

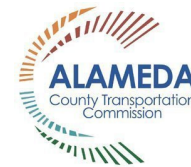


# 2026 RESOURCE FAIR

---

## Breakout Session 2: How to do Business with Public Agencies

11:00 AM – 12:30 PM





# Social Impact Office



*We create equitable access to the airport's economic opportunities – uplifting small, local, and historically underrepresented businesses and supporting a thriving tenant workforce.*

# Who We Are

---

## Social Impact

### Workforce Standards & Development

Ensure continuity of operations at the airport by investing in workforce strength and stability.

### Business & Career Center

Promote economic inclusion by providing individualized support and resource navigation.

### Economic & Community Development

Build a healthy, inclusive entrepreneurial ecosystem by connecting underutilized businesses to airport opportunities.

# Small Business Element

---

The Airport is committed to supporting the participation of small businesses as prime contractors, joint venture partners, and/or sublessees in its concessions through SFO's Small Business Element:

Small Business Enterprise  
(SBE)



Small Business Enterprise  
Concession (SBEC)





# Questions and Contact

Please complete the event engagement form



## Location

### **Business and Career Center**

International Terminal A – Departures Level (across from the SFO Medical Clinic)



## Contact

[smallbusiness@flysfo.com](mailto:smallbusiness@flysfo.com); 650-821-5021

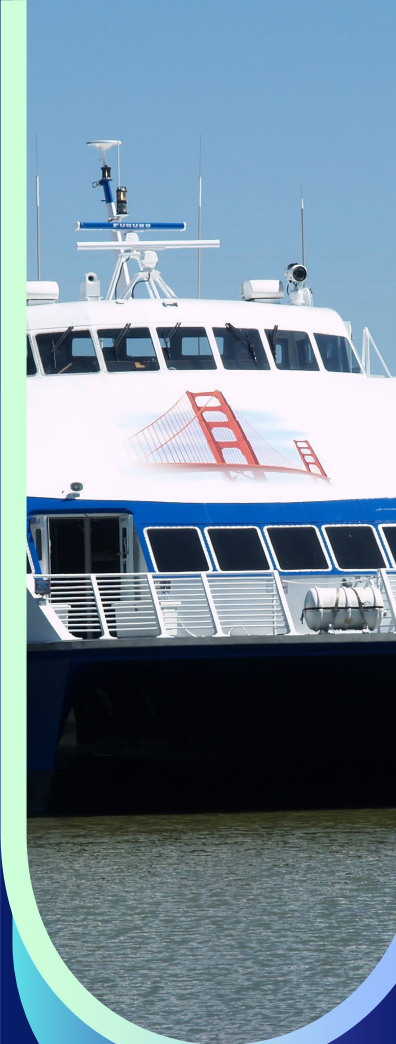
<https://www.flysfo.com/business/small-business-development>



# How to do Business With Public Agencies

**SFO Resource Fair:**  
*Building Pathways Where  
Opportunity Takes Flight*

March 24, 2026



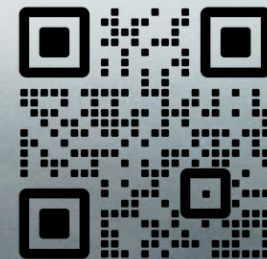


# INTRODUCTION

Artemisé Davenport  
Manager, SBE Compliance Programs

## **Business Opportunity Program**

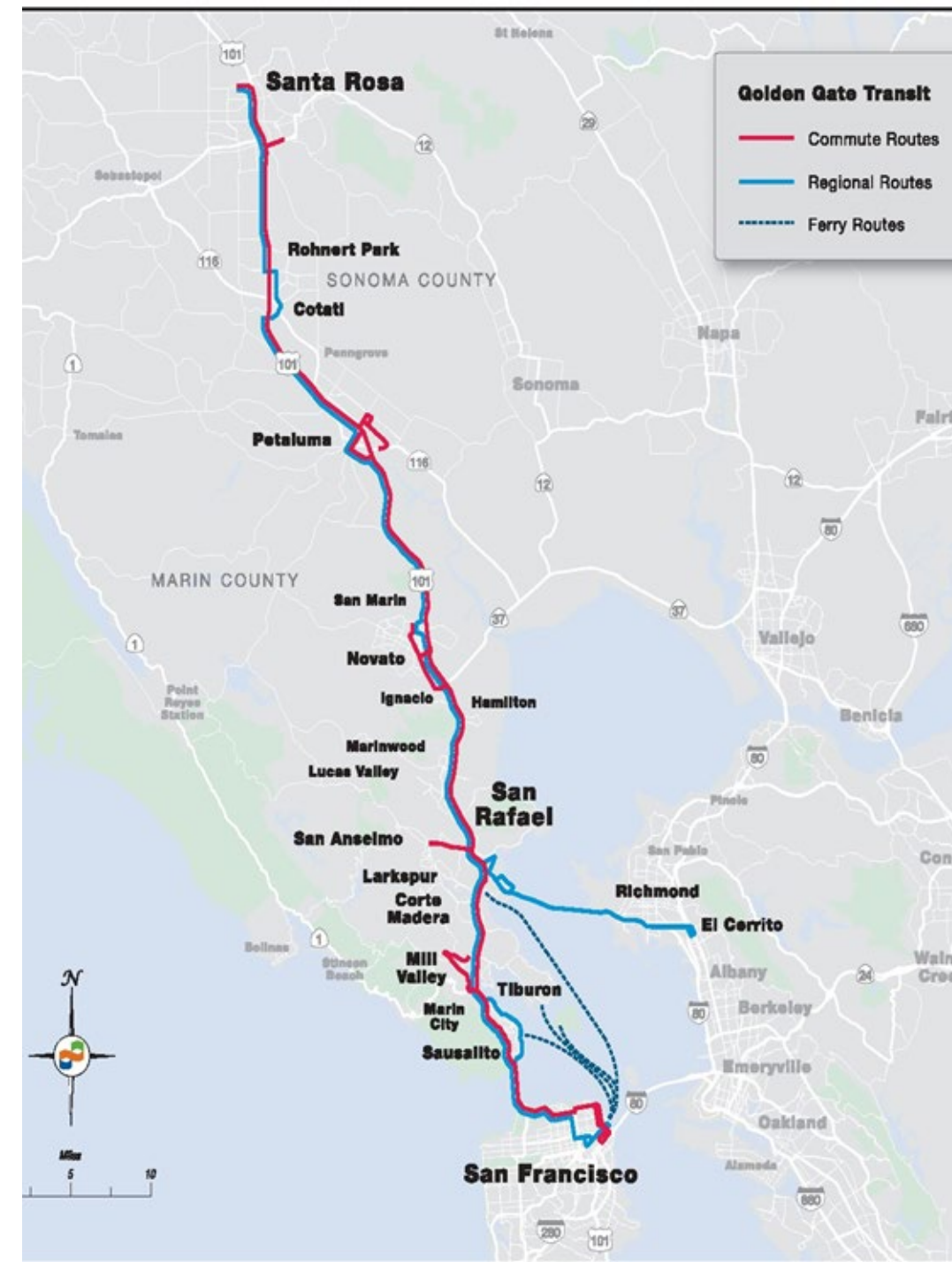
- Disadvantaged Business Enterprise (DBE)
- Small Business Enterprise (SBE)



# ABOUT US

[www.goldengate.org](http://www.goldengate.org)

- Special District of the State of California
  - No local sales tax or general funds
  - Toll revenues, state, and federal funds
- Own 147 buses - Service Areas: Contra Costa, Marin, San Francisco, and Sonoma counties
- Own 7 vessels - Liwa on the way! Services Areas: Larkspur, Tiburon, San Francisco, Angel Island, and Sausalito



# WHAT WE PROCURE

---

## Commodities

cameras - computers - construction/electrical supplies - fuel - heavy equipment - janitorial supplies - paint - PPE - photo copiers

## Construction

building facilities - fuel islands - berths - roof rehabilitation - seismic retrofit - parking lots - solar panels - elevators - drydocking

## Service Contracts

advertising - photo copiers - film & video - IT - graphic design - uniforms - pest control - carpet installation - janitorial - security guards

## Professional Services

bridge inspections - underwater inspections - land surveying - grant writing/management - environmental testing - external audit

# VENDOR REGISTRATION

<https://www.goldengate.org/district/doing-business/register-as-a-vendor/>

**REGISTRATION IS EASY AND FREE!**

Avoid missing notifications. Add @bonfire.com to your "safe" list  
Select "Interest in Subcontracting"



Portal

Log In

Register

## Procurement Portal

Golden Gate Bridge, Highway and Transportation District



Open Public Opportunities   Past Public Opportunities   Public Contracts

Search

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	2026-B-012	Golden Gate Suspension Bridge Seismic Retrofit, Contract 1 North and South Towers and North and South Side Spans Construction Scheduling and Claim Review Services	Mar 18th 2026, 4:00 PM PDT	< 1	View Opportunity
OPEN	2026-D-020	Third Party Workers' Compensation, Claims Administration and Ancillary Services	Apr 8th 2026, 4:00 PM PDT	22	View Opportunity

[Technical Support](#)   [Portal Security](#)   [Terms of Service](#)   [Privacy Policy](#)   [Sitemap](#)

# UPCOMING CONTRACTING OPPORTUNITIES

Solicitation Number	Contract Name	Projected Advertisement	Estimate \$	Contact
2025-B-051	Alexander Avenue Improvements Design Services	TBD	TBD	Melissa Martin
2025-BT-005	San Rafael Bus Facility Heavy Duty Shop Overhead Crane	TBD	TBD	Melissa Martin
2025-F-003	LFT Service Building Roof Rehabilitation	TBD	\$350,000	Melissa Martin
2025-B-103	Golden Gate Suspension Bridge Seismic Retrofit Contract 1 North and South Towers and North and South Side Spans Construction Scheduling and Claim Review Services	TBD	TBD	Melissa Martin
TBD	Golden Gate Bridge South Approach Viaduct Truss Span Stringer Repair	TBD	TBD	Melissa Martin
TBD	Drydocking and Capital Improvements of the MV Del Norte	Q1-2026	\$750k	Johnathan Lucas
2025-F-092	LFT Mooring Camels Restoration	Q1-2026	\$1.5M	Johnathan Lucas
TBD	Drydocking and Capital Improvements of the MS San Francisco	Q1-2026	TBD	Johnathan Lucas
2025-BT-TBD	Hastus Bus Scheduling Support Services	Q2 - 2026	TBD	Dodie Goldberg
2026-D-020	Third Party Workers' Compensation Administration	March 2026	TBD	Dodie Goldberg
2026-B-003	Window Washing Services	March - April	TBD	Dodie Goldberg
2026-D-TBD	Cisco and Palo Alto Networks	TBD	TBD	Marcellus Jasper



Grow your  
small  
business

# BUSINESS OPPORTUNITY PROGRAMS

## **Disadvantaged Business Enterprise (DBE)**

- No DBE goals - no monitoring due to [Interim Final Rule \(IFR\) - October 3, 2025](#)
- All other DBE regulations apply

## **Small Business Enterprise (SBE)**

- Contract-specific SBE goals (federal and non-federal)
- IFR impact - No race/gender based SB certifications
- State & Federal Certifications:
  - California Department of General Services
  - Government Entities
  - U.S. Small Business Administration

# STRATEGIES FOR SUCCESS

- **Attend Pre-Bid/Proposal Meetings**
  - Meet key District staff and potential bidders/proposals
  - Learn more about project details/scope of work...ASK QUESTIONS!
- **Q&A Period**
  - Opportunity to address any uncertainty with the proposal requirements
- **Bid/Proposal Submission**
  - In-Person vs. Bonfire
  - Evaluation criteria/Non-responsiveness
- **Interview Preparation**
  - Well-crafted presentation
- **Request Debrief Meeting**
  - Understand ranking and opportunities for improvement

# PROCUREMENT DEPARTMENT CONTACTS

## Administration

Brian Garrity, CPSM, C.P.M., CPPB, Director of Procurement  
415.923.2208

[bgarrity@goldengate.org](mailto:bgarrity@goldengate.org)

Theresa Fukuno, CPCP, Procurement Program Analyst  
415.923.2257

[tfukuno@goldengate.org](mailto:tfukuno@goldengate.org)

## Bus Division

Marianne Waterman, Senior Buyer (services and equipment)  
415.257.4481

[mwaterman@goldengate.org](mailto:mwaterman@goldengate.org)

Daniel Sowash, Buyer (commodities)  
415.257.4455

[dsowash@goldengate.org](mailto:dsowash@goldengate.org)

## Ferry Division

Johnathan Lucas, CPSM, Contracts Officer (services)  
415.923.2091

[jlucas@goldengate.org](mailto:jlucas@goldengate.org)

Jeff Magee, Buyer (commodities)  
415.925.5584

[lteng@goldengate.org](mailto:lteng@goldengate.org)

## Bridge and District Divisions

Nicole Gilardi, Purchasing Officer  
415.923.2317

[ngilardi@goldengate.org](mailto:ngilardi@goldengate.org)

K.J. Quick, Buyer (commodities)  
415.923.2281

[kjquick@goldengate.org](mailto:kjquick@goldengate.org)

Lindy Teng, Senior Buyer (services and equipment)  
415.923.2316

[lteng@goldengate.org](mailto:lteng@goldengate.org)

Johnathan Lucas, CPSM, Contracts Officer  
415.923.2091

[jlucas@goldengate.org](mailto:jlucas@goldengate.org)

Dodie Goldberg, Senior Buyer (services)  
415.923.2087

[dgoldberg@goldengate.org](mailto:dgoldberg@goldengate.org)

Marcellus Jasper, Senior Buyer (services)  
415.923.2067

[mjasper@goldengate.org](mailto:mjasper@goldengate.org)

## Other Contacts

Melissa Martin, Engineering Contracts Officer  
415.923.2094

[mmartin@goldengate.org](mailto:mmartin@goldengate.org)

Artemisé Davenport, Manager, SBE Compliance Programs  
415.257.4581

[adavenport@goldengate.org](mailto:adavenport@goldengate.org)

# STAY CONNECTED!

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THANK YOU!

