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The **Investing in California Small Businesses** newsletter is published bimonthly by the External Affairs Division of the California High-Speed Rail Authority. To view past newsletters visit: www.hsr.ca.gov/Programs/Small_Business/newsletter.html

Authority Announces Request for Qualifications for Engineering and Surveying Services

The California High-Speed Rail Authority (Authority) announced on July 16, 2013 a Request for Qualifications (RFQ) aimed at potential contractors interested in undertaking engineering and surveying work for the California High-Speed Rail system in the Central Valley. The RFQ (HSR 13-07 Right of Way Engineering and Surveying Services) covers Construction Packages 2-3 and 4 which will continue the high-speed rail system from Fresno to Bakersfield.

As work on building the high-speed rail system carries on, about 600 parcels between Fresno and Bakersfield will require surveying. The Authority is set to select up to four contractors to carry out this vital work. The contracts are estimated to be valued between \$1 million and \$1.5million each.

Once the contract(s) is awarded in September, there are a host of objectives the contractor(s) will need to achieve. Among the

most critical will be creating a variety of maps, including boundary maps, survey control

"Small businesses are the commercial heart and soul of the State, particularly in the Central Valley region."

- Robert Padilla
Small Business Advocate

maps, subdivision maps, parcel maps, appraisal maps and monumentation maps. Monumentation maps are maps created that illustrate the location of structures and sites that are of historical, cultural and natural significance.

The selected contractor(s) will also be required to produce other materials, such as »

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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

www.hsr.ca.gov/Programs/Small_Business/index.html



www.hsr.ca.gov

» records of survey, lot line adjustments, certificates of compliance and other right of way engineering.

As is true for the entirety of this transformative project, surveying and engineering work for Construction Packages 2-3 and 4 must comply with the Authority's commitment to utilizing small businesses for 30 percent of the work. Of those small businesses, the Authority has set a goal that 10 percent is disadvantaged business enterprises and 3 percent will be disabled veter-



Central Valley Regional Director **Diana Gomez** talks about the high-speed rail project at pre-bid conference for right-of-way services.

an business enterprises.

"Small businesses are the commercial heart and soul of the State, particularly in the Central Valley region," said Robert Padilla, the Authority's small business advocate. "As California begins to recover from the economic recession, it will be small businesses that help revitalize this region. That's why the Authority aims to assist these businesses, create jobs, and help the Central Valley thrive once more."

On Wednesday, July 24, the Authority held a RFQ pre-bid conference in Sacramento, which featured presentations by Padilla as well as the Authority's Central Valley Regional Director Diana Gomez, Assistant Chief Program Manager Scott Jarvis and Senior Right-of-Way Agent Robert Rosas. The event drew a number of attendees interested in learning about the RFQ and the bidding process. To learn more about the RFQ including up coming deadlines visit www.bidsync.com. — *Chad Vander Veen*



Attendees network following the pre-bid conference for contractors interested in surveying and engineering work for the high-speed rail project.

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).

Small Businesses Prepare to do Business with California

Dozens of small businesses are taking advantage of free statewide small business certification workshops put on by the California High-Speed Rail Authority (Authority). Since April, 133 small business representatives have attended seven workshops hosted by the Authority with the help of the Department of General Services (DGS).

After going through the online process, 77 firms were certified on-the-spot and are now eligible to bid on the Authority's high-speed rail project and contracts offered by other state agencies.

Among them was Artena Moon's new company, Mooncom. "I'm excited because I just got my business license," Moon said at a certification workshop at the Urban League Building in Sacramento. "My company can help cities, counties and state agencies develop plans for emergency communications during a crisis or disaster."

Moon, a California Army National Guard captain, founded her company following two decades of doing tactical communica-

"I think I can do something with high-speed rail. I'm willing to throw my hat in the ring to see what happens."

- Teddy Hayes
Owner/General Contractor
T and E Construction

tions for the military. Moon said after a one year stint in Iraq, she spearheaded over 100 missions in 14 months.

Moon believes the Authority could also use her firm. "I'm sure you'll have to have a plan for emergency services during construction

and once the train system opens for business," Moon explained. "I want to be ready to help you with that."

