



Greetings!



Spring is finally upon us and we are all excited to see continued progress in the fight against COVID-19. Personally, getting the chance to see family, seeing more businesses and attractions reopening, and visiting the great Bay Area restaurants that have been suffering over the last year are all high on my priority list.

The last three months have gone by quickly and there are always new challenges on the horizon. VTA is in search of a new General

Manager and CEO after Nuria Fernandez was appointed by President Biden to be the Acting Administrator of the FTA. VTA will miss her dedication and leadership, but we are pleased her accomplishments were recognized and she will have the opportunity to continue her focus on matters impacting transit across the entire country.

I was pleased to see tremendous turnout for our February presentation on upcoming projects scheduled for solicitation during 2021. You'll learn more about that a little later in this newsletter.

Our team is continuing our focus on working with community-based business organizations to increase diverse participation in all our projects. Olga Medina, VTA's Manager of Business Diversity Programs and I have been hitting the speaker circuit hard spreading the word about new business opportunities, updates to the certification program, and the progress we have been making. If you know of a community-based organization that would like us to meet with their membership, please drop us a line at obdp@vta.org.

Finally, VTA's work with the Silicon Valley Transit Consultants has paid off with the start of an exciting new Mentor-Protégé Program. Details on this ground breaking program can be found later in this newsletter as well.

Stay safe and we look forward to seeing you soon!

John Wesley White
Chief Procurement Officer



VTA's Office of Business Diversity Programs

(R-L) Olga Medina – Manager

Anne Baltao – Office Specialist

Jennifer Mena – Management Analyst

Thomas Le – Management Analyst

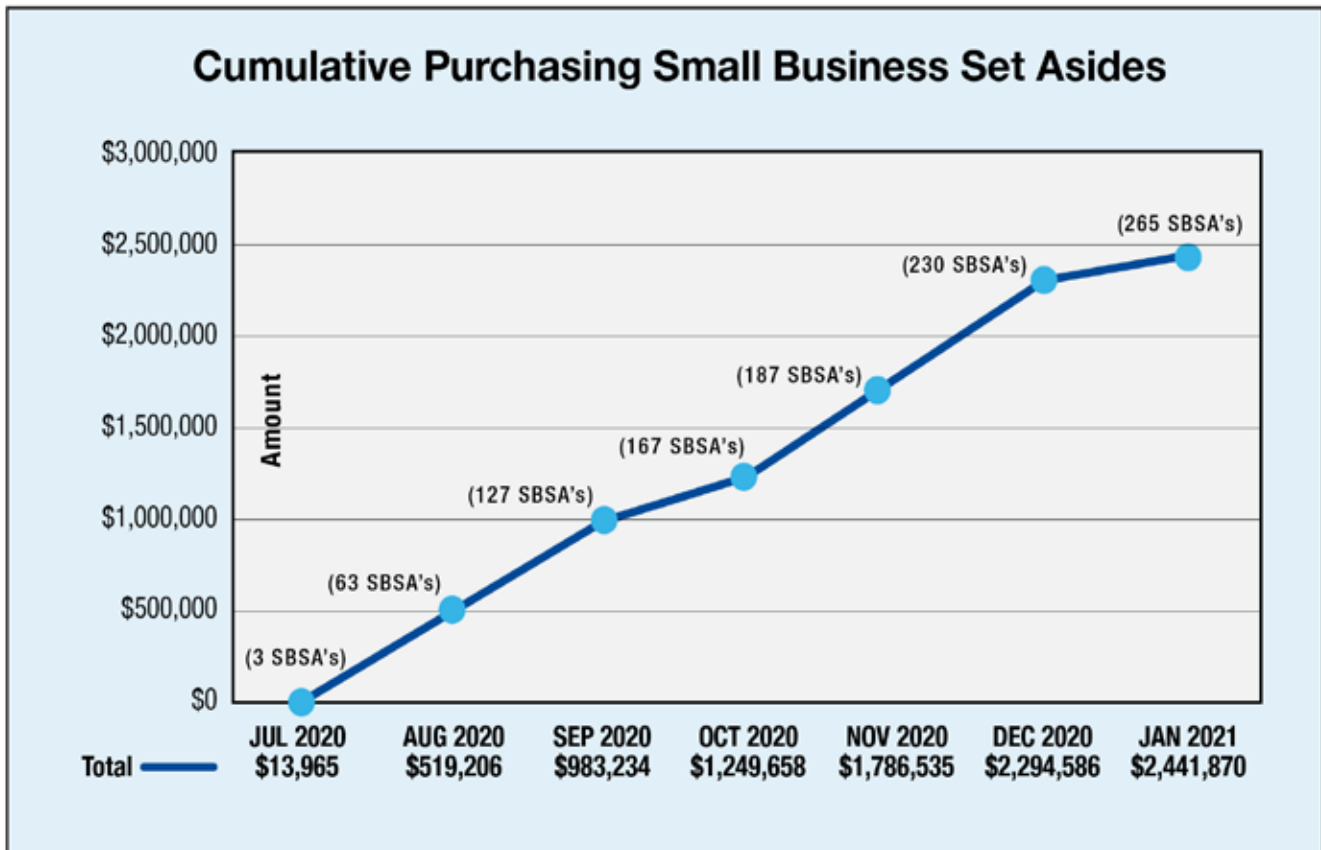
Inside this issue:

Greeting	1
Small Business Set-Aside Awards	2
BART Phase II Update	3
Business Diversity Program	3
Mentor Program	4
Outside Opportunities	5
Small Business Success Story	6
Fernandez Joins Biden-Harris	7
BOC Certifying Agencies	7
Award for Excellence	7
Chat with Cecil Plummer	8
Eastridge to BART Update	8
Upcoming Events	9
Procurement Portal	10
Apple's Impact Accelerator	10
"Golden Pitch"	11
Find Other Agencies	11
Construction Academy	12
VTA's 2021 Project Schedule	12

Small Business Set-Aside Awards Top \$2.4M and Counting

State law currently allows VTA to set aside projects of up to \$150,000 in value exclusively for award to Small Business Enterprises (SBE's). As you may know, this process was historically tied to federally funded projects. Last summer, VTA amended our policies to allow for use of this valuable tool across all types of funding sources and we began to track our progress.

Through the first seven months of this fiscal year, VTA has used small business set-asides for more than 260 contract awards totaling over \$2.4M. We are currently working with the California legislature to increase the \$150,000 cap to match the current federal threshold of \$250K, so VTA can offer even more opportunities to the local small business community.



Update - BART Phase II

VTA's BART Silicon Valley Phase II Project Team submitted its application for federal funding through the Federal Transit Administration (FTA) Expedited Project Delivery Pilot Program in January. The Project Team is working closely with the FTA to advance through the evaluation process and secure federal funding for the Project. To date, VTA has received \$225 million in allocations through the federal program. VTA's total request equates to 25% of project funding and the remaining 75% will be funded with identified state and local funds.

The BART Silicon Valley Phase II Project (BSVII) is comprised of four individual Contract Packages (CP) as follows:

Contract No.	Contract	Procurement Document	Anticipated Release*
CP1	Systems	RFP	August 2021
CP2	Tunnel & Trackwork	RFP	July 2021
CP3	Newhall Yard & Santa Clara Station	RFIF RFQ	March 2021 June 2021
CP4	Underground Stations/ Support Facilities	RFQ RFP	March 2021 September 2021

**Dates subject to change based on industry feedback*

For all four BSVII contract packages, VTA began the procurement process with a Request for Industry Feedback (RFIF) which has or will be followed with a Request for Qualifications (RFQ), wherein the most qualified responders will be identified. VTA will develop a short-list of these firms. Only short-listed firms will be invited to respond to VTA's Requests for Proposals (RFPs). The dates for the RFP process, provided in this newsletter for reference only, are to assist subcontractors and sub-consultants with understanding the schedule so that they may pursue teaming/subcontracting opportunities.

Visit us at <https://secure.procurenow.com/portal/vta> and download the list of attendees to begin your networking plans and to obtain more information on these projects.

Business Diversity Program

What types of Business Certifications does VTA require?

