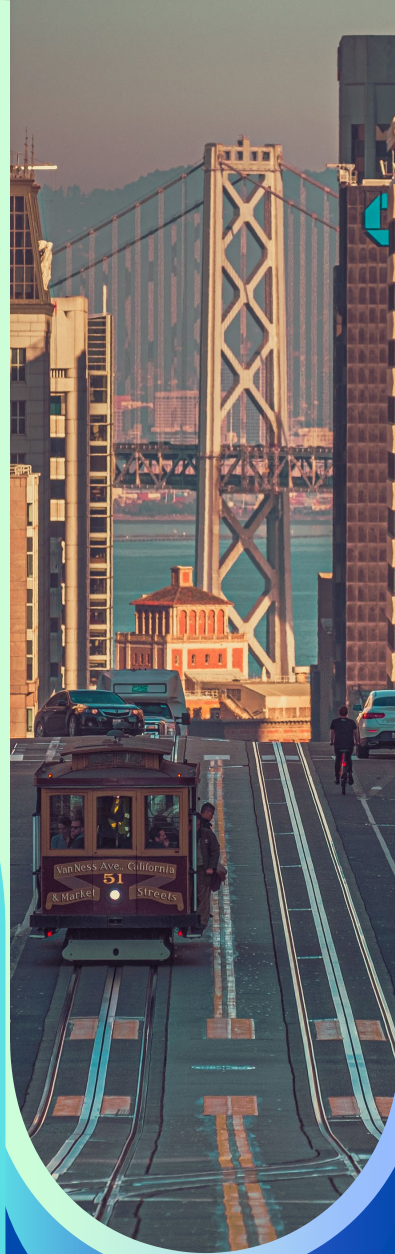


How To Do Business With Public Agencies

Connecting Government
Agencies with Small
Businesses

September 30, 2025



WELCOME



Business Outreach Committee (BOC)

A consortium of Bay Area public transit and transportation agencies that collectively conduct outreach events throughout the year.



AGENDA

Main Room Presentation: 12:00p.m. to 1:00 p.m.

Welcome and Opening Remarks – Artemisé Davenport

Presentations:

- Golden Gate
- AC Transit
- Alameda CTC
- BART
- EBMUD
- SFO
- SFCTA
- SFMTA
- SF Bay Ferry
- MTC
- SMART
- NVTA
- WestCAT
- City of Santa Rosa
- VTA
- SC Metro
- SACRT
- Caltrans

Networking: 1:00 p.m. to 1:28 p.m.

Closing Remarks: 1:28 p.m. to 1:30 p.m.





Dodie Goldberg
Senior Buyer – Bridge
Division



Artemisé Davenport
Manager, SBE
Compliance Programs

BUSINESS OUTREACH COMMITTEE
HOW TO DO BUSINESS WITH
PUBLIC AGENCIES
SEPTEMBER 30, 2025 | 12:00P – 1:30P

ABOUT US

www.goldengate.org



- Special District of the State of California (no local sales tax or general funds)
- Own 147 buses – Service areas: Contra Costa, Marin, San Francisco, and Sonoma counties
- Own 7 vessels – Liwa on the way! Service areas: Larkspur, Tiburon, San Francisco, Angel Island, and Sausalito

VENDOR REGISTRATION - Procurement Portal supported by Bonfire

<https://www.goldengate.org/district/doing-business/register-as-a-vendor/>

Portal

Log In Register

Procurement Portal

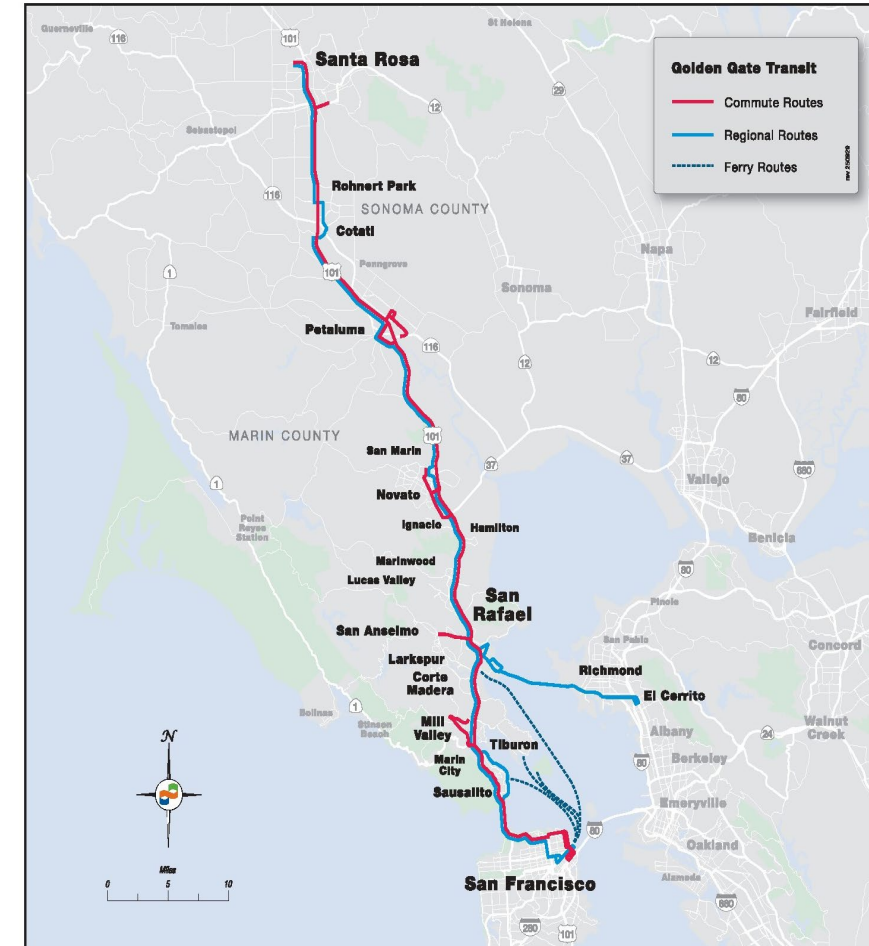
Golden Gate Bridge, Highway and Transportation District