[ADAVENPORT@GOLDENGATE.ORG](mailto:ADAVENPORT@GOLDENGATE.ORG)

415-257-4581



**GOLDEN GATE BRIDGE**<sup>®</sup>  
HIGHWAY & TRANSPORTATION DISTRICT

# 2026 SFO Resource Fair

## How to do Business with MTC

March 24, 2026

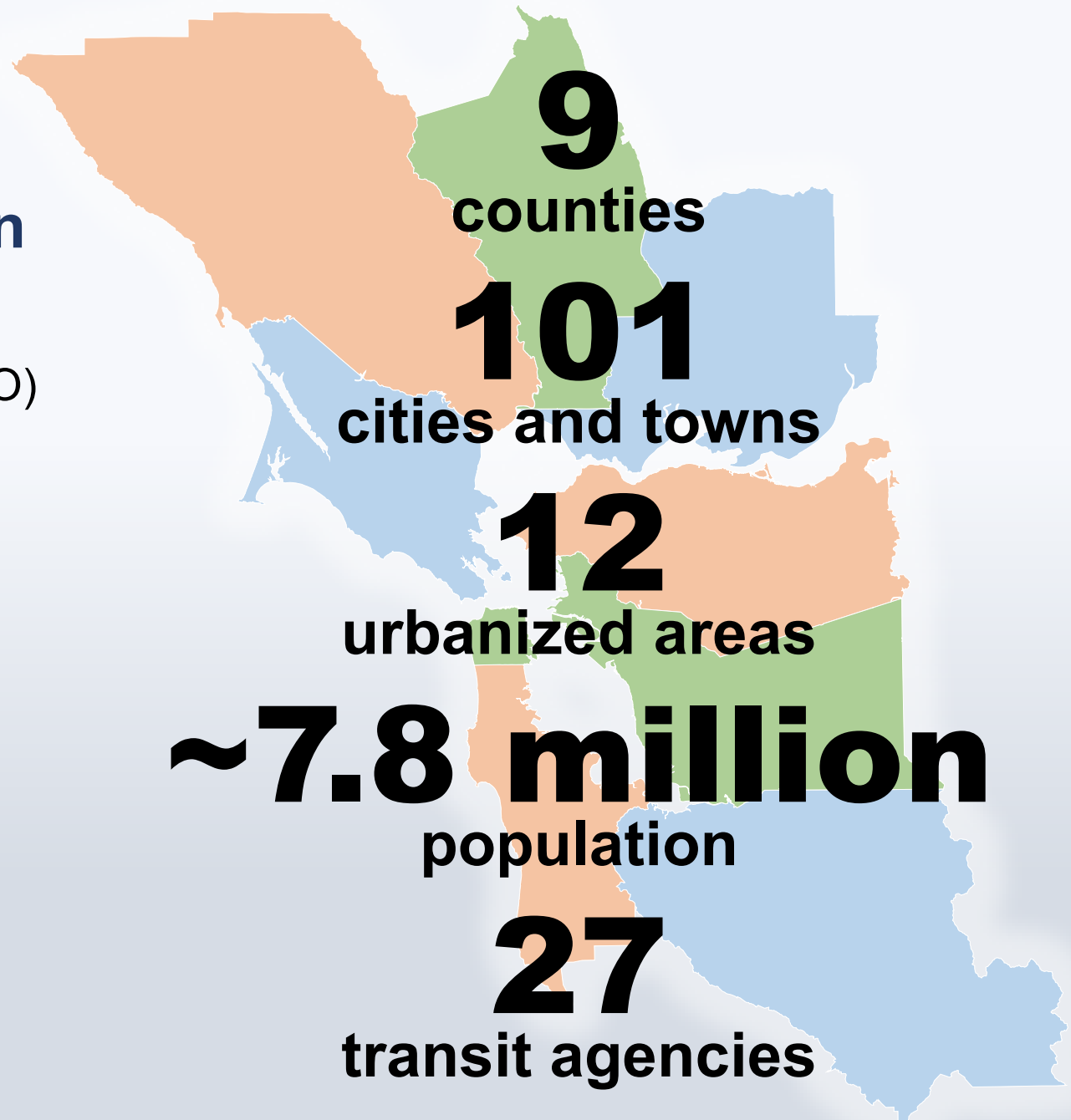


METROPOLITAN  
TRANSPORTATION  
COMMISSION

# Metropolitan Transportation Commission (MTC)

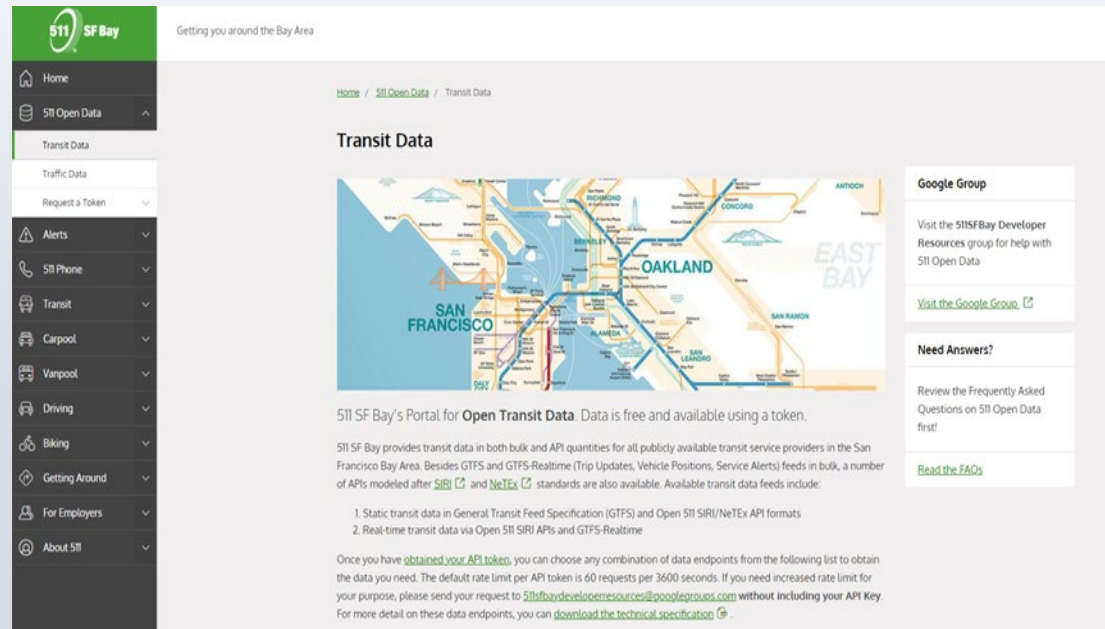
Metropolitan Planning Organization (MPO)  
for the San Francisco Bay Area

Provides planning, funding, coordination  
and technical assistance to cities,  
counties, transit agencies and other  
partners.



# What We Do?

We are a part of every trip you take! MTC supports the streets, roads, highways, transit systems, airports and other transportation resources that help the region's 7 million residents.



# MTC is Many Agencies in One



**BAIFA**  
BAY AREA INFRASTRUCTURE  
FINANCING AUTHORITY

**BAHA**  
BAY AREA HEADQUARTERS AUTHORITY



# Disadvantaged Business Enterprise Program

- Applicable to Federally funded Procurements and Contracts.
- Program is currently suspended until all DBE's in the state of California are reevaluated under new requirements.
- Caltrans Upcoming webinars to learn about reevaluation updates:  
**Questions & Answers (Q&A)**  
April 1, April 2, April 6, and April 14, 2026, 10 am PST



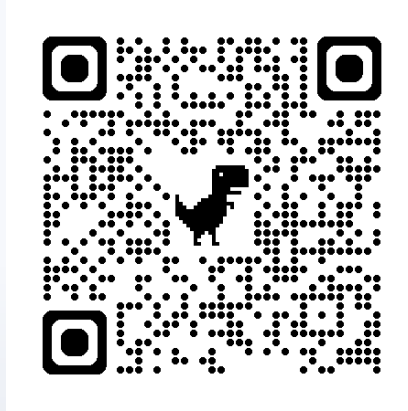
# Small Business Enterprise Program

- Applicable to non-Federally funded contracting opportunities across materials, supplies, services, and construction.
- Preference based program.
  - 5-point bid preference for subcontracting 25%.
  - 10-point bid preference for subcontracting 40%.
- Certifications accepted:
  - CA DGS
  - Disadvantaged Business Enterprise, Minority Business Enterprise, Women Business Enterprise, Disadvantaged Veteran Business Enterprise, LGBTQ+ Business Enterprises.



# Steps to get Started

- Register as a vendor:



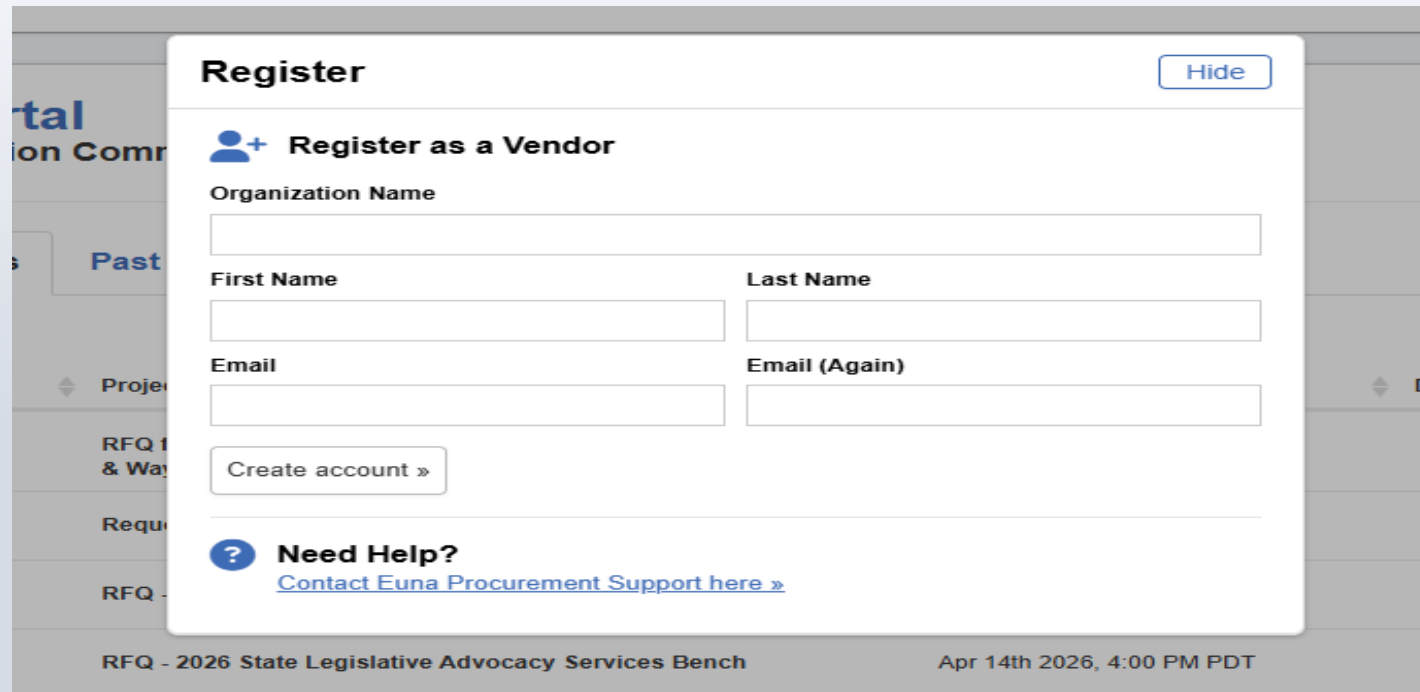
- Review list of current and upcoming contracting opportunities.
- Attend pre-bid, pre-proposal, and networking meetings.



