



**CALIFORNIA**  
High-Speed Rail Authority

# **SMALL BUSINESS PROGRAM UPDATE**

**Agenda Item 8**

**February 14, 2017**

**Sacramento, CA**





Excellence in the Business of Government

# CA High-Speed Rail Authority Board Meeting

**Presenter: Jim Butler, Chief Procurement Officer**

2/14/2017

# State Agency Recognition Award

## Richard G. Polanco Diversity Outreach Award

Engages and increases diverse suppliers & drives economic benefits in targeted communities.

### **Senate Bill 1045**

Authorizes permissible focused outreach activities for the purposes of increasing diversity in the state's contracting and procurement activities in a post Proposition 209 environment.

Reaffirms the State's public policy goal and commitment of diversity in public contracting.

# Demonstrated Areas of Impact

## Executive/Department Support

Reaffirmed the State's commitment for diversity in contracting.

## Small Business Outreach and Education

Increased awareness and promoted targeted outreach to economically disadvantaged businesses.

## Public/Private Partnerships

Worked with local government agencies, companies, public officials, ethnic chambers of commerce, women's and disabled veterans' group, LGBT, etc., to promote SB/DVBE certification and public contracting.

## Contract Opportunities

Increased access to state contract opportunities in underserved communities by connecting small businesses with prime contractors.

# Results

## Fiscal Year 2015-16 Contracting Participation

### Statewide:

- 30.4% SB participation (\$2.5 billion)
- 4.3% DVBE participation (\$349 million)

### CHSRA:

- 30.25% SB participation
- 9.76% DVBE participation

Congratulations to  
CA High Speed Rail  
Authority  
Diversity Outreach  
Award Winner!



Former Senator Alice Rodriguez  
Richard G. Polanco



# SMALL BUSINESS: Outreach

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- **Over 100 Outreach Events:**

- » Certification Workshops
- » Meet the Primes
- » Pre-Bids
- » Conferences and Tradeshows

- **Targeting:**

- » Women
- » Minorities
- » Veterans

- **Connecting to Diverse Businesses:**

- » Disadvantaged Communities
- » Language Accessibility
- » Access to Public Transportation
- » Partnering with Local Agencies' Diversity Programs



# STRATEGIC PARTNERSHIPS

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- **State Partners:**



- **Business Advisory Council:**

- » Ethnic Chambers of Commerce
- » Ethnic Trade Organizations
- » Women's Construction and Transportation Professional Organizations
- » Disabled Veteran Business Associations



# CONNECTHSR: High-Speed Rail Vendor Registry

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- Free Online Tool to Connect with Business Opportunities
- Open to All Businesses, Both Large & Small
- Describe & Connect Your Business:
  - » Type of Business
  - » Services Offered or Supplies Sold
  - » Service Counties
  - » Certifications
- Learn About:
  - » Future Contracting Opportunities
  - » Trainings/Workshops
- Register at [www.connecthsr.com](http://www.connecthsr.com)



# FUTURE OUTREACH GOALS

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- Increase Outreach Capacity
- Develop Additional Workshops and Trainings
- Targeted Regional Outreach to Expand Local Partner Networks
- Legislative and Local Elected Coordination