Open Public Opportunities Past Public Opportunities Public Contracts

Search

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	2025-B-084	Golden Gate Suspension Bridge Seismic Retrofit Contract 1 North and South Towers and North and South Side Spans Environmental Compliance Monitoring Services	Oct 7th 2025, 4:00 PM PDT	9	View Opportunity
OPEN	2025-F-021	Engineering Design Services for the Larkspur Ferry Terminal Storm Drain Facility Repair	Nov 4th 2025, 4:00 PM PST	37	View Opportunity

[Technical Support](#) [Portal Security](#) [Terms of Service](#) [Privacy Policy](#) [Sitemap](#)



Doing Business with AC Transit



Brooklyn Moore Green, Senior Program Specialist

Islam Ayyad, Program Specialist

Intro to Contract Compliance at AC Transit

The AC Transit Compliance team is committed to advancing equity and opportunity in public contracting.

What We Do

- Promote inclusive procurement practices.
- Support businesses through outreach and education.
- Monitor and enforce compliance.
- Foster partnerships that reflect the communities we serve.

Why You're Here

- Learn how to do business with us.
- Discover upcoming opportunities.
- Get certified and registered.
- Connect with our team!

About Alameda CTC

Alameda CTC is a joint powers authority that plans, funds and delivers transportation programs and projects that expand access and improve mobility to foster a vibrant and livable Alameda County.



Local Business Contract Equity Program

The Alameda County Transportation Commission (Alameda CTC) has established the Local Business Contract Equity (LBCE) Program to create economic growth and jobs within Alameda County by requiring local contracting that supports residents and businesses in the county.

The LBCE Program contributes to the overall economic vitality of the county

- Encourages businesses to locate and remain in Alameda County
- Provides employment opportunities for residents of the county
- Generates economic activity and stimulates the local economy

The LBCE Program identifies and engages the participation of **Local Business Enterprise (LBE)**, **Small Local Business Enterprise (SLBE)** and **Very Small Local Business Enterprise (VSLBE)** firms located in Alameda County on contracts throughout the county. **To participate, firms must become certified with the Alameda CTC.**

The LBCE Program has robust LBE and SLBE goals on all locally-funded contracts

- Construction: 60% LBE and 20% SLBE
- Professional Services: 70% LBE and 30% SLBE (30% VSLBE for contracts greater than \$25,000 and equal to or less than \$75,000)

Key Eligibility Requirements

- Valid business license within Alameda County for at least six months

- Fixed place of business with a working office within Alameda County for at least six months
- Staffing of at least one full-time equivalent employee at the local working office

Program Benefits

- Receive up to 10% of total bid evaluation points during the selection process for contracts over \$75,000:
 - 5% for LBE goal
 - 5% for SLBE goal
- Receive notice of upcoming:
 - Contracting opportunities
 - Networking events
 - Training opportunities
- Opportunity for growth and exposure
- Inclusion in LBCE Certified Firms database



Get certified today!

Alameda CTC Certification Team

Phone: 510.208.7460

E-mail: certification@alamedactc.org



Alameda County Transportation Commission

Meetings

Contracting

Search ...

