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Catrina's Corner

Catrina Blair Small Business Advocate



And the Winner Is - State Agencies and Innovative Small Businesses

Catrina Blair

Millions nationwide enjoyed the glitz and glamour of this year's award shows, which includes the Golden Globes, GRAMMYS and Academy Awards.

A celebration is also going on at the Authority. We have 500 small businesses working on the high-speed rail project. Most of them have jobs related to construction taking place in the Central Valley. They're handling a variety of tasks from engineering, testing, quality control and land acquisition to hauling dirt, building bridges, berms and a two-mile trench through Fresno.

All but 15 small, disadvantaged and

"We salute companies, state departments and state employees who spend countless hours boosting state contract opportunities for small businesses."

Catrina Blair
Small Business Advocate
California High-Speed Rail Authority

Investing in California Small Businesses

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To access and download more information pertaining to the small business program, visit the Small Business Resources webpage at http://www.hsr.ca.gov/Programs/Small_Business/index.html

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To view past newsletters visit:

www.hsr.ca.gov/Programs/Small_Business/newsletter.html

Catrina's Corner

Catrina Blair Small Business Advocate



disabled veteran-owned businesses are from the Golden State. We salute them for toiling day and night to make our project a reality. We don't want to leave out members of the small business team. Major kudos go out to them for traveling throughout the state telling firms about high-speed rail opportunities.

The first quarter of the year is also a time when we salute companies, state departments and state employees who spend countless hours boosting state contract opportunities for Small Businesses (SB) and Disabled Veteran Business Enterprises (DVBE).

In January, the California Department of General Services held the annual SARAs (*State Agency Recognition Awards*). Among the winners was Katherine Webster, who founded *VetsInTech (VIT)*, a non-profit that helps veterans interested in technology get training and jobs or launch their own businesses. In three years, VIT has grown to 12 chapters nationwide and has the support of about 20 top tech companies that help with VIT's mission.

The *Seismic Safety Commission* was lauded as most improved in meeting the state's 25 percent SB participation goal. The



1

1. An enthusiastic crowd awaits to see whose named will be called at the 19th Annual State Agency Recognition Awards (SARA). The Department of General Services hosted the ceremony that honors state agencies and advocates for meeting or exceeding a 25 percent small business (SB) and three percent disabled veteran business enterprise (DVBE) contract participation goal for fiscal year 2017-18.



2

2. Anticipation in the room was palpable as nominees at the SARA ceremony wait to find out if they'll get to take home one of these beautiful crystal awards.

Small Business Program

The Authority is committed to small businesses playing a major role in building the statewide high-speed rail system. The Small Business Program has an aggressive 30 percent goal for small business participation including Disadvantaged Business Enterprises (DBEs), Disabled Veteran Business Enterprises (DVBEs) and Micro-Businesses (MBs).



CALIFORNIA
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05/07/19

“Small business owners and companies who are unique, innovative and have gone above and beyond business basics to become leaders. . . are role models for other business owners.”

Catrina Blair
Small Business Advocate
California High-Speed Rail Authority

SB participation and five percent DVBE participation. That’s something to crow about.

In this issue of the Small Business Newsletter, we pay homage to more small business owners and companies who are unique, innovative and have gone above and

beyond business basics to become leaders and win honors for their work. They are role models for other business owners. My hope is others will follow in their footsteps. But for now, we want small business leaders to enjoy this award-winning season and their time to shine.

commission’s SB participation jumped from 10 percent to 91 percent between fiscal year 2016-17 and 2017-18. That’s a whopping 81 percent increase!

Almost every year, the **California Department of Corrections and Rehabilitation (CDCR)** is honored for exceeding SB participation goals. This year was no different, but the Secretary’s Special Achievement award went to the worker who has played a major role in putting CDCR in the spotlight year after year. Nina Martinez, who has been with CDCR for 30 years, has spent the last seven years as the department’s SB/DVBE advocate.

Martinez can be routinely seen at small business outreach events throughout the state. She staffs information tables, works one-on-one with business owners, and constantly seeks out new firms for certification and contract opportunities. She’s trained and mentored staff, and when travel is required, she relieves stress for more than 40 advocates at other agencies by helping with transportation and hotel arrangements.

Her hard work has paid off. CDCR awarded almost 20,000 contracts to small businesses totaling over \$266 million and disabled veteran-owned businesses have landed over 5,000 contracts worth almost \$40 million. As a result, CDCR has achieved 32 percent



1. Katherine Webster won a SARA trophy for Individual Excellence. Webster founded VetsInTech, a nationwide group that helps veterans interested in technology get training, find jobs or launch their own businesses.

2. Department of General Services (DGS) Director Daniel Kim (right) presented the Secretary’s Special Achievement Award to Small Business Advocate Nina Martinez (left). She was honored for her work in boosting small business procurement for the California Department of Corrections and Rehabilitation. The department was also honored for procuring \$300,000 worth of contracts for small businesses.

3. DGS Analyst Dickson Owino received the Special Recognition Award for providing analysis and reports of small business achievement throughout the state.

4. The Seismic Safety Commission was among five state agencies tapped for being the most improved in meeting small business participation goals. The commission’s participation jumped from 10 percent to 91 percent between 2016 and 2018.

