



MEASURE CC

BUILDING NEW OPPORTUNITIES FOR
OUR STUDENTS & OUR COMMUNITY



Session 1

Small Contractor Boot Camp

May 5, 2021



Agenda

- Welcome & Introductions
- Who is SBCCD/Measure CC Overview
- IESBDC Background/How to Get Certified
- Sureties
- Q & A
- Meeting Closes



San Bernardino CCD – Introduction Video



<https://www.youtube.com/watch?v=szsbzdtJalo>

Local Business Outreach

Ynez D. Canela

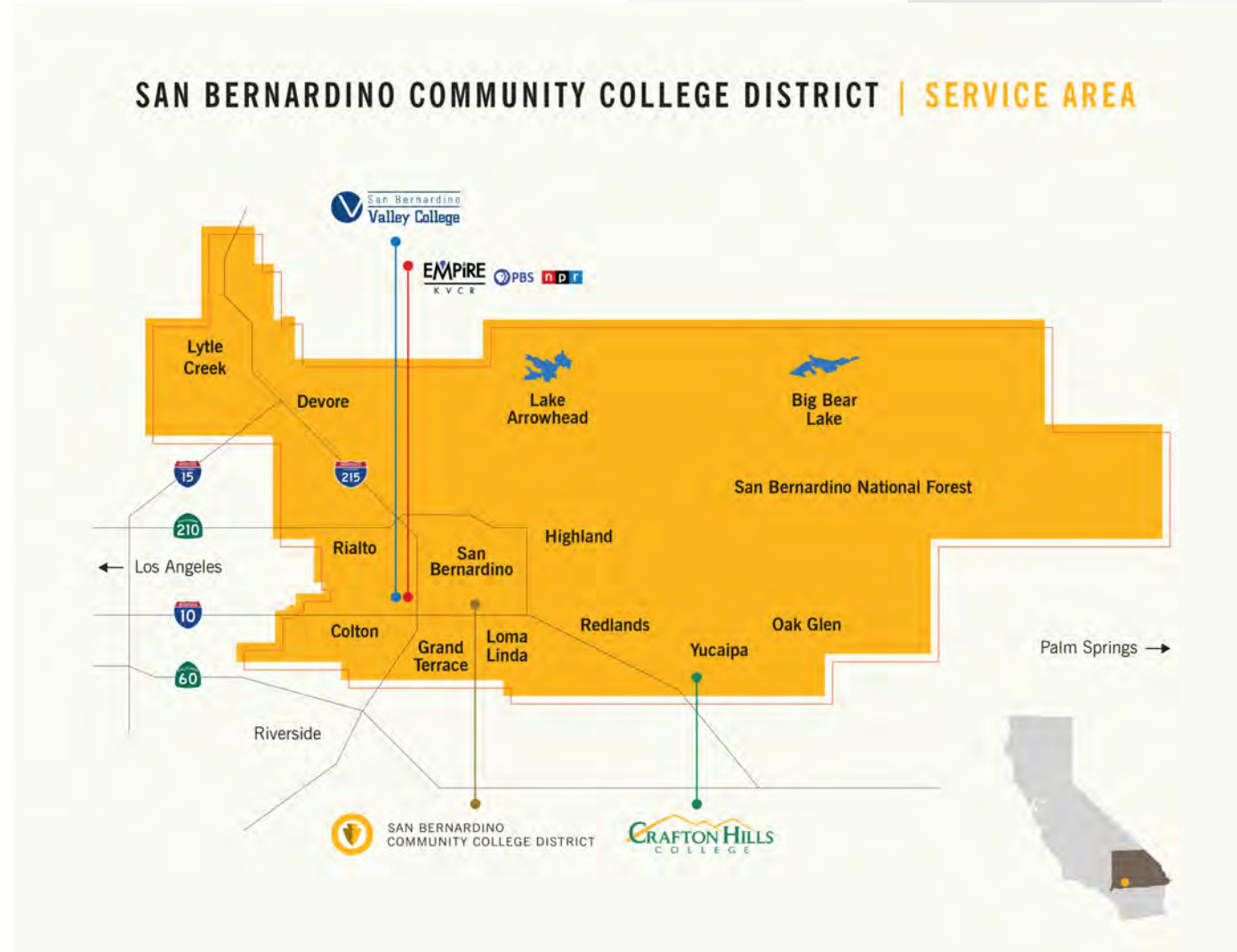


Point of Contact

Administrator
