



## Contents

- 1 *Authority Announces Bid Results on Central Valley Construction Project*
- 3 *Moving Down the Tracks with Construction Packages 2-3*
- 4 *Partner Spotlight: U.S. Small Business Administration (SBA)*
- 4 *Altamont Corridor Leadership and Funding Transferred to San Joaquin Regional Rail Commission*
- 5 *Spotlight: Syngon "Sy" Hare, Investment Banker Logs Millions of Miles for Billion Dollar Deals*
- 6 *Lending a Helping Hand to Certify Small Businesses*
- 7 *Small Business Month Marked with Day of Networking and Honors*
- 7 *Authority Partners with U.S. Minority Business Development Agency (MBDA)*
- 8 *Calendar of Upcoming Events*

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To view past newsletters visit:

[www.hsr.ca.gov/Programs/  
Small\\_Business/newsletter.html](http://www.hsr.ca.gov/Programs/Small_Business/newsletter.html)

## Authority Announces Bid Results on Central Valley Construction Project

The California High-Speed Rail Authority Board of Directors unanimously approved moving forward with a bid to build the first stage of the high-speed rail line by Tutor Perini/Zachry/Parsons, a Joint Venture.

At the June meeting, the Board of Directors authorized Chief Executive Officer Jeff Morales to negotiate the final terms and execute the contract with the Joint Venture.

The contract for constructing the 29-mile section from Madera to Fresno is expected to be signed in the coming weeks.

"Today is a significant milestone," said Jeff Morales, CEO of the Authority. "We received proposals from five world class teams and are moving forward to deliver a world class program. It's time to get to work in the Central Valley and create thousands of jobs."

On April 12, the California High-Speed Rail Authority (Authority) identified Tutor Perini/Zachry/Parsons, a Joint Venture, as the best

scoring team for the design-build contract to begin construction of the Madera to Fresno segment, the first section of the high-speed rail system.

"We received proposals from five world class teams and are moving forward to deliver a world class program. It's time to get to work in the Central Valley and create thousands of jobs."

- Jeff Morales,  
Authority CEO

The Authority had estimated the cost for the design-build contract to be between \$1.2 billion and \$1.8 billion. The Authority determined that Tutor Perini/Zachry/Parsons, »

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To access and download more information pertaining to the small business program, visit the Authority's SB Resources webpage at [www.hsr.ca.gov/Programs/Small\\_Business/index.html](http://www.hsr.ca.gov/Programs/Small_Business/index.html)



[www.hsr.ca.gov](http://www.hsr.ca.gov)

» a California-based Joint Venture, which bid \$985,142,530, was the "apparent best value."

In the competitive bidding process, five teams submitted proposals to the Authority for the first design-build contract. Design-build combines project design and construction in a single contract. The proposals were evaluated and ranked based on 30 percent for technical merit and 70 percent for cost. Factors such as an understanding of the project, schedule capability, project approach and safety were part of the technical scoring.

In November 2011, the Authority issued a Request for Qualifications for potential design-build teams interested in the contract. Five teams met the threshold and began competing for the contract.

In January 2013, the five teams submitted their proposals, which were objectively reviewed by an evaluation panel comprised of California state personnel.

The design-build contract will include the Authority's 30 percent goal for small business participation in the work. The Authority is committed to small businesses playing a major role in delivering the high-speed rail program.

RFP NO. HSR 11-16 Apparent Best Value*				
Proposer	Total Proposal Price	Price Proposal Score (maximum 70 points)	Technical Proposal Score (maximum 30 points)	Total Proposal Score
Tutor Perini/Zachry/Parsons, A Joint Venture	\$985,142,530.00	70.00	20.55	<b>90.55</b>
Dragados/Samsung/Pulice, A Joint Venture	\$1,085,111,111.00	63.55	26.13	<b>89.68</b>
California Backbone Builders	\$1,365,770,098.00	50.49	27.71	<b>78.20</b>
California High-Speed Rail Partners	\$1,263,309,632.23	54.59	20.70	<b>75.29</b>
California High-Speed Ventures	\$1,537,049,000.00	44.87	21.41	<b>66.27</b>

\*The above matrix identifies the Total Proposal Scores for determining the Apparent Best Value Proposer. The California High-Speed Rail Authority (Authority) has determined that Tutor Perini/Zachry/Parsons, a Joint Venture, is the Apparent Best Value Proposer. The Authority will proceed with the procurement with the Apparent Best Value Proposer. If the Authority is unable to achieve final contract award with the Apparent Best Value Proposer, it may proceed with the next most highly ranked Proposer. Due to the ongoing procurement, no further information can be disclosed at this time.