Search

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About Us ▼

Planning ▼

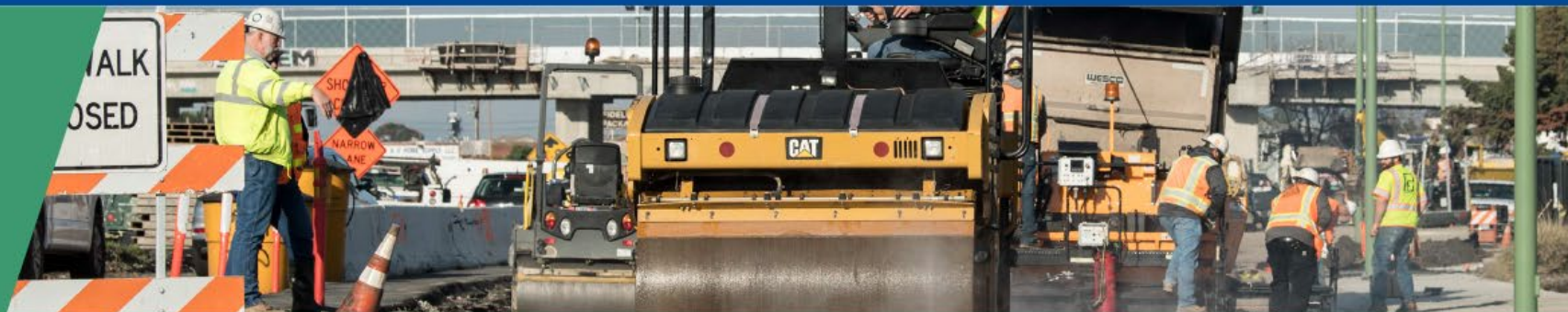
Funding ▼

Projects and Programs ▼

Get Involved ▼

New

CONTRACTING OPPORTUNITIES



[Get Involved](#) > Contracting Opportunities

CONTRACTING OPPORTUNITIES

CONTRACTING OPPORTUNITIES

EVENTS

UPCOMING CONTRACTING OPPORTUNITIES

[Contracting Opportunities Six-month Look-ahead](#)

CURRENT CONTRACTING OPPORTUNITIES

Procurement Portal

To respond to open opportunities, please register as a vendor at our Procurement Portal. For more information on registration, you may reference this article: <https://vendorsupport.gobonfire.com/hc/en-us/articles/15646869029783-Vendor-Registration>.

Prospective proposers are responsible for registering and submitting proposals via the Procurement Portal. Proposers experiencing technical issues in using the Procurement Portal may contact the Procurement Portal's software vendor, Bonfire Interactive directly:

Website: <https://alamedactc.bonfirehub.com/portal/support>

Support: support@gobonfire.com

PROJECT Name	PROCUREMENT TYPE	DETAILED PROJECT SCOPE	SPECIFIC SERVICES	ANTICIPATED ADVERTISEMENT TIMEFRAME	CONTACT INFORMATION
Alameda County Freeway Ramp Safety Plan (FRSP)	Professional Services	The FRSP will identify and prioritize safety and active transportation needs at freeway ramp intersections, supporting safety and health in communities adjacent to high traffic volumes and speeds at these locations. Stemming from recommendations of previous planning efforts by Caltrans and Alameda CTC, the Plan will prioritize on- and off-ramp intersections countywide and advance improvements at high-priority locations. Working with stakeholders including Caltrans, local jurisdictions, and community-based organization partners, the Plan will engage community members to develop concept designs, cost estimates, and funding and implementation plans for these locations.	<ul style="list-style-type: none"> • Safety and Vision Zero Analysis and Planning • Community Outreach and Engagement • Conceptual Design Engineering • Caltrans Process Expertise • Safe System Approach 	November 10, 2025	Kristen Villanueva, Director of Planning, kvillanueva@alamedactc.org
Program Management Services – Accessible Transportation	Professional Services	Professional services consultant or consultant team to support the agency's facilitation of grant oversight and initiatives through the agency's advisory committee for older adults and people with disabilities. Coordination services include meeting facilitation and coordination, local Americans with Disabilities (ADA) transportation and paratransit program review and support, administration and coordination of local, regional, state and federal grant funding, research and development of new countywide initiatives, public outreach and partner agency coordination, including updating and maintaining the Access Alameda website and technical assistance. This contract will be funded with local funds. As such, the Alameda CTC Local Business Contract Equity (LBCE) Program will apply. The LBCE Program's goals for professional services are 70.0% for Local Business Enterprise (LBE) firms and 30.0% for Small Local Business Enterprise (SLBE) firms.	<ul style="list-style-type: none"> • Project/Program Management • Community Outreach and Engagement • Website Support 	December 5, 2025	Kristen Villanueva, Director of Planning, kvillanueva@alamedactc.org
San Pablo Avenue Parallel Bike Improvements	Construction	Construction of Bicycle and Pedestrian improvements along streets parallel to San Pablo Avenue in the Cities of Albany, Berkeley, Emeryville and Oakland. Project elements include traffic circles, traffic diverters, speed humps/tables, curb extensions, median modifications, intersection daylighting (red curb), curb and gutter, curb ramps, pavement maintenance and rehabilitation, drainage modifications, pavement delineation, roadside signage, intersection safety lighting, a pedestrian hybrid beacon (PHB), rectangular rapid flashing beacon (RRFB) warning devices, and landscaping improvements. The estimated number of working days is 268. This contract will be federally funded.	General Contractor	January 02, 2026	Jhay Delos Reyes, Director of Project Delivery and Construction, jdelosreyes@alamedactc.org
Express Lane System Manager and Program Support	Professional Services	Professional services consultant or consultant team to support the agency's express lanes program. Services include working in partnership with agency staff, augmenting staff resources and providing technical expertise for the implementation and operation of Alameda CTC's Express Lanes. Services include program-level strategic advising, policy and technical knowledge, risk assessment and management, "best practice" research and analysis, operations audits and trend monitoring, issue and resolution management, toll system integrator contract administration, and toll system project controls. This contract will be funded in whole or in part by Toll Revenue funds and as such, will not be subject to a Disadvantaged Business Enterprise Program or the Alameda CTC Local Business Contract Equity Program. However, Alameda CTC strongly encourages each proposer to consider the use of disadvantaged, local and/or small business enterprises in its proposal.	<ul style="list-style-type: none"> • Project/Program Management • Toll System Technical Expertise • Implementation Oversight and Management • Operations Support 	March 2, 2026	Ashley Tam, Principal Transportation Engineer, atam@alamedactc.org