Sacramento general contractor Teddy Hayes was all smiles after successfully certifying his

"My company can help cities, counties and state agencies develop plans for emergency communications during a crisis or disaster."

- Artena Moon
Co-founder
Mooncom

company, T and E Construction. Hayes said he taught high school English for years and did construction on the side before making it his permanent vocation. "I used to let some of my students do construction work with me because they wanted to earn money for clothes and other things," Hayes explained.

Hayes said he wants to find more work for himself and his team. Some of them have worked for him for more than 15 years. "I think I can do something with high-speed rail,"



General contractor **Teddy Hayes** of Sacramento gets help with certifying his business from DGS Small Business Liaison **Michael Aguillio**.



Mooncom co-founder **Artena Moon** goes online to get state certification for her new firm that will develop emergency communication plans.

Hayes said. "I might be able to install electrical poles, put the electrical lines in concrete or maybe even build passenger bathrooms. I'm willing to throw my hat in the ring to see what happens."

The Authority will host more certification workshops around the state in coming months. — *Karen Massie*

Wednesday, August 21, 2013

9:00 am – 12:00 pm

Stanislaus County Community Services

251 E. Hackett Road, Room 234C
Modesto, CA

Thursday, August 29, 2013

9:00 am – 12:00 pm

Employment Connection

4025 W. Noble, Suite B
Visalia, CA 93277

Thursday, September 5, 2013

9:00 am – 12:00 pm

California Department of Transportation

1976 E. Dr. Martin Luther King Jr. Blvd.
Room 11, Stockton, CA 95205

Interested individuals can register for workshops by emailing their information to sbworkshops@hsr.ca.gov. Workshops are limited to non-certified small businesses.

Authority Board of Directors Tackles Monumental Task

The California High-Speed Rail Authority (Authority) Board of Directors have the monumental job of overseeing the planning, construction and operation of the nation's first high-speed rail system, which will connect Northern California with Southern California.

Board members are responsible for setting policy directives for the Authority by developing and approving key policy documents.

Policy documents include the Authority's business plans, financial plans, and strategic plans.

The Chief Executive Officer and Authority staff report directly to the Board of Directors and get approval and guidance on a broad range of issues regarding the high-speed rail program. It includes, but is not limited to: certifying environmental documents, entering into contracts and making project alignment decisions.

The Board of Directors was established in 2003 by California Public Utilities Code §185020. It generally meets once a month and consists of nine members: five members appointed by the Governor, two members appointed by the Senate Committee on Rules, and two members appointed by the Speaker of the Assembly. Each Board member represents the entire state and serves a four year term.

Currently Dan Richard, who joined the Board in August 2011, serves as Board Chairman. Tom Richards and Jim Hartnett serve as Vice Chairmen. Members Tom Umberg, Lynn Schenk, and Mike Rossi are now joined by the two newest members – Katherine Perez-Estolano, appointed by Governor Brown and Patrick Henning, Sr., appointed by Assembly Speaker John Perez.

The Board of Directors also has several subcommittees including the Executive/Administrative Committee, Operations Committee and Finance and Audit Committee.

Currently there is one vacancy on the Authority Board of Directors.



In August, the Board of Directors hosted the Authority's monthly meeting at Sacramento City Hall.

Partner Spotlight: Fresno Economic Development Corporation (EDC)

The Economic Development Corporation (EDC) is a non-profit organization that serves Fresno County and the cities of Clovis, Coalinga, Fowler, Firebaugh, Fresno, Huron, Kerman, Kingsburg, Parlier, Orange Cove, Mendota, Reedley, Sanger, San Joaquin and Selma. The EDC markets Fresno County to core industries as a great place to locate, expand and grow. New businesses can get assistance from the EDC to find prime locations in Fresno County. The agency and collaborative partners also help businesses already located in the area with retention, recruitment and expansion.

The Fresno EDC is keeping the business community informed about the progress of the high-speed rail project which is expected to be a big boost for the local economy. "As a fourth generation Fresnan, I care deeply about my community," said EDC President and CEO Lee Ann Eager. "We need to put our local residents back to work after the economic downturn of the last five years and the EDC is dedicated to doing just that. With our strong agricultural economy, the growing food processing industry and High-Speed Rail starting here, this is a very exciting time to be in Fresno." For more information visit the Fresno EDC webpage at www.fresnoedc.com.