## Small Business Program

The Authority is committed to small businesses playing a major role in building the statewide high-speed rail system. The Small Business Program (SBP) has an aggressive 30 percent goal for small business participation including Disadvantaged Business Enterprises (DBE), Disabled Veteran Business Enterprises (DVBE) and Micro-Businesses (MB).

# Moving Down the Tracks with Construction Packages 2-3

As the California High-Speed Rail Authority (Authority) prepares to start work on the first section of high-speed rail in the Central Valley, planning is underway for construction moving south from Fresno to Bakersfield. In May, the Authority announced plans to combine Construction Package 2 and Construction Package 3. The newly combined package will be known as CP2-3.

The Authority has determined it's in the best interest of the state and the public to combine the two construction packages. It's also a way to deliver the project on schedule, at the lowest possible cost, and maintain a quality that meets or exceeds industry and government standards.

The combination of the two construction packages comes after industry meetings that are common practice for large infrastructure projects. Fourteen industry experts participated in the meetings including representatives from the five design-build teams who bid on Construction Package 1 (CP1). When asked what lessons could be learned from the bidding process for CP1, the consensus was it would make economic sense to combine the two construction packages into one process, and allow design-build teams to bid on both packages at the same time.

The limits for CP2-3 will begin at East American Avenue in Fresno, which is at the southern end of CP1. It extends south and is expected to end approximately one mile north of the Tulare-Kern County line.

Design-build teams interested in bidding on CP2-3 should watch for a Request for Qualifications (RFQ) from the Authority this summer. After the RFQs are submitted, the Authority expects to

issue a Request for Proposals (RFP) later this year.

The contract for CP2-3 will create additional opportunities for small business.





The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. SBA recognizes that small businesses are critical to economic recovery and strength, to building America's future and to helping the U.S. compete in today's global marketplace. Although the SBA has grown and evolved in the years since it was established the mission remains the same: the SBA helps Americans start, build and grow businesses.

On April 12, Robert Padilla, the Authority's Small Business Advocate signed a Strategic Alliance Memorandum with Elizabeth Echols, the SBA's Regional Administrator. The two-year agreement outlines the Authority and SBA's joint outreach efforts to strengthen and expand Central Valley small business participation in the initial construction of the high-speed rail system.

To learn more visit [www.sba.gov/home](http://www.sba.gov/home)

### Strategic Partnerships

To achieve greater effectiveness in the delivery of procurement opportunities to small businesses, the Authority has cultivated ongoing strategic partnerships with local, community organizations and agencies. The intent of these partnerships is to leverage shared services and resources to become more transparent, accessible and accountable by enhancing the quality of the Authority's services. The Authority is confident that these strategic partnerships will not only maximize the participation of small business participation in its procurement process, but will also strengthen and sustain California's economy.

### Altamont transfer to San Joaquin Regional Rail

## Altamont Corridor Leadership and Funding Transferred to San Joaquin Regional Rail Commission

On June 6, 2013, the California High-Speed Rail Authority (Authority) Board of Directors voted to transfer leadership and funding for rail planning in the Altamont Corridor to the San Joaquin Regional Rail Commission (SJRR). The SJRR operates the Altamont Corridor Express (ACE), which connects the Central Valley and Silicon Valley via the Altamont Corridor and serves one million commuters per year.

The approved Memorandum of Understanding (MOU) builds upon the partnership between the Authority and SJRR that was established in 2008. The MOU will allow the SJRR to focus on near-term improvements to speed up and increase ACE service on the existing tracks and plan for regional service connections to Modesto and Merced.

The Authority will remain a partner in the

planning process and the long-term goal of connecting ACE into the high-speed rail system in the future.

"The Authority continues to build constructive local partnerships to benefit the

**"With this signed MOU, we can expedite improvements at the local level while preparing ACE to be an important connecting service to high-speed rail."**

- Stacey Mortensen  
Executive Director  
San Joaquin Regional Rail Commission

communities that will be served by improved rail service in the short term and ultimately



connect to the high-speed rail system," said Jeff Morales, CEO of the California High-Speed Rail Authority. "The approval of today's agreement will benefit those who travel between the Bay Area and San Joaquin Valley and will help realize our vision of a seamless and integrated rail system throughout the state."

"We look forward to continuing our strong relationship with the Authority," said Stacey Mortensen, Executive Director of the San Joaquin Regional Rail Commission. "With this signed MOU, we can expedite improvements at the local level while preparing ACE to be an important connecting service to high-speed rail."

## Investment Banker Logs Millions of Miles for Billion Dollar Deals

It's hard to keep up with investment banker Syngon "Sy" Hare. He travels the world making deals for SL Hare Capital, the company he founded in Los Angeles. He's obviously successful – his firm did \$80 billion in transactions over the last four years.

