



MEASURE CC

BUILDING NEW OPPORTUNITIES FOR
OUR STUDENTS & OUR COMMUNITY



Week 1

Small Contractor Boot Camp

September 2, 2020



Agenda

- Welcome & Introductions
- Program Overview
- Certification
- Access to Capital
- Bonding Intro
- Sureties
- Bonding
- Meeting Close



San Bernardino CCD – Introduction Video



Local Business Outreach – Measure CC

Ynez Canela



Point of Contact

Administrator
**Local Business
Outreach,
Measure CC**
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(909) 381-8427



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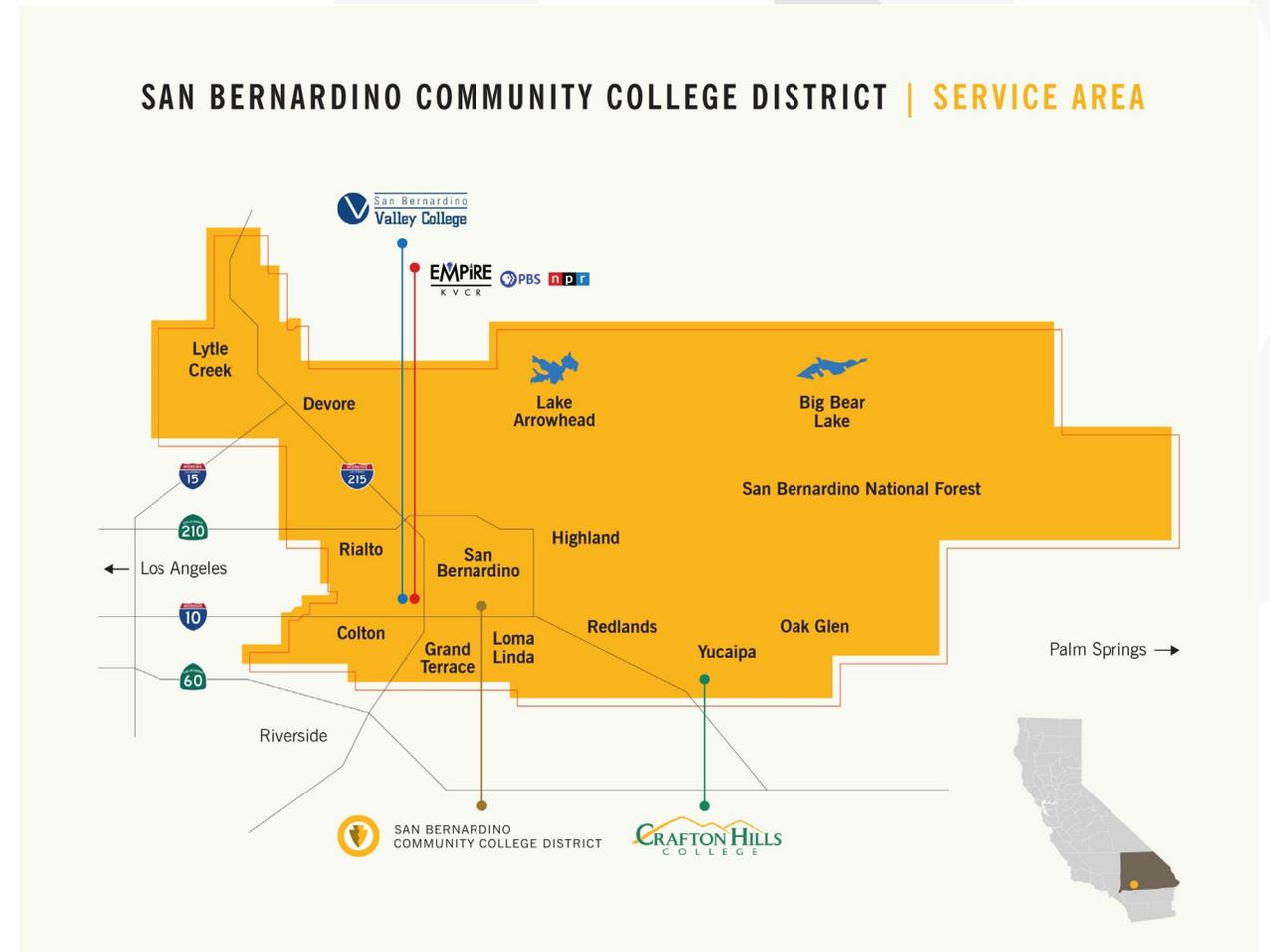
Local Business Outreach