<p>State/Locally Funded Contracts – Small Business Enterprise Certification</p> <p>Certification: VTA or Department of General Services</p> <hr/> <p>DBE Certification may be accepted</p>	<p>Federally Funded Contracts - Disadvantaged Business Enterprise Certification</p> <p>Certification: VTA or any other certifying agency, as part of the California Unified Certification Program (CUCP)</p>	<p>State/Locally Funded Contracts – Women/Minority Owned Business Enterprise Certification</p> <p>Certification: VTA</p>	<p>Lesbian, Gay, Bisexual & Transgender (LGBT) Business Enterprise Certification</p> <p>Certification: LGBT – National Gay & Lesbian Chamber of Commerce (NGLCC) and/or the California Public Utilities Supplier Clearinghouse (CPUC)</p>	<p>State/Locally Funded Contracts – Disabled Veteran Business Enterprise Certification</p> <p>Certification: Department of General Services</p>
---	---	---	--	--

New Mentor-Protégé Program By Robert Luster, President of Luster National Inc.

VTA is pleased to announce its Mentor-Protégé Program in association with the Silicon Valley Transit Consultants (SVTC).

This program is intended to help small and minority enterprises grow their businesses in Silicon Valley and the broader Bay Area, as part of VTA's BART Silicon Valley Phase II Program.

SVTC is in the process of selecting up to eight Disadvantaged Business Enterprise (DBE) or Small Business Enterprise (SBE) sub-consultant firms to enter a formal mentor-protégé relationship for a minimum of one year. For the duration of BART Phase II, each successive year a different group of protégé firms will be selected. Some firms will have an opportunity to renew beyond the initial one-year period.



Program activities include:

- One-on-one time with a senior SVTC representative to further the DBE/SBE owner's understanding of how to manage a company, an office, or a project.
- Strengthen DBE and SBE firms' potential for growth through expanding knowledge of:
 - Marketing to a prime contractor and/or a public transportation agency to secure a contract.
 - Recruiting and retaining the personnel needed to perform work.
 - Securing future work with VTA and other transit agencies in the Bay Area.
 - Improving business processes, operations, and profitability.
 - Available monthly workshops open to interested firms.

Raul Laborin, Vice President of WSP/Parsons Brinkerhoff, says he is excited to head up the program. "The VTA Mentor-Protégé Program is a commitment the SVTC takes seriously. The joint venture views our DBE/SBE subconsultants as an essential component of the team. Their growth and success will enable the SVTC to better serve VTA and the community," said Laborin.

VTA, Luster National, and Minority Business Consortium worked together with SVTC to define the parameters for this historic program. Our goal is not just to empower diverse firms but to also build a pipeline of individuals for future positions in the construction industry.

Certified SBE firms that become prime contractors to VTA will automatically be eligible for payment on a Net 15 basis from the day of the approved invoice without any discount being taken.

For more information on certification as a Disadvantaged Business or Small Business Enterprise, please contact OBDP@vta.org.

Upcoming Contracting Opportunities for Selected Agencies

**All dates subject to change. Please visit agency websites for additional information.*

ALAMEDA-CONTRA COSTA TRANSIT DISTRICT (AC TRANSIT)

Construction San Pablo.....	Issue Date*: April 2021
Construction Dumbarton	Issue Date*: April 2021
Energy Implementation/Utilization Plan	Issue Date*: Upcoming 2021
Construction Management Telegraph	Issue Date*: Fall 2021
Construction Telegraph.....	Issue Date*: Late 2021
D2 UST Rehab	Issue Date*: Upcoming 2021
CMF UST Rehab	Issue Date*: Upcoming 2021
GO Roof Repair	Issue Date*: Upcoming 2021
D2 Maintenance Roof Repair.....	Issue Date*: Upcoming 2021
On-Call CM/PM.....	Issue Date*: Upcoming 2021
D2 BEB Infrastructure.....	Issue Date*: Upcoming 2021
D4 BEB Infrastructure.....	Issue Date*: Mid-to-Late 2021

ALAMEDA COUNTY TRANSPORTATION COMMISSION (ACTC)

Final Design Plans, Specs, and Estimate Phase Services.

