

# MetroConnect

OUR COMMITMENT TO  
SMALL BUSINESS SUCCESS



# How To Do Business With Metro

Diversity & Economic Opportunity Strategic Outreach Team

Society of American Military Engineers (SAME)

September 16, 2021



**Metro**<sup>®</sup>



# Keith Compton

*Director, Capacity Building & Data Integration*

*Diversity & Economic Opportunity Department*



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# Opening Doors

## Small Business Participation



**Metro**



## DEOD – Who Are We?

### DEOD's Responsibilities

- Small Business Outreach
- Certification
- Contract Compliance
- Labor & Wage Compliance
- Capacity Building
- Business Interruption Fund
  - Oversee Small Business Program Initiatives
  - Publicize contract opportunities
  - Provide training and resources
  - DBE/SBE/DVBE goal setting
  - Monitor compliance





# Our Leadership Team

**Debra Avila**

Chief, Vendor Contract Management

**Miguel Cabral**

*DEOD Executive Officer*

**Keith Compton**

*DEOD Director, Strategic Outreach*



**Metro**

Jan Davis, DEOD [davisj4@metro.net](mailto:davisj4@metro.net)

Olga Mireya López, DEOD [lopezo@metro.net](mailto:lopezo@metro.net)



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**Metro** Vendor Basics *Get Connected*

[metro.net/connect](http://metro.net/connect)





# Vendor Portal Walk-Through

## *Here You Will Find*

- Tools and Resources
- Networking Events
- Online Toolkit
- Certification Information
- Current Contracting Opportunities
- Future Contracting Opportunities





## First Step

### ➤ Register As A Vendor

Metro Connect

business.metro.net/VendorPortal/faces/home/smallBusinessTools/metroConnect?\_afLoop=11731277508406&\_afWindowMode=0&\_afWindowId=null#%40%3F\_afWindowId...

Metro

Getting Started Small Business Tools Solicitations Awards Events and News Other Programs

Home > Small Business Tools > Metro Connect

Metro Connect

Small Business Prime Program

### Metro Connect

**MetroConnect**

**Our commitment to small business success.**

Welcome to Metro Connect, our commitment to small business success. This site is designed to give small businesses like yours a direct route to working and growing with Metro.

Click on the links to the right to access tools and resources that are designed to support your business' growth, such as networking [events](#), an [online Toolkit](#), and [certification](#) information. You can also view [current contracting opportunities](#), or visit the [12-Month Look Ahead](#) page to see future opportunities.

Not sure where to start? Check out the [Six Steps to Doing Business with Metro](#) and [register as a vendor](#) to stay connected.

- ▶ Events
- ▶ Get Certified
- ▶ Toolkit
- ▶ Transportation Business Advisory Council
- ▶ Links & Reports
- ▶ Policies
- ▶ Contact Us
- ▶ Medium-Size Business Enterprise Program
- ▶ MetroConnection Newsletter
- ▶ Business Women's Resource Networks
- ▶ Small Business Success Stories



# Open Solicitations



## VENDOR PORTAL

- Getting Started
- Small Business Tools
- Solicitations
- Awards
- Events and News
- Other Programs

Home > Small Business Tools > Metro Connect

Metro Connect

Small Business Prime Program

## Metro Connect

**MetroConnect**

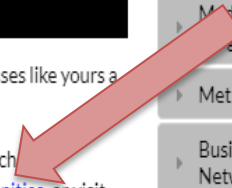
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- Events
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# Metro Certification





## Why Get Certified

- Small business certifications, similar to professional certifications document a special capability or status that will help you compete in the marketplace.
- Increases your visibility to prime contractors. Prime contractors are required to meet SBE or DBE utilization goals – as a certified firm you are critical to the prime contractors towards successfully meeting these goals.
- Assists with leveling the playing field by providing small businesses owned and controlled by socially and economically disadvantaged individuals a fair opportunity to compete for federally or non-federally funded transportation contracts.