**Local Business
Outreach**
ycanela@sbccd.edu
(909) 381-8427

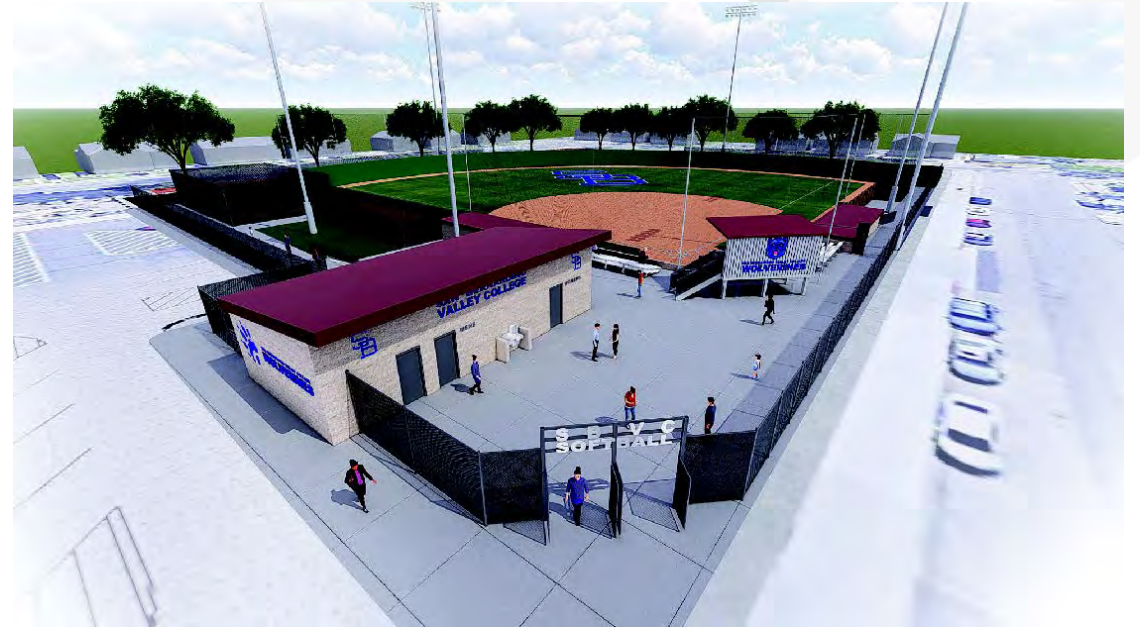
Local Business Outreach

- Goals
- Local Participation
- Economic Impact
- PlanetBids

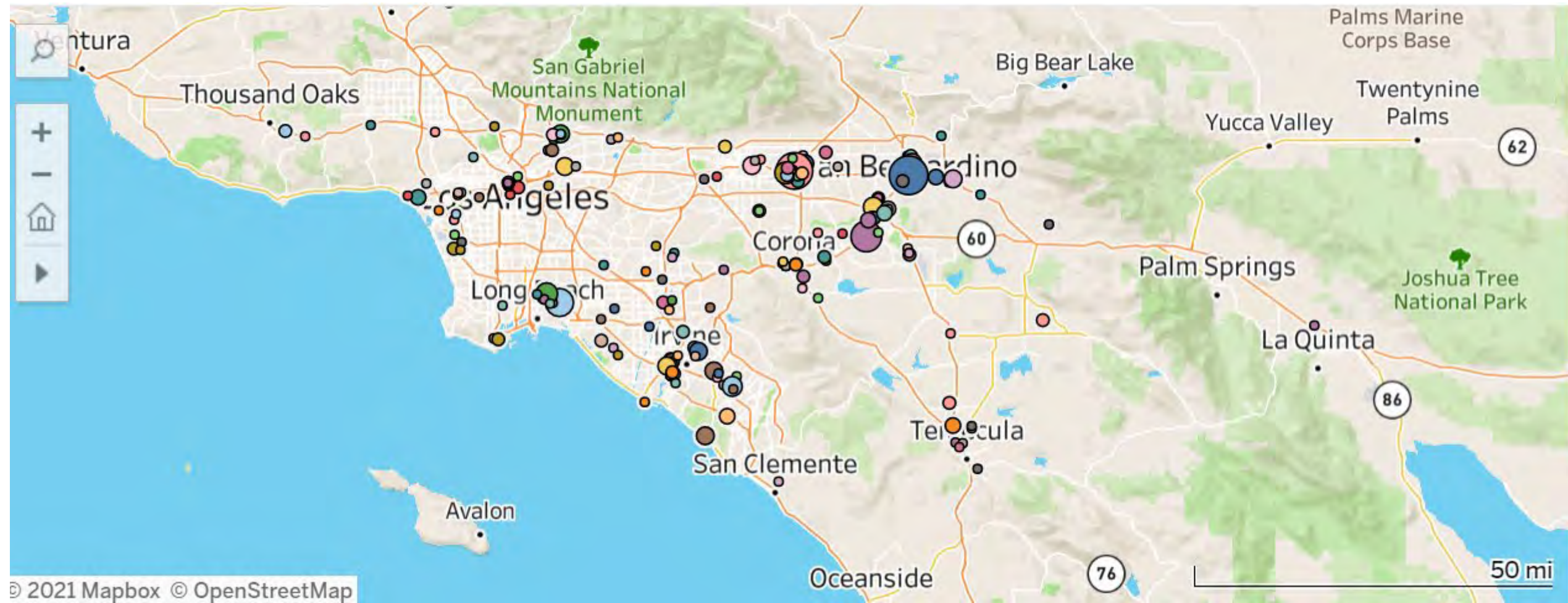


Goals

- 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%

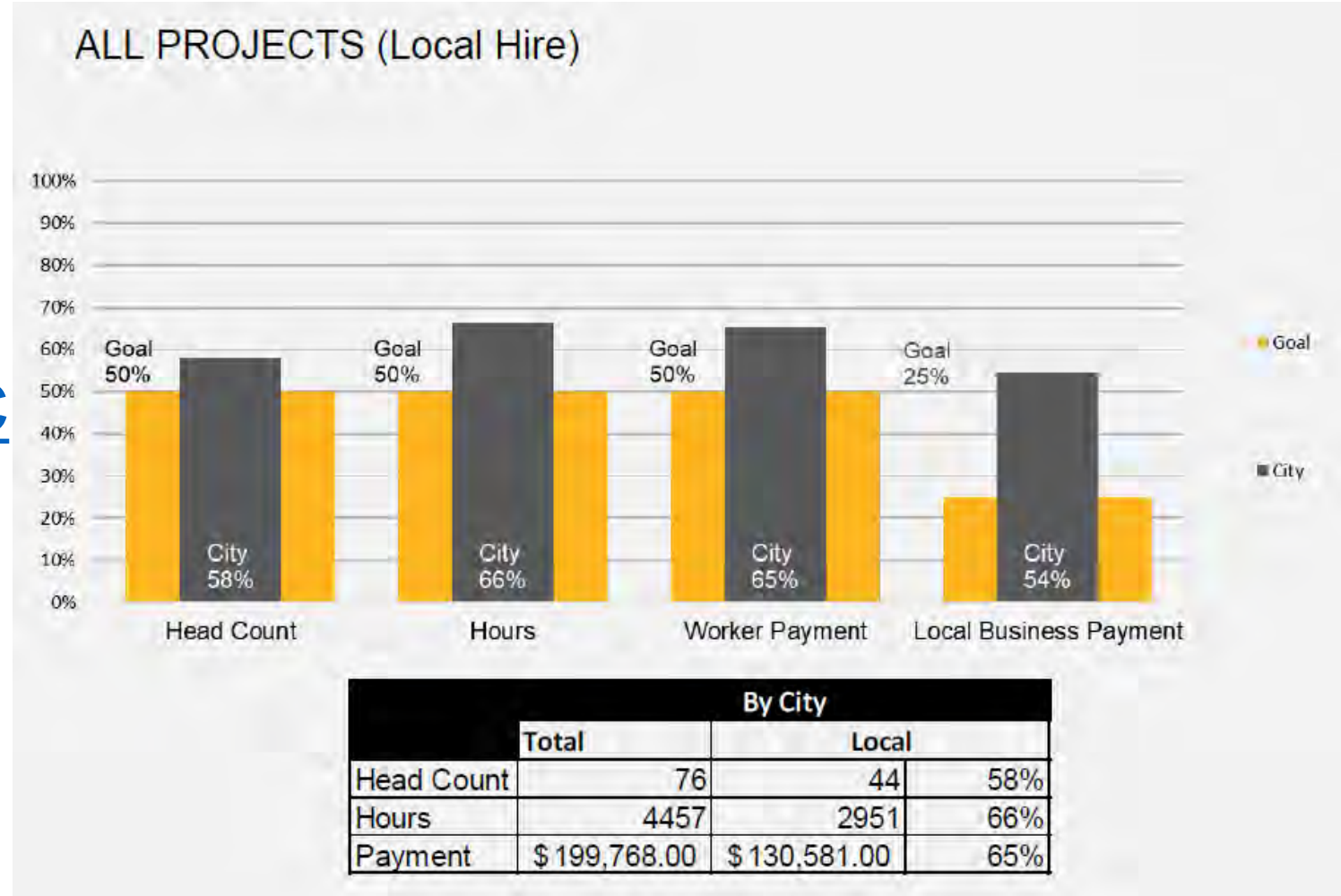


Local Outreach to Date



Economic Impact – Measure CC

- \$11 million
 - Contracted to Date to Local Firms
 - As of March 2021
- Learn more at: www.sbccd.edu/MeasureCC