- Goals
- Local Participation
- Economic Impact
- Opportunities for Students

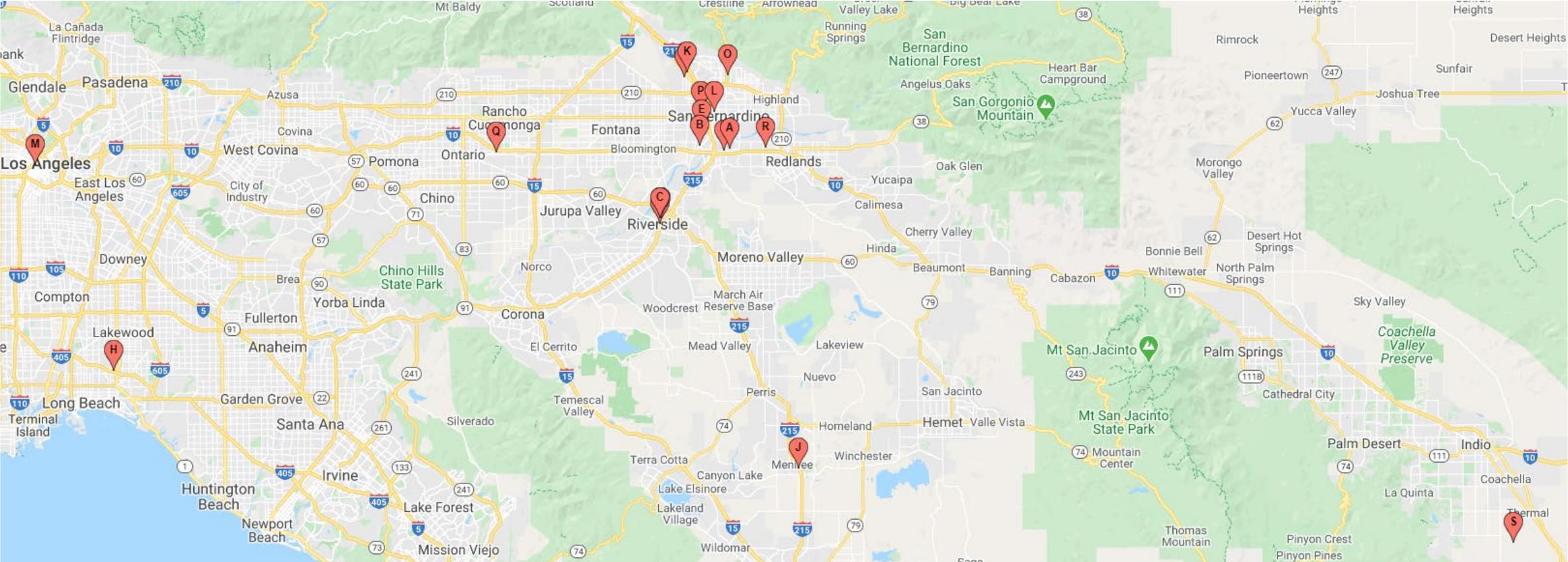


Goals

- Board Policy 6610
 - Intended to Promote the Participation of Local Businesses
- Local Hires and Local Business
 - 50% Local Hire
 - 25% Local Businesses
- Minority/Women Owned Business Enterprise
 - 25% combined
- Veteran Owned Business Enterprise
 - 10%



Local Outreach to Date



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Economic Impact – Measure CC

- \$3 million
 - Paid to Date to Local Firms
 - As of July 2020
- Learn more at: www.sbccd.edu/MeasureCC



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Procurement & Planet Bids

WELCOME

- ▶ Measure CC
- ▶ About Us
- ▶ Measure CC at Work
- ▶ Changing the Landscape
- ▶ News & Events
- ▶ Work With Us



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Overview of Measure CC at Work: Build Out Concept

Watch later Share



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Visit the Measure CC homepage @

www.sbccd.edu/MeasureCC



ARE YOU A LOCAL CONTRACTOR INTERESTED IN WORKING WITH US?

The San Bernardino Community College District's (SBCCD) Facilities Planning and Construction Vendor Portal is facilitated by PlanetBids; a web enabled eProcurement system. Registered vendors receive automatic bid alerts notifications based on the commodity codes selected, can download bid documents, become prospective bidders and bid electronically when applicable.

To register visit: <https://www.planetbids.com/portal/portal.cfm?CompanyID=29414>

Need help? [View our cheat sheet.](#)



SBCCD Planet Bids Vendor Portal

San Bernardino Community College District **VENDOR PORTAL**



New Vendor Registration

Create a new vendor record.
If you wish to view or edit an existing vendor, simply Log In with your Email Address and Password.



Bid Opportunities

Search for bid opportunities with this agency, download documents, become a prospective bidder, and electronically bid on projects.



My Contracts

UNAVAILABLE

Manage your awarded contracts, record payments, add subcontractors, produce reports and charts.



Certified Vendors

LOGIN REQUIRED

Find Certified Prequalified Businesses



Contracts

UNAVAILABLE

View public information regarding agency contracts.



My Insurance

UNAVAILABLE

View and fulfill insurance requests/requirements.



