

2019 DBE/LBE Opportunity Overview & Networking Event



SAN FRANCISCO COUNTY TRANSPORTATION AUTHORITY
March 13, 2019

Agenda



1. Overview of SFCTA DBE/LBE Program
2. Overview of upcoming opportunities
3. Questions & Answers
4. Raffle – 5 prizes!
5. Networking



San Francisco
Water Power Sewer
Services of the San Francisco Public Utilities Commission



Presenters



Transportation Authority

Paige Miller, Communications Officer

Steve Stamos, Management Analyst



City and County of San Francisco

Stephanie Tang, Certification Manager



Port of San Francisco

Tiffany Tatum, Outreach Coordinator



Services of the San Francisco
Public Utilities Commission

San Francisco Public Utilities Commission

Iris Martin Lopez,

Contractor Engagement and Outreach Manager



Presentation Materials

Slide deck and list of attendees will be posted to [SFCTA.org/contracting](https://www.sfcta.org/contracting)





Transportation Authority: Who we are

We plan, fund and deliver SF transportation projects

- ▶ **Plan:** Long-range and other city planning activities
- ▶ **Fund:** SF's half-cent sales tax for transportation and other funding sources
- ▶ **Deliver:** and oversee major capital projects
- ▶ **Manage congestion:** SF's congestion management agency

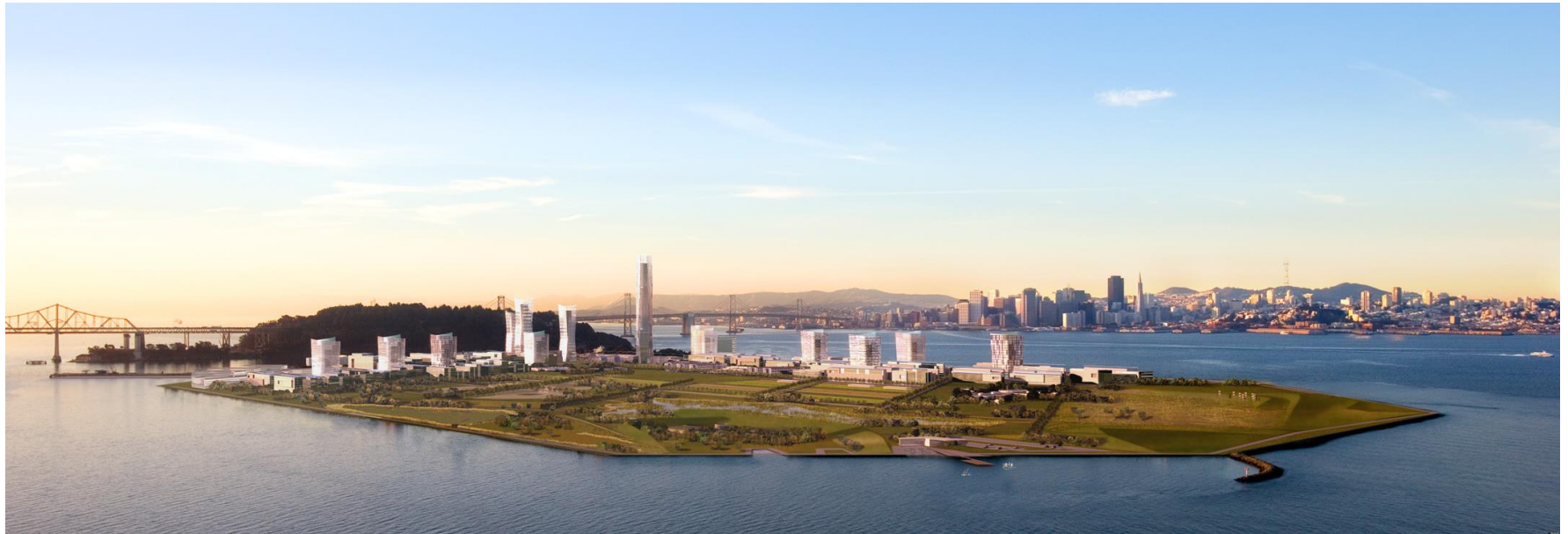


TIMMA: Who we are



Treasure Island Mobility Management Program

- ▶ New ferry service
- ▶ Tolling on and off the island
- ▶ Transit Pass Program and Transportation Affordability Plan
- ▶ Car share, bike share, improved bus service, on-island shuttle
- ▶ Expected launch of Program in 2021 (ferry service expected 2024)