Go, Meet, Greet: Small Business Events

May 14, 2019

Business Advisory Council Meeting
1:00 PM – 4:00 PM
Department of General Services
707 3rd Street
West Sacramento, CA 95605

May 21, 2019

California High-Speed Rail Authority Board Meeting
Sacramento, CA
Time & Place: TBD

May 31, 2019

NorCal Procurement Expo
Roundhouse Conference Center
2600 Camino Ramon Suite 100
San Ramon, CA
9:00 AM – 2:00 PM

Small businesses will have the opportunity to connect with local, state, and federal agencies, prime contractors, and more at an expo hosted by Norcal Procurement Technical Assistance Center (PTAC).



July 18-19, 2019

CalCon Expo
11:00 AM – 4:00 PM
Anaheim Convention Center
800 W. Katella Avenue
Anaheim, CA

You don't want to miss the California Construction (CalCon) Expo, the Golden State's premier gathering for prime construction contractors, designers, suppliers and small businesses.



June 18, 2019

California High-Speed Rail Authority Board Meeting
Sacramento, CA
Time & Place: TBD

August 13, 2019

Business Advisory Council Meeting
1:00 PM – 4:00 PM
Department of General Services
707 3rd Street
West Sacramento, CA 95605

July 16, 2019

California High-Speed Rail Authority Board Meeting
Time & Place: TBD

August 20, 2019

California High-Speed Rail Authority Board Meeting
Time & Place: TBD

May 28, 2019

CTF Awards
Sheraton Grand Hotel
1230 J Street
Sacramento, CA
11:00 AM – 1:30 PM

The California Transportation Foundation (CTF) has named the "**State Route 99 Realignment for High-Speed Rail**" project as a finalist for Freeway/Expressway Project of the Year award. In February, The Authority and Caltrans held a **ribbon-cutting** marking completion of the work in Fresno



Did You Know?

The objective for this section is to provide quarterly updates and highlight information regarding the Authority's Small Business Program.

We'd like to call attention to the Authority's Management Memo. Page 3-Section E of the Memo provides a legal definition for "suppliers" operating under the Authority's SB Participation Goal. Here is a summary of the definition:

If materials and supplies are obtained from an SB that is a regular dealer or manufacturer, a Contractor can count 100 percent of what it pays for materials and supplies toward its SB goal. In this case, a manufacturer is a firm that operates or maintains a factory or establishment that uses its premises to produce materials and supplies obtained by the Contractor. A regular dealer is a firm that owns, operates or maintains a store, warehouse, or establishment which provides supplies and materials to meet contract requirements. These materials and supplies are bought, stocked and sold to the public in the usual course of business.

A link to the management Memo in its entirety is provided below. You can also access the memo on our Small Business Policy and Program Plan at: https://www.hsr.ca.gov/Programs/Small_Business/policy.html

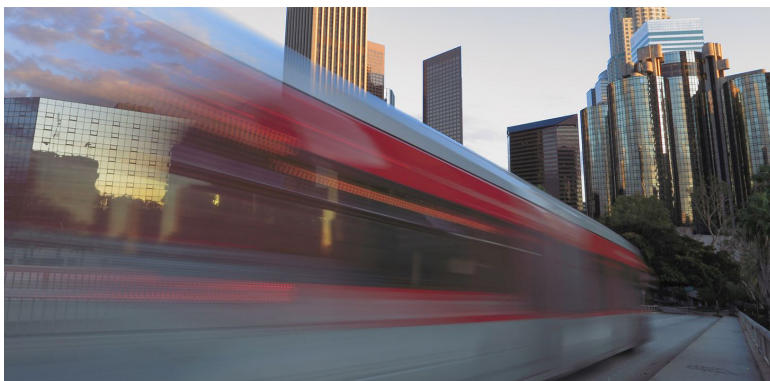
Management Memo



Get an ACE ticket to ride: *Altamont Corridor Express (ACE)* train riders can buy tickets anywhere. Tickets are now available on iTunes and the ACE app. (photo by: Altamont Corridor Express)



High-speed rail helps with housing: The City of Wasco *opened Rosaleda Village*, a new housing complex to residents, with the help of several federal and state agencies, including the California High-Speed Rail Authority. The *new 17-acre complex features* more than 200 units and allows for easier access to schools, shopping centers and other activities.



Clean Buses for LA: *WSP* is working on a plan to *convert Los Angeles busses to a zero emissions bus (ZEB)* fleet by 2030. Los Angeles County Metropolitan Transportation Authority would have to buy up to 250 busses per year to meet their goal. It's the largest commitment to a ZEB fleet in the U.S. and one of the largest in the world. The busses could eventually deliver passengers to high-speed rail stations.

Small Business Owner Has Nearly 20 Years On Board High-Speed Rail

Doing her part to build a better path to the future is at the heart of Barbara Lloyd's craft.

Drawing on over 25 years of public and private finance and delivery expertise, Lloyd has served the California High-Speed Rail Authority in multiple capacities since 2000.

"For me, it's been a tremendous opportunity to stay engaged in helping to bring about a project for which I believe California has an inspirational vision," said Lloyd, whose Los Angeles-based certified small business **IMPACTS USA Advisory Services** subcontracts with **KPMG**, the Authority's lead financial advisor. "I enjoy being a part of something that will transform the state for decades to come."