News & Events

- SBCCD - RFQ 03-1819-02 Construction Services for DSS-TESS Tenant Improvement Project
- San Bernardino CCD Prequalification Notification Email
- SBCCD - Prequalification - RFC for Attachments



SBCCD Planet Bids Vendor Portal

Vendor Profile [New Registration](#)



[Company Info](#) [Additional Addresses](#) [Classifications/Licenses](#) [Other Business Info](#) [Category/Description](#) [Prequalification](#)

User Authentication

Password

Company

Business Type *

Company Name *

Doing Business As *

FEI/Tax ID Number *

DUNS *

Address *

City *

State *

Country *

Zip *

Website *

Principal Owner/CEO Name *

Title *

Email *

Phone *

Fax

Main Contact

Name *

Title *

Email *

Alternate Email

Phone ext *

Toll Free

Mobile

Fax

Referral

How did you hear about registering with *
San Bernardino Community College District?



AECOM Program Management – Measure CC

Julio Palacio, Program Manager

Scott Preston, Design Manager



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Program Overview

- \$545M Measure CC and Measure M Bonds
- \$33M State Funding
- Design-Build and Design-Bid-Build Delivery
- Speed to Market
- Local Participation – Board Policy 6610
- Client of Choice



Local Participation to Date

(70%) LOCAL Firms in Professional Service Pools

(73%) LOCAL Firms in RFQ Pools Contracted

(100%) Local Contractors



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Consultant Procurements:

Contractors:

- **NIB CC03-3640-7** Project Management Office Tenant Improvements – Due September 9, 2020
- **NIB CC02-3623-02** Crafton Hills College Gym Demolition – Due September 24, 2020

Consultants:

- **Requests for Qualifications and Proposals (RFQP)**
 - Construction Management – Fall 2020
- **Requests for Qualifications (RFQ)**
 - DSA Project Inspector – Fall 2020



Project Priority

Original Priority	Project Title	Campus	Board Approved May 2017	Project List May 2020
1	Career Pathway 1 (New Construction) - Technical Building Replacement	SBVC	\$ 94,509,418	\$ 107,862,052
2	M&O Building Repurposing	SBVC	\$ 4,075,275	\$ 1,476,991
5	New Softball Field	SBVC	\$ 5,360,800	\$ 6,239,193
6	Student Services & Instructional Building (New Construction) - LA Replacement	SBVC	\$ 95,863,832	\$ 104,336,323
7	Admin Building and Campus Center Repurposing	SBVC	\$ 14,103,899	\$ 8,794,277
8	Crafton Hall Renovation (SSC)	CHC	\$ 6,250,465	\$ 4,118,816
10	Student Support Building Renovation (SSB)	CHC	\$ 3,589,587	\$ 2,198,933
11	Gymnasium Demolition	CHC	\$ 2,832,067	\$ 3,369,725
12	East Valley Public Safety Training Center (New Construction)	CHC	\$ 10,415,894	\$ 9,537,595
13	Career Pathways 2 (New Construction)	SBVC	\$ 60,200,322	\$ 89,055,227
14	Physical Science, Health Life & Safety building Secondary Effect	SBVC	\$ 4,485,265	\$ 4,425,388
22	East Instructional Building (New Construction)	CHC	\$ 41,288,427	\$ 54,140,454
24	Central Complex 2 Renovation (CHS)	CHC	\$ 11,788,829	\$ 17,252,583
25	Child Development Center Renovation (CDC)	CHC	\$ 5,767,218	\$ 3,784,297
28	SBVC campus wide Infrastructure	SBVC	\$ 48,173,314	\$ 32,849,198
29	CHC campus wide Infrastructure	CHC	\$ 16,974,070	\$ 11,974,070
*	Existing PAC Demo	CHC	\$ -	\$ 9,622,474
*	New PAC Building	CHC	\$ -	\$ 41,007,223

SBVC Technical Building Replacement

Construction Budget: \$70.8M

Delivery Method:

Design-Bid-Build

Project Schedule:

- **A/E Procurement:**
COMPLETED
- **Bid/Award:**
Q2 – Q3, 2021
- **Construction through Move-In:**
Q3, 2021 – Q4, 2023