## Metro currently certifies and accepts two types of certifications:

- **Disadvantaged Business Enterprise (DBE)**
  - DBE program requires that the applicant(s) be socially and economically disadvantaged as outlined in CFR 49 Part 26. Metro is a member of the **California Unified Certification Program (CUCP)** and accepts DBEs certified by other member agencies.
- **Small Business Enterprise (SBE)**
  - SBE Program is unique to Metro and mirrors the DBE program but is race and gender neutral.
- **Disabled Veteran Business Enterprise (DVBE)**
  - Metro accepts DVBE certifications provided by the Department of General Services (DGS).





# Requirements for DBE & SBE

- Independent business organized for profit
- Personal net worth is less than \$1.32 million
- Annual gross receipts three year or five year average less than \$26.29 million
- Effective January 6, 2022 the gross receipt average calculation will go from a three year average to a five year average. Through this transition period, firms may choose between using a three year averaging period or a five year averaging period
- The qualifying individual is in control of management and daily business operations
- 51% ownership by one or more economically disadvantaged individuals





# Additional Requirement for DBE

- DBE's must also be socially disadvantaged
- Socially and economically disadvantaged individual means any individual who is a citizen of the United States (or lawfully admitted permanent resident) who is a member of the following groups: African Americans, Hispanics, Native Americans, Asian-Pacific Americans, Subcontinent Asian Americans and Women





# NAICS Codes

- The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments: [www.census.gov/eos/www/naics](http://www.census.gov/eos/www/naics)
- NAICS Codes requested should match your primary line of work
- Once certified with Metro, approved NAICS codes will be listed with your firm in the DBE and/or Metro's SBE certified firm directory. Entities looking for certified firms use these databases to find businesses that have the NAICS codes that match the goods and services they want to contract for or buy.





# Annual Update & Five Year Review Requirements

## Annual Update Affidavit

- All DBE and SBE firms are required to submit an Annual Update Affidavit (aka **No Change Declaration**) each year.
- The firm's owner is declaring under penalty of perjury that there has been no changes affecting the firms ability to meet size standards, disadvantaged status, ownership, or control requirements as per 49 CFR, Part 26, and
- The past year's taxes for the firm must also be submitted.

## Five (5) Year Comprehensive Review

- Every five(5) years, each DBE or SBE certified firm will undergo a comprehensive certification status review.







# B2G Online Certification Application

Metro is the only California Unified Certification Program (CUCP) member agency that has implemented an on-line certification and management system. This application has been designed to streamline the process for applicants and eliminate the need for hard copy submissions.

## ***Online Certification Key Features***

User-friendly platform

Tracking tool to check on the status of applications

Free webinar system training to walk you through the form and process

24-hour technical support



**Metro**<sup>®</sup>



## Certification Resources

- Online applications may be accessed at:  
[metro.gob2g.com](http://metro.gob2g.com)
- For more information:  
Email: [CertificationUnit@metro.net](mailto:CertificationUnit@metro.net)  
Tel: 213-922-2600  
Website: ***metro.net/connect***





# Metro's Small Business Programs





# Metro Small Business Programs

- Small Business Prime (Set-Aside)
- Medium-Size Business Enterprise (MSZ)
- Contracting, Outreach & Mentorship Plan (COMP)





## Small Business (SB) Prime Program

- Groundbreaking opportunities for SBEs to compete as Primes
- SBEs compete only against other SBEs for projects that meet threshold criteria from \$3,000 to \$5 million (federal and non-federal)
- From program inception, SB Prime awards increased 340%: \$9.6 million in FY 15 to \$42.3 million in FY 19
- **IMPACT:** over \$125 million awarded thru SB Prime since launch





## Medium-Size Business Enterprise (MSZ)

- NEW set-aside that bridges the gap between small business and large business concerns
- Applies to non-federally funded RFPs competitively negotiated procurements (RFPs) for supplies, equipment, materials and services between \$12M-\$30M
- MSZ= firm that is not a subsidiary of another firm, with 3 year average of \$25M - \$250M (maximum) gross annual receipts & maximum 250 employees (validated by Metro)
- HOW IT WORKS:
  - Metro invites firms of any size to bid/propose under MSZ
  - 2+ responsive MSZ bidders triggers set-aside (if less than 2, open to all)