Lloyd and her team members, which have been as many as eight, have supported Authority financial and funding plans since 2014. They also assist with business plans, project procurement and delivery strategies, transit-oriented development and other planning and financial analysis.

As California's Deputy Treasurer for Public Finance from 2000 to 2004, she was the Treasurer's lead on the energy crisis and a designated representative working on all things high-speed rail, including providing advice on potential project-related legislation and bond measures. "It became a six day a week job," said Lloyd, reflecting on the demands of negotiating large, complex transactions in the public interest while at the Treasurer's Office.

Lloyd joined KPMG's Infrastructure Advisory practice as a managing director in 2008, and in 2009, was asked by Authority executives to lead an organizational assessment guiding its transition from planning to project delivery.



IMPACTS USA
Advisory Services

Significant changes in the Authority's structure and staffing plans soon followed.

"(KPMG) is where I really dug in to alternative delivery models, looking at the analysis of public-private partnerships as alternatives to manage potential risks that the government may want to transfer or share with private industry counterparts," she said. Even after departing to start her own advisory practice in 2013, she continued assisting KPMG in its role as financial advisor to the Authority, with attention to long-term financing alternatives for the project.

Her practice is currently in its fifth year as a subcontractor to KPMG, working on Proposition 1A bonds, alternative funding structures and business plan development.

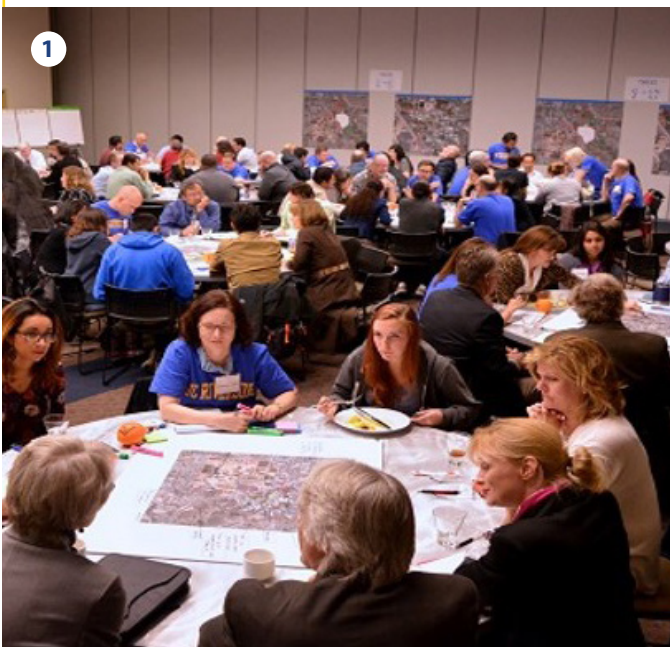
"It's inspiring to still be working on this project," she said. "As it evolves, I remain committed to seeing it happen to the greatest extent that it can."

Micah Flores

"It's been a tremendous opportunity to stay engaged in helping to bring about a project for which I think California has an inspired vision."

Barbara Lloyd
Owner

IMPACTS USA Advisory Services



1

2

1. Barbara Lloyd (2nd from left) facilitates a planning conversation with campus stakeholders at the University of California, Riverside. Workshops focused on achieving an inclusive master plan study process.

2. Drawing on more than 25 years of finance and delivery expertise, Barbara Lloyd has worked on the high-speed rail project in multiple capacities since 2000. A year after launching IMPACTS USA in 2013, she began subcontracting with KPMG, the Authority's lead financial advisor.

Even Wild Winter Weather Didn't Stop Work on High-Speed Rail

Like the rest of California, the Central Valley started this year being pummeled by the "Pineapple Express," atmospheric rivers of rain known for thunderstorms, hail and occasional funnel clouds.

The wet weather slowed work on many construction sites on the high-speed rail project. But some workers continue to power their way through the soggy mess.

"The rainy days don't really help us, but you got to still make production when it rains," explained **Daniel Vara**. He's a journeyman carpenter working on the **Fresno Trench**, a mile-long underground passage that will carry high-speed rail under State Route 180 near downtown Fresno.

Vara watched as a nearby excavator churned through deep puddles stopping only to scoop dirt out from around some concrete walls and into a big bucket on the arm of a swiveling crane. Vara didn't waste any time moving around the construction site either. He was very matter-of-fact as he said, "Mud, it doesn't matter. We walk right through it. Rain or shine, it don't matter. You've got to get it done."

He and other workers were putting finishing touches on the walls inside the crossing under State Route 180. "We do all the concrete form work as they do in carpentry," explained Vara.

Crews also excavated the area where high-

speed trains will emerge from the trench, out from under the freeway and return to ground level. Construction is about to begin on the "floor" of the concrete box that will carry trains under the highway, some existing railroad tracks and the Dry Creek Canal.

As he measured and marked steel reinforcement bars protruding from concrete walls, Vara said he's enjoying his time on the job. "[This is a] solid company and solid crew right here. We're here to get it done right the first time." He added, "Ironworkers are going to be here tomorrow, so we've got to get this done rain or shine."