SBVC Softball Field

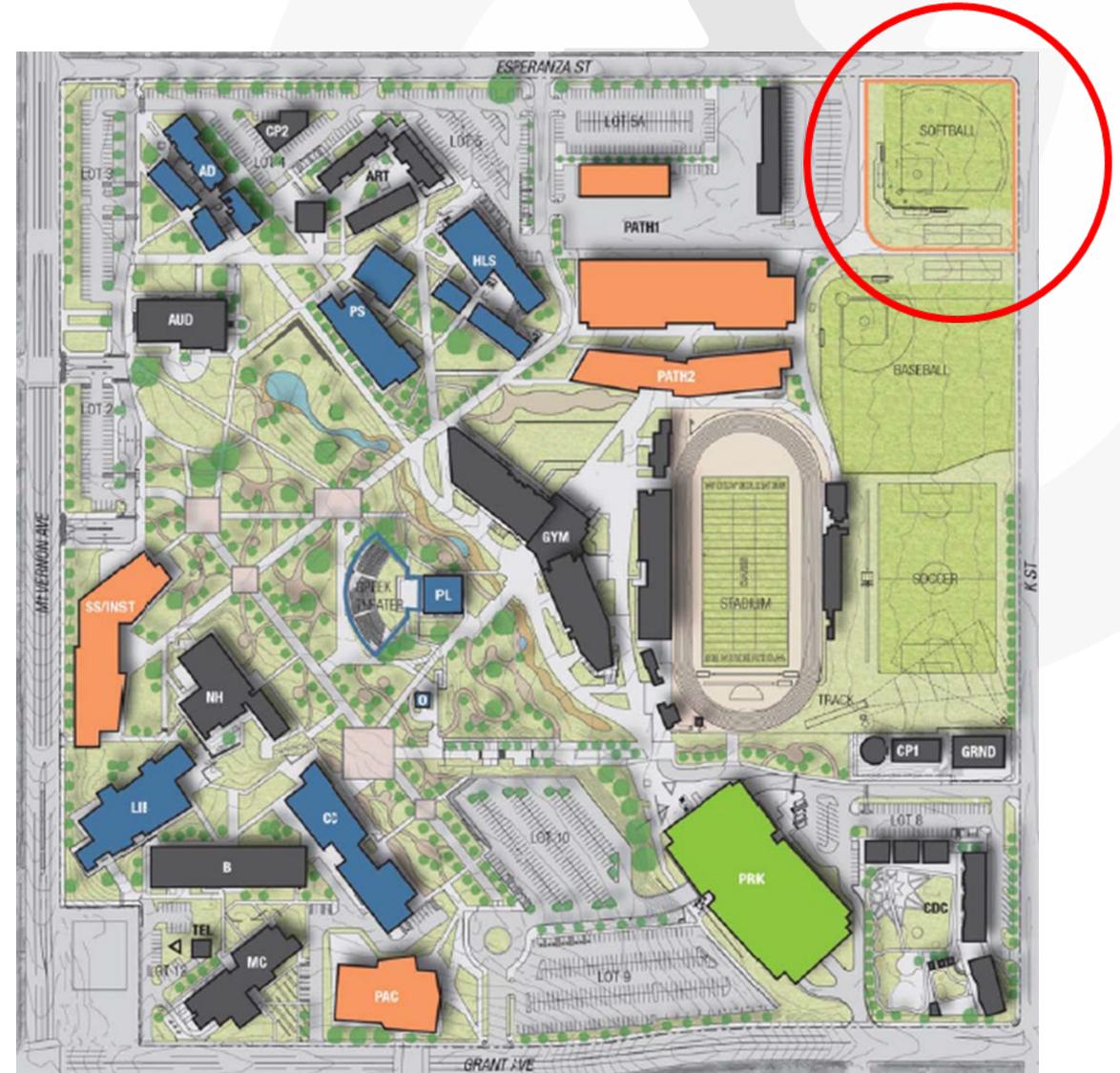
Construction Budget: \$3.4M

Delivery Method:

Design-Bid-Build

Project Schedule:

- **A/E Procurement:**
Q2 – Q3, 2020
- **Bid/Award:**
Q2 – Q4, 2021
- **Construction through Move-In:**
Q4, 2021 – Q3, 2022