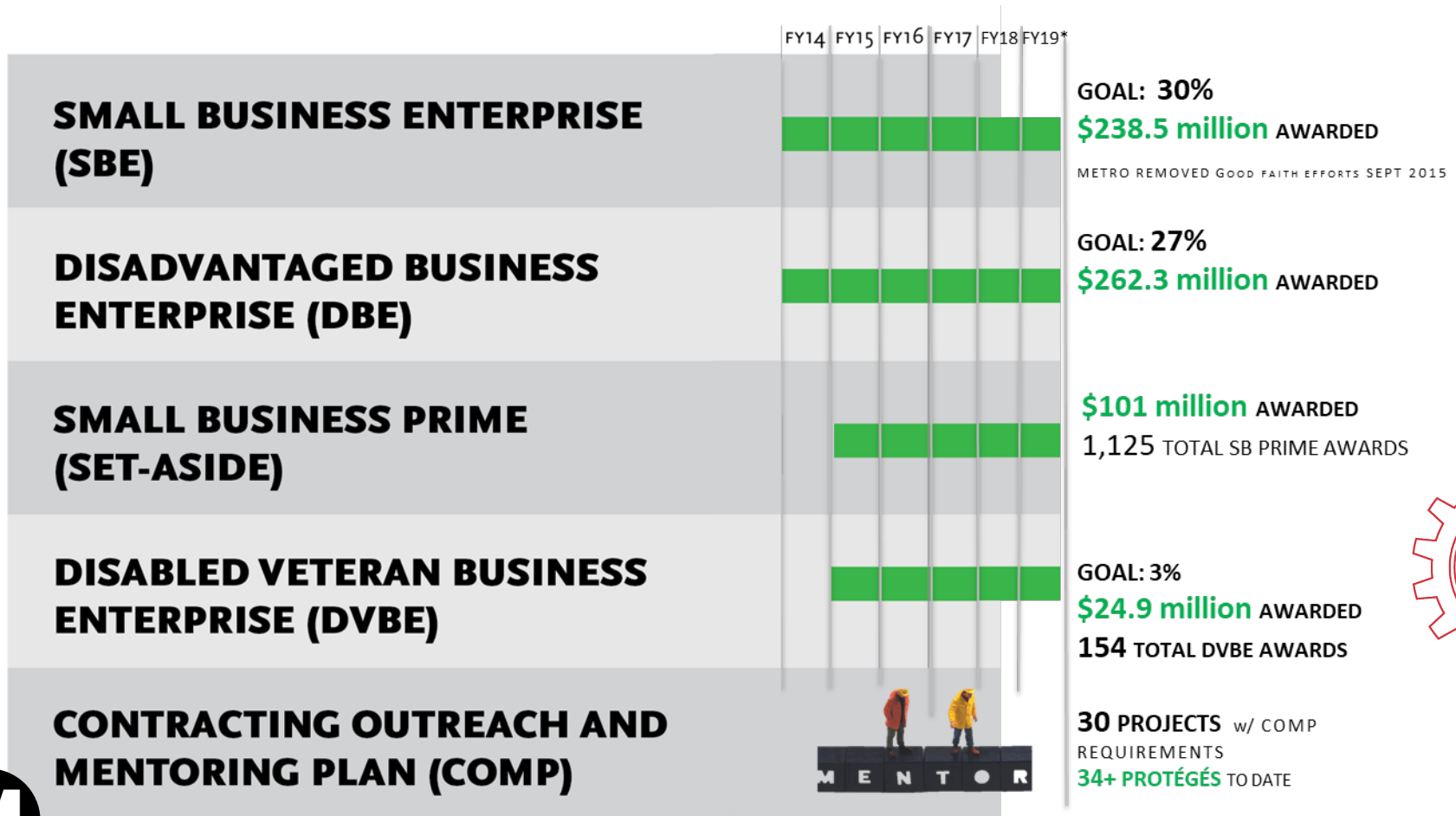
# Contracting, Outreach & Mentorship Plan (COMP)