# How to do Business with MTC

Register as a vendor to view current and upcoming contracting opportunities:

<https://mtc.bonfirehub.com/portal/?tab=login>



The screenshot shows a 'Register' modal window on a web portal. The modal has a title 'Register' and a 'Hide' button in the top right corner. Below the title is a section for 'Register as a Vendor' with a person icon and a plus sign. The form contains the following fields: 'Organization Name' (a single wide input), 'First Name' and 'Last Name' (two side-by-side inputs), 'Email' and 'Email (Again)' (two side-by-side inputs). Below these fields is a 'Create account »' button. At the bottom of the modal, there is a 'Need Help?' section with a question mark icon and a link: 'Contact Euna Procurement Support here »'. The background of the portal is dimmed, showing a sidebar with 'Past' and 'Project' sections, and a main content area with 'RFQ 1 & Wa' and 'Requ' visible. At the bottom of the page, there is a footer with 'RFQ - 2026 State Legislative Advocacy Services Bench' on the left and 'Apr 14th 2026, 4:00 PM PDT' on the right.

# MTC Procurement Portal

## Procurement Portal Metropolitan Transportation Commission



Open Public Opportunities

Past Public Opportunities

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	RNM-RFQ-28539	RFQ for Progressive Design Build Contractor for Regional Mapping & Wayfinding Project	Mar 30th 2026, 4:00 PM PDT	13	<a href="#">View Opportunity</a>
OPEN	28790	Request for Qualifications (RFQ) for 2026 Website Support Services	Mar 31st 2026, 4:00 PM PDT	14	<a href="#">View Opportunity</a>
OPEN	Finance-RFQ-28799	RFQ - 2026 Audit, Attestation, and Consulting Services Bench	Apr 8th 2026, 5:00 PM PDT	22	<a href="#">View Opportunity</a>
OPEN	LPA-RFQ-28804	RFQ - 2026 State Legislative Advocacy Services Bench	Apr 14th 2026, 4:00 PM PDT	28	<a href="#">View Opportunity</a>
OPEN	CART-RFP-2026	OPEN ROAD TOLLING SYSTEM FOR THE BAY AREA TOLL BRIDGES (RFP)	Jul 15th 2026, 5:00 PM PDT	120	<a href="#">View Opportunity</a>

[Technical Support](#) [Portal Security](#) [Terms of Service](#) [Privacy Policy](#) [Sitemap](#)



ASSOCIATION OF BAY AREA GOVERNMENTS  
METROPOLITAN TRANSPORTATION COMMISSION

# Upcoming Contracting Opportunities

RFP	Construction Management Services for West Oakland Link	Spring 2026
RFP	511 Website Operations and Support Services	Spring 2026
RFP	Motorist Aid System Support	Spring 2026
RFP	Call Box Removal Design Support	Summer 2026
RFP	PBA 2060 – On-call Engagement Consultants	Summer 2026
RFP	Public Engagement Bench	Summer 2026
RFP	EL Host System (Tolls)	Fall 2026



# Tools and Resources

- [Caltrans District 4 Calmentor Program](#) provides business development opportunities for Architectural and Engineering firms.
- Sign up for the BOC newsletter to receive quarterly contracting opportunities for up to 30 transit agencies throughout the region, and notifications for workshops and networking events.
- Free procurement technical assistance:  
<https://www.apexnorcal.org/>



# MTC Contracts Team



**Michael Brinton**

Acting Section Director  
Procurement, Risk, and Property  
Management

- Contact:  
[mbrinton@bayareametro.gov](mailto:mbrinton@bayareametro.gov)



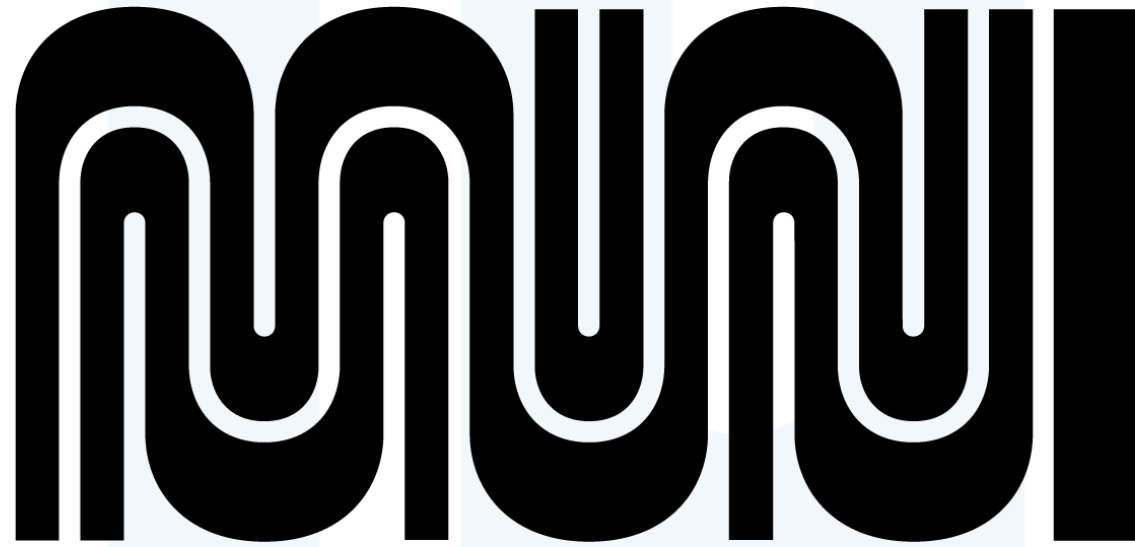
**Luz Campos**

Outreach and Compliance Specialist

- Small business support and advocacy – engagement, resources, counseling
- Track small business participation in contracts
- Contact:  
[lcampos@bayareametro.gov](mailto:lcampos@bayareametro.gov)



**SFMTA**



# Doing Business with SFMTA

**Kamal Hubbard**

**Contract Compliance Officer II**

**SFO + Oakland Resource Fair | March 24, 2026**



**SFMTA**

# SFMTA Background

The San Francisco Municipal Transportation Agency (**SFMTA**) was created by the consolidation of the San Francisco Municipal Railway (**MUNI**), the Department of Parking and Traffic (DPT), and the Taxicab Commission. The agency oversees public transport (bus and fixed rail), taxis, bicycle infrastructure, pedestrian infrastructure, and paratransit for the City and County of San Francisco. The SFMTA delegates its authority to several divisions within the agency. These divisions are tasked with managing specific aspects of the city's transportation such as transit, street design, parking, taxis, and more.



SFMTA



# Doing Business with SFMTA



SFMTA

# Upcoming Procurement Opportunity

## **Train Control Upgrade Project (TCUP)**

The **Train Control Upgrade Project (TCUP)** is a major modernization effort to replace and expand Muni Metro's existing train control system. SFMTA has contracted Hitachi Rail to design and supply a new state-of-the-art Communications-Based Train Control (CBTC) system that will improve train reliability, increase tunnel capacity, and support more frequent service across the Muni Metro network.

**Phase 1** will install the new system on surface segments of the **N Judah** and **T Third** lines. This pilot phase allows performance monitoring and system refinement before expansion into the **Market Street** and **Central subways**. **Phases 2–7** extend the new system into the subway and all remaining street-level track segments, ultimately covering the entire Muni Metro network.

SFMTA will supply Hitachi-provided equipment, while contractors must procure all required shop materials, estimate quantities, and include related costs in their bids. Contractors must provide project management, scheduling, quality oversight, safety compliance, traffic control, security, logistics planning, storage, subcontractor coordination, and complete documentation to support construction and installation activities.

**Timeline:** RFQ July/August 2026



**SFMTA**

# SFMTA Small Business Programs

DBE Certification	SBE Verification
Program under reevaluation per IFR	Must be “Small” as per the SBA
Program resumes after reevaluation	Provides SBE status to small businesses
New goal setting later this year	SBE status only on SFMTA contracts

## Doing Business with SFMTA

# Local Business Enterprise Advisory Committee (LBEAC)

We advise the CMD Director and other City Leaders on how to make the LBE Program better.



## Upcoming 2026 LBEAC Meetings

February 5, 2026; April 2, 2026; June 4, 2026; August 6, 2026;  
October 1, 2026; December 3, 2026

[Kamal.Hubbard@SFMTA.com](mailto:Kamal.Hubbard@SFMTA.com)

(415) 646-4094



San Francisco  
**Water Power Sewer**  
Services of the San Francisco Public Utilities Commission

# **SFO Annual Resource Fair**

## **San Francisco Public Utilities Commission**

Tuesday, March 24, 2026

Helen Duhe, Regional and Disadvantaged Business  
Liaison, Infrastructure Division

# Overview SFPUC

---

- Retail water and wastewater services
  - San Francisco
- Wholesale water
  - Alameda, Santa Clara, and San Mateo
- Solar and green hydroelectric power
- Three Enterprises
  - Water, Wastewater, Power



# San Francisco Regional Water System



Hetch Hetchy  
Regional Water System

Services of the San Francisco Public Utilities Commission

## SFPUC-LBE Program Benefits

- **Discounts for certified prime bidders on certain projects**
- **Subcontractor participation requirements**

# Upcoming Contracting Opportunities

## SFPUC Contracting Opportunities



**Scan Here**  
to View  
Digital  
Document

## SF.GOV Future Contracting Opportunities

### Future Contracting Opportunities Forecast with City Departments



Scan me for link

- Department of Public Works
- Office of Contract Administration
- SF Municipal Transportation Authority
- SF Port
- SF International Airport
- SF Public Utilities Commission
- Department of Homelessness and Supportive Housing
- Development Projects

<https://www.sf.gov/resource/2023/future-contracting-opportunities>



# Contractors Assistance Center

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Hours 9am - 5pm  
Monday - Friday

Ph: 415-467-1040 or [acp@sfwater.org](mailto:acp@sfwater.org)

# Questions

Thank you



# Port of San Francisco



# Our Mission

The Port of San Francisco manages the waterfront as the gateway to a world-class city, and advances environmentally and financially sustainable maritime, recreational and economic opportunities to serve the City, Bay Area region, and California

# Our Vision

Deliver vibrant and diverse waterfront experiences that enrich the City and San Francisco Bay