How to Find Out About Bids









- Register with SBCCCD:

<https://pbsystem.planetbids.com/portal/29414/portal-home>



LOG IN

San Bernardino Community College District Vendor Portal

 <p>NEW VENDOR REGISTRATION Create a new vendor record. If you wish to view or edit an existing vendor, simply Log In.</p>	 <p>BID OPPORTUNITIES Search and bid electronically on opportunities with this agency, download documents, and become a prospective bidder.</p>
 <p>MY CONTRACTS <small>LOGIN REQUIRED</small> Manage your awarded contracts, record payments, add subcontractors, produce reports and charts.</p>	 <p>CERTIFIED VENDORS <small>LOGIN REQUIRED</small> Find Certified Prequalified Businesses</p>
 <p>CONTRACTS <small>LOGIN REQUIRED</small> View public information regarding agency contracts.</p>	 <p>MY INSURANCE <small>LOGIN REQUIRED</small> View and fulfill insurance requests / requirements.</p>

Prequalification Programs

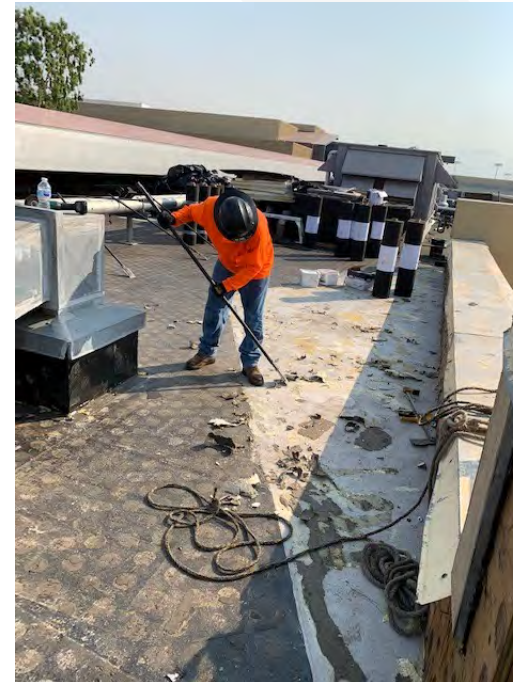
UCCAP

- Informal Bidding process for award of construction contracts valued at \$200,000 or less.

Prequalification

- Program will apply to construction projects between \$200,001 and \$3,000,000.
- Prequalified pools of general contractors (A and/or B licenses) and prequalified pools of subcontractor license classifications.

How to Apply?



AECOM Program Management – Measure CC

Scott Jewell



**Interim Program Manager
AECOM**

scott.jewell@aecom.com

(408) 610-0850

Point of Contact

Verónica Flores



**Program Design Manager
AECOM**

veronica.flores@aecom.com

(310) 980-8370

Program Overview

- \$470M Measure CC Bond
- \$75M Measure M Bond
- \$33M State Funding
- Design-Build and Design-Bid-Build Delivery
- Speed to Market
- Local Participation – Board Policy 6610



MEASURE CC BOND CONSTRUCTION PROJECT LIST

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

DB / Progressive DB Delivery - Projects Updates

Activity

Procurement Date

Design-Build Requests for Qualification & Proposal (D-B RFQP)

- CHC East Valley Public Safety Training Center (DB) Issued March 2021
- SBVC Career Pathways 2 ([Progressive DB](#)) Issued April 2021
- CHC Central Complex 2 Renovation (DB) May 2021
- SBVC Instructional Student Services Building ([Progressive DB](#)) July 2021
- CHC Instructional Building ([Progressive DB](#)) July 2022

CHC East Valley Public Safety Training Center

Project Budget: \$9.5M

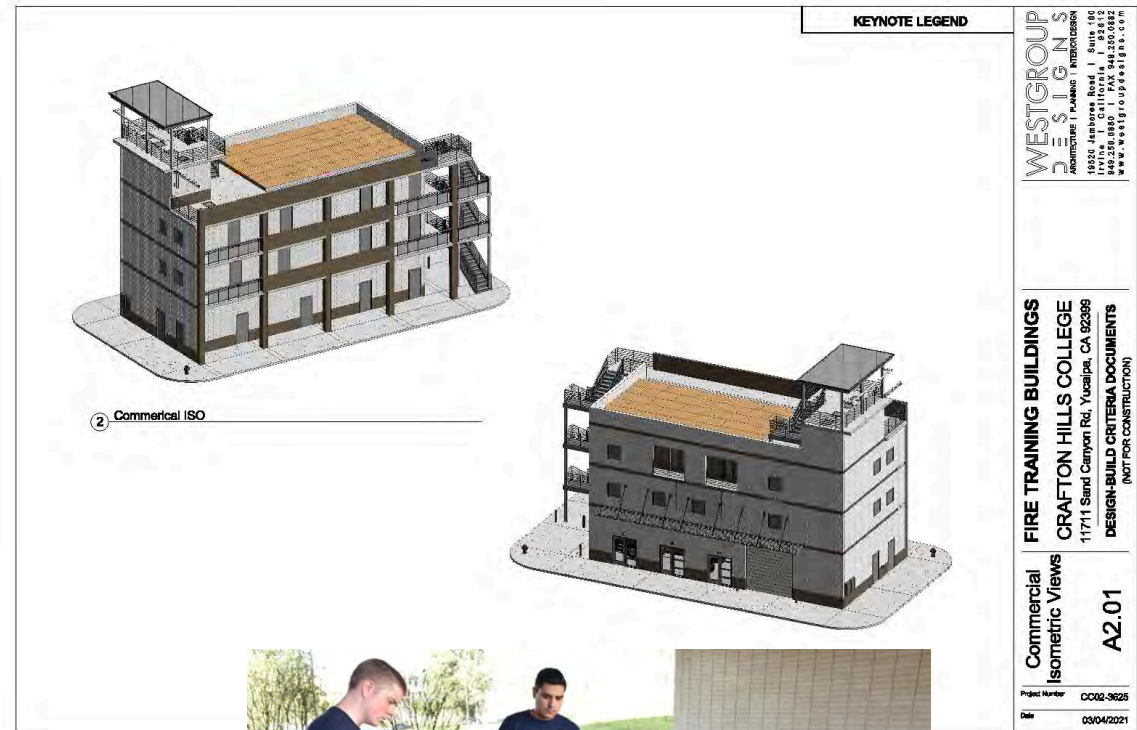
**Delivery Method:
Design-Build**

Project Status:

Design-Build Entity Procurement

Anticipated Start of Construction: Aug 2022

Anticipated Project Completion: Aug 2023



CHC Central Complex 2 Renovation

Total Project Budget : \$17.2M

Delivery Method: Design-Build

Project Schedule:

- **Status:** In Criteria Documentation
- **Design-Build Entity Selection:** Q2 – Q3 2021
- **Construction through Move-In:**
Phase 1: Q3 2022 – Q1 2023
Phase 2: Q1 2023 – Q4 2023



SBVC Career Pathways 2

Project Budget: \$89M

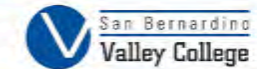
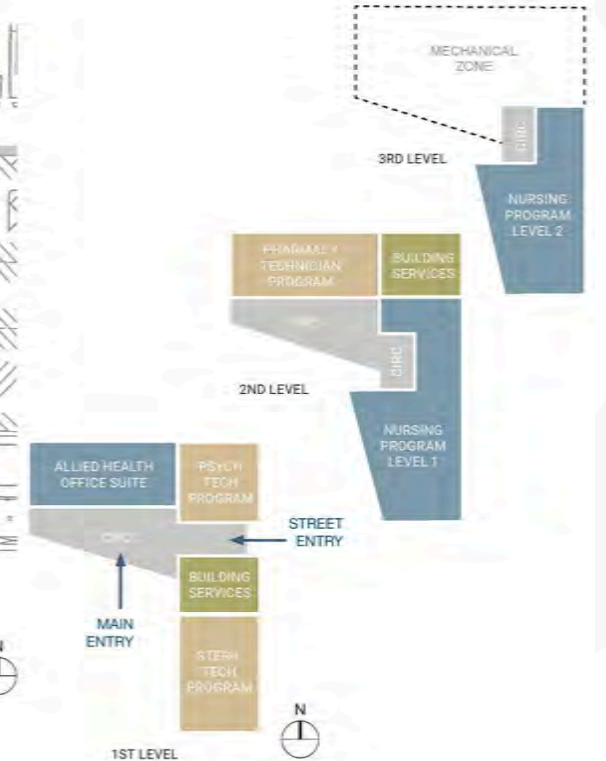
Delivery Method:
Progressive Design-Build

Project Status:
Design-Build Entity Procurement
Anticipated Start of Construction: Jan 2023
Anticipated Project Completion: Sep 2025



2b

PARKING SPACES	
85	DISPLACED
136	NEW
51	NET GAIN



HMC Architects

SBVC Student Services Building

Project Budget: \$104M

**Delivery Method:
Progressive Design-Build**

Project Status:

Criteria Documents and Programming

**Design-Build Entity Procurement: Q2 – Q3
2021**

Anticipated Start of Construction: Jul 2023

Anticipated Project Completion: Sep 2025



Design-Bid-Build Delivery

Active Project Updates



SBVC Technical Building Replacement

Project Budget: \$107M

**Delivery Method:
Design-Bid-Build**

Targeted State Funding: \$33.4M



Project Status:

DSA Review Pending – Next Step Submit to State Chancellor’s Office for Approval

Bid/Award: June 2021 – Sep 2021

Anticipated Start of Construction: Oct 2021

Anticipated Project Completion: Jan 2024



SBVC Softball Field

Project Budget: \$6.2M

Delivery Method:
Design-Bid-Build

Project Status:
In DSA Design Review

Bid/Award: July 2021 – Oct 2021

Anticipated Start of Construction: Aug 2021

Anticipated Project Completion: Mar 2022



CHC Performing Arts Center

Project Budget: \$41M

**Delivery Method:
Design-Bid-Build**

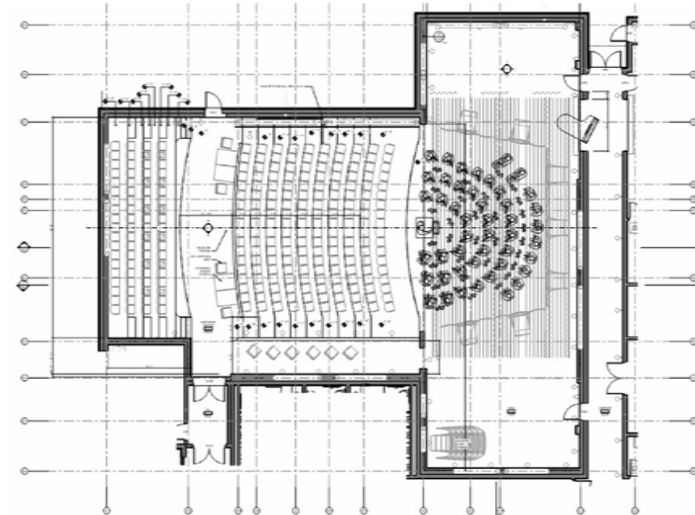
Targeted State Funding: \$6.5M

**Project Status:
In Design**

Bid/Award: Q2 2022 – Q3 2022

Anticipated Start of Construction: Sep 2022

Anticipated Project Completion: Jul 2024



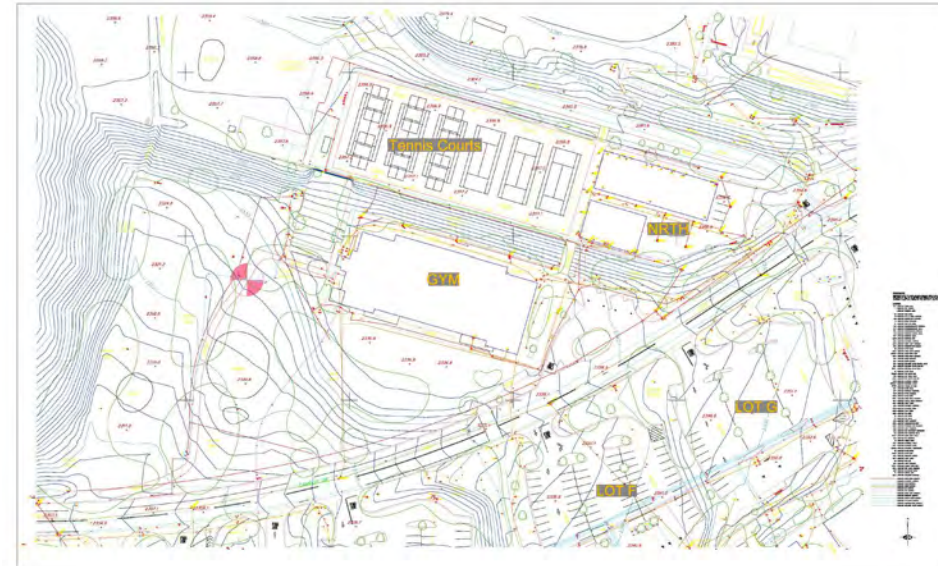
CHC Gym Demolition

Project Budget: \$3.4M

**Delivery Method:
Design-Bid-Build**

Project Status: Closeout

Anticipated Completion: May 2021



CHC Child Development Center Renovation

Project Budget: \$3.7M

Delivery Method:
Design-Bid-Build

Project Status:
In Design

Bid/Award: March 2022 – May 2022

Anticipated Start of Construction: May 2022

Anticipated Project Completion: November 2022



CHC Student Support Building Renovation

Project Budget: \$2.2M

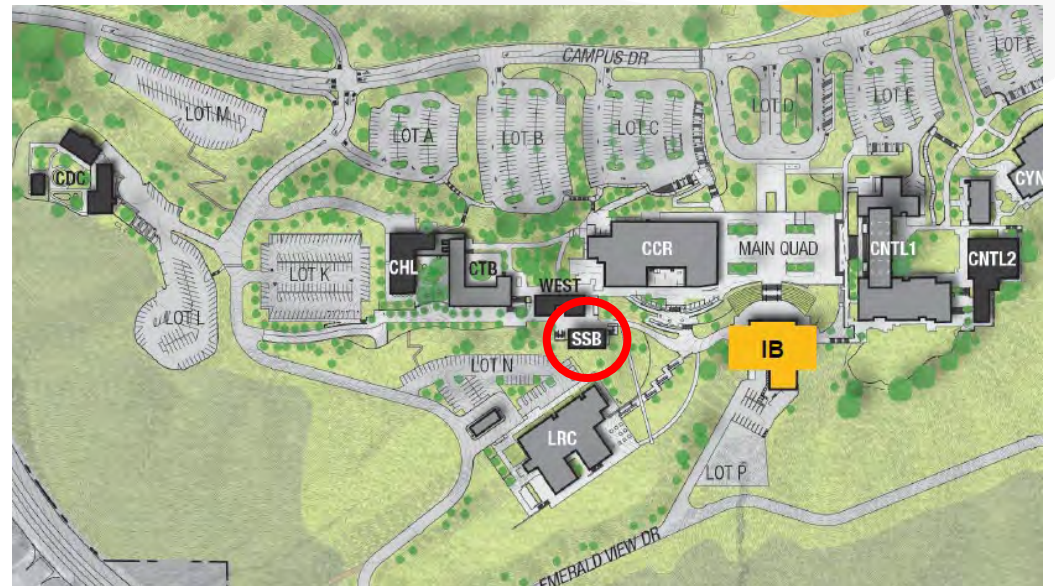
Delivery Method:
Design-Bid-Build

Project Status:
In Design

Bid/Award: Jan. 2022 – April 2022

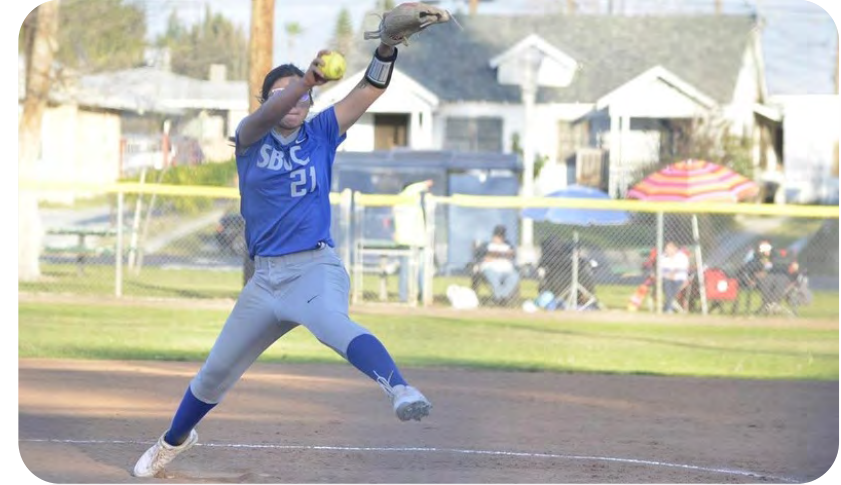
Anticipated Start of Construction: April 2022

