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
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

**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
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

<table>
<thead>
<tr>
<th>FUNDING TYPE</th>
<th>ACCEPTED CERTIFICATIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Federal</strong></td>
<td>▶ DBE from California Unified Certification Program (CUCP): <a href="http://dot.ca.gov/hq/bep/business_forms.htm">dot.ca.gov/hq/bep/business_forms.htm</a></td>
</tr>
</tbody>
</table>
| **State**    | ▶ DBE from CUCP  
▶ SBE and/or DVBE from California Department of General Services (DGS): [dgs.ca.gov/pd](http://dgs.ca.gov/pd) |
| **Local**    | ▶ DBE from CUCP  
▶ SBE and/or DVBE from DGS  
▶ DBE and/or LBE from the Transportation Authority: [sfcta.org/dbe](http://sfcta.org/dbe)  
▶ LBE from City and County of San Francisco: [sfgov.org/cmd/LBE-CERTIFICATION](http://sfgov.org/cmd/LBE-CERTIFICATION)  
▶ LGBTBE from California Public Utilities Commission: [http://www.cpuc.ca.gov/supplierdiversity/](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

<table>
<thead>
<tr>
<th>Amount</th>
<th>Percentage of Total Invoices Paid</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Invoices Paid</td>
<td>$6,618,939</td>
</tr>
<tr>
<td>Total Paid to DBE firms</td>
<td>$ 2,103,243</td>
</tr>
<tr>
<td>Total Paid to LBE firms</td>
<td>$ 1,839,378</td>
</tr>
<tr>
<td>Total Paid to SBE firms</td>
<td>$ 1,502,607</td>
</tr>
</tbody>
</table>
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/](http://www.sfcta.org/doing-business-us/)
- Select ‘Available Contracting Opportunities’
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
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
<table>
<thead>
<tr>
<th><strong>Project Name:</strong></th>
<th>San Francisco US 101/I-280 High Occupancy Vehicle (HOV)/High Occupancy Toll (HOT) Lane Project Approval &amp; Environmental Document Phase</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Description:</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Estimated Contract:</strong></td>
<td>$5,000,000-$7,000,000</td>
</tr>
<tr>
<td><strong>Funding Source:</strong></td>
<td>Senate Bill 1 Local Partnership Program Funds</td>
</tr>
<tr>
<td><strong>Projected Goal:</strong></td>
<td>To be determined</td>
</tr>
<tr>
<td><strong>RFP Issuance:</strong></td>
<td>Summer 2019</td>
</tr>
<tr>
<td><strong>Project Schedule:</strong></td>
<td>Fall 2019 to Fall 2021</td>
</tr>
<tr>
<td><strong>Project Contact:</strong></td>
<td>Anna Harvey, <a href="mailto:anna.harvey@sfcta.org">anna.harvey@sfcta.org</a></td>
</tr>
<tr>
<td><strong>Service Specialties:</strong></td>
<td>Engineering services, environmental approval support, tolling forecasting</td>
</tr>
</tbody>
</table>
# Audit Services

<table>
<thead>
<tr>
<th>Project Name:</th>
<th>Audit Services</th>
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</thead>
<tbody>
<tr>
<td>Description:</td>
<td>Conduct financial and single audits of the Transportation Authority’s Comprehensive Annual Financial Report</td>
</tr>
<tr>
<td>Estimated Contract:</td>
<td>$ to be determined</td>
</tr>
<tr>
<td>Funding Source:</td>
<td>Various, including federal, state, and Prop K funds</td>
</tr>
<tr>
<td>Projected Goal:</td>
<td>To be determined</td>
</tr>
<tr>
<td>RFP Issuance:</td>
<td>Winter 2019</td>
</tr>
<tr>
<td>Project Schedule:</td>
<td>Spring 2020 to Spring 2023, with two one-year extension options</td>
</tr>
<tr>
<td>Project Contact:</td>
<td>Lily Yu, <a href="mailto:lily.yu@sfcta.org">lily.yu@sfcta.org</a></td>
</tr>
<tr>
<td>Service Specialties:</td>
<td>Financial audits, program-specific audits, single audits</td>
</tr>
</tbody>
</table>
City and County of San Francisco (representing SF Public Works and other agencies)

Stephanie Tang, Certification Manager
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?

<table>
<thead>
<tr>
<th></th>
<th>Competition Opportunity</th>
<th>Capacity Building</th>
</tr>
</thead>
<tbody>
<tr>
<td>LBE Certification</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Bid Discount/Rating Bonus</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>LBE Subcontracting Requirements</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Joint Venture Credit</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Micro Set-Aside</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>San Francisco First – Prop Q</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Surety Bonding and Assistance</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Technical Assistance Program</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>
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
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
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

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

### Payments to LBEs in First Half of Fiscal Year

<table>
<thead>
<tr>
<th>First Half of Fiscal Year</th>
<th>Total Dollars Paid</th>
<th>Total LBE Dollars Paid</th>
<th>LBE Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2014/15</td>
<td>$7.7 million</td>
<td>$3.3 million</td>
<td>44%</td>
</tr>
<tr>
<td>FY 2015/16</td>
<td>$4.2 million</td>
<td>$2.1 million</td>
<td>51%</td>
</tr>
<tr>
<td>FY 2016/17</td>
<td>$6.2 million</td>
<td>$1.9 million</td>
<td>31%</td>
</tr>
<tr>
<td>FY 2017/18</td>
<td>$9.2 million</td>
<td>$4.9 million</td>
<td>53%</td>
</tr>
<tr>
<td>FY 2018/19</td>
<td>$15.5 million</td>
<td>$7.3 million</td>
<td>48%</td>
</tr>
</tbody>
</table>

* Excludes Seawall Design Contract
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
San Francisco Public Utilities Commission
- Iris Martin Lopez, Contractor Engagement and Outreach Manager
Q&A Session
Raffle
Thank you

Presentation online at: SFCTA.org/contracting