Transportation Authority DBE/LBE Program



Major Elements:

- ▶ Develop a pool of qualified firms through certification
- ▶ Set goals for each contract
- ▶ Advertise and outreach
 - ▶ All procurements are posted at sfcta.org/contracting
- ▶ Hold pre-proposal conferences
- ▶ Monitor participation
- ▶ Email payment notifications to primes and subconsultants



Transportation Authority Funding Type and Certifications



| FUNDING TYPE | ACCEPTED CERTIFICATIONS |
|----------------|---|
| Federal | <ul style="list-style-type: none"> ▶ DBE from California Unified Certification Program (CUCP): dot.ca.gov/hq/bep/business_forms.htm |
| State | <ul style="list-style-type: none"> ▶ DBE from CUCP ▶ SBE and/or DVBE from California Department of General Services (DGS): dgs.ca.gov/pd |
| Local | <ul style="list-style-type: none"> ▶ DBE from CUCP ▶ SBE and/or DVBE from DGS ▶ DBE and/or LBE from the Transportation Authority: sfcta.org/dbe ▶ LBE from City and County of San Francisco: sfgov.org/cmd/LBE-CERTIFICATION ▶ LGBTBE from California Public Utilities Commission: http://www.cpuc.ca.gov/supplierdiversity/ |



2018 DBE/LBE/SBE Performance



DBE, LBE, and SBE Performance for the Transportation Authority's Vendor Contracts during 2018

| | Amount | Percentage of Total Invoices Paid |
|--------------------------------|---------------------|--|
| Total Invoices Paid | \$6,618,939 | 100% |
| Total Paid to DBE firms | \$ 2,103,243 | 31.8% |
| Total Paid to LBE firms | \$ 1,839,378 | 27.8% |
| Total Paid to SBE firms | \$ 1,502,607 | 22.7% |

The Transportation Authority DBE/LBE Program: DBE Requirements



Average gross annual receipts for the last three years not to exceed:

- ▶ \$2.5 million for professional services (e.g., architect/ engineering)
- ▶ \$3.5 million for trucking
- ▶ \$5 million for telecommunication services
- ▶ \$7 million for goods/materials/equipment/general services suppliers
- ▶ \$14 million for public works/construction