SBVC Instruction & Student Services Building

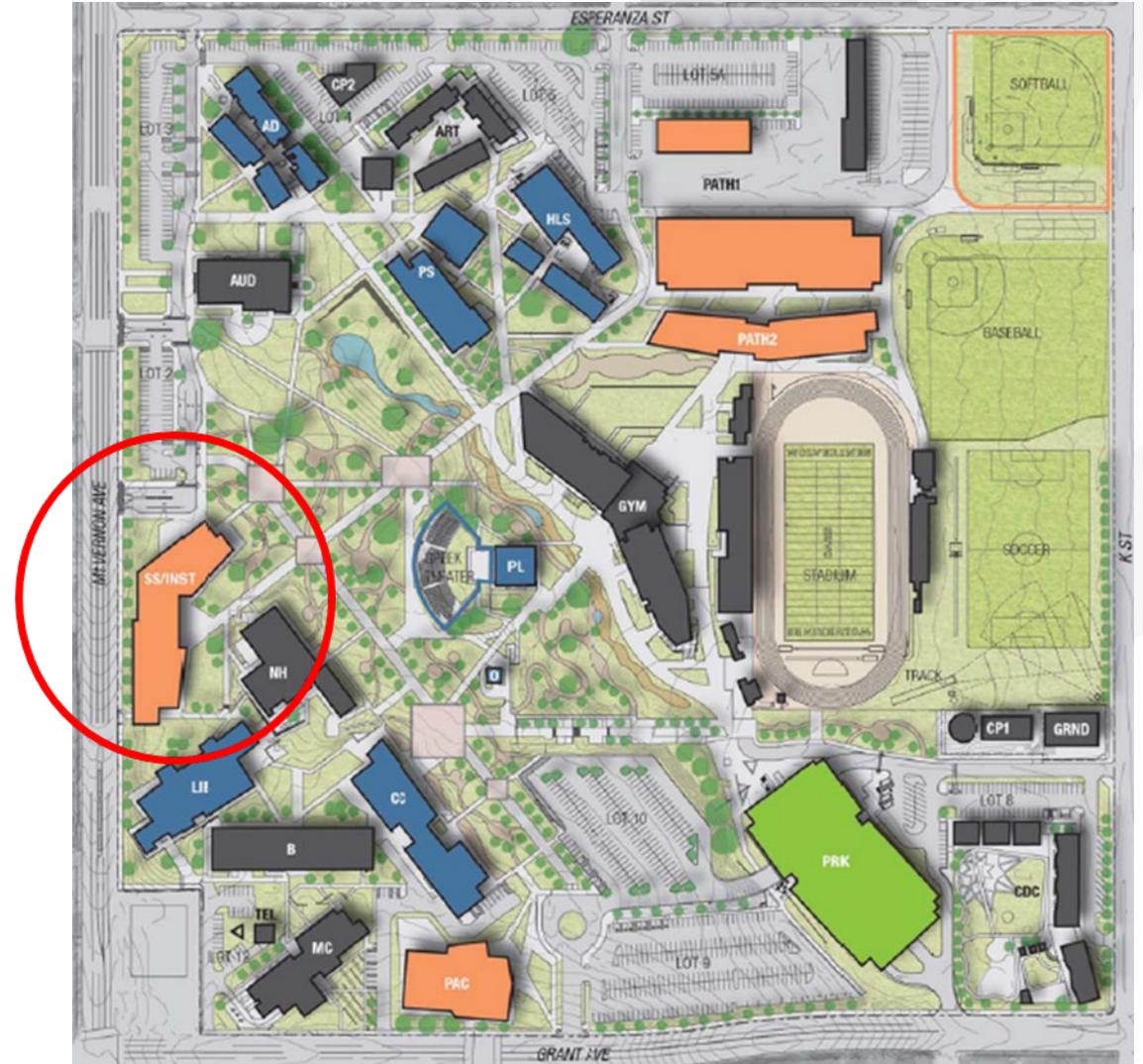
Construction Budget: \$55.9M

Delivery Method:

Design-Build

Project Schedule:

- **A/E Procurement:**
Q2 – Q3, 2020
- **Bid/Award:**
Q4, 2020 – Q1, 2021
- **Construction through Move-In:**
Q4, 2022 – Q4, 2024



CHC Gym Demolition Project

Construction Budget: \$1M

Delivery Method:

Design-Bid-Build

Project Schedule:

- A/E Procurement:
COMPLETED
- Bid/Award:
Q3 – Q4, 2020
- Demolition:
Q4, 2020 – Q1, 2021



CHC Performing Arts Center

Construction Budget: \$23.3M

Delivery Method:

Design-Bid-Build

Project Schedule:

- **A/E Procurement:**
ONGOING
- **Bid/Award:**
Q4, 2021 – Q1, 2022
- **Construction through Move-In:**
Q1, 2022 – Q4, 2023



