

Mid-Coast Transit Constructors (MCTC) is happy to present our inaugural DBE Connection newsletter. This monthly publication will highlight MCTC's Disadvantaged Business Enterprise (DBE) and Small Business (SB) program and our progress to grow DBE/SB participation on the Mid-Coast Corridor Transit Project (MCCTP). The DBE Connection will announce updates, provide answers to frequently asked questions, as well as recognize and display the achievements of one DBE per issue. We hope this publication serves as a resource to current and prospective DBE and SB participants as we work to build and further strengthen the greater San Diego community.

## QUICK STATS

- 21 DBE firms contracted with MCTC.
- \$8.7 million committed to DBE firms through October 2016.
- 33 SB firms contracted with MCTC.
- \$10.4 million committed to SB firms through October 2016.



## CONTRACTOR SPOTLIGHT: LEINAIA'S TRANSPORTATION

This month, we highlight the efforts of a DBE and SB trucking firm, Leinaia's Transportation (LT), to gain work on the MCCTP, showing that oftentimes persistence pays off. Leinaia King, owner of LT, had attended several small business outreach and workshop events over the past few years hosted by the San Diego Association of Governments (SANDAG) and MCTC. It was at one of these events that Leinaia learned about opportunities for small businesses to support the MCCTP.

Leinaia inquired with MCTC to find out how she could get involved with the project. She emailed members of the MCTC team and continued to attend outreach events to introduce herself, her company, and give a statement of qualifications. She wanted to let them know she was "the real deal, and would be standing at attention when they called." In May 2015, her pleasant, persistent approach paid off as she was invited to bid on trucking services with MCTC. Leinaia won the work, securing a \$500,000 contract! Since then, Leinaia's firm has continued work on the MCCTP, and LT's contract value has grown four-fold to approximately \$2 million. Her participation on the MCCTP has also helped expand her firm's capacity; LT's trucking fleet now has multiple water trucks, a street sweeper, and a newly purchased semi-bottom dump.

When asked what advice she would give to new contractors trying to get involved with the MCCTP, Leinaia stated, "Don't be discouraged if you don't get a call back right away. Don't be afraid to pick up the phone and call them (contractors) and take charge at the risk of being a little pushy. Go for it. The worst that could happen is they say no!"

MCTC couldn't be happier with Leinaia's success and growth and is looking forward to nurturing this partnership over the course of the project.

## CONSTRUCTION UPDATE

### Early Utility Relocation:

- Wet and storm relocation on Genesee Avenue to accommodate viaduct is 75% complete.
- Dry utility relocation ("super trench") will begin February 2017.
- UCSD wet utility relocation is 70% complete at Warren Field and Pepper Canyon.

### Gilman Bridge:

- Ongoing mass excavations to SR-11 micropiles will begin January 2017.

### Genesee Avenue Widening:

- Genesee Avenue northbound widening will begin January 2017.

### UCSD Viaduct:

- MCTC mobilization into parking lots will begin January 2017.
- Cast-in-drilled holes and columns will begin January/February 2017.

## CONSTRUCTION BENCH

MCTC is looking for DBE and SB firms to participate in our Construction Bench program, which gives DBEs and SBs a competitive advantage in getting work on the project. Make sure to visit our website and register to be considered for this program.



Visit [www.mctcjd.com/contractorbench](http://www.mctcjd.com/contractorbench) to get more details about the Construction Bench program and register.

All DBE and SB firms are encouraged to apply!



## CONTRACTOR OPEN HOUSE

MCTC and SANDAG hosted an open house event on Wednesday, November 9, at the McMillin Companies Event Center in Liberty Station. The event focused on DBE and SB firms seeking involvement with the MCCTP. The presentation included a project overview, Construction Bench Program overview and keynote speech by SANDAG Board of Directors Chair Ron Roberts, followed by networking. The open house was well attended with over 400 RSVPs, of which 95 were DBE firms and 129 were SB firms!

View the open house presentation [here](#).