Anticipated Project Completion: October 2022



CAMPUS-WIDE INFRASTRUCTURE SUB-PROJECTS

Active Project Updates

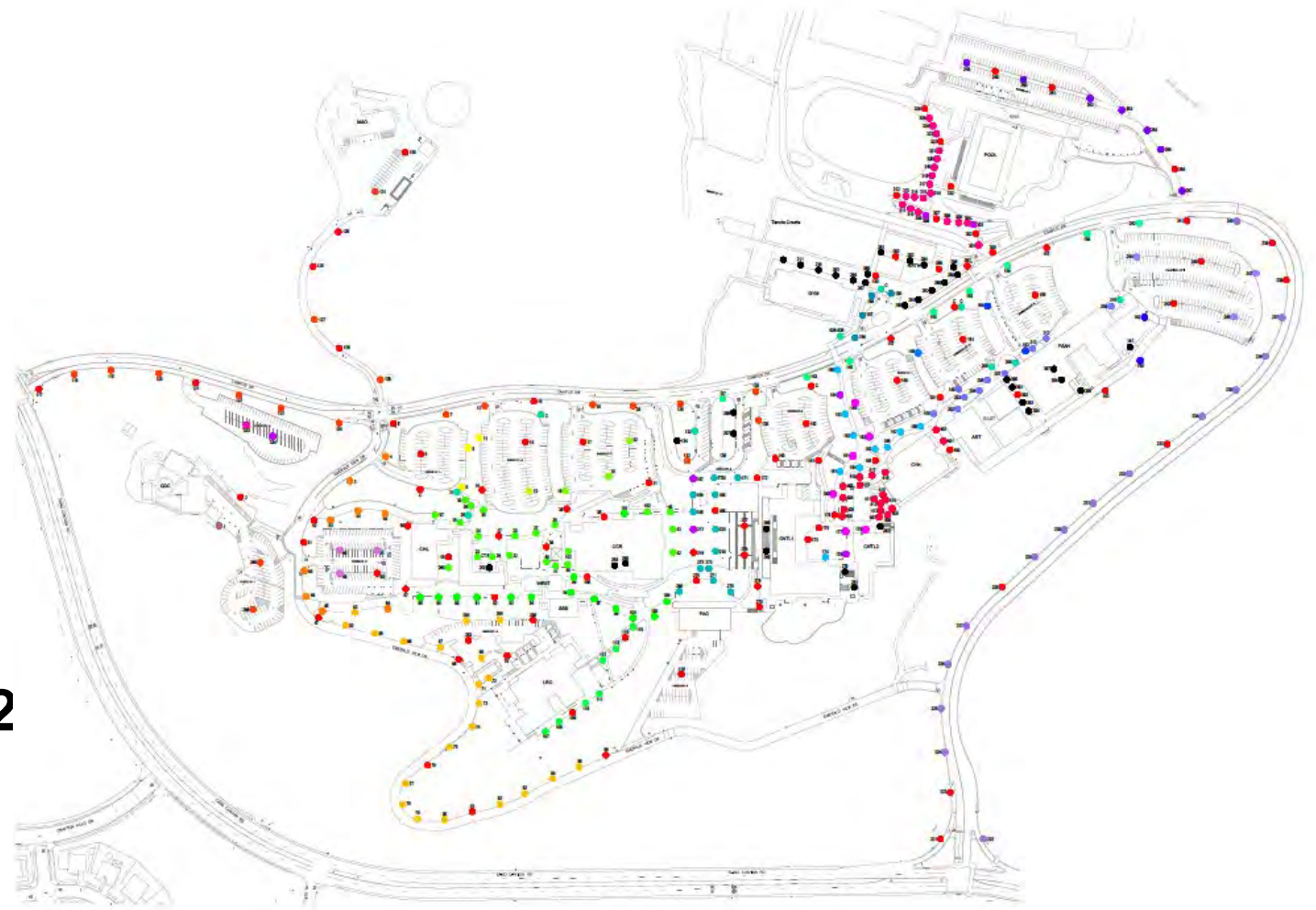


CHC Exterior Lighting Upgrades

Project Budget: \$1.5M

Delivery Method:
Design-Bid-Build

Project Status:
In Construction
Anticipated Completion: June 2

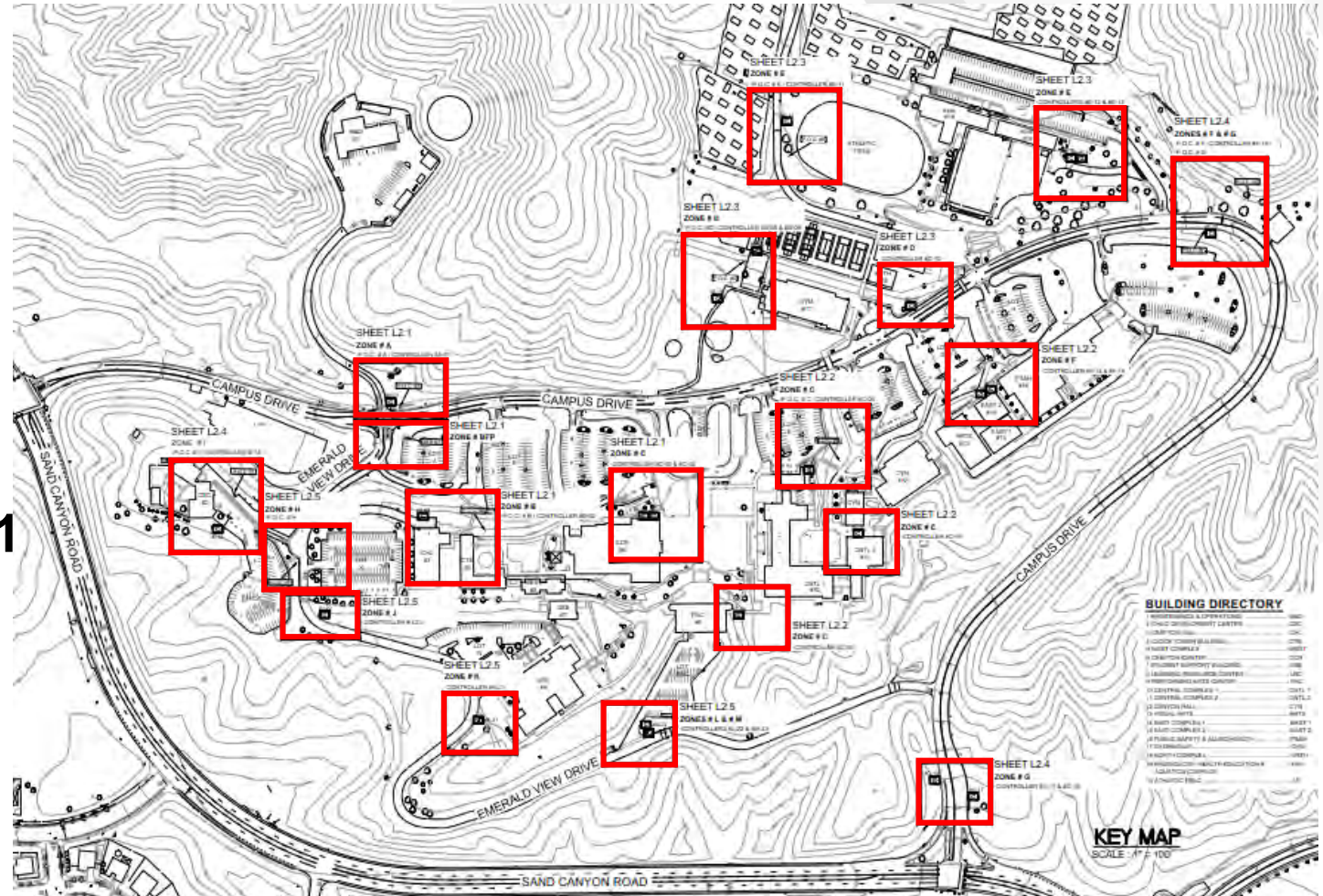


CHC Irrigation Control Upgrade

Project Budget: \$680K

**Delivery Method:
Design-Bid-Build**

**Project Status:
In Construction
Anticipated Completion: July 2021**



CHC Campus Accessibility and Site Improvements

Project Budget: \$600K

**Delivery Method:
Design-Bid-Build**

**Project Status:
In Design**

Bid/Award Phase 1: June 2021 – Sep. 2021

Anticipated Start of Phase 1 Construction: Sep. 2022

Bid/Award Phase 2: Sep. 2021 – Dec. 2021

Anticipated Start of Phase 2 Construction: Dec. 2022

Anticipated Project Completion: Mar. 2022



SBVC Planetarium Upgrades

Project Budget: \$1.1M

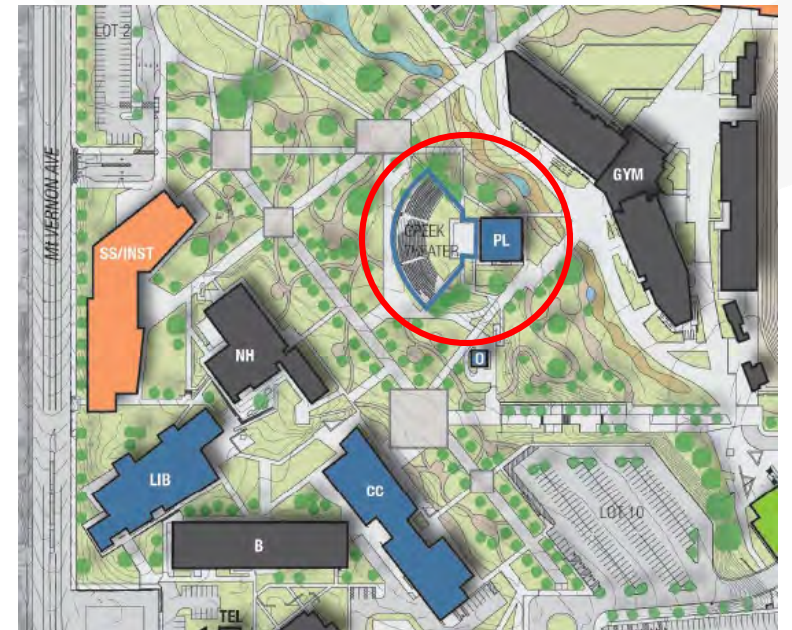
Delivery Method:
Design-Bid-Build

Project Status:
In Design

Bid/Award: Aug. 2021 – Nov. 2021

Anticipated Start of Construction: Nov. 2022

Anticipated Project Completion: April 2022



SBVC Campus Roofing Replacements

CDC, Planetarium, and Observatory Buildings