CHC Central Complex 2 Renovation

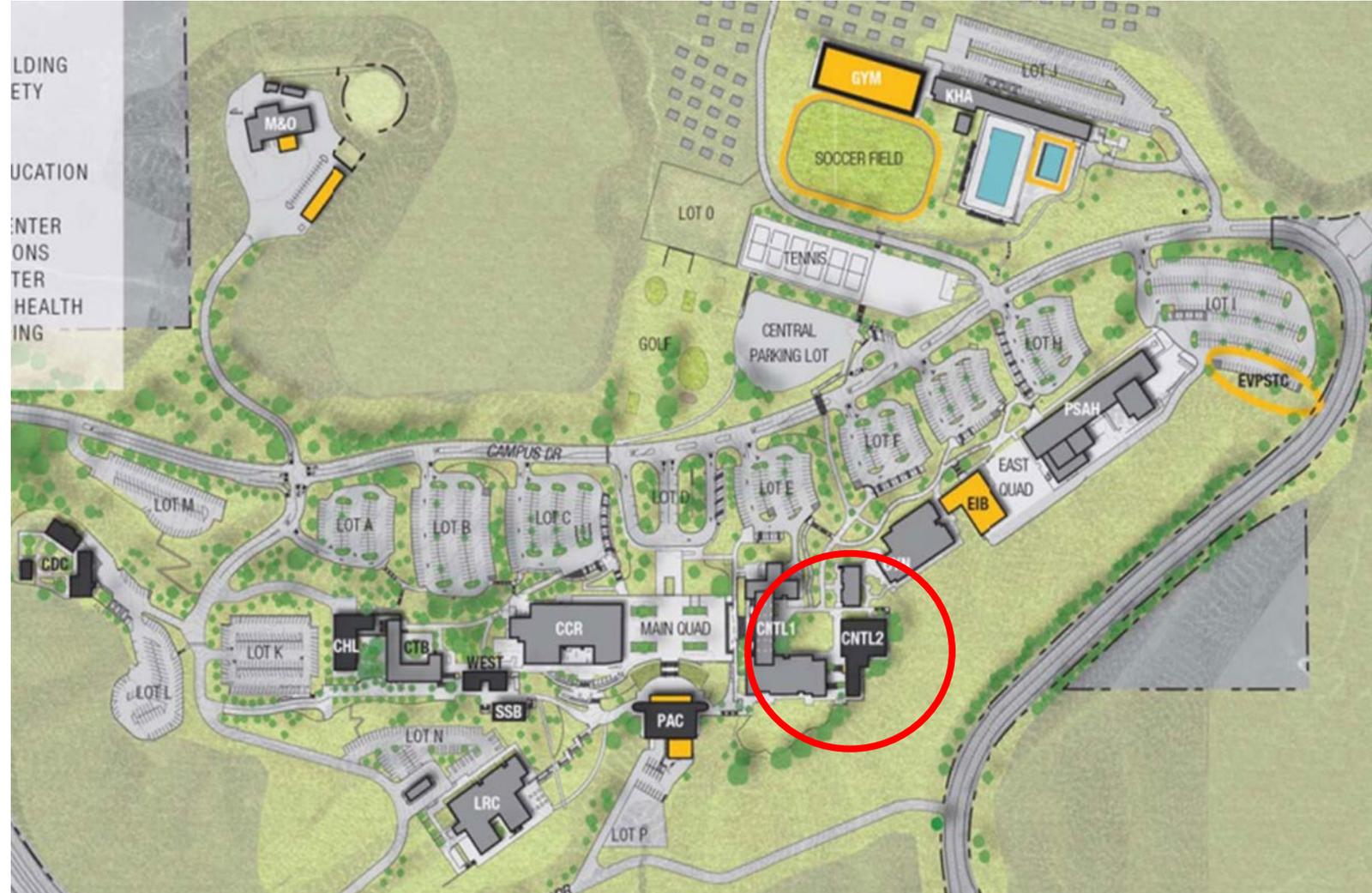
Construction Budget: \$9.7M

Delivery Method:

Design-Build

Project Schedule:

- **A/E Procurement:**
Q2 – Q3, 2020
- **Bid/Award:**
Q4, 2020 – Q1, 2021
- **Construction through Move-In:**
Phase 1: Q1, 2022 – Q3, 2022
Phase 2: Q4, 2022 – Q3, 2023



CHC EV Public Safety Training Center

Construction Budget: \$5.6M

Delivery Method:

Design-Build

Project Schedule:

- **A/E Procurement:**
Q2 – Q3, 2020
- **Bid/Award:**
Q4, 2020 – Q1, 2021
- **Construction through Move-In:**
Q1, 2022 – Q1, 2023



Campus-Wide Infrastructure Projects

Anticipated projects:

- Security Upgrades
- Utility Metering
- SBVC Planetarium HVAC Upgrades
- CHC Parking Lot Pavement Improvements
- CHC Central Plant Expansion
- CHC Irrigation Upgrade



Thank You!





Inland Empire Small Business Development Center
Serving Riverside and San Bernardino County



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Funded in part through a Grant with the Governor's Office of Business and Economic Development.

Contact Us

951-781-2345 | Inlandempiresbdc.org

What's the SBDC?

Who We Are

The SBDC is a national program with over 1,000 locations which helps stimulate economic growth through business development. We're a proud resource partner of the U.S. Small Business Administration (SBA).

Hosted By:



Programs and Services

- **Counseling** – Confidential, one-to-one help with business concerns at no cost.
 - Procurement Opportunities
 - Business and Marketing Strategies
 - Financial Analysis
 - Financing
- **Training** – topics of importance for small business owners and employees.
- **Resources** – connections to organizations, people and resources that help small business

Certifications for Your Business

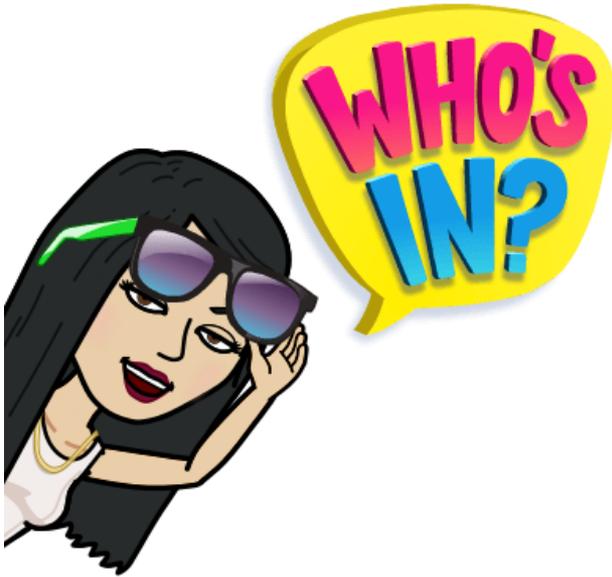
Karla V Gonzalez, MBA



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All programs are extended to the public on a nondiscriminatory basis.

AGENDA



- Certifications
 - Definition of Acronyms
 - Federal
 - State
 - Utilities
 - Private Sector

Acronyms....what do they all mean??