Karen Massie

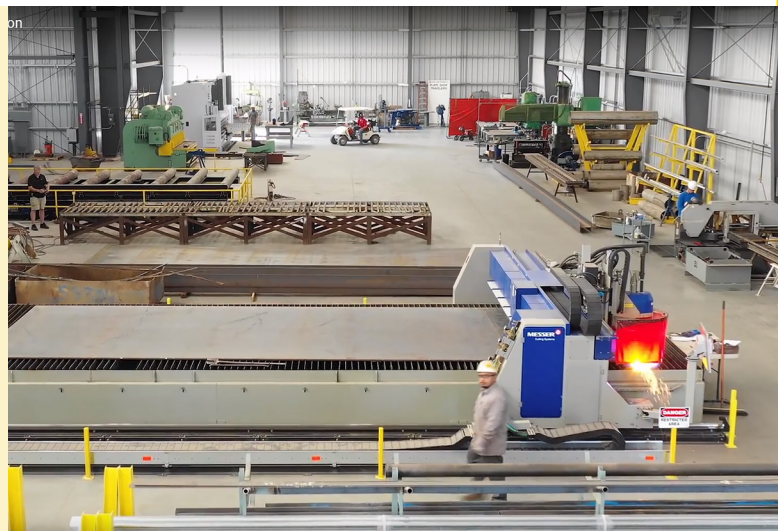


1. Journeyman carpenter Daniel Vara says wet weather didn't stop crews from working on the Fresno Trench, a one-mile underground passage that will carry high-speed rail under State Route 180 near downtown Fresno.

2. As he measured and marked steel reinforcement bars protruding from concrete walls, Vara said he's enjoying his job. "[This is a] solid company and solid crew right here. We're here to get it done right the first time."

The largest U.S. steel tank manufacturer makes a move:

After 50 years, the **Modern Customer Fabrication** facility in Fresno had to move to make way for the high-speed rail project. Finding a **new home** for the giant plant wasn't easy. Modern needed a place to make tanks in all shapes and sizes, which are used for refinery work, gasoline and diesel, chemicals and mining, jet fuel and drinking water. The firm found a new 100,000 square-foot state-of-the-art location thanks to the Authority, the City of Fresno, the Fresno County Economic Development Corporation and **Span Construction**. Company officials and 35 employees are thrilled with



Noise Research Means Good Vibrations for Small Business

Anyone who sees, hears or rides on a train anywhere in the United States gets to experience work by Herb Singleton and Lance Meister. They have developed criteria for noise, vibration and when, where, and how loud locomotive horns can be on train systems around the country, including high-speed rail in California.

The two engineers met in 1995 when they joined Harris, Miller, Miller and Hanson, a global leader in environmental and transportation planning. Both were assigned to noise and vibration methodology and criteria for high-speed rail projects.

"We [helped] develop the **noise and vibration guidance manual** for the Federal Railroad Administration (FRA) for use on all high-speed rail projects around the country," Meister explained. That work also included Singleton, who added, "I helped with some of the research on 'startle effect,' the sudden appearance of a very fast train scaring humans and wildlife."

Their company also landed a contract with the California High-Speed Rail Authority to work on the environmental assessment for the **Merced to Fresno project** section. "We developed some of the initial

guidelines for noise and vibration for the entire project, along with the benchmark models used by all the noise and vibration consultants project wide," Meister explained.

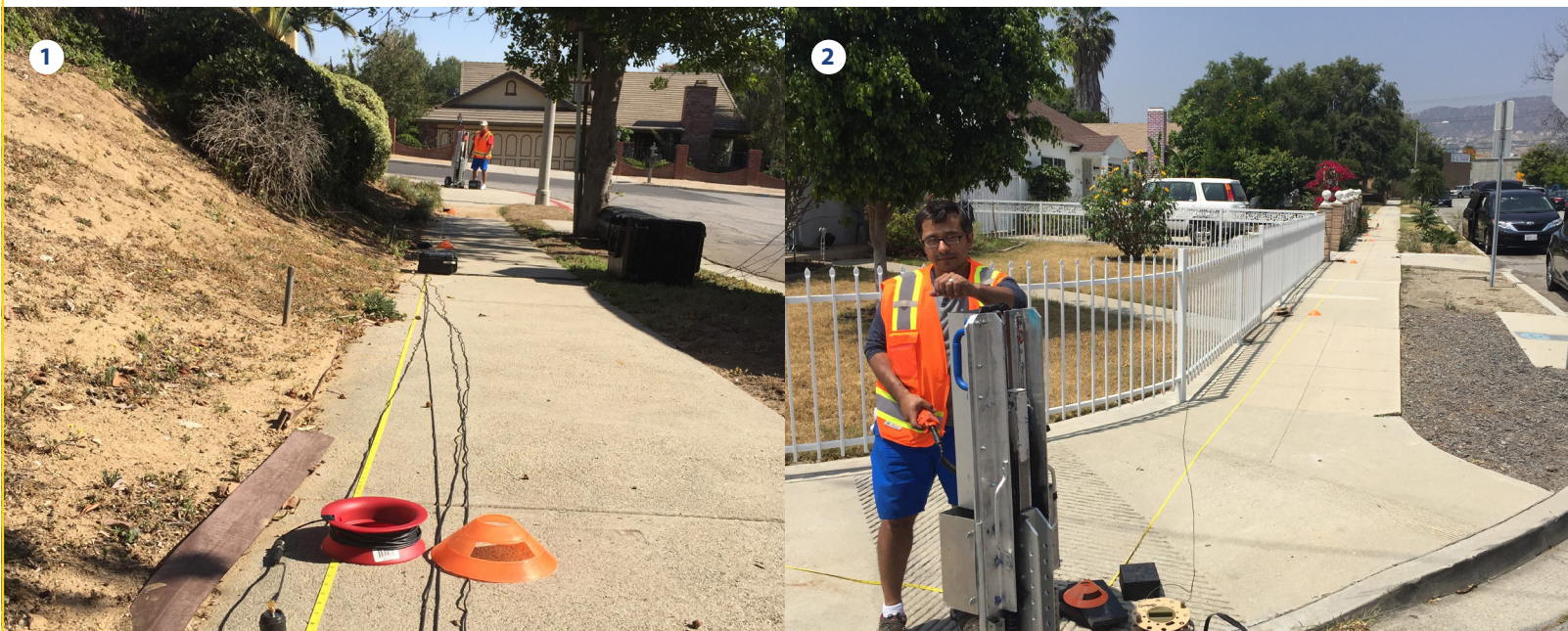
In 2003, Singleton struck out on his own and started **Cross-Spectrum Laboratories** in Springfield, Massachusetts, a company that handles noise control and architectural acoustics, along with building custom



