

DBE CONNECTION

MID-COAST CORRIDOR TRANSIT PROJECT



April 2018

MCTC



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

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DBE & SB STATS (Through February 2018)

84 SB Firms
Contracted with MCTC

\$42 Million
committed to SB firms

89 DBE Firms
Contracted with MCTC

\$66 Million
committed to DBE firms

IMPORTANT UPCOMING DATES

- April 5th: MCTC's Commercially Useful Function (CUF) Workshop ([REGISTER HERE](#))
- April 10th: MCTC's Landscape and Irrigation Outreach Event ([REGISTER HERE](#))
- April 19th: Annual California Procurement Event ([REGISTER HERE](#))

MCTC named Minority Small Business Champion of 2018!

This month, we are thrilled to announce that MCTC has been named the U.S. Small Business Administration's (SBA) 2018 Minority Small Business Champion of the Year for the greater San Diego area! The SBA is an agency of the federal government that aims to counsel, assist and protect the interests of small businesses while helping them grow.

In line with the SBA's goals, MCTC has made it our priority to help small and disadvantaged business enterprises (SBs and DBEs) gain access to Mid-Coast Corridor Transit Project (Mid-Coast Project) contract opportunities. Through our efforts and as we have been reporting, we are making significant strides toward meeting the Mid-Coast Project's small business goals and we are honored to receive this recognition.

The award will be presented to MCTC at the SBA Awards Luncheon on May 3rd, 2018.

CONSTRUCTION UPDATE



A section of the Genesee Viaduct that will pass through a UCSD Recreational Field.

MCTC is constructing some impressive bridge and viaduct structures for the Mid Coast Project that tend to draw our eyes upward. For example, the Genesee Viaduct section of the Mid-Coast Project continues to take shape. Faculty and students commuting to and from UCSD via Voight Drive can see the daily progress of the Viaduct's aerial construction.

With all the excitement overhead, it is easy to overlook the critical work that is occurring at ground level such as landscaping. For example, MCTC's DBE subcontractor Diversified Landscape Co. (Diversified), has performed a significant portion of the landscaping improvements along the project corridor. Generally, we think of landscaping as a finishing touch on a project. However, amidst the full swing of construction,

Diversified has been working onsite since 2015. Most recently, Diversified completed the landscaping along Genesee Avenue where multiple private property owners were affected as a result of our road widening activity. By working closely with land owners, Diversified successfully re-established the landscaping that was partly demolished during the road widening effort and did so with minimal disruption.

UCSD's athletic population also felt the effects of construction since the Genesee Viaduct passes through their recreational field, as shown in the above photo. MCTC constructed a temporary field (Ecra Field) along Voigt Drive where Diversified completed the seeding and irrigation. Thanks to MCTC and Diversified, weekend warriors were able to continue their play without missing a beat.

DBE FUN FACT

Claiming DBE Credit: Suppliers Brokers, & Manufacturers

This month, we present an important distinction between DBE firms that provide supplies and materials to projects with DBE goals. This distinction is critical to understanding how much DBE credit can be counted for DBE manufacturers, brokers, and suppliers.

- **A *supplier*** owns, operates, and maintains a store or warehouse. They may supply material, tools, or equipment. Stock must be maintained, sold, or leased to the public on a regular basis during the course of business. Items purchased through a DBE supplier receive 60% DBE credit. For instance, if \$100 were spent with a DBE supplier, only \$60 of that purchase could be claimed as DBE credit.
- **A *broker*** would be an independent party who arranges, for a fee, any of the logistics in supplying material/supplies between a manufacturer/supplier to a contractor. If a DBE firm is a broker, only their "broker fee" may be counted for DBE credit. The amount of DBE credit available will depend on the percentage-based fee the broker assesses. For example, if a DBE broker's "fee" is 5% of \$100 spent, \$5 is counted towards the DBE goal.
- **A *manufacturer*** operates and maintains a factory or a form of an establishment that produces material, tools, or equipment on the premise. Supplies purchased directly from a DBE manufacturer receive 100% DBE credit. This means every dollar spent with the DBE manufacturer is counted towards a project's DBE goal.

MCTC and their subcontractors are currently using all three categories of DBEs listed above to reach their DBE goals on the Mid-Coast Project.

(If you would like to learn about this topic or other related commercially useful function topics, please join us at our upcoming CUF workshop on April 5th. Please see the link above to register.)

DBE SPOTLIGHT

PCA Trucking

PCA Trucking is a firm that brings forth the notions of achieving goals through knowledge and growth. Paul Robinson Jr. started the firm in 2014 after driving a truck for Angelica Mercado's father's company. After having attained familiarity with the trucking business, Paul "decided to start driving for himself." He branched out of the establishment, purchased his own truck, and created his own business. Paul initially started and ran the company by himself. A year later, as work increased, he bought a second truck. At this time, his wife, Angelica, began to immerse herself full time into the venture as the Operations Manager.



Owner Paul Robinson, standing with one of PCA's trucks.

Late in 2015, PCA subcontracted under Leinaia's Transportation (see profile in our [January 2017 Newsletter](#)) working on the Mid-Coast Project. Leinaia, who had recently become certified as a DBE, recommended that PCA also obtain the certification, because of the additional opportunities available to DBE certified firms. Paul and Angelica realized how "being DBE-certified was not only beneficial for the present Mid-Coast project, but for the future of the firm." Leinaia connected PCA to Cory Raymond (MCTC Compliance Coordinator at the time), who encouraged the firm to attend MCTC Outreach events. PCA Trucking became a certified DBE in June 2016.

PCA Trucking's ardor came across well. They ultimately secured a \$500,000 contract as a first-tier subcontractor to MCTC. Since joining the project, PCA has increased their staff from 2 employees to 4 full time employees and an additional part-time employee. Their journey began with one dump truck and has since expanded into a fleet of two dump trucks, two leased dump trucks, and a semi. Additionally, they recently became a licensed broker adding the respective "broker" NAICS code to their DBE certification. PCA acts as one of three Trucking Coordinators on the project, helping MCTC facilitate the [1:1 DBE Trucking Program](#) we introduced last summer.

Angelica attributes their company's growth to being certified as a DBE, and she strongly encourages eligible disadvantaged or minority owned businesses to "utilize the [resources](#) available, obtain as many certifications as you can, and attend as many meetings, trainings, and workshops possible." She cited the San Diego Business Development Center as one of the most effective assets available to businesses wishing to learn and grow. She stressed the importance of setting goals, and always working towards them regardless of the hurdles that may be encountered. PCA Trucking would like to keep building their reputation and obtain more contracts, as well as continue to increase and diversify their fleet and staff.

The firm is quickly growing and proving they have the potential to thrive in the construction industry. MCTC looks forward to continuing our successful partnership with PCA Trucking on the Mid-Coast Project.

PROCUREMENT OPPORTUNITIES

- **RFP #139.1:** MCCTP Precast Concrete Paving - Bid Due Date Extended to April 17, 2018
- **RFP #144:** Architectural Concrete - Bid Due Date Revised to April 12, 2018



Visit the Mid-Coast Project's [Vendor Portal](#) for more information.

CONSTRUCTION BENCH OPPORTUNITIES

- Landscaping and Irrigation
- Painting and Anti-Graffiti Coatings

Click [HERE](#) to fill out the Questionnaire to apply for the Construction Bench for the above opportunities.



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

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