The Transportation Authority DBE/LBE Program: LBE Requirements



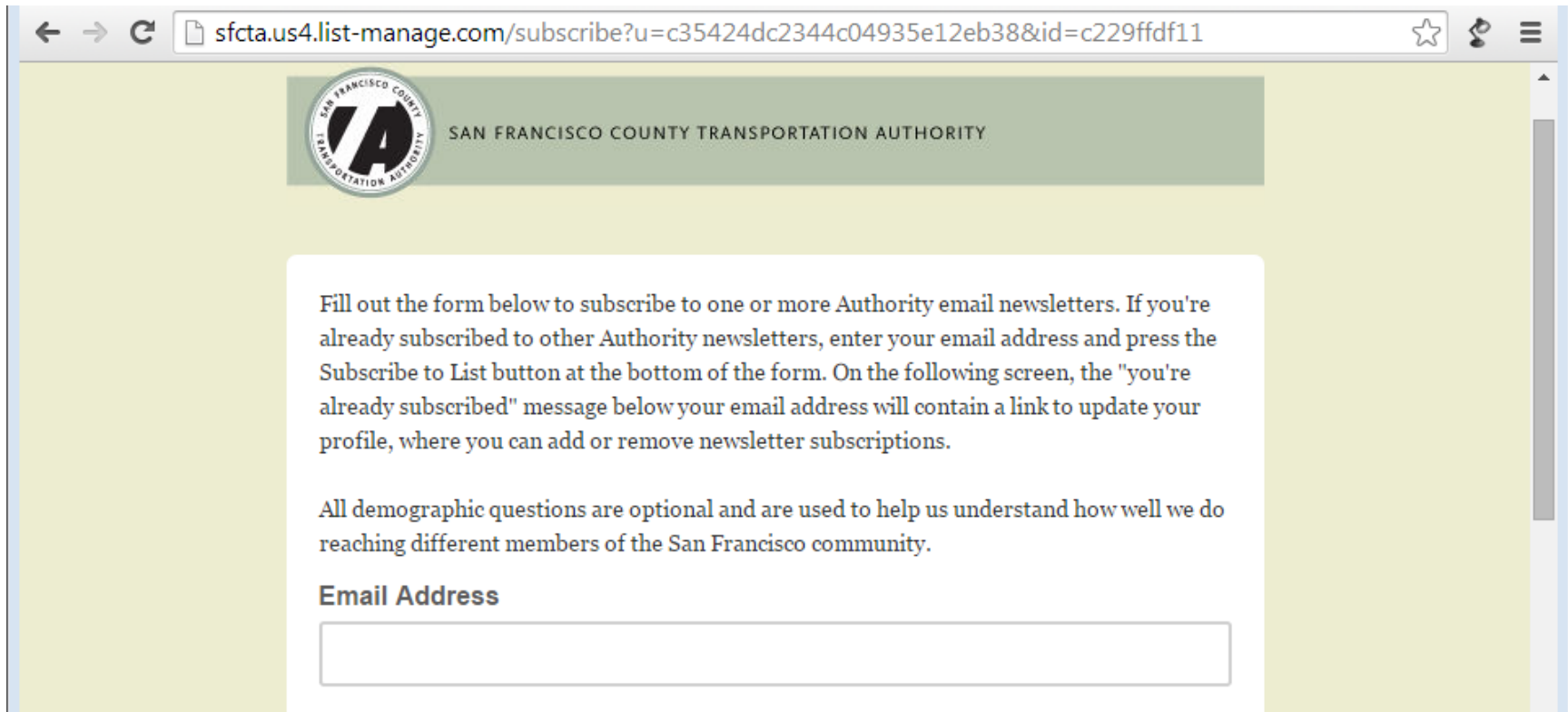
1. Provide valid and current Business Registration Certificate from the Office of the Treasurer & Tax Collector:
sftreasurer.org/registration
2. Maintain a local working office in San Francisco for at least six months preceding submittal of application



Transportation Authority Notifications of Business Opportunities



- ▶ Sign up on our e-mail list for notification of future opportunities at www.sfcta.org/doing-business-us/
- ▶ Select 'Available Contracting Opportunities'

A screenshot of a web browser showing the subscription page for the San Francisco County Transportation Authority. The browser's address bar shows the URL: sfcta.us4.list-manage.com/subscribe?u=c35424dc2344c04935e12eb38&id=c229ffdf11. The page header includes the SFCTA logo and the text 'SAN FRANCISCO COUNTY TRANSPORTATION AUTHORITY'. The main content area contains a white box with the following text:

Fill out the form below to subscribe to one or more Authority email newsletters. If you're already subscribed to other Authority newsletters, enter your email address and press the Subscribe to List button at the bottom of the form. On the following screen, the "you're already subscribed" message below your email address will contain a link to update your profile, where you can add or remove newsletter subscriptions.

All demographic questions are optional and are used to help us understand how well we do reaching different members of the San Francisco community.