How to do Business with BART

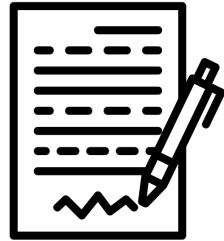
Devika Anand
Sr Certifications Analyst
devika.anand@bart.gov

Performance & Data Analytics
Office of Civil Rights

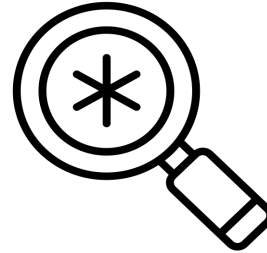
Alexandra Arroyo
Sr Analyst
Alexandra.Arroyo@bart.gov

Performance & Data Analytics
Office of Civil Rights

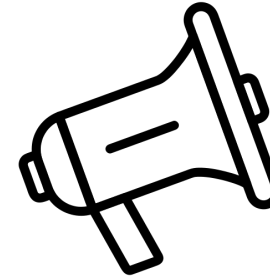
Office of Civil Rights Mission



Alert you about
contracting
opportunities



Promote transparency
in our procurement
process



Advocate for a level
playing field

We are committed to increasing the number of small businesses that participate in our procurement process.

Small Business Programs

Federal Economic Opportunity Programs

Disadvantaged Business Enterprise (DBE)

- 51% owned/controlled by disadvantaged individuals
- Net worth < \$2.047M; revenue < \$31.84M (or SBA standard)
- Must be CUCP-certified at bid/proposal submission

Small Business Entity (SBE)

- 51% owned by disadvantaged individuals
- Size limits vary by industry (e.g., Eng. \$15M; Arch. \$7.5M; Trades \$15M, Heavy Civil Construction \$23.98M.)
- Certified by BART

Micro Small Business Entity (MSBE)

- Avg. receipts ≤ \$10M (construction), ≤ \$6M (services/procurement)
- Eligible for MSBE set-aside contracts (caps: \$3M construction/procurement; \$6M services)
- Certified through BART

Non-Federal Small Business Programs

Small Business Program (SB)

- Provides a preference to SB prime bidders of up to 5%*.
- When a subcontracting goal applies, provides a preference of 5% for prime bidders who meet the SB subcontractor participation goal.
- *5% preference is based on the lowest responsible bidder's bid

Local Small Business Program (LSB)

- Provides a preference to LSB prime bidders of up to 7%**
- When a subcontracting goal applies, provides a preference of 7% for prime bidders who meet the LSB subcontractor participation goal.
- On Measure RR funded contracts, the SB preference applies only to LSB located in Alameda, Contra Costa, & San Francisco counties.
- ** 7% preference is based on the lowest responsible bidder's bid

Getting Certified and Finding Contracts



How to Apply for Certification



BART Certification Website: <https://bart.gob2g.com/>



CUCP Certification Website: <https://californiaucp.dbesystem.com/>



How to Find Current & Upcoming Contracts



Upcoming Contracts: <https://www.bart.gov/about/business/procurement/lookahead>



Register to do Business with BART Vendor Portal: <https://suppliers.bart.gov/>



Business Outreach Committee
How to Do Business with Public Agencies
September 30, 2025

Presented By:
Beverly Johnson
Contract Equity Administrator

Key Elements of Contract Equity Program

- Contracting Objectives

Availability Groups	Professional and General Services	Construction	Materials & Supplies
White Men	25%	25%	25%
White Women	6%	9%	2%
Ethnic Minorities (Men/Women)	25%	25%	25%



- Seven Percent Small Business Discount up to \$150K/year
- Small Business goal of 50% for contract awards of \$80K or less
- Encouragement of Local Businesses' participation
- Good faith employment goal of 50 percent for local residents on construction projects over \$500K

Sample of Contracting Opportunities

- **Adeline Maintenance Center Administration Building HVAC System Upgrade - Spec. 2170**
\$500K • Bid Date: 3/11/26 • 510-287-1040
- **Adeline Maintenance Center (AMC) Campus Security Improvements Phase 1 - Spec. 2205**
\$5.8M • Bid Date: 3/11/26 • 510-287-1040
- **Various Paving in Public Right of Way \$250K - \$1.2M • Due Date: Varies • 510-287-7187**
 - Locations in Oakland, Richmond, Pleasant Hill and Orinda
- **Oakport Security Improvements \$500K • Due Date: TBD • 510-287-1023**
 - Prepare design and contract documents for security improvements at the Oakport facility including cameras, lighting, security access systems, and fencing
- **Federal Energy Regulatory Commission (FERC) Relicensing - Cultural and Tribal Studies**
\$500K • Due Date: TBD • 510-287-1153
 - For the District to obtain relicensing by FERC, several Cultural and Tribal Studies need to be conducted including: Archaeology Resources Study, Historic Built Environment Study, Tribal/Ethnography Study, and Historic Properties Management Plan.