For the Oakland Alameda Access Project	Issue Date*: June 2021
I-680 Express Ln-SB Gap Closure (Koopman Rd to Alcosta Blvd)	Issue Date*: June 2021
Multimodal Corridor Project(s).....	Issue Date*: July 2021

CALIFORNIA DEPARTMENT OF TRANSPORTATION (CALTRANS)

Paint Steel Structure in San Francisco County	Due Date*: April 7, 2021
---	--------------------------

SAN FRANCISCO BAY FERRY (WETA)

Engineering Design and Construction Management

Services for Main St Terminal Rehab.....	Issue Date*: April 2021
M/V Gemini, Scorpio, Taurus, Pisces – Conversion to Tier 4 EPA Certified Marine Engines.....	Issue Date*: April 2021

SANTA CRUZ METROPOLITAN TRANSIT DISTRICT (SCMTD)

Rehabilitate Exterior of Maintenance Facility.....	Issue Date*: April 2021
Bus Washer Rehabilitation	Issue Date*: April 2021

SONOMA-MARIN AREA RAIL TRANSIT (SMART)

Wheel Press Machine	Issue Date*: Spring 2021
Track Geometry & Measurement.....	Issue Date*: Spring 2021
Oracle Accounting System Support Services.....	Issue Date*: Spring 2021
Sales & Use Tax Recovery Services	Issue Date*: Spring 2021
Financial Consulting Services.....	Issue Date*: Spring 2021
Station Network Maintenance Services.....	Issue Date*: Spring 2021
Land Mobile Radio Maintenance and Support Services	Issue Date*: Spring 2021
Fire Equipment Maintenance Services	Issue Date*: Spring 2021
Uniform Dry-Cleaning Services	Issue Date*: Spring 2021
Cal/Osha Crane & Hoist Inspection Services.....	Issue Date*: Spring 2021
Fall Protection Inspection and Certification Services.....	Issue Date*: Spring 2021
Journal Bearings.....	Issue Date*: Summer 2021
SharePoint Maintenance & Management Services	Issue Date*: Summer 2021

Small Business Success Story

Ojo Technology, Inc.

Angie Wong



Ojo Technology, Inc. is a woman-owned, engineering-focused, security integrator in Fremont, California, and has been in business for 18 years. The company maintains both Disadvantaged Business Enterprise (DBE) and Minority Woman-Owned Business (MWBE) certifications.

Angie Wong, owner of Ojo Technology, says her company's greatest victories have come from the public projects awarded to her firm. "Most of Ojo Technology's wins were because of their DBE status and being solicited by prime contractors who needed to meet a DBE goal. Usually, the electrical contractor portion of contracts includes security systems and communications systems. Most electrical contractors focus on the electrical work and sub out the specialty work," Wong said."

Ojo Technology has been a prime contractor on two of VTA's projects including closed-circuit TV and a subcontractor on seven additional VTA projects. Wong told us that the benefit of being a DBE was in getting their name out, "because big businesses do business with big businesses, so the exposure is phenomenal." She stated that networking events work best to connect primes to subs. She recommends attending the big contractor events to make connections. Wong said, "without DBE status, I'd have to say our current revenues of over \$12M would have been achieved at a much slower pace."

Wong is especially proud of her company's work on the iconic Santa Cruz Beach Boardwalk. The project included upgrading over 250 access control doors and hundreds of cameras. "To install a brand-new system is much easier than to upgrade an old one," Wong says. But Ojo Technology did just that by upgrading the existing system. Coordination and planning had to be meticulous in execution because they needed to minimize downtime.

"Becoming a DBE was a springboard for us to get the opportunity to even participate in the types of jobs we wouldn't have been able to otherwise."

Ojo Technology, Inc.
103 Hammond Avenue
Fremont, CA 94539
510-249-9540
<https://ojotech.com/>



Fernandez Joins Biden-Harris Administration as FTA Acting Administrator



After seven years as General Manager/CEO of the Santa Clara Valley Transportation Authority (VTA), Nuria Fernandez has been appointed by President Biden as Acting Administrator for the Federal Transit Administration, part of the U.S. Department of Transportation (DOT).