Email Address

Transportation Authority DBE/LBE Program Contact



For questions regarding the
Transportation Authority's
DBE/LBE Program, please contact:

Steve Stamos
Management Analyst
415-522-4817
Steve.stamos@sfcta.org



Upcoming Opportunities



SAN FRANCISCO COUNTY TRANSPORTATION AUTHORITY

SFCTA/TIMMA

On-Call Legal Counsel Services



- Project Name:** SFCTA/TIMMA On-Call Legal Counsel Services
- Description:** Provide legal counsel services to support the Transportation Authority's and TIMMA's agency-wide and project-specific legal functions on an on-call basis with one or more firms
- Estimated Contract:** \$ to be determined
- Funding Source:** Various, including federal, state, regional and Prop K funds
- Projected Goal:** To be determined
- RFQ Issuance:** March 2019
- Project Schedule:** June 2019 – May 2022, with two one-year extension options
- Project Contact:** Cynthia Fong, cynthia.fong@sfcta.org
- Service Specialties:** Legal services, public meeting requirements, public records laws

Congestion Pricing Study Technical and Communications Services



Project Name: Congestion Pricing Study Technical and Communications Services

Description: Provide technical and communications services for the congestion pricing study

Estimated Contract: \$700,000

Funding Source: Prop K and other funds

Projected Goal: To be determined

RFP Issuance: April 2019

Project Schedule: June 2019 - June 2020

Project Contact: Colin Dentel-Post, colin.dentel-post@sfcta.org

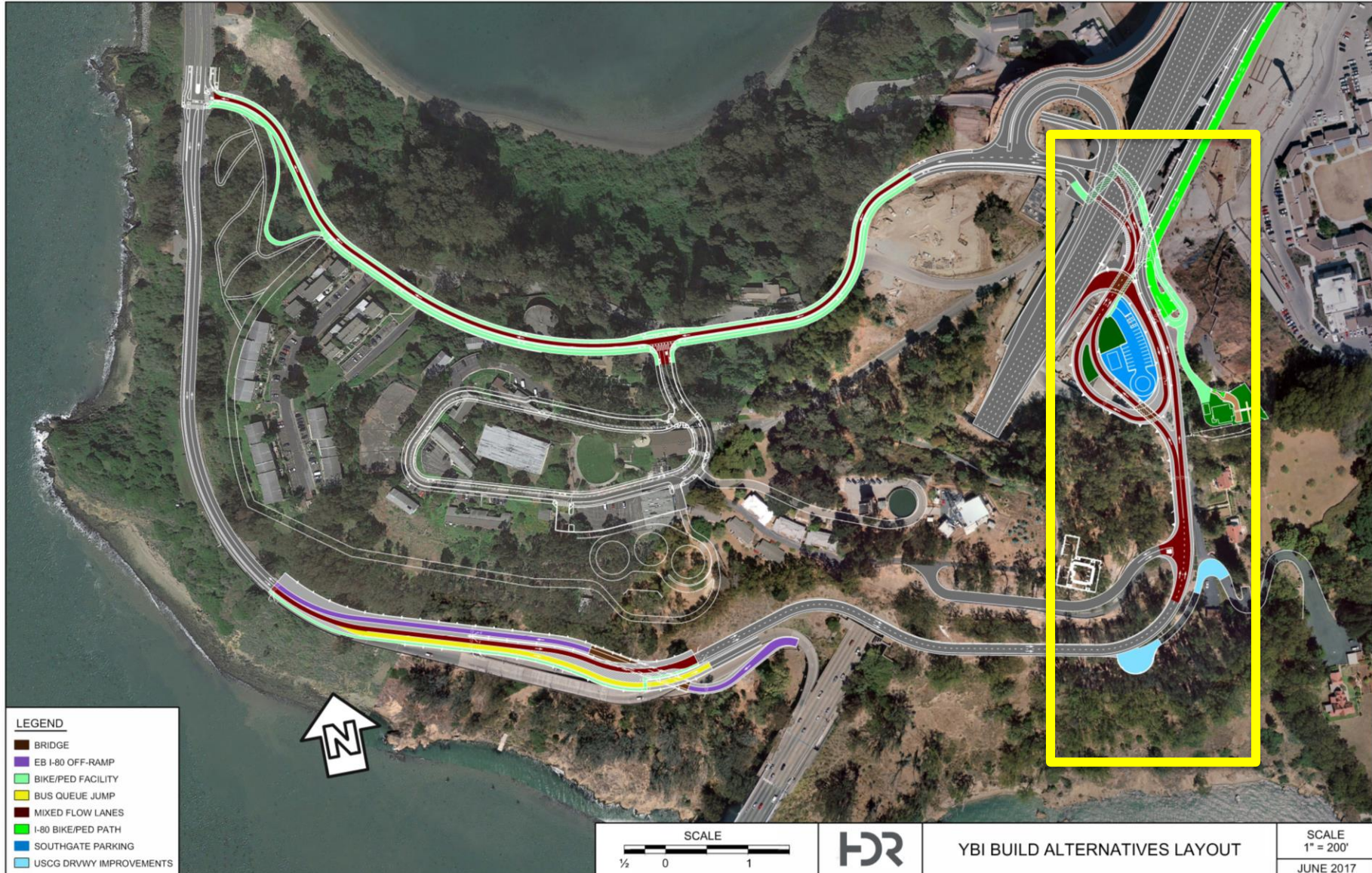
Service Specialties: Technical planning, communications, outreach, media relations, opinion/market research