**NORTHEAST WATERFRONT:**  
Pier 35 to Pier 14

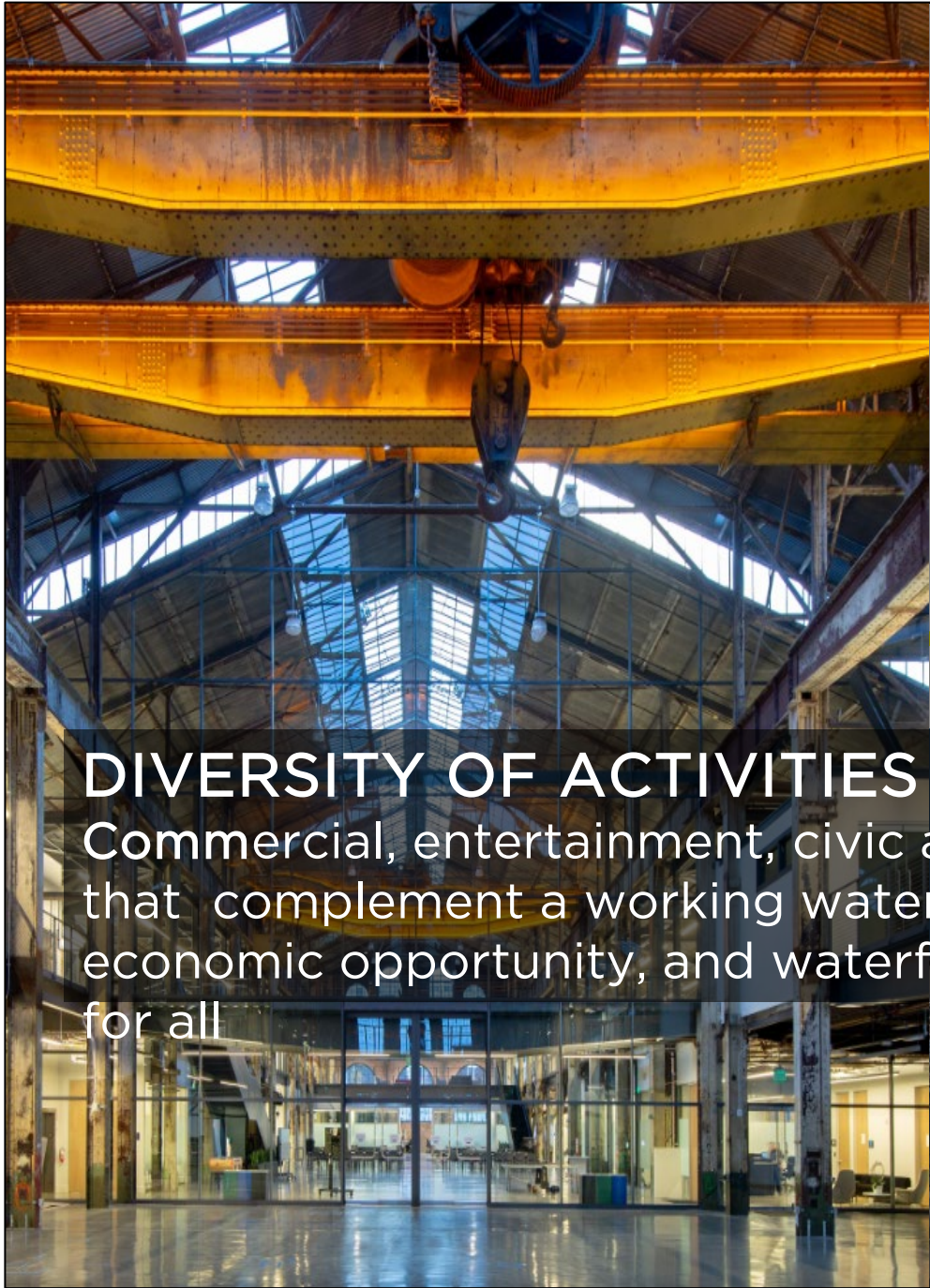
**SOUTH BEACH:**  
Rincon Park to  
The Ballpark

**MISSION BAY:**  
China Basin to  
Mariposa Street

**SOUTHERN WATERFRONT:**  
Crane Cove Park to  
India Basin

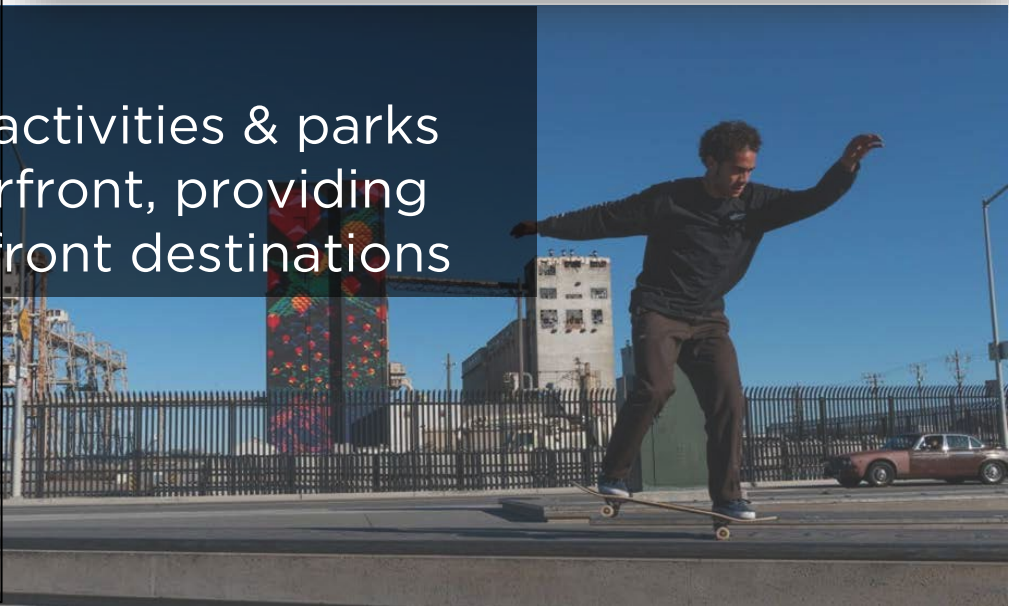
**FISHERMAN'S WHARF:**  
Aquatic  
Park to  
Pier 39





## DIVERSITY OF ACTIVITIES

Commercial, entertainment, civic activities & parks that complement a working waterfront, providing economic opportunity, and waterfront destinations for all



# Port Contracting Opportunities



GOODS AND  
SERVICES



CONSTRUCTION



PROFESSIONAL  
SERVICES



PRIVATE  
DEVELOPMENT

# Goods and Supplies

Items purchased:

- Construction and maintenance supplies
- Office supplies





# Construction

Have Maintenance Department  
Use JOC program at Public Works  
Bid Construction Projects

## Typical scopes of work

- Construction management
- Marine work in and over water (requires additional specific insurance)
- Electrical, mechanical, plumbing
- Excavation and grading
- Hazardous materials abatement
- Fencing

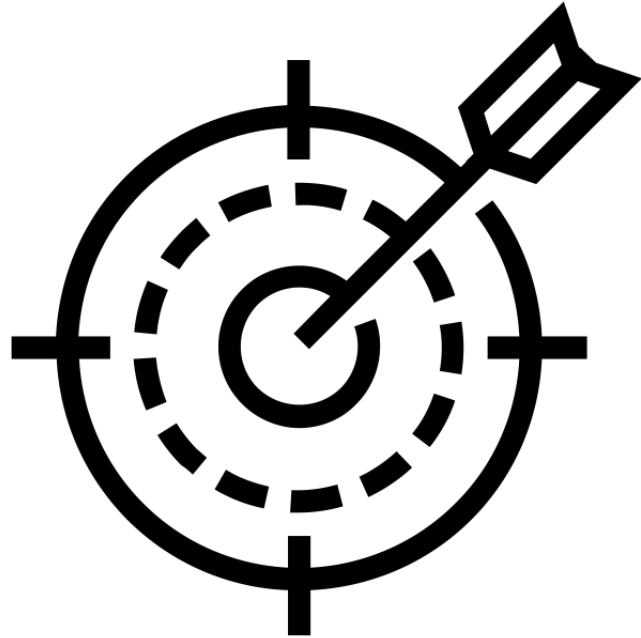
# Professional Services

- Environmental and Planning-related Professional Services
- Engineering and Construction-Related Professional Services Construction
- Communications
- Hazardous Waste & Marine Salvage
- Real Estate Economics Services



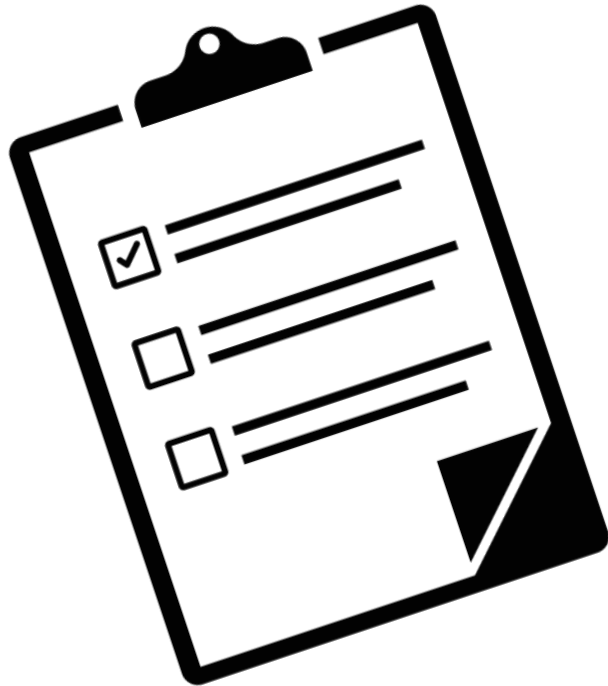
Regular Multi-Year As-Needed Contracts  
Occasional Project-based Contracts

# 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.
- Stakeholders value the LBE program for its role in creating opportunities, driving economic growth, and long-term stability to the general fund.

# 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

# Upcoming Contracting Opportunities



[www.sfport.com/smallbusiness](http://www.sfport.com/smallbusiness) or [www.sfport.com/business/contract-opportunities](http://www.sfport.com/business/contract-opportunities)



# About Alameda CTC

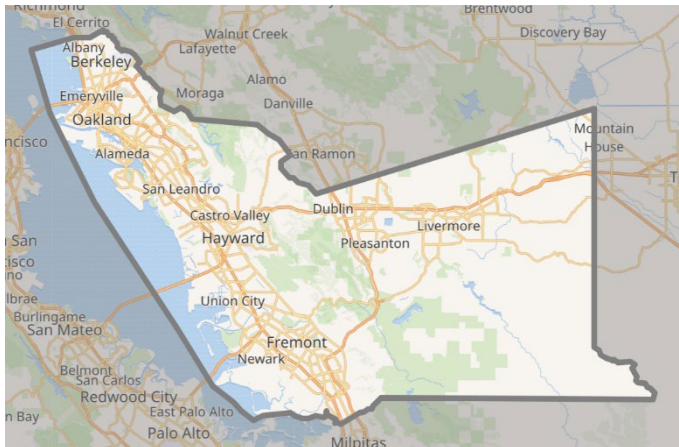


Alameda CTC is a joint powers authority that plans, funds, and delivers transportation programs and projects that expand access and improve mobility to foster a vibrant and livable Alameda County.

# LBCCE Program

## Overview

- The Local Business Contracting Equity (LBCE) Program was established to create economic growth and jobs within Alameda County by requiring local contracting that supports residents and businesses in the county.



## Eligible Businesses

- Large businesses located in Alameda County (**LBE**)
- Small businesses located in Alameda County (**SLBE**)
- Very Small businesses located in Alameda County (**VSLBE**)

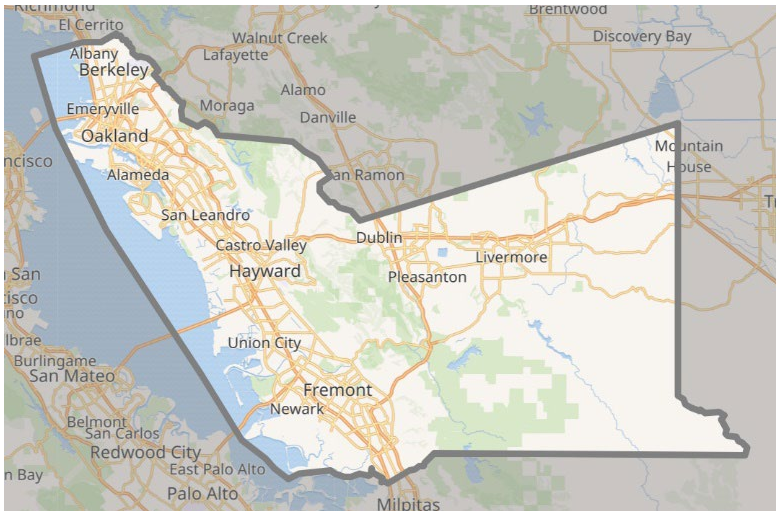
## Participation Criteria

- **To participate**, firms must become certified with the Alameda CTC.