Cross-Spectrum Acoustics

"In addition to the technical work, it is really rewarding to be a part of a project that has the potential to really transform transportation."

Herb Singleton
Founder/President
Cross-Spectrum Acoustics Inc.



1. & 2. During the summer of 2016, it was over 100 degrees in the Burbank area when Cross-Spectrum Acoustics associates conducted transfer mobility tests specified by the Federal Railroad Administration for high-speed rail. Orange sensors are placed on the sidewalk and a hammer (steel equipment) is used to pound and shake the ground to evaluate how vibration from high-speed rail trains will impact nearby properties.

sound and vibration measurement systems. Occasionally, Singleton would collaborate on projects with Meister.

In 2011, they paired up to launch **Cross-Spectrum Acoustics (CSA) Inc.** with Singleton serving as the firm's president. Despite their expertise, establishing the business presented unforeseen challenges. The Disadvantaged Business Enterprise (DBE) was competing against three major companies in the transit and rail-acoustics business, including their former firm. Singleton explained, "We pretty much had to do everything. Lance took the lead with contract negotiating, budgeting and landing larger projects, while I dealt with information technology, human resources, instrumentation, insurance, legal and administrative issues."

The formula worked. They landed big projects all over the U.S., including projects in Minneapolis, Dallas, Baltimore and the San Francisco Bay Area. Meister and Singleton also worked with the **Volpe National Transportation Systems Center** and the **Federal Transit**

Administration (FTA) to update their guidance manual on noise and vibration. The **revisions released in 2018** included technical updates and refinements to noise and vibration methodology and policy. CSA also updated the **spreadsheet** that is the standard for conducting basic noise assessments for FTA projects (the FTA General Assessment model).

Since 2015, CSA also has worked on California's high-speed rail system. According to Meister, "We're involved in the environmental assessments for the **Palmdale to Burbank**, **Burbank to Los Angeles** and **Los Angeles to Anaheim** segments."

So far, that work has added \$425,000 to CSA's bottom line and helped the company grow to 13 people. Singleton noted, "It's challenging work, and we enjoy it. In addition to the technical work, it is really rewarding to be a part of a project that has the potential to really transform transportation."

Karen Massie



1. 2. & 3. Engineers Herb Singleton (photo 2) and Lance Meister (photo 3), founders of Cross-Spectrum Acoustics (CSA), have nearly 50 years of experience in transportation, construction, industrial and architectural noise and vibration projects. They set the noise and vibration criteria for high-speed rail projects around the country.

4. CSA equipment with a microphone measures ambient noise levels along Route 14 in the Palmdale to Burbank section of high-speed rail.

5. Laptops and other digital equipment in the back of a vehicle record signals from noise and vibration field tests.

6. Sensors located on the sidewalk monitor vibration waves traveling through the ground. The waves were generated by a Metrolink train passing nearby.

San Bernardino Firm Improves Right-of-Way Process

They started on the high-speed rail project in 2014, and the husband and wife team of Richard and Anne Hernandez is proud of that work. Their certified microbusiness, **Hernandez Kroone & Associates (HKA)**, will earn three times as much as it did at the beginning, and a process they developed for mapping properties has been adopted by all the right-of-way firms on the project.

The two civil engineers met at the California Department of Transportation (Caltrans) in the early 80s. "Back then, Caltrans was a very social environment," Anne recalled. "They had softball teams, so that's how we met. Richard kept asking for an introduction and his friends obliged him." Richard chimed in, "We were in different departments. But after we'd been dating for five years, she worked for me for a short time."

As they honed their craft, they longed to do more than road work. In 1987, Richard left Caltrans and San Bernardino-based HKA was born. "Anne stayed at Caltrans for a while so we could have a steady income," Richard

laughed. "She also handled marketing and accounting, while I hunted down jobs."

