

# DBE CONNECTION

MID-COAST CORRIDOR TRANSIT PROJECT



January 2018

# MCTC



**Mid-Coast Transit Constructors**  
Stacy and Witbeck · Herzog · Skanska

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**Happy New Year from the Mid-Coast Transit Constructors team!**

## DBE & SB STATS (Through November 2017)

**76 DBE Firms**  
Contracted with MCTC

**\$58.7 Million**  
committed to DBE firms

**75 SB Firms**  
Contracted with MCTC

**\$35.9 Million**  
committed to SB firms

## IMPORTANT UPCOMING DATES

No upcoming events to report

## CONTRACTOR SPOTLIGHT: SRK ENGINEERING

To start off 2018, we want to highlight SRK Engineering (SRK), a firm that exemplifies the potential for growth through building strong relationships, having persistence, and performing well on the jobsite. Sherry R. Kirkpatrick (Owner) and Jeremy Kirkpatrick (Vice President) had twenty years of combined experience doing Municipal Water and Sewer work, and Heavy Civil Contracting (respectively), when Sherry decided to start her own company. She recruited her husband, Jeremy, to help with the business start-up as it began to grow from a dream into a reality. Despite the difficulties of beginning and sustaining a small business with only two of them, they now find themselves working on one of the biggest contracts in San Diego, with the Mid-Coast Corridor Transit Project. In the timespan of about a year, their team of two has grown to twenty, and their initial \$500,000 contract has grown to 13 million dollars with their original consulting role being increased to performing Precast Retaining Wall work on the project site (more information on the walls can be found in the December Newsletter Construction Update).

Sherry would attend multiple networking events to get updates on projects and opportunities in the area. She noticed many prime contractors were recommending that SRK get certified as a Disadvantaged Business Enterprise (DBE). If certified, her firm would help prime contractors meet DBE goals established on federally funded projects. Not one to disregard good advice, Sherry applied and ultimately received her DBE certification. Since being certified, Sherry can attest that "being a DBE helps get their name out to prime contractors bidding projects with DBE goals." (Please review DBE FUN FACT below to find free resources available to DBE firms, as well as companies looking to become a DBE!)



Sherry R. Kirkpatrick,  
owner of SRK  
Engineering

When MCTC began to host outreach events related to the Mid-Coast Corridor Transit Project, Sherry made an effort to meet MCTC and SANDAG engineers to find out details about the wall design needs for this project. SRK kept attending these events, finding more information, meeting more of the team, and pushing through the door to show that they were interested in being considered for this project. Eventually these efforts resulted in an opportunity to compete for a contract to perform Value Engineering scope on the project, which her firm eventually won. Sherry and Jeremy seized this opportunity and have proven their value to MCTC by performing well, and over time SRK has significantly grown their scope on the project. Sherry commented that when you are able to secure a contract, "you have to show them you can perform." This attribute has certainly paid dividends for SRK, which has additionally secured significant contracts on other projects.

Sherry said the best advice she could provide to up and coming small businesses was "[having] the dream to do something bigger and better, building good relationships and being persistent." These qualities have helped establish their reputation as a reliable subcontractor in the world of construction. MCTC has seen SRK Engineering develop into a dependable company in a short amount of time, and looks forward to continue working with them on the Mid-Coast Corridor Transit Project.

Although the firm is relatively new, Sherry is again showing her aptitude for success by already working

on Succession Planning for SRK. Sherry and her husband Jeremy welcomed their daughter Vivian to the family just a few months ago. Congratulations to Sherry and Jeremy from the MCTC Team!



SRK Engineering team out in the field.

## CONSTRUCTION UPDATE

Take a drive down Genesee Avenue between I-5 and La Jolla Village Drive, and you'll notice one of the Mid-Coast Project's latest improvements to the area. MCTC subcontractor and DBE firm, Winegardner, has completed the construction of a Concrete Masonry Unit (CMU) Wall. The wall is 574 feet long, with an average height of nine feet, and is comprised of 2400 split-face CMU blocks. Split-face CMU blocks are concrete masonry blocks where the face (or front side of the block) is broken off, or 'split,' to reveal a rough texture and expose the aggregate material inside the block. This type of block gives a unique look to the wall.