***Please visit our website for
upcoming contract opportunities,
information on Contract Equity
Program, and to update and/or
register in our database:***

ebmud.com/business

Or contact the Contract Equity Office:

Contract.equity@ebmud.com

510-287-0114





Social Impact

We create equitable access to the airport's economic opportunities – uplifting small, local, and historically underrepresented businesses and supporting a thriving tenant workforce.

Who We Are

Social Impact

We create equitable access to the airport's economic opportunities – uplifting small, local, and historically underrepresented businesses and supporting a thriving tenant workforce.

Workforce Standards & Development

Ensure continuity of operations at the airport by investing in workforce strength and stability.

Business & Career Center

Promote economic inclusion by providing individualized support and resource navigation.

Economic and Community Development

Build a healthy, inclusive entrepreneurial ecosystem by connecting underutilized businesses to airport opportunities.

Programs & Partnerships

Workforce Standards & Development

Quality Standards Program (QSP)

Worker Retention Policy

Project Labor Agreement (PLA)

OEWD Partnership Work Order

First Source Hiring, Local Hire, CityBuild, NOVAworks

OLSE Partnership Work Order

Prevailing Wage, HCAO, HAO, MCO

TTX Partnership Work Order

Smart Money Coaching

Business & Career Center

Job Readiness Workshops

Jobseeker Services

Job Fairs & Career Opportunities

Employee Resources

Contract Readiness Workshops

Small Business Certification Support

Outreach Event & Mixers

Contract Opportunities

Economic & Community Development

Airport Concessions Disadvantaged Business Enterprise (ACDBE)

Disadvantaged Business Enterprise (DBE)

Small Business Enterprise (SBE)
Small Business Enterprise Concession (SBEC)

CMD Work Order

Local Business Enterprise (LBE)

Equal Benefits Program (Article 131)

Questions and Contact

Please complete the event engagement form



Location

Business and Career Center

International Terminal A – Departures Level (across from the SFO Medical Clinic)



Contact

smallbusiness@flysfo.com; 650-821-5021

<https://www.flysfo.com/business/small-business-development>



We plan, fund and deliver SF transportation projects

- **Plan:** Long-range and other city planning activities
- **Fund:** SF's half-cent sales tax for transportation and other funding sources
- **Deliver:** and oversee major capital projects
- **Manage congestion:** SF's congestion management agency



Upcoming Opportunity



San Francisco
County Transportation
Authority

Project Name:	Pennsylvania Avenue Extension Pre-Environmental Bridging Study
Description:	Provide technical professional services to further develop the Pennsylvania Avenue Extension project, in coordination with related and adjacent projects.
Estimated Contract:	Total contract of up to approximately \$1,050,000. Two-phase contract, with first phase of up to approximately \$700,000.
RFP Issuance:	October 2025
Term:	Early 2026 - Early 2027 (first phase)
Project Contact:	Jesse Koehler, Rail Program Manager, jesse.koehler@sfcta.org
Service Specialties:	Engineering services, tunneling and underground construction design, utility engineering, infrastructure planning, project management, capital cost estimation, agency engagement
Project Website:	https://www.sfcta.org/projects/pennsylvania-avenue-extension

Notifications of Business Opportunities



Sign up on our e-mail list for notification of future opportunities at www.sfcta.org/stay-connected

Select type of opportunities you are interested in.

Questions can be sent to Ronald.Leong@SFCTA.org

A screenshot of the San Francisco County Transportation Authority's 'Stay Connected' subscription form. The form is set against a teal header with the agency's logo and navigation links. The main heading is 'Stay Connected'. Below it is a 'Subscribe' section with a form. The form includes fields for 'Email Address' (marked as required), 'ZIP code', and 'Phone number'. Below these fields is a checkbox for 'Would you like to receive our monthly newsletter?' which is checked. At the bottom, there is a section titled 'Get updates on studies/planning efforts' with a list of seven projects, each with an unchecked checkbox: '101/280 Carpool and Express Lane Project', 'District 4 Mobility Study', 'Downtown Congestion Pricing', 'New Transportation Sales Tax Expenditure Plan', 'Octavia Improvements Study', 'San Francisco Transportation Plan', and 'School Access Plan'. A final unchecked checkbox for 'Treasure Island Transportation Program' is at the very bottom.

San Francisco County Transportation Authority

English Español Filipino 中文

Projects & Studies Funding Policies & Initiatives Tools & Data What's Happening About Us Search

Stay Connected

Subscribe

Email Address * * indicates required

Email Address

ZIP code

Phone number

Would you like to receive our monthly newsletter?

☒ Yes

Get updates on studies/planning efforts

- ☐ 101/280 Carpool and Express Lane Project
- ☐ District 4 Mobility Study
- ☐ Downtown Congestion Pricing
- ☐ New Transportation Sales Tax Expenditure Plan
- ☐ Octavia Improvements Study
- ☐ San Francisco Transportation Plan
- ☐ School Access Plan
- ☐ Treasure Island Transportation Program