- RFPs \$25+ million may be required to submit a COMP plan (Architecture & Engineering/A&E, exempt)
- Objective: to measurably grow capacity of DBE and SBE/DVBE firms
- Bidders/Proposers must:
  - Provide innovative, measurable plans & evaluation criteria
  - Detail technical assistance strategies
  - Identify at least one mentor and one protégé (or as stated in RFP)
  - Host outreach events for DBEs or SBE/DVBEs
  - Specify subcontracting approach that include processes and procedures





## Small Business Programs – Agency Impact







# Metro



# Contractor Development Bonding Program



**LA Metro**

How To Do Business – Monthly Workshop

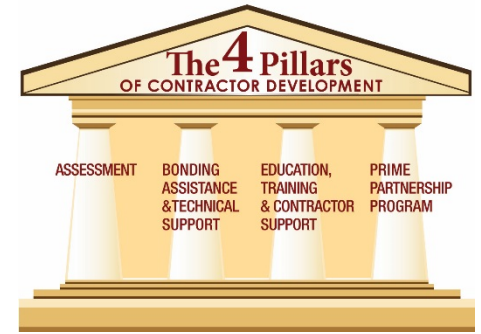


**Merriwether & Williams**  
INSURANCE SERVICES

*... Of Like Minds*

**550 S. Hope Street, Suite 1835  
Los Angeles, CA 90071  
(213) 258-3000  
License No. 0C01378**

## PROGRAM SERVICES



## Who can the program assist?

**Certified** or **Certifiable** Contractors  
in any one of the following categories:

Small Business Enterprise –

**SBE**

Disadvantaged Business Enterprise –

**DBE**

Disabled Veteran Business Enterprise –

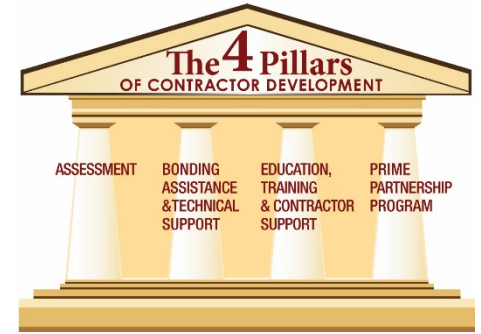
**DVBE**



LA Metro Contractor Development Bonding Program

## PROGRAM SERVICES

## CONTACT US



# Merriwether & Williams Insurance Services, Inc.

550 South Hope Street, Suite 1835

Los Angeles, CA 90071

**Tel. (213) 258-3000**

<http://imwis.com/lametro/>

[MetroCDBP@imwis.com](mailto:MetroCDBP@imwis.com)



