

DBE CONNECTION

MID-COAST CORRIDOR TRANSIT PROJECT



April 5, 2017

Mid-Coast Transit Constructors (MCTC) is happy to continue our 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 -Through March 2017-

- 29 DBE firms contracted with MCTC
- \$19.9 million committed to DBE firms
- 42 SB firms contracted with MCTC
- \$13.2 million committed to SB firms

CONTRACTOR SPOTLIGHT: JLM Strategic Partners

This month, we highlight JLM Strategic Partners, a DBE firm with an innovative approach to staffing. Co-owners Jayson and LaShondra Mercurius have been marketing their services and growing their brand since the start of JLM in 2011. Through the ups and downs of starting a new business, they found a way to make their mark on the industry and bring on other bright minds, including Karolina Olamendi, an integral team member who assists with business development efforts. JLM currently has seven employees and is on 14 projects!

JLM began attending business outreach and workshop events put on by Mid-Coast Transit Constructors (MCTC) in 2015, allowing them to network and communicate in-person with key members of the MCTC team. Karolina states, "We introduced ourselves to the MCTC Project Manager at every event...he started to remember our names and the company." After months of networking and researching the needs of the project, JLM was contacted for temporary staffing services, and responded immediately with solid potential candidates that fit the need. MCTC now has five



*JLM Strategic Partners' owners
Jason & LaShondra Mercurius*

temporary staff provided by JLM. This four-week need for administrative relief extended into six months due to the high caliber of staffing.

JLM makes every effort to stay in tune with project needs. Due to their hard work and potential, their role has grown from a typical vendor to signing a Professional Service Agreement. "We really want to be the best out there...and that takes self-responsibility, accountability and hard work," JLM owners stated.

When asked how they have been able to grow their company, JLM stated, "You must have patience and persistence, and learn how to let things take its course. Persistence should be priced into your business model." MCTC has witnessed this patience and persistence in action, and is excited to see their continued growth on the Mid-Coast Corridor Transit Project.



Bert W. Salas, Inc. building access road at San Deigo River Bridge

CONSTRUCTION UPDATE

MCTC has been performing work with our subs on the North and South ends of the project. Bert W. Salas, Inc., a DBE subcontractor, is shown here putting in the access road at San Diego River Bridge. MCTC also began widening Genesee Avenue from Regents Road to La Jolla Village Drive in preparation to construct the viaduct, a

bridge structure that will carry the trolley down the middle of Genesee Avenue. Our DBE firms have been hard at work ensuring this phase of the project remains on schedule.

Other construction updates include vegetation removal along the west side of Interstate 5, construction of the Gilman Drive Bridge, and the Genesee Avenue pedestrian bridge demolition.

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.

Current opportunities include:

- Construction camera and video work
- Anti-graffiti coating

Visit [our website](#) to get more details about the Construction Bench program and register.

All DBE and SB firms are encouraged to apply!



Mentoring Series Workshop

MCTC is continuing its Mentoring Series with a marketing workshop. This session will focus on the many ways a small business can reach a broader audience and stand out against the competition. Attendees will have the chance to hear from MCTC's marketing and outreach team on various topics, including branding, outreach, technology and social media. This is also a chance to meet and network with other local and small businesses. Don't miss this great opportunity! RSVP [here](#) by April 5.

For additional information about the Mid-Coast Corridor Transit Project, please visit www.mctcjr.com.

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