SFMTA



Doing Business with SFMTA

Kamal Hubbard

Contract Compliance Officer

Local Business Enterprise Advisory Committee



Upcoming Opportunities

CONTRACT #	TITLE	Estimated Contract Amount	Est. Duration	Est Advertising Date	Contract Description
Construction Contracts					
1327	Islais Creek and Woods Facility BEB Charging Infrastructure Project	\$ 30,000,000.00	4 years	Fall/Winter 2025	Progressive Design-Build contract to design and construct battery electric bus charging facilities at the Islais Creek and Woods Bus Yards
DPW Contract	Potrero Yard Modernization Project	Design-Build is being awarded but Trade Sub-Package Opportunities will be available	4 years	2026	SFPW managed contract to replace an obsolete, century-old bus yard with a modern, four-story, efficient bus maintenance and storage facility.
Professional Services Contracts					
CS-188	As-Needed Twin Peaks Tunnel Inspection and Engineering Services	\$ 6,000,000.00	5 years	Fall/Winter 2025	Provide tunnel inspection and engineering services for the Twin Peaks Tunnel
TBD	As-Needed Engineering Services (multi-award)	\$ 5,000,000.00	3 years plus 2 years option	Fall/Winter 2025	Provide as-needed engineering services to supplement in-house staff in the implementation of various
TBD	Tunnel Inspection & Engineering Services	\$ 4,000,000.00	4 years	2026	Provide Tunnel inspection services for various SFMTA tunnels (Metro, Sunset,
CS-192	Project Management Oversight (PMO) Services for Potrero Yard Modernization Project	\$ 500,000.00	4.5 years	Fall/Winter 2025	Project management oversight services for Potrero Yard Modernization Project
CS-193	Owner Advisor Support Services for the Islais Creek and Woods Facility BEB Charging Infrastructure Project	\$ 550,000.00	600 days	Fall/Winter 2025	Owner advisory support services for Islais Creek and Woods Facility BEB

Local Business Enterprise Advisory Committee (LBEAC)

We advise the CMD Director and other City Leaders on how to make the LBE Program better.



Upcoming 2025/2026 LBEAC Meetings

October 2, 2025; December 4, 2025; February 5, 2026; April 2, 2026; June 4, 2026; August 6, 2026; October 1, 2026; December 3, 2026

Kamal.Hubbard@SFMTA.com

(415) 646-4094



Contact Information

Terence Candell
Government & Regulatory
Affairs Specialist

candell@watertransit.org



Disadvantaged and Small Business Enterprise (DBE/SBE) Programs

DBE Certifications Accepted

- **California Unified Certification Program (CUCP)**
 - Disadvantaged Business Enterprise (DBE)
- **U.S. Small Business Administration (SBA) 8(a) Small Business**

State Certifications Accepted

- **Department of General Services (DGS) ***
 - Small Business (SB)
 - Micro Small Business (Micro)
 - Small Business for the Purpose of Public Works (SB-PW)
- **California Department of Transportation (Caltrans) ***
 - State Minority-Owned Business Enterprise (SMBE)
 - State Women-Owned Business Enterprise (SWBE)

*** Size Affidavit Required**

**Vessel Construction Goal for
RFP 24-006 & 22-017:**

- **DBE 1.72% (mandatory)**
- **SBE 7.5% (aspirational)**

Upcoming Procurements

- Vessel Engine Overhaul & Injector Replacements | FY 26 | \$582,000
- Universal Charging Float Conversions (Gate F) | FY 27 | \$12M
- Vessel Engine & Gear Overhauls | FY 28 | \$1.3M
- Universal Charging Float Conversions (Oakland) | FY 28 | \$5.5M
- Universal Charging Float Conversions (Gate E) | FY 29 | \$20M

Notification of Procurement Opportunities

<https://sanfranciscobayferry.com/work-with-us/>

PROCUREMENT OPPORTUNITIES

San Francisco Bay Ferry has streamlined its procurement process to facilitate engagement with businesses. We encourage all vendors interested in collaborating with us to register and explore current opportunities. From supplying goods and services to participating in infrastructure projects, your business can play a crucial role in enhancing our ferry services.

- ✓ [Register on Bonfire](#)
- ✓ [View Procurements](#)
- ✓ [Disadvantaged and Small Business Enterprise \(DBE/SBE\) Program](#)

EXPLORE PROCUREMENT OPPORTUNITIES →



How to do Business with MTC

- Register as a vendor to view current and upcoming contracting opportunities:

<https://mtc.bonfirehub.com/portal/?tab=login>

Types of Services Procured:

- Professional Services – consulting, legal, planning
- IT Services – IT support
- Marketing and Outreach
- Risk Management, Advocacy
- Technical analysis and engineering



MTC Procurement Portal

Procurement Portal Metropolitan Transportation Commission



Open Public Opportunities

Past Public Opportunities

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	SAFE-RFP-28367	RFP for Freeway Service Patrol Data Communications and Automatic Vehicle Location System	Oct 13th 2025, 4:00 PM PDT	20	View Opportunity
OPEN	TBD-RFQ	RFQ - Data Collection, Technical Report Writing, and Design Services for the Restoring Wildcat Creek Project	Oct 31st 2025, 12:00 AM PDT	37	View Opportunity
OPEN	N/A	UPCOMING PROCUREMENT - FasTrak Regional Customer Service Center Back Office System	Oct 31st 2025, 12:00 PM PDT	38	View Opportunity
OPEN	TBD	[UPCOMING: SEPTEMBER 2025]: Merchant Payment Processing Services	Feb 28th 2026, 4:00 PM PST	158	View Opportunity

