HOW TO DO BUSINESS WITH THE PORT OF LONG BEACH

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SAME Small Business Luncheon
March 29, 2018
PORT OF LONG BEACH
Leading Gateway for U.S.-Asia Trade
MAJOR ECONOMIC ENGINE

$Billions in Trade, Thousands of Jobs
WORLD’S 10TH BUSIEST PORT COMPLEX

*Based on 2016 container cargo volumes
MOST DIRECT
BETWEEN ASIA AND MOST OF AMERICA
MOST CONNECTED
ACCESS TO MAJOR U.S. RAIL HUBS

LONG BEACH

CHICAGO

KANSAS CITY

MEMPHIS

ATLANTA

DALLAS

HOUSTON
ACCOMMODATE MEGASHIPS
$4 BILLION CAPITAL PROGRAM
LONG BEACH CONTAINER TERMINAL

State of the Art, Greenest
BRIDGE TO EVERYWHERE

$1.5 billion Project
$1 BILLION

Investment in Rail Improvements
Vast Majority of Cargo Trucked Out of the Port

ON-DOCK RAIL TODAY

TRUCKED 76%

[CATEGORY NAME] [PERCENTAGE]
ON-DOCK RAIL TOMORROW

Clean Air Action Plan Calls for At Least One-Third Rail

TRUCKED 65%

ON-DOCK 35%
PORT’S VENDOR PORTAL

www.polb.com/sbe
Free online Vendor Registration
Maintain profile 24/7
News & Events
Apply & Re-apply for Small Business Certification
BID & PROPOSAL OPPORTUNITIES

RECEIVE AUTOMATIC BID NOTIFICATIONS
SEARCH BIDS AND DOWNLOAD DOCUMENTS
ONLINE QUESTIONS & ANSWERS
ADDENDA
PROSPECTIVE BIDDERS
BID RESULTS
AWARDS
SBE/VSBE PROGRAM

SMALL BUSINESS/VERY SMALL BUSINESS ENTERPRISES

GOAL: 27% ANNUAL PARTICIPATION

INCREASE SMALL BUSINESS & LOCAL PARTICIPATION

INCREASE COMPETITION

GROW ECONOMY
SMALL BUSINESS ENTERPRISE (SBE)

MUST BE INDEPENDENTLY OWNED & OPERATED
MUST BE A LEGALLY ESTABLISHED FORM OF BUSINESS
(SOLE PROPRIETORSHIP, LLC, CORPORATION, ETC.)

SIZE STANDARDS ARE BASED ON NAICS CODES:
GENERAL CONTRACTOR < $36.5M
SPECIALTY TRADE CONTRACTOR < $15M
VERY SMALL BUSINESS ENTERPRISE (VSBE)

MICROBUSINESS DEFINITION

GROSS SALES < $3.5 MILLION ANNUAL AVERAGE OVER LAST 3 TAX YEARS

OR MANUFACTURER WITH 25 EMPLOYEES OR FEWER
GOALS & ACHIEVEMENTS

PROMOTE PARTICIPATION OF SBES AND VSBES ON CONSTRUCTION & PROFESSIONAL SERVICES CONTRACTS AND PURCHASES

ANNUAL COMBINED SBE/VSBE GOAL 27%, WITH MINIMUM OF 5% ALLOCATED TO VSBES

OVER $73 MILLION TO SBES/VSBS – MIDDLE HARBOR 2018
STRATEGIES

• PORT CERTIFICATIONS

• STATE DEPARTMENT OF GENERAL SERVICES (DGS) SBE CERTIFICATIONS

• IDENTIFY OPPORTUNITIES & ESTABLISH SBE/VSBE GOALS

• ENCOURAGE SMALL BUSINESSES TO BID AS PRIMES

• MONITOR COMPLIANCE
STRATEGIES

• ATTEND DIVERSITY-BASED EVENTS, EXPOS & FAIRS

• COLLABORATE WITH PUBLIC AGENCIES, SMALL BUSINESS ASSISTANCE CENTER & COMMUNITY BASED ORGANIZATIONS

• SPONSOR TRAINING & NETWORKING FORUMS
MONITORING & COMPLIANCE

AFTER CONTRACT AWARDED, PORT NOTIFIES SBES/VSBES

PRIME MUST REPORT SBE/VSBE UTILIZATION & PAYMENTS

PRIME MUST UTILIZE ALL SBES/VSBES LISTED IN CONTRACT OR FOLLOW SBE/VSBE SUBSTITUTION PROCEDURES

SBE/VSBE SUBSTITUTIONS SUBJECT TO WRITTEN APPROVAL

PORT MAY WITHHOLD UP TO 10% OF PAYMENT(S) UNTIL COMPLIANCE CONTRACT CLOSE-OUT REPORT
DBE PROGRAM

Federally Funded Project = Federal Requirements Apply

Disadvantaged Business Enterprise (DBE) – Federal Equivalent of SBE

California Unification Certification Program (CUCP) Database

All California DBE certifications reside in the CUCP

Compliance Enforcement Mirrors SBE Compliance in Most Respects
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