“It has been pure joy to lead the VTA organization and see the early seeds of plans develop into programs and projects that will continue to transform mobility in this region for many years to come,” said Fernandez.

Fernandez served as Chair of the American Public Transportation Association (APTA) from 2019-2020 while the industry was faced with the triple threat of a pandemic, a recession, and grave unrest over racial injustice.

This is the second time Fernandez has received such an appointment, having served as Acting Federal Transit Administrator for President Bill Clinton in 1993.

Business Outreach Committee’s (BOC) Local Certifying Agencies

The goal of the BOC is to assist small and disadvantaged firms in doing business with Bay Area transportation agencies.

BART: Joseph Towner Jr., (510) 987-5210, jtowner@bart.gov

CALTRANS: Ayanna Nobles, (510) 286-7030, ayanna.nobles@dot.ca.gov

CA High-Speed Rail: Catrina Blair, (916) 669-6560, catrina.blair@hsr.ca.gov

SamTrans/Caltrain: Kamal Hubbard, (650) 508-7939, hubbardk@samtrans.com

SFMTA: Sheila Evans-Peguese, (415) 701-4436, sheila.evans-peguese@sfmta.com

VTA: Olga Medina, (408) 321-5962, olga.medina@vta.org

VTA Receives 2020 Achievement of Excellence in Procurement Award

VTA’s Procurement, Contracts, and Materials Management (PCMM) team is proud to announce it earned the prestigious honor of The Achievement of Excellence in Procurement (AEP). The award is presented by the National Procurement Institute (NPI) to recognize organizational excellence in public procurement; it is granted to organizations that demonstrate excellence in innovation, professionalism, productivity, e-procurement, and leadership attributes. VTA submitted over 400 pages documenting our performance and practices.

This accomplishment sets the benchmark for VTA in the achievement of continuous improvement across our procurement processes. It is a pleasure to see the efforts of so many staff acknowledged with this award. We value earning this award and enjoy displaying the trophy!



A Chat with Cecil Plummer, President, and CEO - Western Regional Minority Supplier Development Council (WRMSDC)



When President Richard Nixon made good on a campaign promise in 1968 to help grow minority business ownership, Cecil Plummer had not yet drawn his career path. Today, Plummer is having a major impact on that initiative as President and CEO of one of the largest regions of an organization that grew out of that 1968 effort, the Western Regional Minority Supplier Development Council (WRMSDC). “The organization’s goal is to use entrepreneurship to address income disparities, the racial wealth gap, and create jobs in communities of color,” said Plummer during an interview about the mission of the Council.

The Office of Minority Business Enterprise (OMB) was the original Nixon Administration program, designed as “a federal agency dedicated exclusively to minority business enterprise, recognizing the impact of minority businesses on the nation’s economy and the general welfare of the country.” (*MBDA, <https://www.mbd.gov/>*).

An offshoot of the OMB was formed in 1972 as the National Minority Supplier Development Council, based in Chicago. With 23 national affiliates, the program’s mission is to provide increased procurement and business opportunities for minority-owned businesses. The WRMSDC affiliate covers Northern California, Nevada, and Hawaii.

VTA’s Office of Business Diversity Programs (OBDP) has reached out to the WRMSDC, as well as many other community organizations, to increase VTA’s DBE/SBE participation. OBDP is including more minority organizations in its networking to reach its goal of bringing opportunity awareness to more community organizations like WRMSDC.

The WRMSDC provides minority businesses access to its four main pillars: certifying minority business suppliers in diverse industries; developing minority business via world-class support, education, and training; helping minority-owned business owners network and make connections; and, advocating for the use of minority-owned business in corporate and public entity supply chains.

“At the end of my career, when I ask myself if what I have done mattered,” said Plummer, “I will be able to confidently say this work helps make America Stronger, giving people from marginalized communities the chance to take part in and create value in our economy.”

Learn more about WRMSDC at <https://wrmsdc.org/>.

Update – Eastridge to BART Regional Connector (EBRC)

VTA is announcing the 1 - 1 ½ year delay to the EBRC project due to the temporary unavailability of one of the funding sources, Regional Measure 3 (RM3). The California Supreme Court decided to hear challenges against the toll increase passed by the voters in 2018. A decision is expected by the 1st quarter of 2022 and the project will be advertised once RM3 funding becomes available.