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ASSOCIATION OF BAY AREA GOVERNMENTS
METROPOLITAN TRANSPORTATION COMMISSION

MTC Contracts Team



Michael Brinton

Acting Section Director
Procurement, Risk, and Property
Management

- Contact:
mbrinton@bayareametro.gov



Andrew Nguyen

Principal Contract Manager
Procurement, Risk, and Property
Management

- Key focus areas/ core priorities
- Contact:
anguyen@bayareametro.gov



Edward Phillips

Principal Contract Manager
Procurement, Risk, and Property
Management

- Key focus areas/ core priorities
- Contact:
ephillips@bayareametro.gov



Luz Campos

Outreach and Compliance Specialist

- Small business support and advocacy – engagement, resources, counseling
- Track small business participation in contracts
- Contact:
lcampos@bayareametro.gov



KEN HENDRICKS
PROCUREMENT & CONTRACTS MANAGER
KHendricks@sonomamarintrain.org
707-794-3330



Visit Our Website!
<https://sonomamarintrain.org>

Register as a Vendor!
<https://sonomamarintrain.bonfirehub.com>

Connect With Us!
Procurement@SonomaMarinTrain.Org



NVTA

NAPA VALLEY TRANSPORTATION AUTHORITY



September 2025 Business Outreach Webinar

Renel Coombs, Procurement & Contracts Administrator

rcoombs@nvta.ca.gov

procurements@nvta.ca.gov

[Procurement and Contracts - NVTA](#)

How to do Business with NVT A?

- Email Capability Statements to procurements@nvta.ca.gov
- Check our website for publicized opportunities “Work with Us”: <https://nvta.ca.gov>.
- Register for Pre-Proposal/Bid meetings to meet Primes!
- Take advantage of post-award debriefs to learn how to be more competitive.





Contracting & Procurement Opportunities

- Measure U recently passed to fix roads/infrastructure
- Unique in that we are a Transportation Agency but also congestion management agency so opportunities are endless!
- Types: Supplies, Professional and Non-Professional Services, Public Works, Service and Subscription Agreements, IT Equipment, Training, Consulting, Marketing/Promotional Materials

Western Contra Costa Transit Authority

Register as a Vendor
&
Invitation for Bids
and Request for Proposals



<https://www.westcat.org/Home/BusProcurement>



Tania Babcock
Grants and Compliance Manager/
DBE Liaison Officer

civilrights@westcat.org



Doing Business With WestCAT

Examples of items procured:

Supplies: IT equipment, furniture, office supplies, bus parts and related supplies, janitorial supplies, PPE, promotional supplies.

Services: janitorial, pest control, equipment and facility repair and preventive maintenance, printing.





Doing business with the



5th largest City in
the Bay Area
(pop. 180,000)

1200 employees
at City of Santa
Rosa


Wine Country &
Redwood
Coastal region






PlanetBids

Registering as a
vendor & finding
contracting
opportunities

www.srcity.org/bids

**City of Santa Rosa**

[LOG IN](#)

Bid Opportunities

Found 1121 bids

Posted	Project Title	Invitation #	Due Date	Remaining	Stage	Format
06/10/202	Selection of Electrical Equipment Supplier f...	RFP 25-47	07/22/2025 02:00pm	5 days	Bidding	Electronic
07/03/202	Reclamation Pump Station E Building Repl...	C02488	07/29/2025 02:00pm	12 days	Bidding	Paper
07/02/202	RFP - Engineering Design Services for Siph...		07/30/2025 02:00pm	13 days	Bidding	Paper
07/01/202	Traffic Signalization at Hearn Ave at Burba...	C02319	07/30/2025 02:00pm	13 days	Bidding	Paper
07/10/202	2025 Pavement Preventative Maintenance	C02496	08/05/2025 02:00pm	19 days	Bidding	Paper
07/09/202	Kawana Springs Community Park Garden	C02393	08/06/2025 02:00pm	20 days	Bidding	Paper
07/16/202	Water Pump Station 9 Electrical Upgrades	C02438	08/12/2025 02:00pm	26 days	Bidding	Paper
06/26/202	South Davis Neighborhood Park Play Area ...	C02215	07/15/2025 02:00pm		Closed	Paper

- Entirely FREE
 - Vendor Registration
 - Will automatically notify bidder of opportunities matching the business categories selected by the vendor when registered
 - Bid and Proposal Opportunities

Transit related Contracting opportunities

Bus Charger
electrification
construction

Fare Ticket Machines

Bus Charger
Management
software

Transit Operations
Building Facility Study

Transit Mall
Amenities and
Construction

Bus stop construction
and furniture
upgrades

Fixed Route Planning
Study

City Purchasing Agent & Disadvantaged
Business Enterprise (DBE) Liaison Officer

Jennifer Myles, CPPB, NIGP-PP

(707) 543-3709

www.srcity.org/bids

Transit Division purchasing lead – Yuri
Koslen

(707) 543-3335

www.srcity.org/CityBus

How to Do Business

with

Santa Clara Valley Transportation Authority (VTA)

3 Simple Steps:

1. Sign up as a vendor on the Procurement Portal: procurement.opengov.com/signup
2. Subscribe for solicitation email alert: procurement.opengov.com/portal/vta
3. Receive email notifications about upcoming events (scroll to bottom): vta.org/obdp



Get Certified

Applications for SBE & DBE Certification Programs: vta.sbdbe.com



Jennifer Mena
Management Analyst
Jennifer.Mena@VTA.org



Office of Business
Development Programs



Hailing Li
Buyer II
Hailing.Li@VTA.org



VTA Contracting Opportunities

Is VTA the right market for your business?