Construction Contract for Southgate Road



- Project Name:** Yerba Buena Island Southgate Road Construction Project (Phase 2)
- Description:** Structures and road construction
- Estimated Contract:** \$29.8 million
- Funding Source:** Federal Highway Bridge Program, State Prop 1B, regional and local funds
- Projected Goal:** DBE goal will be established near the end of Final Design
- Advertisement:** May 2019
- Project Schedule:** August 2019 to December 2020
- Project Contact:** Eric Cordoba, eric.cordoba@sfcta.org
- Service Specialties:** Structures (bridge and retaining wall) construction, earthwork and roadway construction (including water line construction)

YBI I-80 Southgate Interchange



| LEGEND | |
|--------|-------------------------|
| | BRIDGE |
| | EB I-80 OFF-RAMP |
| | BIKE/PED FACILITY |
| | BUS QUEUE JUMP |
| | MIXED FLOW LANES |
| | I-80 BIKE/PED PATH |
| | SOUTHGATE PARKING |
| | USCG DRVWY IMPROVEMENTS |



YBI BUILD ALTERNATIVES LAYOUT

SCALE
1" = 200'
JUNE 2017

San Francisco US 101/I-280 HOV/HOT Lane Project



Project Name: San Francisco US 101/I-280 High Occupancy Vehicle (HOV)/High Occupancy Toll (HOT) Lane Project Approval & Environmental Document Phase

Description: Purpose is to address congestion on the US 101 corridor by implementing a managed lane in San Francisco from the northern terminus of San Mateo's express lane project into downtown San Francisco at the northern terminus of I-280 at the intersection of 5th and King Streets. Operational policies for the managed lanes are yet to be determined.

Estimated Contract: \$5,000,000-\$7,000,000

Funding Source: Senate Bill 1 Local Partnership Program Funds

Projected Goal: To be determined

RFP Issuance: Summer 2019

Project Schedule: Fall 2019 to Fall 2021

Project Contact: Anna Harvey, anna.harvey@sfcta.org

Service Specialties: Engineering services, environmental approval support, tolling forecasting



Audit Services

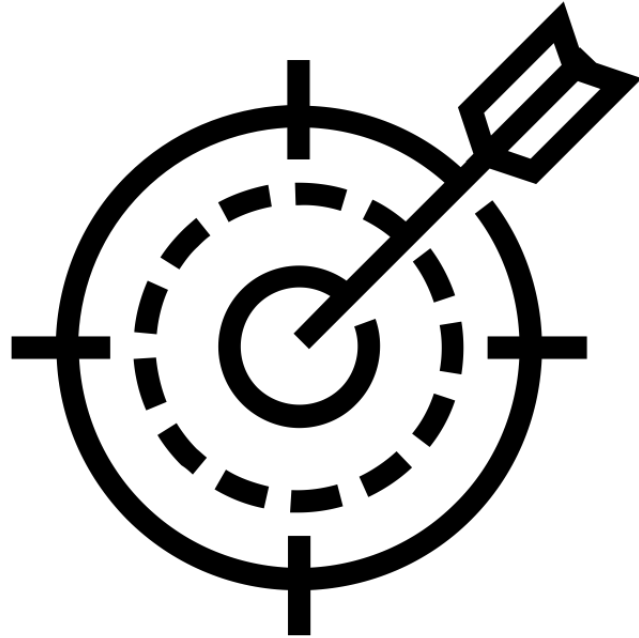
- Project Name:** Audit Services
- Description:** Conduct financial and single audits of the Transportation Authority's Comprehensive Annual Financial Report
- Estimated Contract:** \$ to be determined
- Funding Source:** Various, including federal, state, and Prop K funds
- Projected Goal:** To be determined
- RFP Issuance:** Winter 2019
- Project Schedule:** Spring 2020 to Spring 2023, with two one-year extension options
- Project Contact:** Lily Yu, lily.yu@sfcta.org
- Service Specialties:** Financial audits, program-specific audits, single audits