Today, they each have their own clients and work in different areas of the business. According to Anne, "I do contract insurance, accounting and he handles maintenance, equipment and upgrades." Richard added, "She does civil design and I handle surveying."

"[Caltrans] had softball teams, so that's how we met. Richard kept asking for an introduction and his friends obliged him."

Anne Hernandez
Owner/President
Hernandez Kroone & Associates

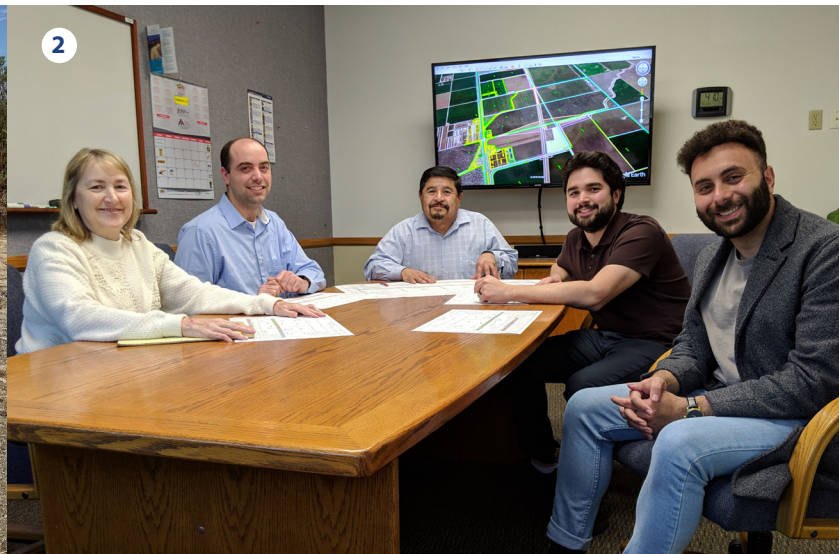
They've worked on big projects with the military and federal, state and local governments. Recently, HKA finished a **roadway improvement project** for San Bernardino International Airport, which handles general aviation and cargo planes.

The firm is known for saving money, and that's what happened with high-speed rail. Working on all the construction packages in the Central Valley, HKA has served as subcontractor and prime contractor. Employees have searched through property records dating back to the 1800s, and provided surveying, mapping and appraisals. According to Richard, "In one case, the California Department of Fish and Wildlife needed an access road. Our surveyor figured out if we moved the road a few feet, we'd only touch four parcels instead of 27."

The mapping method HKA uses has become high-speed rail's standard. "We created a computer-aided design (CAD) process to convert hand-written maps and other recorded maps into appraisal maps," explained Richard. "Our engineer explained what to do to other right-of-way firms. Now, maps from different consultants look the same. They're easy to read and we can make



1. Hernandez Kroone & Associates (HKA) engineer John Hernandez (7th from left) helped develop a project for Cal Poly Pomona engineering students to survey and design a road project in Loma Linda.



2. Engineer John Hernandez (second from right) joins his parents, Anne (left) and Richard Hernandez (third from right) and other HKA workers to discuss Kern County properties needed for high-speed rail.

changes, if necessary.”

Richard said the Authority is obviously happy with their work. “Our prime contract started out at \$3.2 million and has gradually increased as more work was added. In February, it went to \$9.8 million and goes through June 2021.”

He added, “It’s been a great experience working on high-speed rail. I want to ride that train before we retire.”

Karen Massie

“Our prime contract started out at \$3.2 million and has gradually increased as more work was added. In February, it went to \$9.8 million and goes through June 2021.”

Richard Hernandez
Owner/Vice President
Hernandez Kroone & Associates



1. Hernandez Kroone & Associates (HKA) engineers Todd Gleason and Javier Buenas searched for monuments associated with parcels that may be impacted by high-speed rail in Merced. Monuments can be iron or wooden posts, nails or metal discs used to mark property lines.

2. HKA founder and engineer Richard Hernandez reviewed a parcel to be flagged for the high-speed rail project.

3. HKA employee Todd Gleason monitored equipment on board a boat as he conducted right-of-way flagging (marking property lines) in Fresno County.



Firms Get Free Help for Foray into Government Contracting

Getting a government contract can be tough, but it can also be very lucrative for small businesses. The latest data shows each year California purchases nearly \$10 billion dollars and the federal government awards about \$500 billion worth of contracts. That's a lot of money on the table and **Norcal Procurement Technical Assistance Center (PTAC)** wants to make sure small business get their fair share.

In 2013, Norcal PTAC opened its doors at Humboldt State University (HSU) in Arcata. The non-profit is part of a nationwide network of centers dedicated to simplifying a process that, at first, can seem overwhelming to small businesses just entering the government contracting arena. "My favorite

part of my job is seeing the progression of a business," said Program Director Kristina Kunkel. "They go from not knowing where to start to winning two or three contracts and more."

Twelve Norcal PTAC employees, most of them procurement specialists, are spread out over the Western U.S. Most of their time is spent conducting **information workshops** and expos where companies can connect with those who may want to buy their goods or services.