- SBE – Small Business
- DVBE – Disable Veteran Business
- MBE – Minority Owned Business
- WBE – Woman Owned Business
- DBE – Disadvantaged Business Enterprise
- SDVOSB – Service Disabled Veteran Owned Small Business
- VOSB – Veteran Owned Small Business
- WOSB – Woman Owned Small Business
- EDWOSB – Economically Disadvantaged Woman Owned Small Business
- LGBTE – Lesbian, Gay, Transgender Business Enterprise



Magic # is 51%

Qualifying owner/owners must have the ability to run the day to day operations, authority to make financial decisions, hold the highest position, highest paid, and have sufficient experience in the industry.... **O.C.M.**

- **Ownership**
 - 51% Owner of Business
- **Control**
 - 51% Controlled
- **Management**
 - 51% Managed

FEDERAL

View assistance for SAM.gov



A NEW WAY TO SIGN IN - If you already have a SAM account, use your **SAM email** for login.gov. [Log In](#)

[Login.gov FAQs](#)

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ALERT: June 11, 2018: Entities registering in SAM must submit a [notarized letter](#) appointing their authorized Entity Administrator. Read our [updated FAQs](#) to learn more about changes to the notarized letter review process and other system improvements.

ALERT: SAM.gov will be down for scheduled maintenance Saturday, 05/11/2019, from 8:00 AM to 1:00 PM (EDT).

ALERT: CAGE is currently experiencing a high volume of registrations, and is working them in the order in which they are received. When your registration is assigned to a CAGE Technician, you will be contacted by CAGE, if necessary, for any additional information.

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for **FREE** to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

Getting Started

Create A User Account	Register Entity	Search Records
		
Start by creating a SAM user account.	After creating your SAM user account, log in to register to do business with the U.S. government.	Do a public search for existing entity registration records or exclusion records.

Federal users can log in to see additional information.

11:19 AM Monday 5/6/2019

Federal - DSBS

Complete **DSBS** (Dynamic Small Business Search) which is the **SBA Profile** section in **SAM**

- All Small Businesses with active SAM records are included
- Includes Keywords and Capability Narrative

Government and Primes use DSBS to:

- Find Small Businesses who can provide specific services and products
- Small Businesses with specific Socio Economic Certifications

****DSBS is controlled by the SBA, not SAM**

Federal Certifications

SBA Certifications

- 8(a)
- HUB Zone
- WOSB
- EDWOSB

Veterans Affairs Certification

- VOSB
- SDVOSB

California

State Certifications

Small Business/PW SBE

- Gross Receipts under
 - \$15m for SBE
 - \$36m and less than 200 employees for SBE PW
- Independently owned and operated
- Principal office located in California
- Not Dominant in its filed of operations

Online approval

**may request supporting docs*



DVBE

- 51% or greater ownership by U.S. military veteran (LLC = 100%)
- Veteran's Services disability must be rated at least 10%
- Disabled Veteran must be domiciled in California
- Daily operations are managed and controlled by the DVE

30 day processing timeframe

Online Certifications:

www.caleprocure.ca.gov

Welcome to California's Online Marketplace



Sell to the State

Get Registered and Learn More about the System



Small Business / Disabled Veteran Business Enterprise

Get Certified and Understand Your Advantages



Get Public Procurement Information

Search for Bid Opportunities and Other Public Information

Latest News and Events

- [DGS Procurement Events](#)



DBE Program (Caltrans & Metro)

- The California Unified Certification Program (CUCP) provides “one-stop shopping” certification services to small, minority and women businesses seeking to participate in the United States Department of Transportation (USDOT) [Disadvantaged Business Enterprise](#) (DBE) Program
- As mandated by USDOT in the DBE Program, Final Rule 49 Code of Federal Regulations (CFR), Parts 23 and 26, all public agencies that receive USDOT federal financial assistance must participate in a statewide unified certification program. These public agencies, commonly referred to as “recipients” of USDOT funds, include municipalities, counties, special districts, airports, transit agencies, and the State Department of Transportation (Caltrans).
- The California Unified Certification Program (CUCP) went into effect on January 1, 2002. It is a “One-Stop Shopping” certification program that eliminates the need for a DBE or ACDBE firm to obtain certifications from multiple agencies within the State. **A business certified as a DBE or ACDBE through the CUCP is automatically accepted by all USDOT recipients in California**

DOT/CUCP Certification

Dept of Transportation – DBE Disadvantage Business Enterprise



- The disadvantaged individual must be a U.S. citizen (or resident alien)
- The disadvantaged individual must have a personal net-worth (PNW) of less than \$1.32 million
- Owned 51% by a socially and economically disadvantage individual
- Valid for 5 years
- No Application Fee

***As mandated by USDOT in the DBE Program, Final Rule 49 Code of Federal Regulations (CFR), Parts 23 and 26, all public agencies that receive USDOT federal financial assistance must participate in a statewide unified certification program. These public agencies, commonly referred to as "recipients" of USDOT funds, include municipalities, counties, special districts, airports, transit agencies, and the State Department of Transportation (Caltrans).*

Utilities



CPUC – Supplier Clearinghouse

MBE/WBE/LGBT Owned Enterprise

- 51% owned and managed by a Minority or Woman or LGBT
- Certification is valid for 3 years
- Doing Business with Utilities

NO FEE APPLICATION FOR MBE/WBE



THE SUPPLIER CLEARINGHOUSE

[Apply](#) [Search Directory](#) [News / Events](#) [Contact](#) [Login](#)

JOIN OUR SUPPLIER DIVERSITY PROGRAM

Open to women, minority, disabled veteran and LGBT-owned firms

[Apply](#)

Welcome to the Supplier Clearinghouse. Our new website and system includes a full online application for new and renewing firms, a comprehensive directory search function, and relevant news and events for the MBE, WBE, DVBE, and LGBTBE community.