## Upcoming Highway Construction Projects

In the Period from September 2021 to September 2023 - 24 Month Look Ahead

Item	Project Title	Scope	Type of Funds	Lead Agency	Metro PM	Agency Contact	Cost Range	Advertise Date <sup>(1)</sup>	Contract Start <sup>(1)</sup>	Contract Finish-Scheduled <sup>(1)</sup>
							Engineer Estimate			
<b>Construction Contracts</b>										
1	I-605 South Street	Improve operational function of the I-605 South street southbound interchange	Measure R	Metro	Brad Owen	Brad Owen	\$15-\$25 million	October-21	March-22	January-23
2	Soundwall Package 10	Construction services for State Highway System soundwall projects administered and awarded by Metro. Limits: along I-210, West of Marengo Ave. Overcrossing to Wilson Ave. In Pasadena, from Baldwin Ave to Santa Anita Ave in Arcadia and along the SR-134 East near Arcola St and the Santa Anita Off-Ramp	Measure R	Metro	Brad Owen	Brad Owen	\$45-\$50 million	October-21	March-22	March-25
3	I-710 South Soundwall Package 2	Construction of new soundwalls on I-710 (North of SR-91 to SR60) in the Caltrans' right of way in the cities of Bell Gardens, Commerce, Compton, East Los Angeles, and Long Beach	Measure R	Metro	Brad Owen	Brad Owen	\$5-\$10 million	February-22	August-22	March-23
4	I-605 Beverly Interchange Improvements	Construction of the Southbound I-605 Beverly Interchange from a cloverleaf to a tight diamond	Measure R	Metro	Brad Owen	Brad Owen	\$25-\$30 million	April-22	July-22	July-23
5	EB SR-91 Atlantic to Cherry	Construction of an auxiliary lane along the SR-91 from Atlantic Ave to Cherry Ave	Measure R, TCEP	Metro	Brad Owen	Brad Owen	\$75-\$80 million	August-22	December-22	December-25
6	WB SR-91 Alondra to Shoemaker Improvements	Construction of an General purpose lane on the Westbound I-605/SR-91 from Alondra Blvd to Shoemaker Ave	Measure R, TCEP, RIP	Metro	Brad Owen	Brad Owen	\$110-\$125 million	October-22	January-23	July-25
<b>Highway Construction Projects (non-Metro led)</b>										
Item	Highway Construction Projects (non-Metro led)	Scope	Type of Funds	Lead Agency	Metro Highway PM	Agency Contact	Cost Range	Advertise Date <sup>(1)</sup>	Contract Start <sup>(1)</sup>	Contract Finish-Scheduled <sup>(1)</sup>
7	Pacific Coast Highway Signal System Improvements from John Tyler Drive to Topanga Canyon Boulevard	PCH/SR1 from the intersection of John Tyler Dr. to the Intersection of Topanga Canyon Blvd.	Measure R	Malibu	Shrota Sharma	Jenna Sobleray	\$10-15 million	Sep-21	Nov-21	Aug-22
8	SR-138 (Palmdale Blvd.)/SB-14 Ramps	SR-138 (SR-14)/Palmdale Blvd. Interchange	Measure R	Caltrans	Robert Machuca	Jane Yu	\$20-\$25 million	October-21	March-22	December-23
9	PCH - Raised Median and Channelization from Webb Way to Corral Canyon Road	Webb Way to Puerco Canyon Road	Measure R	Malibu	Robert Machuca	Rob Duboux	\$10-\$15 million	November-21	December-21	June-23
10	SR-138 (SR-14) Avenue J Interchange Phase II: Interchange and Freeway	SR-138(SR-14) Ave. J between 15 St. West & 25th St. West, on 20th St. West from Ave. J to Ave. J8, & on 22nd St West from Ave. J to Ave. J-4.	Measure R	Lancaster	Robert Machuca	Michael Livingston	\$10-\$15million	November-21	December-21	June-23
11	PCH at Anita St Intersection Improvements	Along Anita St from the Intersection of PCH to Prospect Ave	Measure R	Redondo Beach	Isidro Panuco	Didar Khandker	\$1-\$5 million	January-22	April-22	December-22
12	SR-138 (SR-14)/Avenue K Interchange	SR-138 (SR-14) between Ave. K-8 and Ave. J-8, Ave. K between 10th St. West and 20th St. West and on 15th St. West between Ave. K and Ave. J-8.	Measure R	Lancaster	Robert Machuca	Michael Livingston	\$10-\$15 million	August-22	September-22	April-24



## Program Management - 24 Month Procurement Look Ahead

Caveat: Metro procurement actions are currently under review due to the impacts of COVID-19