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.



Authority Looks for Contractors for Three Project Sections

The California High-Speed Rail Authority (Authority) continues to make progress on moving this transformative project forward. Part of that effort means planning for the project in both the near and long term. The first portion of the high-speed rail project where work is starting is located within the Initial Operating Section – the stretch of stations and rail that will run from Merced in the north to the San Fernando Valley in the south. This Central Valley “backbone” will support the main high-speed rail system and eventually integrate into regional transportation systems in the Bay Area and the Los Angeles Area, as well as Sacramento and San Diego.

Phase 1 of the project will be completed in 2029. Once complete, a passenger will be able to travel between San Francisco and the Los Angeles area in under 3 hours. To make that possible, the Authority continues the design and construction process by dividing up the system into nine individual project sections stretching the length of the system.

Construction Package 1, for example, where the Authority is starting work on the high-

"While it will be some time before construction begins on the Los Angeles to San Diego and Merced to Sacramento project sections, there is vital planning work in these sections that must begin immediately."

- Ben Tripousis
Northern California Regional Director

speed rail project this year, is located within the Merced to Fresno project section. Together, these project sections will form the high-speed rail system.

At its August 2013 monthly meeting, the Authority Board of Directors approved the

The Authority held a pre-bid conference on August 13 in Sacramento for contractors interested in the project section Request for Qualifications. The Authority will hold a second pre-bid conference on August 15 in Los Angeles.

Thursday, August 15, 2013

Los Angeles Pre-Bid Conference
10:00 am – 11:30 am

Department of General Services
Ronald Reagan Building Auditorium
300 South Spring St.
Los Angeles, CA 90013

issuance of three Requests for Qualifications (RFQs) for Environmental and Engineering Work. The regional contractors that are selected to carry out the work described in the RFQs will be working in one of three project sections – the Bakersfield to Palmdale section, the Los Angeles to San Diego section, or the Sacramento to Merced section.

In each of these project sections, the regional contractor will have a host of duties to perform. For example, in the Bakersfield to Palmdale section, the regional contractor will need to perform several tasks, including: deliver finalized revised supplemental alternatives analyses reports, complete the project environmental impact reports/studies, complete the preliminary engineering for the design-build procurement process, support the preparation of the design/build contract specifications, support stakeholder and agency coordination consistent with the Authority's goals, and support the »

How to Bid

- All State contracts are managed through www.bidsync.com
- The RFQ solicitation shall follow the process in California Code of Regulations
- Contractors are required to comply with the Authority's commitment to the requisite participation by Small, Disadvantaged, and Disabled Veteran Business Enterprises
- Negotiations shall be held with the top ranked Contractor
- The RFQs will be available in electronic format only on the State's Contract Register at www.bidsync.com and a link can be found on the Authority's website www.hsr.ca.gov
- All questions regarding these RFQ must be submitted in writing through www.bidsync.com

» Authority on an as-needed basis in station area planning, sustainability, private investment opportunities, phasing and implementation planning.

While each project section's needs will be different, the Bakersfield to Palmdale section of high-speed rail will begin major work in the near term, while the Los Angeles to San Diego and Sacramento to Merced sections that are part of Phase 2 of the overall project are still a ways down the road at this time. But by preparing for those future sections now, once construction does commence, the process will be much more efficient in all aspects, including cost, time and potential environmental impacts.

"The Bakersfield to Palmdale project section of high speed rail will close an existing passenger rail gap, allowing direct service from Los Angeles to the Central Valley. Currently connecting service is provided by bus so this direct rail link will provide immediate benefits to Californian's on both sides of the Tehachapis," said Michelle Boehm, the Authority's Southern California Regional

Director. "Planning to complete this historic project makes the work outlined in this RFQ doubly important."

The Authority held a pre-bid conference for contractors interested in tackling the work outlined in the project section RFQs. The pre-bid conference was held at 10 a.m. in Sacramento on August 13 at the Department of Water Resources' auditorium.

The Authority will be holding a second pre-bid conference for contractors as well in Southern California. That pre-bid conference will be held at 10 a.m. in Los Angeles on August 15 at the Department of General Services' Ronald Reagan Building.