# LBCCE Program

## Eligibility Requirements

In order to participate in the Local Business Contract Equity Program (LBCCE), a firm must become certified as an LBE, SLBE, or VSLBE with the Alameda CTC.



## Program Benefits

- Receive up to 10% of total bid evaluation points during the selection process for contracts over \$75k:
  - 5% for LBE goal
  - 5% for SLBE goal
- Receive notice of upcoming:
  - Contracting opportunities
  - Networking events
  - Training opportunities
- Opportunity for growth and exposure
- Inclusion in LBCCE Certified Firms database

# Contracting Opportunities

[www.alamedactc.org/get-involved/contracting-opportunities](http://www.alamedactc.org/get-involved/contracting-opportunities)



Get Involved > Contracting Opportunities

## CONTRACTING OPPORTUNITIES

CONTRACTING OPPORTUNITIES

EVENTS



### UPCOMING CONTRACTING OPPORTUNITIES

Contracting Opportunities Six-month Look-ahead

### CURRENT CONTRACTING OPPORTUNITIES

#### Procurement Portal

To respond to open opportunities, please register as a vendor at our Procurement Portal. For more information on registration, you may reference this article: <https://vendorsupport.gobonfire.com/hc/en-us/articles/15646869029783-Vendor-Registration>.

Prospective proposers are responsible for registering and submitting proposals via the Procurement Portal. Proposers experiencing technical issues in using the Procurement Portal may contact the Procurement Portal's software vendor, Bonfire Interactive directly:

Website: <https://alamedactc.bonfirehub.com/portal/support>  
Support: [support@gobonfire.com](mailto:support@gobonfire.com)



# Contracting Opportunities

## Current Professional Services Contracting Opportunity

- **Project Name:** Electronic Toll System Manager and Program Support Services
- **Procurement Type:** Professional Services
- **Pre-Proposal Date:** March 19, 2026, 1:00 pm (see website for registration link)
- **Anticipated Bid Date:** April 10, 2026, 3:00 pm
- **Contact:** Alastair Powell, Senior Administrative Analyst, [apowell@alamedactc.org](mailto:apowell@alamedactc.org)

Procurement Portal  
Alameda County Transportation Commission



Open Public Opportunities Past Public Opportunities

Search

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	RFP No. R26-0010	Electronic Toll System Manager and Program Support Services	Apr 10th 2026, 3:00 PM PDT	36	View Opportunity

**Note: Project Documents  
Must Be Downloaded Via A  
Bonfire Account.**

# Contracting Opportunities

## Upcoming Construction Contracting Opportunity

- **Project Name:** San Pablo Avenue Parallel Bike Improvements
- **Procurement Type:** Construction
- **Specific Services:** General Contractor
- **Anticipated Advertisement Timeframe:** July 15, 2026
- **Contact:** Jhay Delos Reyes, Director of Project Delivery and Construction, [jdelosreyes@alamedactc.org](mailto:jdelosreyes@alamedactc.org)

No.	Project Name	Procurement Type	Detailed Project Scope	Specific Services	Anticipated Advertisement Timeframe	Contact Information
3	San Pablo Avenue Parallel Bike Improvements	Construction	Construction of Bicycle and Pedestrian improvements along streets parallel to San Pablo Avenue in the Cities of Albany, Berkeley, Emeryville and Oakland. Project elements include traffic signals, traffic diverters, speed bumps/tables, curb extensions, median modifications, intersection daylighting (and curb), curb and gutter work.	General Contractor	January 15, 2026	Jhay Delos Reyes, Director of Project Delivery and Construction.

No.	Project Name	Procurement Type	Detailed Project Scope	Specific Services	Anticipated Advertisement Timeframe	Contact Information
1.	Alameda Countywide Ramp Intersection Safety Plan (CREP)	Professional Services	The CREP will identify and prioritize safety and active transportation needs at freeway ramp intersections, supporting safety and health in communities adjacent to high traffic volumes and speeds at these locations. Drawing from recommendations of previous planning efforts by Caltrans and Alameda CTC, the Plan will prioritize on- and off-ramp intersections countywide and advance improvements at high-priority locations. Working with stakeholders including Caltrans, local jurisdictions, and community-based organization partners, the Plan will engage community members to develop concept designs, cost estimates, and funding and implementation plans for these locations. This contract will be funded with local funds. As such, the Alameda CTC Local Business Contract Equity (LBCE) Program will apply The LBCE Program's goals for professional services are 70.0% for Local Business Enterprise (LBE) firms and 30.0% for Small Local Business Enterprise (SLBE) firms.	<ul style="list-style-type: none"> <li>• Safety and Vision Zero Analysis and Planning</li> <li>• Community Outreach and Engagement</li> <li>• Conceptual Design Engineering</li> <li>• Caltrans Process Expertise</li> <li>• Side System Approach</li> </ul>	November 10, 2025	Kaitlin Villaseca, Director of Planning, <a href="mailto:kvillaseca@alamedactc.org">kvillaseca@alamedactc.org</a>
2.	Program Management Services - Accessible Transportation	Professional Services	Professional services consultant or consultant team to support the agency's facilitation of grant oversight and delivery through the agency's advisory committee for older adults and people with disabilities. Coordination services include meeting facilitation and coordination, local Americans with Disabilities (ADA) transportation and sustained program review and support, administration and coordination of local, regional, state and federal grant funding, research and development of new countywide initiatives, public outreach and partner agency coordination, including updating and maintaining the <a href="#">Access Alameda website</a> and technical assistance. This contract will be funded with local funds. As such, the Alameda CTC Local Business Contract Equity (LBCE) Program will apply The LBCE Program's goals for professional services are 70.0% for Local Business Enterprise (LBE) firms and 30.0% for Small Local Business Enterprise (SLBE) firms.	<ul style="list-style-type: none"> <li>• Program Management</li> <li>• Meeting Coordination and Facilitation</li> <li>• Community Outreach and Engagement</li> <li>• Website Support</li> <li>• Performance and ADA Expertise</li> </ul>	December 5, 2025	Kaitlin Villaseca, Director of Planning, <a href="mailto:kvillaseca@alamedactc.org">kvillaseca@alamedactc.org</a>

Updated 10/1/2025 [www.alamedactc.org/contracting-opportunities](https://www.alamedactc.org/contracting-opportunities)

**Note: Alameda CTC will be using Bid Express for construction projects.**

# Contracting Opportunities Upcoming

No.	PROJECT NAME	PROCUREMENT TYPE	DETAILED PROJECT SCOPE	SPECIFIC SERVICES	ANTICIPATED ADVERTISEMENT TIMEFRAME	CONTACT INFORMATION
1.	Express Lane System Manager and Program Support	Professional Services	<p>Professional services consultant or consultant team to support the agency's express lanes program. Services include working in partnership with agency staff, augmenting staff resources and providing technical expertise for the implementation and operation of Alameda CTC's Express Lanes. Services include program-level strategic advising, policy and technical knowledge, risk assessment and management, "best practice" research and analysis, operations audits and trend monitoring, issue and resolution management, toll system integrator contract administration, and toll system project controls.</p> <p>This contract will be funded in whole or in part by Toll Revenue funds and as such, will not be subject to a Disadvantaged Business Enterprise Program or the Alameda CTC Local Business Contract Equity Program. However, Alameda CTC strongly encourages each proposer to consider the use of disadvantaged, local and/or small business enterprises in its proposal.</p>	<ul style="list-style-type: none"> <li>• Project/Program Management</li> <li>• Toll System Technical Expertise</li> <li>• Implementation Oversight and Management</li> <li>• Operations Support</li> </ul>	March 2, 2026	Ashley Tam, Principal Transportation Engineer, <a href="mailto:atam@alamedactc.org">atam@alamedactc.org</a>
2.	I-580/I-680 Interchange Improvements	Professional Service	Alameda CTC will seek qualified firms to provide Project Approval and Environmental Document (PA/ED) services for the I-580/I-680 Interchange Improvements Project. The project will evaluate and develop short-, medium-, and long-term operational and safety improvements at the interchange and along the adjacent I-580 and I-680 corridors, extending to the neighboring interchanges on each side. The scope includes preparation of technical studies, environmental documentation, and preliminary engineering to secure project approval and environmental clearance.	PA/ED	April 2026	John Lowery, Director of Express Lane Operations <a href="mailto:jlowery@alamedactc.org">jlowery@alamedactc.org</a>
3.	I-680 Northbound Express Lane Gap	Professional Service	Alameda CTC will seek qualified firms to provide design services for the I-680 northbound Express Lane Gap Project between State Route 84 (SR-84) and Alcosta Boulevard, a corridor of approximately 10 miles. The scope includes preparation of Plans, Specifications, and Estimates (PS&E) for construction of a new northbound express lane and the supporting express lane infrastructure. Some elements for the northbound express lane were constructed as part of the southbound gap project (e.g., butterfly gantries that span both directions, conduit, fiber, and power). The design for the northbound project will include the new lane and all remaining express lane infrastructure necessary to complete the corridor.	PS&E	May 2026	John Lowery, Director of Express Lane Operations <a href="mailto:jlowery@alamedactc.org">jlowery@alamedactc.org</a>

# Contracting Opportunities Upcoming

No.	PROJECT NAME	PROCUREMENT TYPE	DETAILED PROJECT SCOPE	SPECIFIC SERVICES	ANTICIPATED ADVERTISEMENT TIMEFRAME	CONTACT INFORMATION
4.	On-Call Services for Planning and Engineering	Professional Services	TBD	<ul style="list-style-type: none"> <li>• Pre-PID</li> <li>• PID</li> <li>• PSR</li> <li>• PAED and PS&amp;E</li> <li>• DSDC</li> </ul>	June 2026	Farid Javandel, Director of Project Delivery, <a href="mailto:fjavandel@alamedact.org">fjavandel@alamedact.org</a>
5.	San Pablo Avenue Parallel Bike Improvements	Construction	Construction of Bicycle and Pedestrian improvements along streets parallel to San Pablo Avenue in the Cities of Albany, Berkeley, Emeryville and Oakland. Project elements include traffic circles, traffic diverters, speed humps/tables, curb extensions, median modifications, intersection daylighting (red curb), curb and gutter, curb ramps, pavement maintenance and rehabilitation, drainage modifications, pavement delineation, roadside signage, intersection safety lighting, a pedestrian hybrid beacon (PHB), rectangular rapid flashing beacon (RRFB) warning devices, and landscaping improvements. The estimated number of working days is 268. This contract will be federally funded. As such, federal requirements will apply.	General Contractor	July 15, 2026	Jhay Delos Reyes, Director of Project Delivery, <a href="mailto:jdelosreyes@alamedact.org">jdelosreyes@alamedact.org</a>
6.	East Bay Greenway Multimodal – North Segment (San Leandro – Broadmoor Boulevard to E14th Street)	Construction	Construction of Bicycle and Pedestrian improvements along San Leandro Boulevard from Broadmoor Boulevard to E14th Street in San Leandro. This contract will be federally funded. As such, federal requirements will apply.	General Contractor	August 3, 2026	Jhay Delos Reyes, Director of Project Delivery, <a href="mailto:jdelosreyes@alamedact.org">jdelosreyes@alamedact.org</a>
7.	East Bay Greenway Multimodal – North Segment (Lake Merritt to Fruitvale BART Segment)	Construction	Construction of Bicycle and Pedestrian improvements generally along E8th, E10th, E12th Streets from the Lake Merritt BART station to the Fruitvale BART station in Oakland. This contract will be federally funded. As such, federal requirements will apply.	General Contractor	August 10, 2026	Jhay Delos Reyes, Director of Project Delivery, <a href="mailto:jdelosreyes@alamedact.org">jdelosreyes@alamedact.org</a>

# LBCCE Program

## Certification Program

To become certified as an LBE, SLBE, or VSLBE, a firm must have the following:

- Valid business license within Alameda County for at least six months
- Fixed place of business with a working office within Alameda County for at least six months
- Staffing of at least one full-time equivalent employee at the local working office

## Types of Certification

- Local Business Enterprise (LBE)
- Small Local Business Enterprise (SLBE)
- Very Small Local Business Enterprise (VSLBE)

## Certification Application

The Alameda CTC utilizes the East Bay Interagency Alliance Certification Application:

[https://forms.office.com/pages/responsepage.aspx?id=OpoPblhjXUKOjr2W\\_jkwFgec1fHcIRtlhYpMF Pg8wiZUMUZKNEhZNE1BN0VDUU5LWIBMSTRRSUVUMy4u&route=shorturl](https://forms.office.com/pages/responsepage.aspx?id=OpoPblhjXUKOjr2W_jkwFgec1fHcIRtlhYpMF Pg8wiZUMUZKNEhZNE1BN0VDUU5LWIBMSTRRSUVUMy4u&route=shorturl)

# Navigating LBCE Resources

[www.alamedactc.org/get-involved/contract-equity](http://www.alamedactc.org/get-involved/contract-equity)

## LBCE PROGRAM

## DBE PROGRAM

The Local Business Contract Equity (LBCE) Program contributes to the overall economic vitality of the County by (1) encouraging businesses to locate and remain in Alameda County; (2) providing employment opportunities for residents of Alameda County; and (3) generating economic activity and stimulating the local economy. In 2000, Alameda County voters approved the Measure B half-cent sales tax on retail sales made within the county. These revenues are exclusively directed toward improving the transit and transportation systems within the county. Small and local businesses not only provide economic and social vitality to our communities, they also help accomplish Alameda CTC's purchasing objectives. The LBCE Program benefits Local Business Enterprise (LBE), Small Local Business Enterprise (SLBE) and Very Small Local Business Enterprise (VSLBE) businesses. The LBCE Program applies to contracts which are:

1. Funded either: (a) solely by VRF, Measure B and/or Measure BB funds, or (b) in part by VRF, Measure B, and/or Measure BB funds in combination with other local funds.
2. Either: (a) administered by Alameda CTC, or (b) related to, or in support of, a Sponsor Agency-administered capital project.