Upcoming Events

Bay Area Rapid Transit (BART)

For more information or to register for any of these events, visit <https://www.bart.gov/about/business/ocr>.

- Pre-Construction Submittals: Getting Started
Tuesday, April 20, 2021
4:00 p.m. – 5:00 p.m.
- Tackling Baseline Schedules & Preparing Comprehensive Schedule of Values
Tuesday, May 18, 2021
4:00 p.m. – 5:00 p.m.
- Tackling BART’s Site-Specific Work Plans (SSWP’s)
Tuesday, June 15, 2021
4:00 p.m. – 5:00 p.m.

BuildOUT California’s “Golden Pitch”

Complete details and event registration can be found at <https://www.buildoutcalifornia.org/the-golden-pitch>.

- Friday, April 9, 2021, 8:00 a.m. – 9:00 a.m.
- Friday, May 7, 2021, 8:00 a.m. – 9:00 a.m.

National Association of Women in Business, NAWBO

NAWBO Silicon Valley

See <https://www.nawbo-sv.org/events/> for more information or to register for their events.

- Thirsty Thursday
1st Thursday of each month
4:30 p.m. – 6:00 p.m.
April 1, May 6, and June 3
Virtual Event

Sacramento County SFO

Airport Rental Car Supplier Diversity Outreach Day

- Tuesday, April 27, 2021
10:30 a.m. – 12:30 p.m.

For more information contact Jerrica Hau at Jerrica.Hau@flysfo.com or 650-821-1004.

Or, register now at <https://bit.ly/2OrNwnC>.

Western Regional Minority Supplier Development Council (WRMSDC)

All events are open to any diverse business owner at no charge. Buying entities such as corporations or public agencies may have to purchase a ticket. Minority Business Enterprise Input Committee (MBEIC) is a part of the WRMSDC and has several upcoming events. Check them all out at <https://wrmsdc.org/virtualevents/overview.html>.

- MBEIC Monthly Meetings
Fridays – April 9, May 14, and June 11, 12 – 1:30 p.m.
- Supplier Diversity Best Practices Forum
Tuesday, May 25, 10 a.m.
Details coming soon.
- MBE Platinum Partner Pitch
Wednesday, June 9, 12 p.m.
Details coming soon.
- Networker
Tuesday, June 15, TBD
Details coming soon.

Procurement Portal

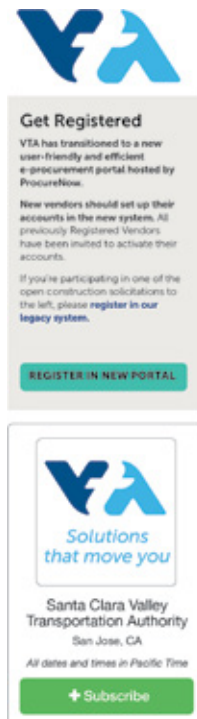
VTA has transitioned to a new user-friendly and efficient e-procurement portal hosted by ProcureNow. **New vendors** should set up their accounts in the new system. All previously Registered Vendors have already been invited to activate their accounts.

Please register at www.vta.org/business-center and click on the green bar,

REGISTER IN NEW PORTAL

Once you click the green bar and a new page appears, click on the green bar that reads, **+Subscribe**

The system will ask for your email/password to set up a new account.



Apple's Impact Accelerator Sourced from LinkedIn

Apple's Impact Accelerator is now accepting applications. It is designed for Black, Hispanic/Latino, and indigenous-owned businesses that have a focus on innovation and commitment to the environment.

As a part of Apple's \$100 million Racial Equity and Justice Initiative (REJI), the Impact Accelerator is a capacity-building program for late-stage startups or mature firms and organizations with innovative solutions, applications, or processes that align with Apple's environmental priority areas – renewable energy, carbon removal, and recycling innovation.

The Impact Accelerator is a key part of Apple's commitment to be carbon neutral by 2030. It will expand access to opportunity by helping fight systemic barriers impacting communities that are disproportionately affected by environmental issues like climate change.