While it will be some time before construction begins on the Los Angeles to San Diego and Sacramento to Merced project sections, it's still vital that work in these sections get underway sooner rather than later, according to the Authority's Northern California Regional Director Ben Tripousis.

"By laying the groundwork now on the Los Angeles to San Diego and Sacramento to Merced project sections the Authority will be

in excellent position to deliver to Californians the promise and benefits of a complete high-speed rail system," Tripousis said. "We're engineering the future today."

— Chad Vander Veen

"The Bakersfield to Palmdale project section of high-speed rail will close an existing passenger rail gap, allowing direct service from Los Angeles to the Central Valley. Currently connecting service is provided by bus so this direct rail link will provide immediate benefits to Californian's on both sides of the Tehachapis."

- Michelle Boehm
Southern California Regional Director

Request for Qualifications (RFQ) Timeline

AUGUST 2, 2013:
RFQ Issued

AUGUST 30, 2013:
Statements of
Qualifications Due

2013

OCTOBER 3, 2013: The Authority
Board of Directors will review
the Final Agreement and Cost
Proposal and Take Action

OCTOBER 18, 2013:
Targeted Execution
Date

Small Business Owner Has Big Voice for Other Small Firms

Betty Jo Toccoli has no trouble staying busy. She's president of a small business and heads an organization that advocates on behalf of thousands of small businesses.

According to Toccoli, she spent years in diversified operations at Gillette as a vice president. But in 1978, she turned down an offer to move to Boston in order to stay in California. Instead she banded together with 10 other women to form Laura-Lynn Cosmetics, a skin care product manufacturer.

The new company nabbed a Department of Defense contract to place their product line in military commissaries – a great deal that unfortunately Toccoli said led to the company's downfall.

Toccoli said her firm was told it didn't have to service commissaries in Alaska, Guam and Hawaii. But soon larger competitors solicited complaints that forced her company to make their products available at far-flung bases. "We were lucky we didn't go bankrupt," Toccoli recalled. "Eventually we had to close down Laura-Lynn Cosmetics."

In 1985, Toccoli opened Total One Development Center, a firm that initially focused on sales training and management strategies. Soon it expanded to include helping small businesses with retirement development. As the company grew, friends encouraged her to join the National Association of Women Business Owners – Los Angeles Chapter. She

said, "I felt life had been good to me and it was time for me to give back."

After attending the White House Conference on Small Business, she became active in the California Small Business Association (CSBA), a volunteer organization that provides small businesses a voice in state legislation and regulation. Toccoli explained, "As a large group

"We're working hard on getting access to credit, increasing the number of government contracts, dealing with workers compensation reform and new health care rules under Covered California (part of the Affordable Care Act)."

- Betty Jo Toccoli
President
California Small Business Association

of small businesses, we accomplish much more than we do individually."

In 2000, the CSBA supported legislation



CSBA President **Betty Jo Toccoli** addresses small business owners at California Small Business Day in Sacramento

that created the California Small Business Day, a yearly celebration to recognize small business owners from around the state. Currently, CSBA focuses on supporting policies that can help small businesses grow and create jobs.

Today, Toccoli also sits on the Business Advisory Council for the California High-Speed Rail Authority and helped devise the Authority's 30 percent Small Business participation goal.

Still, Toccoli believes small businesses face a myriad of challenges. "We're working hard on getting access to credit, increasing the number of government contracts, dealing with workers compensation reform and new health care rules under Covered California (part of the Affordable Care Act)."

"I'm always told small businesses are a training ground for people who move onto large firms," Toccoli explained. "We've got to take risks and continue creating jobs so our economy will continue to improve."

— Karen Massie



California Small Business Association
CSBA Means Business for Small Business

Calendar of Upcoming Events

Meeting dates, times and locations are subject to change.

EVENTS	DATE	TIME	ADDRESS
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
Authority Small Business Certification Workshop	August 21, 2013	9:00 am – 12:00 pm	Stanislaus County Community Services, Room 234C 251 E. Hackett Rd., Modesto, 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 th 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
Authority Small Business Certification Workshop	September 5, 2013	9:00 am – 12:00 pm	California Department of Transportation, Room 11 – Computer Lab 1976 E. Dr. Martin Luther King Jr. Blvd., Stockton, CA