On a recent trip, Hare met with several countries on high-speed rail system plans – a subject he knows well. As a subcontractor of financial giant KPMG, he conducts and produces market analysis reports for the California High-Speed Rail Authority's statewide high-speed rail system, which will cost an estimated \$68 billion.

For many, the numbers Hare deals with are mind-boggling but he loves it. "Investment banking requires everything you've learned," he declared. "You have to be honest. On Wall Street, your word is your bond. And you can't be thin-skinned because the people you're dealing with are extremely educated, quick, and very tough."

Before entering the investment banking world, he served in the U.S. Air Force Communications Systems Intelligence division. Fresh out of the military, he worked at IBM in computers and administrative support.

Searching for more independence, he went to work for Calumet National Bank in 1972 and eventually became the firm's first black commercial loan officer.

Then he joined the U.S. Small Business Administration (SBA) under President Carter and soon transferred to Los Angeles where he conducted community workshops, explained business basics and how

to apply for an SBA loan.

Later, he became the executive vice president at the investment banking firm of Luther, Smith & Small, Inc. Hare obtained his investment banking license, became an underwriter and met with top officials for many companies as he offered their stock to the public.

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**"When institutions find out I used my own money to start my company, they know I'll work really hard for them to protect it."**

- Syngon "Sy" Hare, Founder  
SL Hare Capital

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He also spent time giving back. He volunteered at Crenshaw High School and joined Rebuild L.A., a group created following the L.A. riots in 1992.

Then he got a call from the Getty Foundation treasurer. "He told me he'd been watching my community work and wanted to know if I would join Goldman-Sachs as co-manager for the Getty Museum," Hare recalled. "It meant \$400 million for my employer. At the time, it was most significant offering in California."

When a larger firm bought Luther, Smith & Small, Hare started a brokerage division for Chatsworth Securities. For the next 11 years, he split his time between company headquarters in Connecticut and California.

"I met a lot of great people," Hare explained. "They taught me how to do business at a very high level."

In 2006, he opened SL Hare Capital, a State of California certified Disabled Veteran Business Enterprise (DVBE). "I used my own money to start my company," Hare explained. "When institutions find out I used my own



Syngon "Sy" Hare in his LA Office.

money to start my company, they know I'll work really hard for them to protect it."

Today, Hare handles stock and bond offerings, warrant auctions, and municipal and corporate debt underwriting for large corporations and cities.

He still finds time to give back. He raises funds for college scholarships. He mentors students and tells them good communication skills are a must.

Hare said his best advice came from his father. "The most important people in your life will be the ones you meet after 5 o'clock. Choose wisely, because they're the ones who will prepare you for your 9-to-5 the next day."

— Karen Massie

## Lending a Helping Hand to Certify Small Businesses

In its continued outreach and assistance to small businesses, the California High-Speed Rail Authority (Authority) is hosting a series of free statewide workshops to help certify small businesses that want to participate in the high-speed rail project. The Authority is providing small businesses with hands-on technical assistance that includes on-the-spot certification that can be completed online. Participants will also receive pertinent information on upcoming procurement opportunities around the state that would be of interest to their businesses.

The workshops are RSVP-only events and limited to non-certified small business that meet the California Department of General Services (DGS) eligibility criteria to be certified. Specifically, that means that DGS must certify them as a Small Business, Microbusiness or Disabled Veteran Business Enterprise for the State of California in order for their participation to count toward the 30 percent goal.

### UPCOMING WORKSHOPS:

NEW

**Tuesday, July 30, 2013**

9:00 A.M. - 12:00 P.M.

Dr. Martin Luther King Library

150 E. San Fernando St.

San Jose, CA 95112

NEW

**Thursday, August 29, 2013**

9:00 A.M. - 12:00 P.M.

Employment Connection

4025 W. Noble Ave., Ste. B

Visalia, CA 93277

The Authority will host several more workshops around the state in the coming months. If you'd like to register for the workshops, please email [sbworkshops@hsr.ca.gov](mailto:sbworkshops@hsr.ca.gov) and include full name, business name, address, contact number, and workshop location that you are interested in attending.



Small business owners attend a certification workshop in Merced.