Women, minority, LGBT, and disabled veteran-owned businesses are invited to join our supplier diversity program. The Supplier Clearinghouse certifies these firms and publishes a directory for use by participating

Private Sector

Private Sector Certifications

National Minority Supplier Business Development Council

- MBE
 - Minority Business Enterprise

Women Business Enterprise National Council

- WBE
 - Woman Business Enterprise



Minority Supplier Development Council

- 51% owned, managed, operated and controlled by an ethnic minority owner or group of ethnic minority owners
- The minority owners who make up at least 51% ownership must be U.S. Citizens.
- The highest titled position in the business must be held by a minority owner.
- Ability to submit all required business documentation for your company
- Annual membership fee (Varies)

www.scmbdc.org



Certification Process

When you're certified here, you're certified everywhere. Your certification through SCMSDC is national and corporate members accept it across the country.

[Apply Now!](#) [Login Now](#)





Women Business Enterprise National Council

- 51% owned, managed, operated and controlled by a Woman owner or group of Women owners
- The Women owners who make up at least 51% ownership must be U.S. Citizens or have permanent legal residency
- The highest titled position in the business must be held by a Woman owner.
- Ability to submit all required business documentation for your company
- Annual membership fee (Varies)

www.wbenc.org



[Join the Ambassador Program](#)

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CERTIFICATION BENEFITS

Benefits of WBENC Certification through WBEC-WEST

Once you are certified through WBEC-West you become a member of the WBEC-West Community, which allows you the ability to communicate with other certified WBE to share best practices and to grow WBE to WBE connections and corporate relationships.

You will also be able to attend WBEC-West hosted corporate workshops including the coveted Platinum, Supplier Program, watch videos, broadcast and podcast that provide inside information on how to successfully engage corporation and how to activate your certification in order to increase your exposure and opportunities. Find out what going on with WBE across the nation by reading our Women in Business Blog and find out what works and does not work by tuning into the Power of certification on the WBEC-West channel

As a WBEC-West certified WBE you will have the ability to participate in the Annual WBEC-West Procurement Opportunity Conference Annual & Awards Gala.

Participate in face-to-face MatchMaking Sessions with WBEC-West Regional Corporate Members and WBENC Corporate Members.

- Eligibility to exhibit
- Informal networking and targeted marketing with Corporate Members and other WBENC Certified WBEs.

Access

Documentation Required

- Tax Returns
- Financial Statements
- Resume
- Personal Financial Statements
- Proof of Capital
- Bank Signature Card
- Legal Structure Documents and Licenses
- Additional documents vary on Certification



Business Certification Consultant



Karla V Gonzalez, MBA
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SBA 8(a)
SBA HubZone
SBA WOSB/EDWOSB
Veteran Affairs SDVOSB/VOSB
SBE -Small Business Enterprise
MBE – Minority Business Enterprise
WBE – Women Business Enterprise
DBE – Disadvantaged Business Enterprise
DVBE – Disabled Veteran Business Enterprise
LGBTE – Lesbian, Gay, Bisexual, Transgender Business
Enterprise

Any questions?



Brought to you by the SBCCD
Small Contractor Bootcamp
9.2.2020

Top Ten Tips for Surety Success!

Heis Surety and Insurance Services, Inc.

3664 Elizabeth Street, Riverside 92506

Ph: 909-378-3138 / Email: tracey@heissurety.com

Tracey Lawrence

Action Items for Small Construction Companies interested in Government Construction Contracting

1. Know and understand the rules/ principles of Surety.
2. Manage your 3 C's of Surety everyday, all the time. (Character, Capacity, and Capital)
3. Connect with a Surety Agent that you trust. It will make disclosure and transparency less stressful for you.
4. Timing is everything. Start the bonding process before you have a bond need.
5. Make business decisions that support your surety goals.
6. Financial statements prepared by a construction CPA on a percentage of completion basis add weight to your application.
7. Fancy financial statements with lackluster numbers and ratios will not work; so control what your financial statement says about you.
8. Forecast, Plan, Implement, and Repeat - an effective **surety strategy** takes at least three years to execute and yield.
9. Do what large construction companies do in the area of bonding. (Example: Find out what a Work-in-Progress schedule is and use it.)
10. You are the only SUPERHERO in your surety bonding story! Own it!

Event Name - Week 1

Small Contractor Boot Camp
Small Contractor Boot Camp

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