Kunkel explained she and her crew also work one-on-one with small business owners. "We sit down with our clients to see if they're ready," she said. "We walk them through the volumes of paper work. Some companies

need to be certified as small businesses or minority and veteran-owned firms. They need capability statements. We help them look for federal, state, local and school contracts. We show them how to determine who's buying, selling and marketing." PTAC also offers a free bid matching service that gives firms daily access to contracting opportunities that match their skills.

"Some are surprised that the government buys everything," Kunkel laughed. "The California Highway Patrol buys dog food for canine units. They need hay for horses. The military rents dogs to run birds away from airports. Farmers can rent out goats to trim grass and mow lawns."

PTAC's measure of success? Each year, the organization's funding has grown. The Department of Defense (DOD) provides the bulk of it. Last year, through the **Defense Logistics Agency**, the DOD kicked in \$411,000. PTAC's partners, including the

"Some [small businesses] are surprised that the government buys everything. The California Highway Patrol buys dog food for canine units. The military rents dogs to run birds away from airports."

Kristina Kunkel
Program Director
Norcal PTAC



Norcal PTAC Program Director Kristina Kunkel fields questions from small business owners at the North Coast Procurement Expo in Eureka. PTAC outreach events allow small businesses to connect with government agencies and contractors who are interested in buying a variety of goods and services.



**NORCAL
PTAC**
PROCUREMENT TECHNICAL
ASSISTANCE CENTER

Procurement can be
a daunting process.
That's why we're here.

California Department of Transportation (Caltrans), Department of General Services (DGS), Humboldt County and HSU, add even more money to the bottom line.

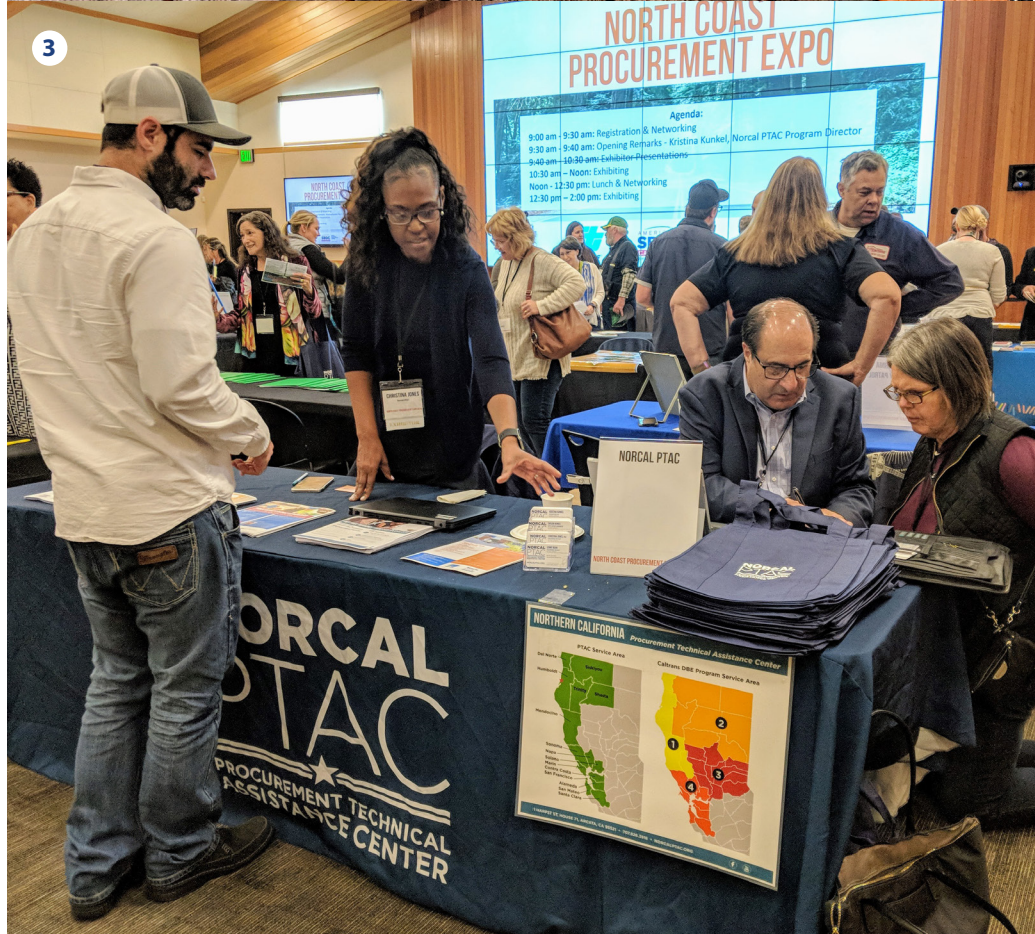
It was enough for PTAC to host 43 outreach events last year and provide free services for more than 1,300 Northern California businesses, but the biggest reward went to the small businesses. According to Kunkel, "Last year, they won a total of \$160 million in contracts."

Karen Massie

1. Kristina Kunkel joined Norcal PTAC in 2014 and took over as the program director in 2016. She said, "My favorite part of my job is seeing the progression of a business. They go from not knowing where to start to winning two or three contracts and more."

2. In January, Norcal PTAC Procurement Specialist Christina Jones did a presentation at PTAC's Disadvantaged Business Enterprise (DBE) certification workshop at the Caltrans District 2 office in Redding.