The LBCE Program does not apply to contracts that include state and/or federal funds.

- [2017 Local Business Contract Equity \(LBCE\) Program](#) (December 7, 2017)



## CERTIFIED FIRMS

Alameda CTC updates and publishes a list of local businesses currently certified each month:

- [Certified Firms Database](#)



## CERTIFICATION DOCUMENTS

Alameda CTC is an active member of the East Bay Interagency Alliance (EBIA). Members of EBIA include Alameda CTC, Alameda County, City of Oakland, and Port of Oakland. These agencies have developed and utilize the EBIA Common Application, as well as supplemental forms specific to each agency.

- [Certification Workshop Presentation](#) (PDF)
- [EBIA Common Certification Application Overview](#) (PDF)
- [Certification Checklist](#) (PDF)
- [EBIA Common Application & Supplemental B: LOCAL CERTIFICATION](#) (URL)
- [EBIA Common Application & Supplemental B: LOCAL RECERTIFICATION](#) (URL)
- [IRS Forms and Instructions \(e.g., see Form 4506-T\)](#) (URL)

# Navigating LBCE Resources Business Outreach Committee

Additional Resources:



Alameda CTC is a member of the Business Outreach Committee (BOC), a consortium of Bay Area transit and transportation agencies working together to assist Disadvantaged Business Enterprises (DBEs) and Small Business Enterprises (SBEs) through training, providing technical assistance, and relationship-building with agency staff and the contracting community of the San Francisco Bay Area. To learn more about the BOC, including **events** and the **contracting opportunities** of its member agencies, **please visit:** <https://www.goldengate.org/district/doing-business/business-outreach-committee/>



**2026 East Bay Procurement Summit** – Wednesday, April 1, 2026, 1:00 p.m. – 1:50 p.m. (PT). East Bay SBDC and ProBiz present the 2026 East Bay Procurement Summit. Come and learn about government contracting opportunities and how to qualify with federal, state, and local government agencies. This event is to assist small businesses win government contracts. [Click here to register.](#)

# Alameda CTC Contacts

## LBCE Certification

Certification Team

[certification@alamedactc.org](mailto:certification@alamedactc.org)

## Procurement & Contracting

Alastair Powell

[apowell@alamedactc.org](mailto:apowell@alamedactc.org)





# Contract Equity Program

SFO Annual Business Fair

*Building Pathways Where Opportunities Takes Flight*

March 24, 2026

# Key Elements of Contract Equity Program

- Contracting Objectives

Availability Groups	Professional and General Services	Construction	Materials & Supplies
White Men	25%	25%	25%
White Women	6%	9%	2%
Ethnic Minorities (Men/Women)	25%	25%	25%



- Seven Percent Small Business Discount up to \$150K/year
- Small Business goal of 50% for contract awards of \$80K or less
- Encouragement of Local Businesses' participation
- Good faith employment goal of 50 percent for local residents on construction projects over \$500K

# Sample of Contracting Opportunities

- **Medical Examinations Services RFP** • Bid Date: 3/31/26 • [may.shiu@ebmud.com](mailto:may.shiu@ebmud.com)
- **On-Call Traffic Control Plan Preparation RFP PD-0125** • Bid Date: 4/03/26 • [Amanda.lee@ebmud.com](mailto:Amanda.lee@ebmud.com)
- **Employee and Organizational Development Facilitator and Coach Roster - Request for Statement of Qualifications (RSQ)** • [joy.jamili@ebmud.com](mailto:joy.jamili@ebmud.com)
- **EEO Consultant Roster - Request for Statement of Qualifications (RSQ)** • [Courtney.carlson@ebmud.com](mailto:Courtney.carlson@ebmud.com)
- **Request for Prequalification of Electrical Contractors** • [specs@ebmud.com](mailto:specs@ebmud.com)
- **Various Paving in Public Right of Way** \$250K - \$1.2M • Due Date: Varies • 510-287-7187
- **Walnut Creek WTP Filter Improvements – Spec. 2189 2205** \$23.3M • Ad Date: 6/16/26 • 510-287-1040
- **AMC Campus Security Improvements Phase 1 – Spec 2205** \$TBD • Ad Date: 7/28/26 • 510-287-1040

# Ways to Prepare

Best ways for suppliers to be seen, heard, and prepared

- Do your homework
  - Know the organization; Be familiar with the bidding/contracting process
  - Identify areas/innovations that may add value
- Review past/current bids to assist in evaluating your competitiveness.
- Attend business forums and other outreach events
- Introduce yourself to applicable buyer and/or staff
  - Focus on your MAIN strengths – don't be a “jack/jill of all trades”
- Be persistent and competitive

# Key Elements of Contract Equity Program

- **Outreach and Engagement**

- Quarterly Matchmaking and Business Expo Events
  - Supplier Diversity Expo & Business Matchmaking Fair
  - Local Business Partners (local chambers, University of California Office of the President, local agencies and business organizations)
  - Water & Wastewater Specific Mixer
- Vendor Readiness and Technical Assistance
  - Construction Resource Center (Richmond)
  - Alameda County Public Works Agency Contractors Training Series (Hayward)



*Contract Equity Outreach events*

# FY25 Results

- Awarded approximately 550 prime and subcontract contracts totaling over \$380 million
  - 311 contracts went to White Men (56%)
  - 42 contracts went to White Women (8%)
  - 132 contracts went to Ethnic Minorities (24%)
  - 63 contracts went to Publicly Held Corporations, Foreign, Unclassified, Government (12%)
- Awarded approximately 190 prime and subcontracts to Local Businesses totaling almost \$190 million (49%)
- Awarded approximately 190 prime and subcontractor contracts totaling over \$65 million (17%)

***Please visit our website for  
upcoming contract opportunities,  
information on Contract Equity  
Program, and to update and/or  
register in our database:***

***[ebmud.com/business](http://ebmud.com/business)***

***Or contact the Contract Equity Office:***

***[Contract.equity@ebmud.com](mailto:Contract.equity@ebmud.com)***

***510-287-0114***



District 4 Small Business Program



# How To Do Business With Caltrans





Ayanna Nobles  
Small Business  
Branch Chief



**District Small Business Liaisons**

Deneen Ogbeide

Shavon Carter

Romell Lane

**District 4 Small Business Program**





# CAL ePROCURE





## Cal eProcure

Cal eProcure is an online portal designed to provide information and opportunities to businesses selling products and services to the state of California. This website gives businesses access to bidding and contracting resources for all Caltrans districts statewide.



# Bid Opportunities

## Step 1:

Go to <https://caleprocure.ca.gov/pages/index.aspx>, select Start Search

California State Contracts Register (CSCR)  
Search Bid Opportunities

Q START SEARCH

## Step 2:

Enter 2660 in the “Department” field then press the search button.

California State Contracts Register

Event Name

Event ID

Department

Department of Transportation

Event Status

Clear Criteria    Advanced Search Criteria    Search



# HOW TO NETWORK AND NAVIGATE THROUGH CONTRACTORS CORNER





## Contractors Corner

Contractors Corner is an online portal designed to provide construction contract opportunities to businesses in the state of California. This website gives businesses access to advertisements, bidding and contracting resources for all Caltrans districts statewide.

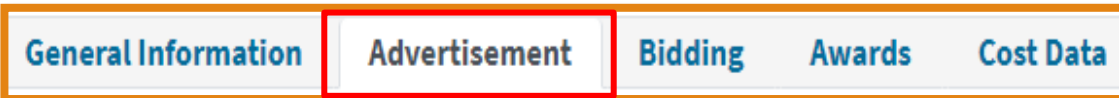


# Navigating Through Contractors Corner

## Step 1:

Go to, select Start Search

<https://ppmoe.dot.ca.gov/cc>



## Step 2:

Click “Advertised Projects”

▶ [Advertised Projects](#)

## Step 3:

Click “All Advertised Projects” to view projects for each district.

There will be multiple contract to choose from. Review the advertisements and choose a contract advertisement that is best for your firm.

▶ [All Advertised Projects](#)



- **Opt-In Program**

- Opt-in is a feature that allows contractors to be considered for subcontractor or supplier bids.
- Prime contractors looking for suppliers will see the information you provide when they search for non-bidding plan holders.
- For more information visit:  
<https://ppmoe.dot.ca.gov/cc>

- **Minor B Contracts**

- Contracts valued at \$461,000 or less.
- District Director Orders valued less than \$461,000 are classified as Minor B contracts.





## SB/DVBE Option

Solicitation Thresholds	Minimum	Maximum
Goods, Services, Information Technology	\$5000	\$249,999
Public Works	\$5000	\$461,000



# Contracts and Purchases

## Public Works

- Major/Minor Highway Construction and Maintenance
- Architectural & Engineering (A&E) Consulting Services
- Emergency Maintenance

## Goods and Services

- Supplies and Equipment
- Operations and Safety
- Office and IT equipment
- Supplies for Facility Maintenance



# CALTRANS RESOURCES





# GENERAL RESOURCES

## **Caltrans Website**

<https://dot.ca.gov/>

## **Office of Civil Rights Website**

<https://dot.ca.gov/programs/civil%20rights>

## **Contractor's Corner**

<http://ppmoe.dot.ca.gov/des/oe/contractor-info.html>

## **Cal eProcure – California's Online Marketplace**

<https://caleprocure.ca.gov/pages/index.aspx>

## **Cal Mentor Program:**

<https://dot.ca.gov/caltrans-near-me/district-4/d4-programs/d4-calmentor>

## **Construction Mentor Protégé Program:**

<https://dot.ca.gov/programs/construction/construction-mentor-protege-program>

## **Outreach Events Calendar**

<https://dot.ca.gov/programs/civil-rights/caltrans-events-calendar>



# Districts & Counties

[District-1](#) - Eureka (Del Norte, Humboldt, Lake, and Mendocino)

[District-2](#) - Redding (Lassen, Modoc, Plumas, Shasta, Siskiyou, Tehama, Butte, and Trinity)

[District-3](#) - Marysville/Sacramento (Butte, Colusa, El Dorado, Glenn, Nevada, Placer, Sacramento, Sierra, Sutter, Yolo, and Yuba)

[District-4](#) - Bay Area/Oakland (Sonoma, Napa, Solano, Marin, San Francisco, Contra Costa, Alameda, San Mateo, and Santa Clara)

[District-5](#) - San Luis Obispo/Santa Barbara (Santa Barbara, San Luis Obispo, Monterey, San Benito and Santa Cruz)



[District-6](#) - Fresno/Bakersfield (Madera, Fresno, Tulare, Kings, Kern)

[District-7](#) - Los Angeles (Los Angeles and Ventura)

