Agency (SFMTA)
- Santa Clara Valley Transportation Authority (VTA)
- San Mateo County Transit District (SAMTRANS)
- San Diego County Regional Airport Authority (SDCRAA)
- San Francisco International Airport (SFO)



CA Department of Transportation (Caltrans)

You may download the application on the following link:

<https://dot.ca.gov/programs/civil-rights/dbe-certification-information>

Submit your application along with all required supplemental documents to:

Office of Civil Rights
Attn: Certification Branch
PO Box 942874, MS 79
Sacramento, CA 94274

Questions specific to the DBE certification, please contact:

(916) 324-1700, DBE.certification@dot.ca.gov

Resource



I'M CERTIFIED, NOW WHAT





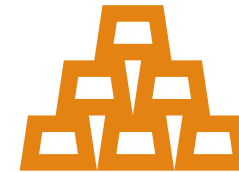
What Type of Business Do You Have?



Construction



Architecture &
Engineering



Service and/or
Commodity



Construction

Contractors Corner

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

Construction Mentor Protégé
Program Construction Mentor
Protégé Program

<https://dot.ca.gov/caltrans-near-me/district-4/d4-programs/d4-construction-mentor-protege-program>



Architecture & Engineering (A&E)

Look Ahead

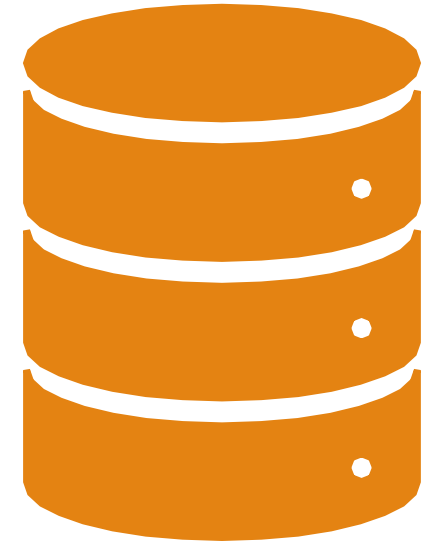
Calmentor

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



Service & Commodities

- New.Products@dot.ca.gov
- Authorized Materials List (AML)
<https://dot.ca.gov/programs/engineering-services/authorized-materials-lists>
- Product Evaluation Program (PEP)
<https://dot.ca.gov/programs/engineering-services/product-evaluation-program>





Service & Commodities





- State Contract & Procurement Registration System (SCPRS)
 - <https://www.caleprocure.ca.gov/pages/public-search.aspx#> > Search State Contracting and Procurement Registration System (SCPRS) data
- Statewide Procurement Data Dashboards
 - <https://www.dgs.ca.gov/PD/Resources/Page-Content/Procurement-Division-Resources-List-Folder/Intake-and-Analysis-Unit?search=dashboard>



Cal eProcure Resource

Sell to the state, find professional services contracts, and construction contracts under \$333k

How do I...

 <p>Sell to the State Register in Cal eProcure to receive bid notifications. Search for bid opportunities in the California State Contracts Register (CSCR).</p>	 <p>Get Certified Learn about California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certification program and apply for SB/DVBE certifications.</p>
 <p>Find Public Procurement Information Access records on what state agencies have purchased. Search for SB/DVBE suppliers, state contracts and bid opportunities.</p>	 <p>Find Training and Resources Learn how to do business with the state of California. Access training resources, watch instructional videos, attend an outreach event.</p>

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



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



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)



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>



Get Involved

Statewide Small Business Council (SBC)

- Encourage the participation of Small Businesses
- Provide a forum for Small Businesses to comment and provide feedback
- <https://dot.ca.gov/programs/civil-rights/small-business-council>





**“I JUST WANT TO MARKET
MY BUSINESS TO ANYONE
AND EVERYONE”**





Things to consider:

- What stage of the business cycle is your company currently in?
- Are you ready to take on a million customers the next day if the opportunity arises
- How are you getting your business recognized currently?
- What organizations are you involved in?
- Who is my target audience and who can help get the word out?





Resource

Small Business Development Center (SBDC)

Some areas of support SBDCs provide:

- Starting a business
- Business/Strategic planning
- Disaster response assistance
- Marketing
- Access to capital/funding
- Government contracting
- Technology commercialization
- And much more

<https://www.californiasbdc.org/>



Resource

Service Corps of Retired Executives (SCORE)

SCORE's mission is to foster vibrant small business communities through mentoring and education.

SCORE's vision to aim to give every person the support they need to thrive as a small business owner.

<https://www.score.org/find-location>



Resource

U.S. Small Business Administration (SBA)

According to the SBA website, the SBA was

“Created in 1953, the U.S. Small Business Administration (SBA) continues to help small business owners and entrepreneurs pursue the American dream. The SBA is the only cabinet-level federal agency fully dedicated to small business and provides counseling, capital, and contracting expertise as the nation’s only go-to resource and voice for small businesses.”

<https://www.sba.gov/>

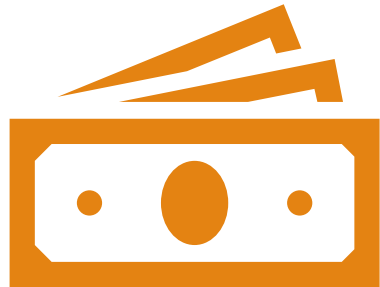


FREQUENTLY ASKED QUESTIONS (FAQ)





Where can you find contract opportunities at Caltrans?



Cal eProcure

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



Contractors Corner

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



Where do I get certified?

The Department of General Services (DGS):

- Small Business (SB), and Small Business for the Purpose of Public Works (SB-PW)
- Disabled Veteran Business Enterprise (DVBE)
<https://www.dgs.ca.gov/PD/Services/Page-Content/Procurement-Division-Services-List-Folder/Certify-or-Re-apply-as-Small-Business-Disabled-Veteran-Business-Enterprise>

CUCP agencies :

- California Unified Certification Program
<https://californiaucp.dbesystem.com/>





Who can help with certification applications or government contracting in general?

Small Business
Development Center

<https://www.californiasbdc.org/>

Procurement Technical
Assistance Center

<https://www.aptac-us.org/find-a-ptac/>



Who do I reach out to within an agency to find out how to do business with them?



SB/DVBE
Advocate List



Caltrans
DSBLS



Q & A Session





Next Steps

- Make an appointment with a counselor or reach out to an SB/DVBE Advocate
- Schedule a 1:1 with the DSBL in your area
- Attend an Event or Workshop



Thank you!

For questions or additional information, please contact your local DSBL.