Presenter



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- ▶ **City and County of San Francisco (representing SF Public Works and other agencies)**
 - ▶ **Stephanie Tang, Certification Manager**
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The Mission of the LBE Program



- Local Business Enterprise (LBE) creates an engine towards economic justice for San Francisco small businesses – especially groups historically left out from economic growth such as women and minority owned firms.
- Stakeholders value the LBE program for its role in creating opportunities, driving economic growth, and long-term stability to the general fund.

by the numbers...

1200 San Francisco Small and Micro LBEs

75 PUC-LBEs

80 SBA-LBEs

36% Minority Business Enterprise (MBE)

26% Women Business Enterprise (WBE)

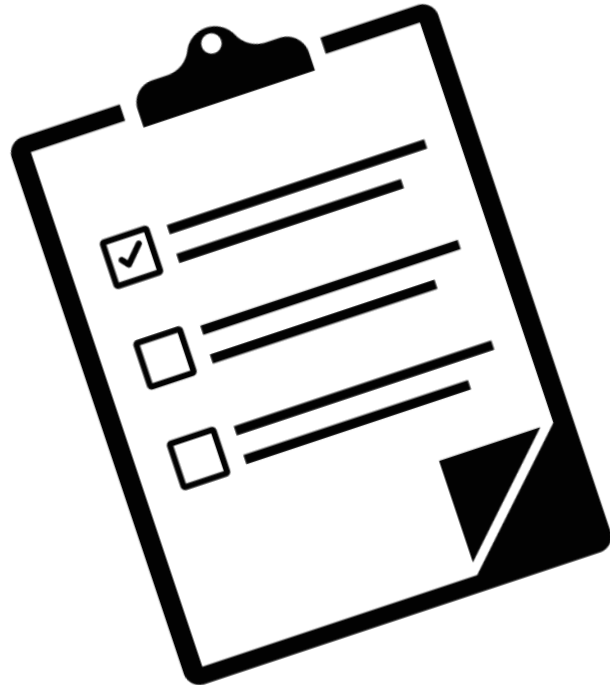
28% Other Business Enterprise (OBE)

Categories include Construction, Trucking, Architects & Engineers, Professional Services, Suppliers, General Services

What's inside the 14B Code?

| | Competition Opportunity | Capacity Building |
|---------------------------------|-------------------------|-------------------|
| LBE Certification | ✓ | |
| Bid Discount/Rating Bonus | ✓ | |
| LBE Subcontracting Requirements | ✓ | |
| Joint Venture Credit | ✓ | |
| Micro Set-Aside | ✓ | |
| San Francisco First – Prop Q | ✓ | |
| Surety Bonding and Assistance | | ✓ |
| Technical Assistance Program | | ✓ |

LBE Certification Requirements



- Headquarters within **San Francisco** or **Water System Service Area**
- Minimum of **6 month** in business and in San Francisco
- Owners must have **expertise/license** in certification category and have **proof of performance**
- Gross Receipts within specified **economic threshold** and all businesses are analyzed
- Truckers and Suppliers have modified requirements

Technical Assistance

Surety Bond

Contractor
Development Program

Contractor Accelerated
Payment Program (CAPP)

Mentor Protégé
Program

True or False



1) I can open a satellite office in San Francisco and get certified?