[District-8](#) - San Bernardino/Riverside (Riverside and San Bernardino)

[District-9](#) - Bishop (Inyo, Mono, and eastern Kern)

[District-10](#) - Stockton (Alpine, Amador, Calaveras, Mariposa, Merced, San Joaquin, Stanislaus and Tuolumne)

[District-11](#) - San Diego (San Diego and Imperial)

[District-12](#) - Santa Ana (Orange)



# District Small Business Liaisons (DSBL)

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DSBL Contact List:

<https://dot.ca.gov/programs/civil-rights/dsbl-contact-list>

**Located in all 12 districts**

**Primary contact for small business-related concerns**

- Information about Small Business (SB), Disabled Veteran Business Enterprise (DVBE), and Disadvantaged Business Enterprise (DBE) certification and programs

**Outreach**

- Community events and activities
- Education regarding how to work with Caltrans
- Provide 1:1 technical assistance to firms

**Advocacy services**

- Concerns and complaints



# Thank You!

For questions or additional information, regarding the Small Business program please contact Caltrans D4 Small Business Program

[District4.Small.Business@dot.ca.gov](mailto:District4.Small.Business@dot.ca.gov)

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Ayanna Nobles - Branch Chief  
Deneen Ogbeide – DSBL  
Shavon Carter – DSBL  
Romell Lane - DSBL



# SFO Annual Business Fair



Business Partners 101

March 24, 2026

# What We'll Cover

- Who are we?
- DBE/SBE Program
- How to Become Business Partners
- How to Receive Upcoming Projects Notifications
- A+ Proposal/Bid Package Tips

# Who are we?

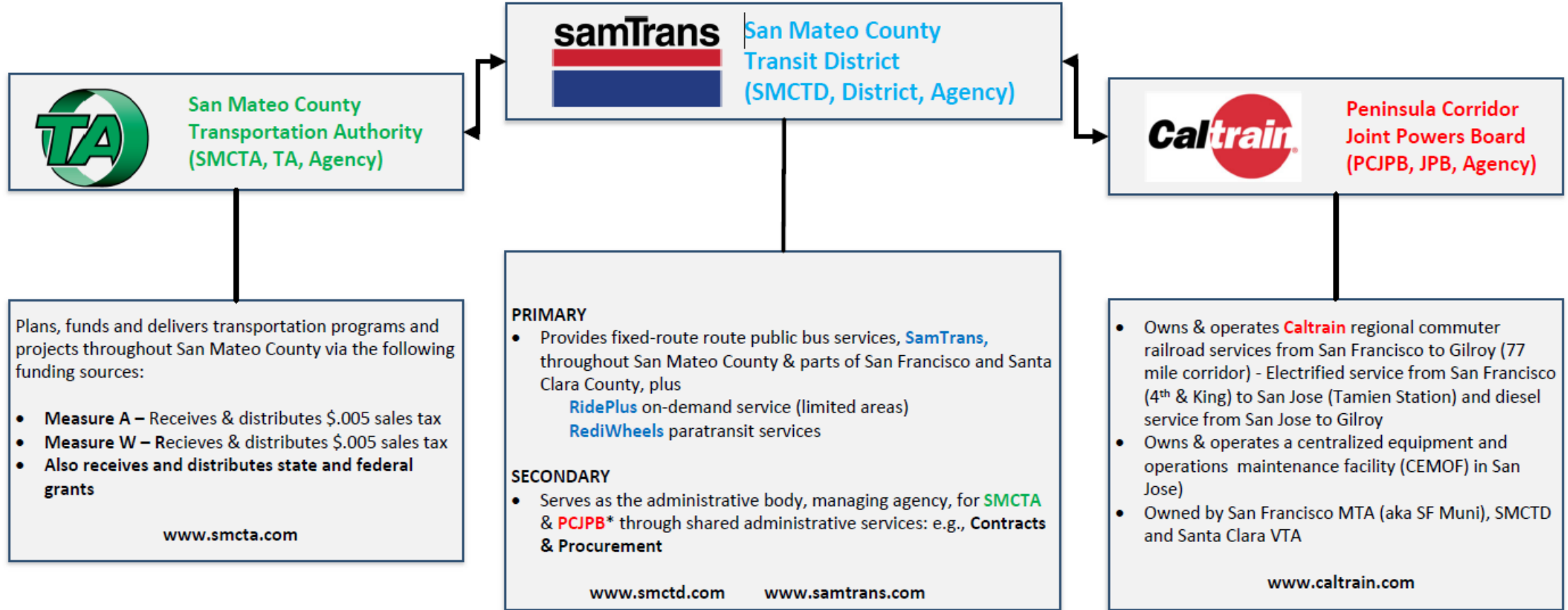
## ➤ Introduction:

- Abdallah Alami, DBE/SBE Administrator: [Alamia@samtrans.com](mailto:Alamia@samtrans.com)
- Wessam Zanaty, Procurement Administrator:  
[Zanatyw@samtrans.com](mailto:Zanatyw@samtrans.com)

## ➤ Our Agencies:

- San Mateo County Transit District
- Peninsula Corridor Joint Powers Board
- San Mateo County Transportation Authority

# Our Agencies



# DBE/SBE Program

The Disadvantaged Business Enterprise (DBE) Program is a legislatively mandated U.S. DOT program that applies to federally funded contracts. Congress established the DBE program in 1983 to:

- Ensure nondiscrimination in the award and administration of DOT-assisted contracts;
- Help remove barriers to the participation of DBEs in DOT assisted contracts; and
- Assist the development of firms that can compete successfully in the marketplace outside of the DBE program.

# DBE/SBE Program

- Interim Final Rule (IFR) effective October 2025 changed the Disadvantaged Business Enterprise (DBE) program by eliminating the race and sex-based presumptions for establishing disadvantage.
  - All existing DBE certifications are now suspended
  - Every certified firm must be reevaluated on a case-by-case basis to determine if they are socially and economically disadvantaged according to the new standards (done by submitting a personal narrative)
  - No new contract goals can be set or counted based on the old framework
- SMCTD is 1 of 10 certifying agencies in the state
- We have started processing DBE Re-Evaluation Applications

# SBE Point Preference

## **SBE Preference**

- The Agency has a five-point SBE preference to encourage the participation of small businesses on Agency contracts. Award of the contract will be based, in part, on the Proposer's proposed utilization of SBEs. Proposers that are certified SBEs, or who subcontract with certified SBEs will receive the full five points. To claim the SBE preference, a Proposer must complete the SBE Preference Form 7 and include it with its bid submittal.

## **SBE Evaluation**

- The Office of Civil Rights (OCR) shall review all of the information submitted by Proposers in accordance with the solicitation documents to determine a recommendation regarding compliance with the SBE Preference requirements for award of a contract to the Proposer. The Proposer shall cooperate with the OCR if a request for additional information is made during this evaluation process.

## **SBE Certifications and Resources**

- The Agency recognizes SBE certifications that do not consider race or gender:
  - Small Business Administration (SBA) 8(a) provided that a firm's average annual gross receipts do not exceed the cap of \$31.84 million. [https://dsbs.sba.gov/search/dsp\\_dsbs.cfm](https://dsbs.sba.gov/search/dsp_dsbs.cfm)
  - California Department of General Services (DGS) Small Business (SB), SB for Public Works (SB-PW), and Micro Business (MB) certifications: <https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx>
  - SBE certification by the San Francisco Bay Area Rapid Transit Agency <https://bart.gob2g.com/>
  - SBE certification by the Santa Clara Valley Transportation Authority <https://vta.sbdbe.com/>
  - SBE certification by the Los Angeles County Metropolitan Transportation Authority. <https://metro.gob2g.com/>
  - Other SBE certifications may be accepted for this contract only if submitted and approved through the Planet Bids Q&A process.

# How to Become Business Partners

- PlanetBids (PB)
  - Vendor Registration
  - NAICS (North American Industry Classification System) Codes

Engineering Services	541330
Other Management Consulting Services	541618

- PB Help Hub: [PlanetBids – Help](#)
- PB Tools
  - Upcoming and Current Opportunities
  - Connect Prime and Subs



# A+ Proposal/Bid Package Tips

- Understand the RFP/IFB documents
  - READ...READ...READ
- Attend Pre-Proposal/Pre-Bid Conference
  - Prime and Subs meet & greet
  - ASK Q's...ASK Q's...ASK Q's
- RFP: Build proposal based on RFP, Section 3, Proposal Content
- IFB: Build bid based on SOW, GCs, SPs, TCs and, Bid Form

*Be Responsive!*

# Common Irregularities

- Missing DUNS number on Form 1
- Forgot acknowledging addenda on Form 1
- Forgot signatures on forms
- Missing SAM.org ID for debarment section
- Missing a statement for Ukraine/Russia Sanctions section
- Missing Conflicts of Interest section
- Missing COI sample, or insufficient insurance coverages
- Submitted unaudited financial statement – only required for the Prime
- Missing Bonds
- Do not wait to submit at the last minute



# Thank You

Abdallah Alami: [Alamia@samtrans.com](mailto:Alamia@samtrans.com)

Wessam Zanaty: [Zanatyw@samtrans.com](mailto:Zanatyw@samtrans.com)





# How to do Business with BART

March 18, 2026

Office of Civil Rights, Performance & Data Analytics  
Alexandra Arroyo, Sr. Administrative Analyst  
Email: [Alexandra.Arroyo@bart.gov](mailto:Alexandra.Arroyo@bart.gov)



# Office of Civil Rights

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Provides administrative functions related to outreach, certification of firms for BART's small business programs, managing data collection, policy analysis, data analysis, goal setting, etc.

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Responsible for the development and maintenance of the BART's small business programs and other initiatives that promote small business participation through technical assistance and training.

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Works to eliminate barriers and expand opportunities for these firms to participate in BART contracts.

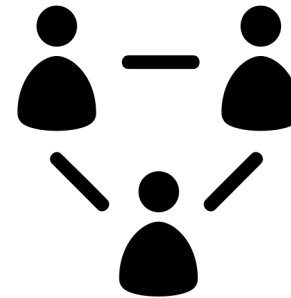
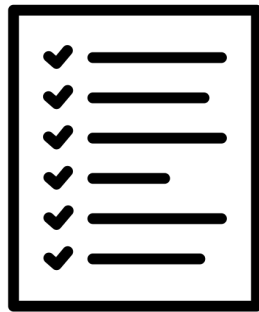


# Economic Opportunity Programs



# Federal Economic Opportunity Programs

A **DBE program** (Disadvantaged Business Enterprise program) is a federal program designed to promote equal opportunity for small businesses owned by socially and economically disadvantaged individuals to compete for certain Federally funded contracts.



# Federal Economic Opportunity Program

## Disadvantage Business Enterprise (DBE) Certification

1. The firm must be at least 51% owned and controlled by one or more socially and economically disadvantaged individuals
2. Social and economic disadvantaged within the meaning of DOT regulations
  - **CHANGE:** Effective Through October 3, 2025, DOT removed the use of the race- and sex-based presumptions of social and economic disadvantage for establishing DBE and ACDBE eligibility. \*
3. The firm's average annual gross receipts cannot exceed the size standard of the U.S. Small Business Administration (SBA) or the DBE program cap

These owners must

- Control the business
- Meet specific net worth and income limits

\*DOT Office of the Secretary of Transportation: Internal Final Rule [Microsoft Word - DBE IFR Draft -for OIRA Submission.Final CLEAN.09-30-2025 \(003\).docx](#)

# Federal Economic Opportunity Program

## **Small Business Entity (SBE) Certification**

1. The firm must be at least 51% owned and controlled by one or more economically disadvantaged individuals
2. Applicable small business size standards of the Small Business Administration. For example, average annual gross receipts for an Engineering firm must not exceed \$15 million; Architecture \$7.5M; Trades \$15M; Heavy Civil Construction \$28.48M.
3. SBEs who are not certified DBEs must be certified by BART or LA Metro (BART and LA Metro have reciprocity)
  - Small businesses certified by other agencies must also be certified by BART
  - All Micro Small Business Entities certified by BART are SBEs
4. SBEs must be certified at time of bid or proposal submission date to count towards the SBE goal.

# Federal Economic Opportunity Programs

The **Micro Small Business Entity (MSBE)** sets aside specific contracts for which certified MSBEs have the exclusive right to bid. The MSBE Set Aside contract values shall not exceed:

**\$3M**

for construction contracts or procurement services.