Participants in The Impact Accelerator will begin the program in August 2021, and will have access to:

- Targeted Training
- Apple Experts
- Executive Training
- Alumni Network

The Impact Accelerator application portal is now open through April 30, 2021.

Learn more at <https://lnkd.in/ghJa5Yi>.

Apply at <https://supplier-registration.apple.com/supplier/register>.

BuildOUT California’s “Golden Pitch”

BuildOUT California is the world's first LGBT Industry Association dedicated to the sustainable growth of LGBT-owned & certified businesses and our allies, in the fields of Architecture & Engineering (A&E), Construction-Services, Real Estate Development, and Related Industries.

BuildOUT California’s Golden Pitch monthly series highlights exceptionally talented LGBT-owned/certified firms from throughout the Golden State in our core industry categories. Each Golden Pitch event features four firms who follow a highly specialized format designed to showcase their qualifications, capacity, and experience. Each firm begins with a five-minute presentation, followed by six-minutes of Q & A and ends with a one-minute “wrap up” statement.

For more information, please visit <https://www.buildoutcalifornia.org/the-golden-pitch>.

Find Opportunities at other Bay Area Agencies

Alameda-Contra Costa Transit District
AC TRANSIT
<https://www.actransit.org/purchasing/>

Alameda County Transportation Commission
ALAMEDA CTC
<https://www.alamedactc.org/getinvolved/contracting-opportunities/>

Bay Area Rapid Transit
BART
<https://www.bart.gov/about/business/procurement/>

California Department of Transportation
CALTRANS
<https://dot.ca.gov/caltrans-near-me/district-4/d4-projects>

California High-Speed Rail Authority
CA HIGH-SPEED RAIL
<https://www.hsr.ca.gov/business/>

Central Contra Costa Transit Authority
CCCTA
<https://countyconnection.com/procurements/>

Golden Gate Bridge Highway & Transportation District
GGBHTD
<https://ggbhtd.bonfirehub.com/>

Metropolitan Transportation Commission
MTC
<https://procurements.mtc.ca.gov>

San Francisco County Transportation Authority
SFCTA/TIMMA
<https://www.sfcta.org/contracting>

San Francisco Municipal Transportation Agency
SFMTA
<https://sfcitypartner.sfgov.org/pages/index.aspx>

San Mateo County Transit District
SAMTRANS/CALTRAIN
<https://procurement.samtrans.com>

Santa Cruz Metro Transit District
SCMTD
<https://www.scmtd.com/en/agency-info/business/contracting-opportunities>

City of San Jose Construction Academy

The San Jose Public Works Department will hold a weekly Construction Contracting Seminar Series from May 5 to June 16 from 4:30 to 7:00 p.m. This unique program could lead to significant contract awards as part of San Jose's five-year Capital Improvement Program, valued at over \$4 billion.

Attendance will help contractors streamline their processes, avoid pitfalls, and place them in the best position to bid on and complete a public works project.

In addition, two free virtual Opportunity Awareness events are scheduled for April 21 from 9:00 to 10:00 a.m. and 4:00 to 5:00 p.m. to teach small business contractors about new public works bid solicitations and offer networking opportunities with City staff, prime, and subcontractors.

Registration for both opportunities is available at www.sanjoseca.gov/constructionacademy.

VTA's 2021 Project Schedule

In February, VTA presented an overview of all the competitive projects scheduled for solicitation during 2021. With more than 250 attendees at this inaugural event, we detailed over \$3.5B in new contracts to be awarded.

In the one-and-a-half-hour-long presentation, staff members spoke about projects regarding BART Phase II; Highway; Transit; Traffic Engineering and Express Lanes; Technology; Facilities; Procurement and Contracts; Real Estate; Enterprise Risk Management; and Planning and Programming.

Supplier registration and VTA's focus on Business Diversity Programs were also discussed. There was a five-minute Q & A between each team presentation to allow for public interaction.

If you missed out, a recorded version is available for download along with a list of attendees who can assist you with seeking future networking opportunities. Visit us at <https://www.vta.org/business-center/business-diversity-programs#accordion-resources> for more information.