3. Procurement Specialists Lenny Bean (second from right) and Christina Jones (third from right) staff an information table at an event in Eureka. They also conduct one-one-one sessions with small business owners who are interested in obtaining government contracts. Bean and Jones make sure the firms are ready for the contract procurement and help them with certification, capability statements, how to look for contracts and what to include in their bids.





CONSTRUCTION *update*

APRIL 2019

LATEST VIDEOS | [YOUTUBE.COM/CAHIGHSPEDRAIL](https://www.youtube.com/cahighspeedrail)



A VIEW FROM THE AIR

It's hard to truly appreciate the size and scale of these projects from the ground. That's why we took advantage of breaks in the rain to fly a drone over several of our active work sites so you could see just how much progress is being made.



**Interested in doing
business with
High-Speed Rail?**

Visit
www.ConnectHSR.com

SMALL BUSINESS PARTICIPATION AS OF DECEMBER 2018





Caltrans Smooths Road for Small Businesses Hunting for Highway Contracts

In our travels throughout California, the Authority's Small Business team hears from small business owners who say they don't know how to get a government contract or they started the process and were discouraged because the paperwork they encountered was overwhelming or confusing.

Well, minority and women-owned businesses struggling to get in the game can get a free helping hand from the [California Department of Transportation \(Caltrans\)](#). Since July 2018, the Federal Highway Administration has provided funding for Caltrans' [Disadvantaged Business Enterprise Supportive Services Program \(DBE/SS\)](#), a program specifically designed to provide opportunities for disadvantaged businesses to compete for, win and successfully complete highway projects that include federal dollars.

According to Caltrans Supportive Services Manager Bill Grimaldi, coaches assist firms in obtaining their DBE certification. "The providers guide the business in properly filling out the application and ensuring all required documentation is attached,"

explained Grimaldi. "Our providers not only review the business to ensure it meets the DBE qualifications, they look at whether DBE certification is the best option for the business."

To qualify as a disadvantaged business, firms must be independent and their three-year annual gross revenue can't exceed \$23.98 million. They must be at least 51 percent owned and controlled by one or more U.S. citizens who are socially and economically disadvantaged (Black, Hispanic, Asian, Native American or women) and have a personal net worth under \$1.32 million.

While awaiting certification, coaches

continue to work with their clients. "Coaches help the businesses with any follow up requirements or questions that come from the analyst reviewing the certification application," Grimaldi said.

During Fiscal Year 2017-18, Caltrans certified 158 new DBEs. As of February 2019, there were 203 businesses enrolled in the program. Forty-two of those firms had completed or updated their business plans, with 34 receiving help submitting bids on projects funded by Caltrans and the U.S. Department of Transportation.

Joining supportive services has paid off for [McCullough Construction](#), based in Arcata. In January, the company won a contract worth nearly \$16,000 to assist with bridge replacement and road reconstruction in Fremont. In February, [JPW Communications](#), headquartered in Carlsbad, was awarded \$500,000 to provide research and outreach consulting on a federally-funded contract.

Grimaldi added, "Through supportive services, we're working hard to increase diversity and making sure everyone has a seat at the table when it comes to Caltrans projects."

"Through supportive services, we're working hard to increase diversity and making sure everyone has a seat at the table when it comes to Caltrans projects."

Bill Grimaldi
Supportive Services Manager
Caltrans

Karen Massie



1. Caltrans Supportive Services Manager Bill Grimaldi explained the program helps firms gain DBE certification and go through the procurement process.
2. After joining supportive services, Arcata-based McCullough Construction won a \$16,000 contract for a bridge replacement and road reconstruction project in Fremont.
3. McCullough Construction completed a project with the Bureau of Land Management and Pacific Watershed Associates to maintain water flow through a Napa County wildlife area.

Central Valley Construction: From the Ground Up



1. & 2. CP 1: Fresno Trench & SR 180 Passageway – Central Fresno. North of downtown Fresno, workers are excavating along the trench north of SR 180, which is being lowered another 10 feet to get to the “floor” of the trench.



3. & 4. CP 2-3: Kansas Avenue Grade Separation – Kings County. At Kansas Avenue, crews are putting the final touches on the pier cap forms in preparation for a concrete pour. Once the concrete is set, the forms will be stripped off and crews will place girders to form the foundation for the overcrossing's superstructure.



5. CP 2-3: Kent Avenue – Grade Separation – Kings County. With girders set, work gets underway constructing the deck of the overcrossing at Kent Avenue. Crew members are tying rebar to prepare for a concrete pour that will enclose the ends of the girders, while others work on forming the deck.



6. CP 1: Road 27 Grade Separation – Madera County. Crews have completed pouring concrete to connect girder sections on the massive structure in Madera County. Next, workers will start post-tensioning the girders to reinforce them. When complete, the bridge will be nearly 650 feet long.

7. CP1: San Joaquin River Viaduct – North Fresno. Crews are installing metal decking over the river, forming the floor of the San Joaquin River Viaduct. Once concrete has been poured to form the deck, work will begin on the signature arches that will serve as the “gateway” to Fresno County. The completed viaduct, nearly a mile in length, will be one of the largest structures on this first phase of the high-speed rail project.