**\$6M**

for professional service contracts.

# Non-Federal Small Business Program

## Small Business Program (SB)

- Provides a preference to SB prime bidders of up to 5%\*.
- When a subcontracting goal applies, provides a preference of 5% for prime bidders who meet the sb subcontractor participation goal.

\*5% preference is based on the lowest responsible bidder's bid

## Local Small Business Program (LSB)

- Provides a preference to LSB prime bidders of up to 7%\*\*
- When a subcontracting goal applies, provides a preference of 7% for prime bidders who meet the LSB subcontractor participation goal.
- On Measure RR funded contracts the SB preference applies only to LSB located in Alameda, Contra Costa, & San Francisco counties.

\*\* 7% preference is based on the lowest responsible bidder's bid





# CONTRACTING & PROCUREMENT OPPORTUNITIES



# Sample Scopes of Work

Equipment  
Installation

Concrete  
Pumping  
Service

Foundation  
Construction  
Service

Plumbing  
Construction  
Service

HVAC /  
Exhaust  
Ventilation

Fire Protection  
Sprinkler  
Installation

Industrial  
Painting

Electrical,  
Power, &  
Controls

Selective  
Demolition  
Services

Substation  
Construction

Construction  
Site Haul Away  
Service

Professional  
Services

# Doing Business | Contracting and Procurement Opportunities

Take a look at upcoming procurement opportunities and contracts out for bid at BART, including bids received and contracts awarded.

The screenshot displays the suppliers.bart.gov website. At the top, there is a navigation bar with "Favorites" and "Main Menu" dropdowns, and a "My Page" section. Below this is a blue banner with the BART logo and the text "Welcome Bart Guest!".

The main content area is divided into several sections:

- Existing Users:** A section for logging in, featuring a note: "\*\*Login here existing Bidders only. VPT users should follow the link under the Vendor Payment Tracking section". It includes input fields for "Email/User ID:" and "Password:", a "Sign In" button, and a link for "I forgot my User ID / Password".
- New User:** A section for registration, titled "New User" and "Register to do Business with BART". It includes a "Register" button and a note: "If you need help, please contact BART Procurement at vportal@bart.gov."
- Vendor Payment Tracking (VPT Users):** A section stating "The Vendor Payment system has been replaced with our new Compliance Management System." and providing a link to "Log in here for the Subcontractor Payment Tracking System".
- Joint Venture:** A section explaining the requirements for joint ventures or partnerships to register on the portal.
- Bidder Action Links:** A section with three links: "View Active Solicitations", "Bids Received", and "View Awarded Solicitations".
- User Guides:** A section with a link to "Procurement Portal Bidder Registration Help".
- BART.GOV Website Links:** A section with several links: "A Look Ahead: Upcoming Procurements", "Contracts Out for Bid", "Bids Received", "Recently Awarded Contracts", "Upcoming Procurement Events", and "BART's Privacy Policy".
- Contact Us for Help:** A section with a link to "vportal@bart.gov" for bidder registration, bid information, and other procurement matters.

# Upcoming Construction Contracts

## Upcoming Procurements

PUBLIC WORKS CONTRACTS (CONSTRUCTION)				
Contract Number	Title	Projected Advertisement	Contact	Est. Value
17HM-110	Met-G Generator Replacement	TBD	<a href="mailto:APalmqu@bart.gov">APalmqu@bart.gov</a>	\$9M - \$10M
15CQ-211B	Procurement of Direct Fixation Fastener Assembly	TBD	<a href="mailto:APalmqu@bart.gov">APalmqu@bart.gov</a>	\$2.5M - \$3M
15NL-140	Coliseum Station Elevator Modernization	Feb 2026	<a href="mailto:chogan@bart.gov">chogan@bart.gov</a>	\$7M
15TC-206	East Bay, Berkeley and Oakland Street Grating Rehabilitation	Mar 2026	<a href="mailto:tnorris@bart.gov">tnorris@bart.gov</a>	\$3M

Retrieved from BART's Upcoming Procurements webpage on 3/11/2026  
<https://www.bart.gov/about/business/procurement/lookahead>

# Upcoming Professional Services Agreements

MATERIALS, EQUIPMENT & SUPPLIES				
IFB Number	Title	Projected Advertisement	Contact	Est. Value
IFB 9149	Portable Hydraulic Rerailing Equipment	TBD	<a href="mailto:mquiroz@bart.gov">mquiroz@bart.gov</a>	\$280K
IFB 9151	MUX Conductor Cable	TBD	<a href="mailto:mquiroz@bart.gov">mquiroz@bart.gov</a>	\$240K
IFB 9152	Diesel Stake Truck Tractor with 5TH Wheel	TBD	<a href="mailto:mquiroz@bart.gov">mquiroz@bart.gov</a>	\$201K

PROFESSIONAL AND OTHER SERVICES (SERVICES)				
Contract Number	Title	Projected Advertisement	Contact	Est. Value
6M8215	Construction Management Services 2025	Apr 2026	<a href="mailto:christina.cagaanan@bart.gov">christina.cagaanan@bart.gov</a>	\$135M
6M2125	Bond Underwriting Services	Apr 2026	<a href="mailto:christina.cagaanan@bart.gov">christina.cagaanan@bart.gov</a>	Revenue - Generating
6M4916	Breath and Urine Collection Services	Apr 2026	<a href="mailto:christina.cagaanan@bart.gov">christina.cagaanan@bart.gov</a>	\$5M
6M4905	Grant Management Solution Platform Services	Mar 2026	<a href="mailto:rae.liu@bart.gov">rae.liu@bart.gov</a>	\$500K

Retrieved from BART's Upcoming Procurements on 3/11/2026 <https://www.bart.gov/about/business/procurement/lookahead>

# Recommendations



## Use Publicly Available information to Your Advantage

- Review past awards and frequencies
- Identify in demand scopes of work
- Review successful bids (and subcontractor award amounts)
- Send public information requests to BART
- Especially helpful for *informal* contracting
- Start early and create your own “luck”!

# A Few Additional Highlights



## **Business Advisory Council**

- Established to encourage communications between BART and the small business community and to advise BART in its efforts to ensure that small businesses are afforded equal opportunities to participate on BART contracts
- Members serve a 2-year term

## **Mentor-Protégé Program**

- Available for construction and professional services agreements



**SAVE  
THE  
DATE**

**2026 BART  
SMALL BUSINESS SUMMIT**

**THURSDAY, MAY 21, 2026**

**9AM-12PM**

**BART HEADQUARTERS,  
OAKLAND**

THANK YOU  
Office of Civil Rights  
Email: [officeofcivilrights@bart.gov](mailto:officeofcivilrights@bart.gov)

Doing Business- Procurement

<https://www.bart.gov/about/business/procurement>

Advertising Opportunities

<https://www.bart.gov/about/business/advertising/>

Upcoming Procurement (Construction, Goods and Services)

<https://www.bart.gov/about/business/procurement/lookahead>

BART Procurement Portal: [Supplier-facing registry content](#)

Procurement Support [vportal@bart.gov](mailto:vportal@bart.gov)



# Doing Business With the City of Oakland

Cristy Johnston Limon, Deputy Director, EWDD SFO Resource Fair Oakland, CA March 24, 2026





- **Local/Small Local Business Enterprise (L/SLBE) Program Goals and Benefits**
- **For Profit & Not for Profit Certification**
- **Certification Steps**
- **Application Requirements**
- **Procurement Opportunities**
- **City Contacts**

# L/SLBE Program Goals & Benefits

**The City of Oakland's L/SLBE Program aims to boost the local Oakland economy by ensuring local businesses have access to city opportunities and resources.**

## **Key Benefits:**

- 1. Access to City Contracts and Resources**
- 2. Support for Local Economic Development**
- 3. Joint Ventures and Mentorship**
- 4. Bid Discounts and Preference Points**

# For Profit & Not-for-Profit Certification

## of Local Oakland Business Enterprises

**LBE:** Local Business Enterprise

**SLBE:** Small Local Business Enterprise

**VSLBE:** Very Small Local Business Enterprise

**LPGBE:** Locally Produced Goods Business Enterprise

# What are the Certification Steps?



**Register Via  
I-Supplier**



**Application  
submitted to  
City of  
Oakland via  
Business  
Inclusion  
Management  
Systems  
(BIMS)\***



**Application  
Review**



**Business  
Interview/  
Site Visit**



**Application  
Decision**



**Business  
Listed in the  
City of  
Oakland  
Certified  
Firms  
Directory**

# Application Requirements

- Company must be registered in iSupplier: <https://www.oaklandca.gov/services/register-with-isupplier>
- Completed L/SLBE Certification Application
- Copy of Current City of Oakland Business Tax Registration (Business License)
- Copy of “Secretary of State” letter of incorporation if incorporated.
- Copy of Current Professional license, certificate or permit (if applicable)
- Copy of Current company’s lease or rental agreement for the Oakland business address **or** proof of ownership (property tax statement or deed) if owned
- Most Recent DE-6 (Quarterly Payroll Tax Statement) and DE-9 (Quarterly Tax Statement)
- W-9 form
- Copy of the company’s taxes for the past (3) years
- Three contracts/invoices for work completed from the Oakland business office address
- **The City reserves the right to request additional information as may be needed**



# Bids and Contract Opportunities

Clear

Type

All

From Open Date

mm/dd/yyyy

To Close Date

mm/dd/yyyy

Status

Active

Rows 10

TITLE	RFQ	TYPE	OPEN DATE	CLOSE DATE	STATUS	Actions
BOATS, MOTORS, AND MARINE EQUIPMENT (OUTBOARD MOTOR PARTS) 26-120-00	403531	Request For Quote	2/4/26	3/30/26 2:00 P	ACTIVE	<a href="#">View</a>
RFP for Vegetation Management Services	405531	Request For Quote	2/27/26	3/27/26 2:00 P	ACTIVE	<a href="#">View</a>
RFP for Alternate Dispute Resolution (ADR) Actuarial Services	405532	Request For Quote	2/27/26	3/20/26 2:00 P	ACTIVE	<a href="#">View</a>
NTB Project No.1008049 Citywide Emergency Sanitary Sewer Rehabilitation	405530,1	Request For Quote	2/27/26	3/26/26 2:00 P	ACTIVE	<a href="#">View</a>
EV CHARGING SERVICE PROVIDER - 060.09 CHARGING STATIONS FOR ELECTRIC VEHICLES	406528	Request For Quote	3/3/26	3/23/26 2:00 P	ACTIVE	<a href="#">View</a>



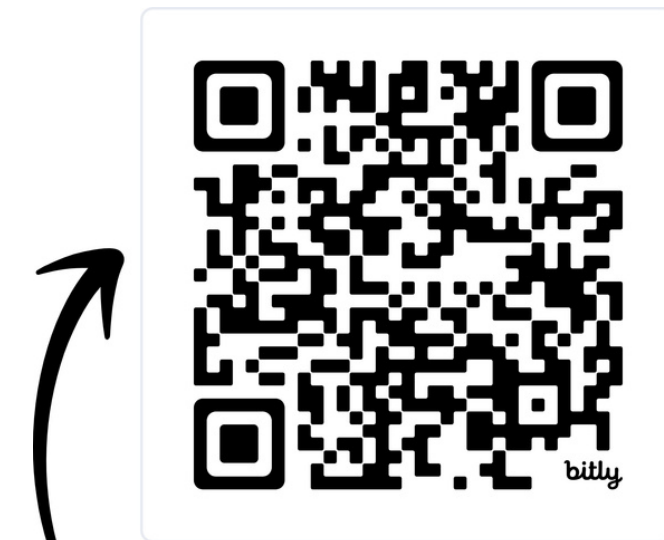
bitly

### [Capital Contracts Division](https://www.oaklandca.gov/Business/Doing-Business-with-the-City/Capital-Contracts-Division)

<https://www.oaklandca.gov/Business/Doing-Business-with-the-City/Capital-Contracts-Division>

## Support

- Department of Workplace and Employment Standards (DWES)
  - [certification@oaklandca.gov](mailto:certification@oaklandca.gov)
- Economic and Workforce Development (EWDD), Business Development Division
  - [busdev@oaklandca.gov](mailto:busdev@oaklandca.gov)



*Scan me*

**Link to I-  
Supplier**