Project Budget: \$4M

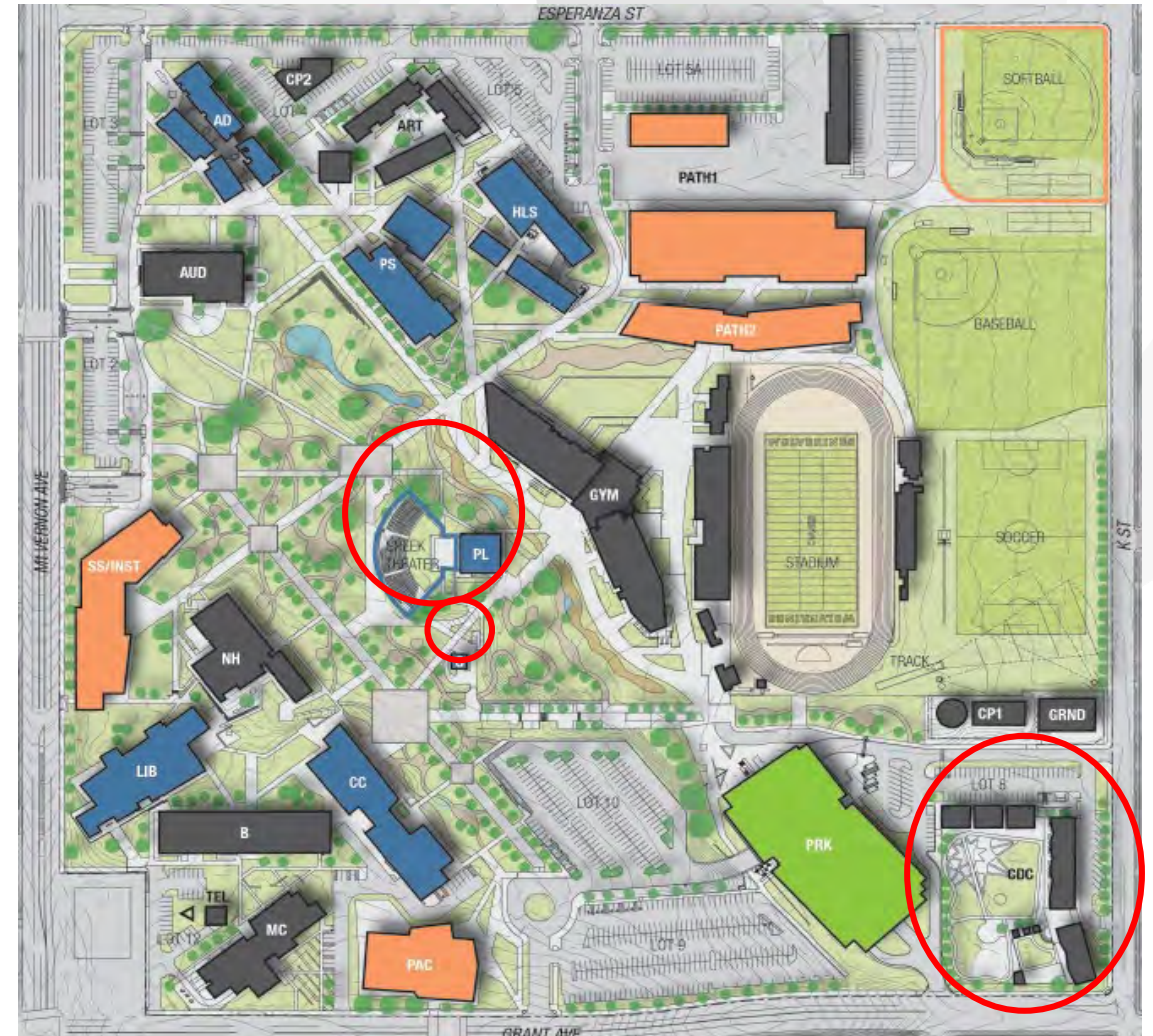
Delivery Method:
Design-Bid-Build

Project Status:
In Design

Bid/Award: June 2021 – Aug. 2021

Anticipated Start of Construction: Aug. 2021

Anticipated Project Completion: Dec. 2021



SBVC East Wing Upgrades

Project Budget: \$4M

Delivery Method:
Design-Bid-Build

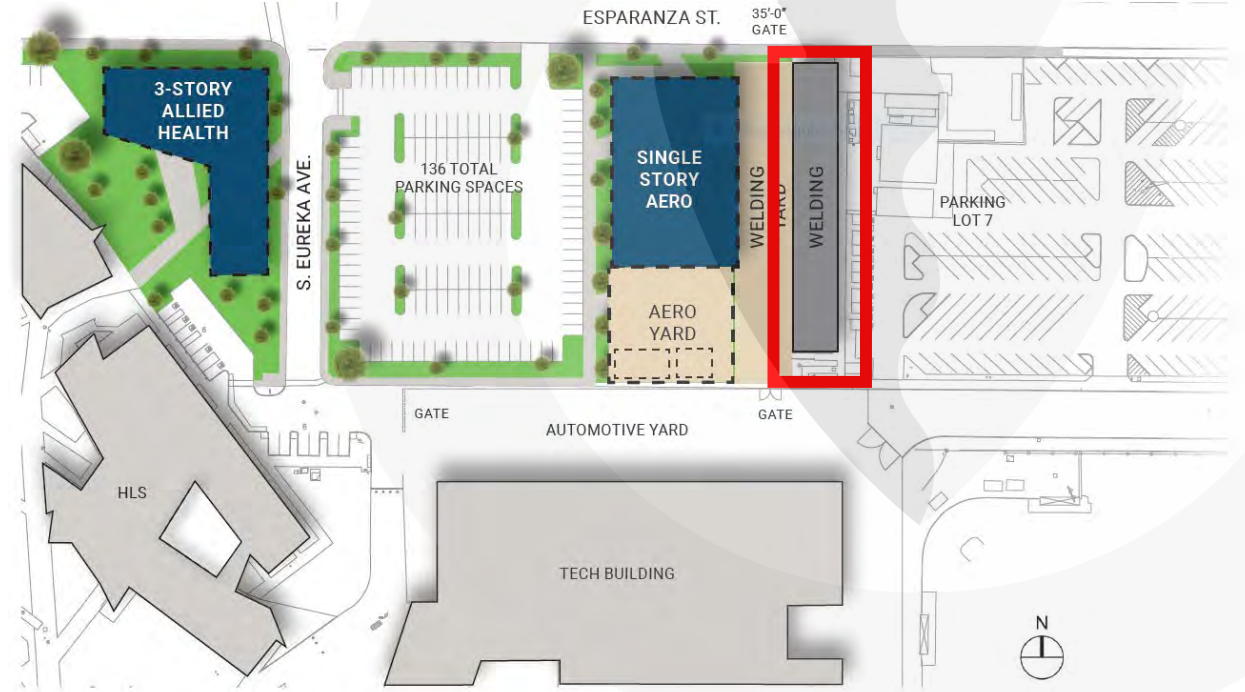
Project Status:

Procurement Design services: May
2021 – July 2021

Bid/Award: Dec. 2021 – March 2022

Anticipated Start of Construction:
March. 2022

Anticipated Project Completion: Oct.
2022





Thank You!





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



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. Funding is not an endorsement of any product, opinion, or service. All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the U.S. Small Business Administration.

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

Contact Us
951-781-2345 | Inlandempresbdc.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](#)

HOME SEARCH RECORDS DATA ACCESS CHECK STATUS ABOUT HELP

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 field 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