### Workshop participants should bring the following materials with them to the workshop:

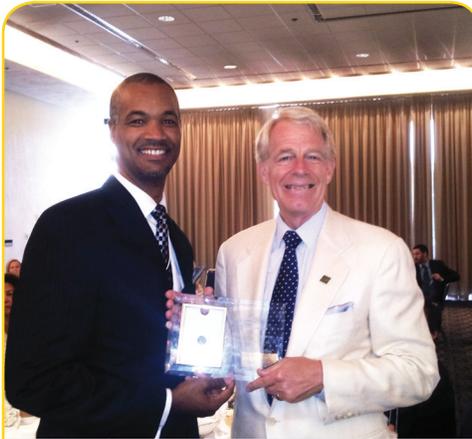
- Applicant/Affiliate Federal Tax Returns for the past three (3) years
- Federal Employer Identification Number (FEIN) (if applicable)
- Secretary of State Number (if applicable)
- Home address of Officers, Member/Manager and Partners
- Social Security Number (if sole proprietor)
- Dunn & Bradstreet Number (if applicable)
- Contractors State License Board Number (if applicable)

## Small Business Month Marked with Day of Networking and Honors

Small business owners from around California flocked to the Sacramento Convention Center on June 10, 2013 for California Small Business Day, a time for celebration and networking.

Small businesses are a huge part of California's economic landscape. Statistics show they're responsible for 75 percent of the Golden State's Gross State Product.

The event is a way for small businesses to meet each other and elected officials. During a luncheon, 77 state lawmakers proudly introduced companies tapped as their Small Business of the Year.



Assemblyman **Roger Dickinson**, D – Sacramento, right, names the Sacramento Observer, an award-winning African American newspaper, as The Small Business of the Year for Assembly District 7. Sacramento Observer General Manager **Larry Lee**, left, receives the award at the Small Business Day luncheon.

The California High-Speed Rail Authority was among state agencies and several firms manning booths in the exhibit area. Event participants stopped by the Authority's table to get a status update on the statewide high-speed rail project. Many people wanted to know about contract opportunities that will be available when construction begins in the Central Valley. The Authority has a 30 percent small business participation goal, which includes a 10 percent goal for Disadvantaged Business Enterprises and a three percent goal for Disabled Veteran Business Enterprises. Authority staff also told people about upcoming workshops that will certify small businesses interested in bidding on state contracts.

The event comes on the heels of the month of May which was declared Small Business Month by Governor Jerry Brown.

### MOU with U.S. Minority Business Development Center (MBDA)

## Authority Partners with U.S. Minority Business Development Agency (MBDA)

The Authority has signed an agreement with the U.S. Minority Business Development Agency (MBDA), part of the U.S. Department of Commerce, to expand outreach and marketing in support of minority-owned business and small business participation on the high-speed rail project.

On May 3, Diana Gomez, the Authority's Central California Regional Director, signed a Memorandum of Understanding (MOU) with David Hinson, National Director for MBDA. Authority Small Business Advocate Robert Padilla also participated in the signing ceremony.

The five-year agreement outlines the

Authority and MBDA's joint outreach efforts to strengthen and expand the utilization of Central Valley Minority Business Enterprises during the initial construction of the high-speed rail system.

The MOU was signed at the grand opening of a new MBDA Business Center located at 5067 N. Mariposa Street in Fresno. The center will provide minority-owned firms with professional management and technical assistance, information for regional contracting opportunities, and help businesses to get certified and ready for work.

To learn more visit [www.mbda.org](http://www.mbda.org)



(L-R) **Diana Gomez**, Authority's Central California Regional Director, **Mark McComas**, U.S. Dept. of Commerce/MBDA Business Development Specialist and **David A. Hinson**, National Director MBDA at the MOU signing in Fresno, California.

# Calendar of Upcoming Events

Meeting dates, times and locations are subject to change.

EVENTS	DATE	TIME	ADDRESS
Authority Small Business Certification Workshop	July 30, 2013	9:00 am – 12:00 pm	Dr. Martin Luther King Library 150 E. San Fernando St., San Jose, CA
Annual California Hispanic Chamber of Commerce Expo & Conference	August 14-16, 2013	8:00 am – 5:00 pm	Oakland Marriott City Center 1001 Broadway, Oakland, CA
Authority Business Advisory Council	August 15, 2013	9:30 am – 3:30 pm	Department of General Services Executive Dining Room 707 Third St., West Sacramento, CA
Annual California Black Chamber of Commerce Expo & Conference	August 15-17, 2013	8:00 am – 5:00 pm	The Radisson Hotel 2233 Ventura St., Fresno, CA
CalCon Expo & Conference	August 22, 2013	7:00 am – 5:00 pm	Long Beach Convention Center 300 E. Ocean Blvd., Long Beach, CA
25 <sup>th</sup> Central California Business Expo	August 23, 2013	9:00 am – 3:00 pm	Golden Palace Conference Center 2625 W. Vasser Ave., Fresno, CA
Authority Small Business Certification Workshop	August 29, 2013	9:00 am – 12:00 pm	Employment Connection 4025 W. Noble Ave., Ste B, Visalia, CA