2) All applications are reviewed on a first-come-first-served basis.

3) DBE Certification results in automatic LBE Certification.

Contact

LBE Certification

415-581-2310

30 Van Ness, Suite 200, SF

lbecert@sfgov.org

Technical Assistance Programs: cdp@imwis.

Presenter



- ▶ **Port of San Francisco**
 - ▶ Tiffany Tatum, Outreach Coordinator



SFCTA DBE/LBE/SBE Upcoming Opportunity & Networking Event

What is the Port?

Trustee for Public Trust Lands
Self-supporting enterprise agency

Public Trust Mission

Promote maritime commerce,
navigation and fisheries
Protect natural resources
Provide facilities that attract the
public to use the waterfront



Equity

An aerial photograph of San Francisco, showing the city's dense urban landscape, the Golden Gate Bridge on the left, and the waterfront area with several piers and buildings. The image is slightly faded to serve as a background for the text.

Ensure Port activities advance equity and public benefit, and attract a diversity of people to the Waterfront.

- **Port-Wide Public Benefit Framework** – Develop with community input, set metrics for performance
- **Local Business Opportunities** – Grow the number of businesses competing for Port contracts
- **Contracting**– Work to meet the 40% LBE aspirational goal as set forth by the late Mayor Ed Lee

FY 2018-19 (Q1-Q2) Contracting Activity

Awards to LBEs in First Half of Fiscal Year

| First Half of Fiscal Year | Contracts Awarded | Total Dollars Awarded | Total LBE Dollars Awarded | LBE Amount | Contract Awarded to LBE Primes |
|---------------------------|-------------------|-----------------------|---------------------------|------------|--------------------------------|
| FY 2014/15 | 6 | \$7.1 million | \$4.6 million | 66% | 67% |
| FY 2015/16 | 6 | \$556K | \$420K | 76% | 50% |
| FY 2016/17 | 6 | \$9.2 million | \$3.7 million | 41% | 83% |
| FY 2017/18 | 9 | \$7.4 million | \$5.9 million | 80% | 89% |
| Fy 2018/19 | 6 | \$25 million | \$9.7 million | 39% | 50% |

Payments to LBEs in First Half of Fiscal Year

** Excludes Seawall Design Contract*

| First Half of Fiscal Year | Total Dollars Paid | Total LBE Dollars Paid | LBE Amount |
|---------------------------|--------------------|------------------------|------------|
| FY 2014/15 | \$7.7 million | \$3.3 million | 44% |
| FY 2015/16 | \$4.2 million | \$2.1 million | 51% |
| FY 2016/17 | \$6.2 million | \$1.9 million | 31% |
| FY 2017/18 | \$9.2 million | \$4.9 million | 53% |
| FY 2018/19 | \$15.5 million | \$7.3 million | 48% |

FY 2018-19 (Q1-Q2) Contracting Activity

Upcoming Opportunities & Accomplishments

Accomplishments

- **Minority Business Mixer**
 - *September 27, 2018 -150 attendees*
- **Micro-LBE Technical Workshop**
 - *February 5, 2019 – 50 attendees*
- **3rd Annual Contracts Open House**
 - *March 15, 2018 – Pier 1*

Upcoming Opportunities

- **As Needed Engineering Micro-LBE Set asides (4 contracts)**
 - *RFQ issuance – January 2019 - \$1 million/contract*
- **Crane Cove Park – Building 49 Improvements**
 - *Invitation for Bids – April 2019 - \$3.9 million*
- **As Needed Environmental Services (3 contracts)**
 - *RFQ issuance – April 2019 - \$2 million/contract*
- **South Beach Marina Repairs**
 - *Invitations for Bids – Summer 2019- \$2.31 million*



Presenter



- ▶ **San Francisco Public Utilities Commission**
 - ▶ Iris Martin Lopez, Contractor Engagement and Outreach Manager
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Q&A Session



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Raffle



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Thank you

**Presentation online at:
[SFCTA.org/contracting](https://www.sfcta.org/contracting)**



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