	Project Description	Metro PM	Delivery (D/B or D/B/B) or Contract Type	Cost Range	Advertise Date	Contract Start	Contract Finish-Scheduled
	Construction Contracts			Engineer Estimate			
1	I-105 ExpressLanes Construction Contract	J. Wei	CM/GC	\$500 million	September-21	June-22	June-28
2	Metro G Line (Orange) Improvements - Grade Separation/Gates	B. Owen	Progressive D/B	\$100 to 200 million	September-21	August-22	December-25
3	I-605 South Street	B. Owen	D/B/B	\$15-25 million	October-21	March-22	January-23
4	Soundwall Package 10	B. Owen	D/B/B	\$45-50 million	October-21	March-22	March-25
5	Contract C1189 C/LAX Catch All Construction	S. Ghaly	D/B/B	\$3-25 million	November-21	TBD	TBD
6	Doran Street Interim Separation Construction	J. Owens	D/B/B	\$3-25 million	December-21	April-22	July-22
7	ESFVTC - Construction Design Build	R. Meade/ M. Born	D/B	\$500 million	2022	2023	2028
8	I-710 South Soundwall Package 2	B. Owen	D/B/B	\$5-10 million	February-22	August-22	March-23
9	I-605 Beverly Interchange Improvements	B. Owen	D/B/B	\$25-30 million	April-22	July-22	July-23
10	ESFVTC - Advance Utility Relocations	R. Meade/ M. Born	DBB	\$30 - 50 million	April-22	August-22	July-23
11	Gateway LED Lighting Project	C. Liban	D/B	\$5-10 million	July-22	June-25	December-25
12	EB SR-91 Atlantic to Cherry	B. Owen	D/B/B	\$75-80 million	August-22	December-22	Dec-25
13	Division 20 Shop Expansion Project	J. Wei	CM/GC	\$30-50 million	September-22	September-23	December-28
14	WB SR-91 Alondra to Shoemaker Improvements	B. Owen	D/B/B	\$110-\$125 million	October-22	January-23	July-25
15	ESFVTC - AUR (Other Utilities)	R. Meade/ M. Born	DBB	\$30-50 million	July-23	October-23	April-24
	Professional Services			Contract Amount			
16	LINK US Construction Support Services	J. Owens	CSS	\$25-100 million	September-21	January-22	January-28
17	Expresslanes PMSS	J. Wei	A&E	\$30 million	September-21	April-22	June - 28
18	Sepulveda Transit Corridor PDA PMSS	R.Meade/K. Mehta	A&E	\$15-\$20 million	September-21	January-22	2026-2027
19	CEQA/NEPA Environmental Consulting	C. Liban	PS	\$15-25 million	October-21	June-22	June-25
20	ESFVTC - Construction Support Services	R. Meade/ M. Born	DBB	\$30 - 50 million	January-22	April-22	July-29







## Program Management - 24 Month Procurement Look Ahead

Caveat: Metro procurement actions are currently under review due to the impacts of COVID-19

	Project Description	Metro PM	Delivery (D/B or D/B/B) or Contract Type	Cost Range	Advertise Date	Contract Start	Contract Finish-Scheduled
21	CSS Services for I-210 Barrier Replacement Project 1	A. Danielians	CSS	\$15-25 million	October-22	May-23	TBD
	Highway Construction Projects (non-Metro lead)	Metro Highway PM	Lead Agency	Cost Range	Advertise Date	Contract Start	Contract Finish -S
22	Pacific Coast Highway Signal System Improvements from John Tyler Drive to Topanga Canyon Boulevard	Shrota Sharma	Malibu	\$10-15 million	September-21	November-21	August-22
23	SR-138 (Palmdale Blvd.)/SB-14 Ramps	Robert Machuca	Caltrans	\$20-\$25 million	October-21	March-22	December-23
24	PCH - Raised Median and Channelization from Webb Way to Corral Canyon Road	Robert Machuca	Malibu	\$10-\$15 million	November-21	December-21	June-23
25	SR-138 (SR-14) Avenue J Interchange Phase II: Interchange and Freeway	Robert Machuca	Lancaster	\$10-\$15 million	November-21	December-21	June-23
26	PCH at Anita St Intersection Improvements	Isidro Panuco	Redondo Beach	\$1-\$5 million	January-22	April-22	December-22
27	SR-138 (SR-14) Avenue K	Robert Machuca	Lancaster	\$10-\$15 million	August-22	September-22	April-24
28	SR-138 (SR-14) Avenue M	Robert Machuca	Lancaster	\$15-\$20 million	September-22	October-22	June-24
29	SR-138 Segment 13: Llano - 185th St. to Junction SR-18	Robert Machuca	Caltrans	\$40-\$45 million	October-22	January-23	January-26
30	SR-138 (PALMDALE BLVD.) 10th Street West Interchange	Robert Machuca	Caltrans	\$15-\$20 million	June-23	September-23	June-25





# How To Obtain Information Regarding MetroConnect Events

- Vendor Portal
- Calendar of Events (*Events & News*)

<http://metro.net/connect>





## Ways To Connect

- To Receive Information
- Emails About MetroConnect Events

<http://metro.net/connectnow>







# MetroConnect

OUR COMMITMENT TO  
SMALL BUSINESS SUCCESS

thank  
you



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