http://www.thesupplierclearinghouse.com/ Pages - Metropolitan Water Dis... The Supplier Clearinghouse

https--weblogon.csusb.edu... https--bpd.cdn.sos.ca.gov-c... System for Award Manage... Google Neoserra California CSUF... CRMLS Central Site NAICS & SIC Updates, Man... Inland Empire Small Busine... Yahoo!



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

11:24 AM Monday 5/6/2019

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

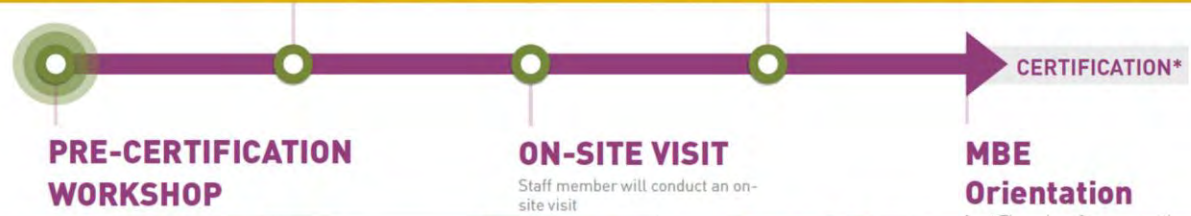
Save the date for the Supplier of the Year awards luncheon on Thursday, July 18th, from 11 - 2 pm at the Hyatt Regency Long Beach



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

https://wbec-west.com/certification-benefits/ Certification Benefits | WBE... x

Join the Ambassador Program Search

WBEC WEST HOME RESOURCES ▾ ABOUT US ▾ CERTIFICATION ▾ TRAINING ▾ EVENTS CORPORATE MEMBERSHIP CONTACT US

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

11:27 AM Monday 5/6/2019

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

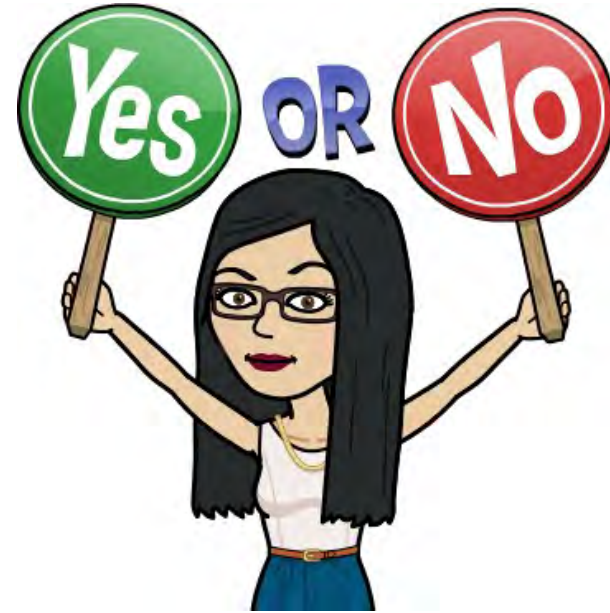


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www.inlandempiresbdc.org
Office 951-781-2345

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
May 5, 2021

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!