CMU Wall

### ***Why was the CMU Wall built along Genesee Avenue?***

Previously, the work area was unmaintained wooded terrain. Due to the widening of Genesee Avenue, a portion of the hillside was removed. The addition of the retaining wall was necessary to support the remaining slope. Initially, the original design included a cast in place wall that was to be built by MCTC. By working together with SANDAG and neighboring land owners, the design was ultimately changed to a CMU wall which resulted in multiple benefits: (1) MCTC was able to award the construction of the wall to Winegardner, a DBE firm, (2) MCTC was able to focus crews on other areas of the project, (3) and residents of the area were provided with a functional, but more visually appealing wall for their community.

Completion of the wall was required in order to allow MCTC to continue with roadway improvements such as installation of curb and gutter. As a busy thoroughfare of La Jolla, Genesee Avenue can present challenges for construction activities, however, Winegardner was unaffected. Despite immense pedestrian and vehicular traffic during construction and extensive traffic control, Winegardner completed the work on time.



Construction of CMU Wall along Genesee Ave.

## DBE FUN FACT

### *Did you know there are free resources that are available to assist DBEs in San Diego?*

For many small businesses, the idea of pursuing a contract on a public works project can be daunting. Over the past few years, MCTC has had the opportunity to partner with various support entities that are in place to help small businesses that do not have experience in bidding for these types of projects. If you are a small business, here are some organizations and websites that can assist in making your business succeed in 2018:

The **San Diego Contracting Opportunities Center (SDCOC)** is an economic development program based in National City, which is also a Procurement Technical Assistance Center (PTAC). Its core mission serves to help San Diego county small businesses with information, resources, and technical assistance necessary to allow them to compete for government contracts. Some of the amenities SDCOC offers include counseling, workshops and training classes, automated bid matching services, and an online directory of bids. In order to register for the SDCOC program, a company must have a minimum of one year in business, and complete an online application.

[Click here to visit  
San Diego Contracting Opportunities Center](#)

Another provider of supportive facilities is the **Small Business Development Center**, which has two locations in North San Diego and South San Diego. They offer consulting services and many comprehensive workshops per month specifically designed to help small businesses succeed. They offer training for companies already in business, as well as for entrepreneurs that are just getting started. Their expertise focuses on improving areas of knowledge such as finance, marketing, business planning, government contracting, general business, accounting, and e-business that will allow your business to "hit the ground running!"

[Click here to visit  
Small Business Development Center -  
North San Diego](#)

[Click here to visit  
Small Business Development Center -  
South San Diego](#)

An additional free resource for small businesses is **San Diego SCORE**, which is part of a national association serving as a resource partner with the U.S. Small Business Administration (SBA). SCORE offers mentoring and workshop opportunities for current small businesses, as well as future small businesses. They also have Women's Programs which hold networking events with the purpose of

strengthening and interconnecting woman small businesses owners. More information can be found on their website.

[Click here to visit San Diego SCORE](#)

MCTC hosts events every quarter in order to connect directly with Disadvantaged Business Enterprises (DBE). The purpose of these events is to help DBEs receive project information including updates, opportunities, and resources. Some of the organizations MCTC has worked with include:

- National Association of Women in Construction
- American Subcontractors Association
- Elite Disabled Veteran Business Enterprise Network
- Black Contractors Association
- Latino Builders Industry Association
- Small Business Development Centers

If your small business is looking to expand and experience growth in 2018, please utilize the local free resources that are available to help you succeed!

## PROCUREMENT OPPORTUNITIES

- [RFP #139.1](#): MCCTP Precast Concrete Paving - Bid Closes on March 13, 2018



## CONSTRUCTION BENCH OPPORTUNITIES

- Landscaping and Irrigation opportunities coming soon! Stay tuned.

If you aren't already registered with the Construction Bench, you can do so [HERE](#).

For additional information about the Mid-Coast Corridor Transit Project, please visit [www.mctcjr.com](http://www.mctcjr.com).