Goods & Services: maintenance parts for buses and light rail, vehicles (e.g., buses), and inventory materials, office supplies and equipment, furniture, and janitorial supplies.

Professional Services: IT services, janitorial services, pest control, equipment and facility repair and preventive maintenance, printing, and various professional services.

Construction Contracts: engineering, architecture, design, consulting, and other specialized services (e.g., rail engineering design or project management), infrastructure projects such as tunnel and trackwork, rail rehabilitation, bus stop improvements, station developments, landscaping, and large-scale initiatives like systems integration for transit expansions.





Purchasing Team

Joan Jeffries, Purchasing Manager
jjeffries@scmtd.com

Tanya Gilliam, Purchasing Agent
tgilliam@scmtd.com

Ian Berry, Purchasing Assistant
iberry@scmetro.org

Jane Strang, Buyer
jstrang@scmetro.org

Our Mission Statement:

To provide easy-to-use, convenient transportation for residents while protecting the environment and building better communities.





Register as a vendor with Bonfire and view Santa Cruz METRO's current procurement opportunities:

<http://scmtd.bonfirehub.com>

Register with Mailchimp to receive notifications of upcoming contracting opportunities:

<https://scmtd.us21.list-manage.com/subscribe?u=795a642df7ef3f7fdb27a8931&id=93a22af0e6>



Jessica Bennick Shevlin

Manager, Procurement Services &
Contract Compliance

jshevlin@sacrt.com

Board Chair
Sacramento Public Agency Consortium
(SacPAC)

www.sacramentopac.org



Register as a Vendor and View SacRT's Current Bids and Contracting Opportunities

www.sacrt.com/procurement/

How to Do Business with SacRT Webinar (FREE!)

Next Session: October 22, 2025 – 9:00 am – 10:30 am

Register at: www.sacrt.com/business/

SacRT Resource Page for DBEs and Small Businesses

SacRT has curated a list of resources to help small and disadvantaged businesses find support, when needed: www.sacrt.com/DBE

SacRT Contracting Opportunities

Is SacRT the right market for your business?

Supplies: IT equipment, furniture, office equipment and supplies, bus and rail parts and related supplies, janitorial supplies, and PPE.

Services: janitorial, pest control, equipment and facility repair and preventive maintenance, printing, and various professional and architecture & engineering services.

Public Works: public works construction projects along the light rail system and other district facilities.





THE CONNECTING POINT

Promoting Small Business Connections with Government Agencies and Educational Resources
Resource Expo and Member Agency Presentations

October 23, 2025, 8:00 AM – 12:00 PM

The Ziggurat (DGS Headquarters), 707 3rd St, West Sacramento, CA 95605, USA

The annual SacPAC Connecting Point vendor outreach and education event is a collaborative multi-agency outreach event tailored to small and disadvantaged businesses that want to connect with government agencies and small business support organizations. This event provides valuable resources, guidance, and networking opportunities to small businesses.

Free Event! Register Today!

<https://www.sacramentopac.org/connecting-point>



Ayanna Nobles
Small Business
Branch Chief



James Hsiao
Maintenance
Principal Transportation Engineer



Deneen Ogbeide



Shavon Carter



Romell Lane

District Small Business Liaisons



Caltrans Bay Area



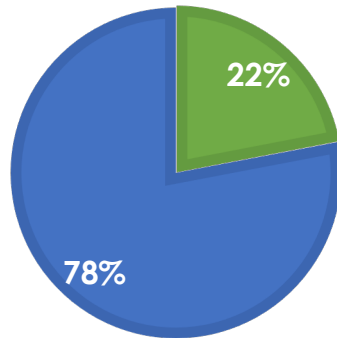


Caltrans Bay Area

**FEDERAL MAJOR CONSTRUCTION
CONTRACTS**

TOTAL \$292,591,010

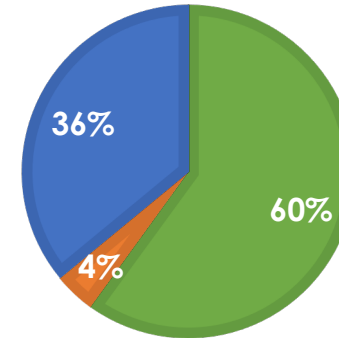
■ DBE 22% ■ Non-DBE 78%



**STATE CONTRACTS AND
PROCUREMENT**

TOTAL \$207,578,592.

■ SB 60% ■ DVBE 4% ■ Non-SB/DVBE 36%



Caleprocure: <https://caleprocure.ca.gov/pages/index.aspx>

Caltrans Emergency Registry Website: <https://ecradmin.dot.ca.gov>

DSBL Contact List: <https://dot.ca.gov/programs/civil-rights/dsbl-contact-list>

All figures shown are cumulative for the most recent completed fiscal year, based on funding source.

PUBLIC AGENCY NETWORKING

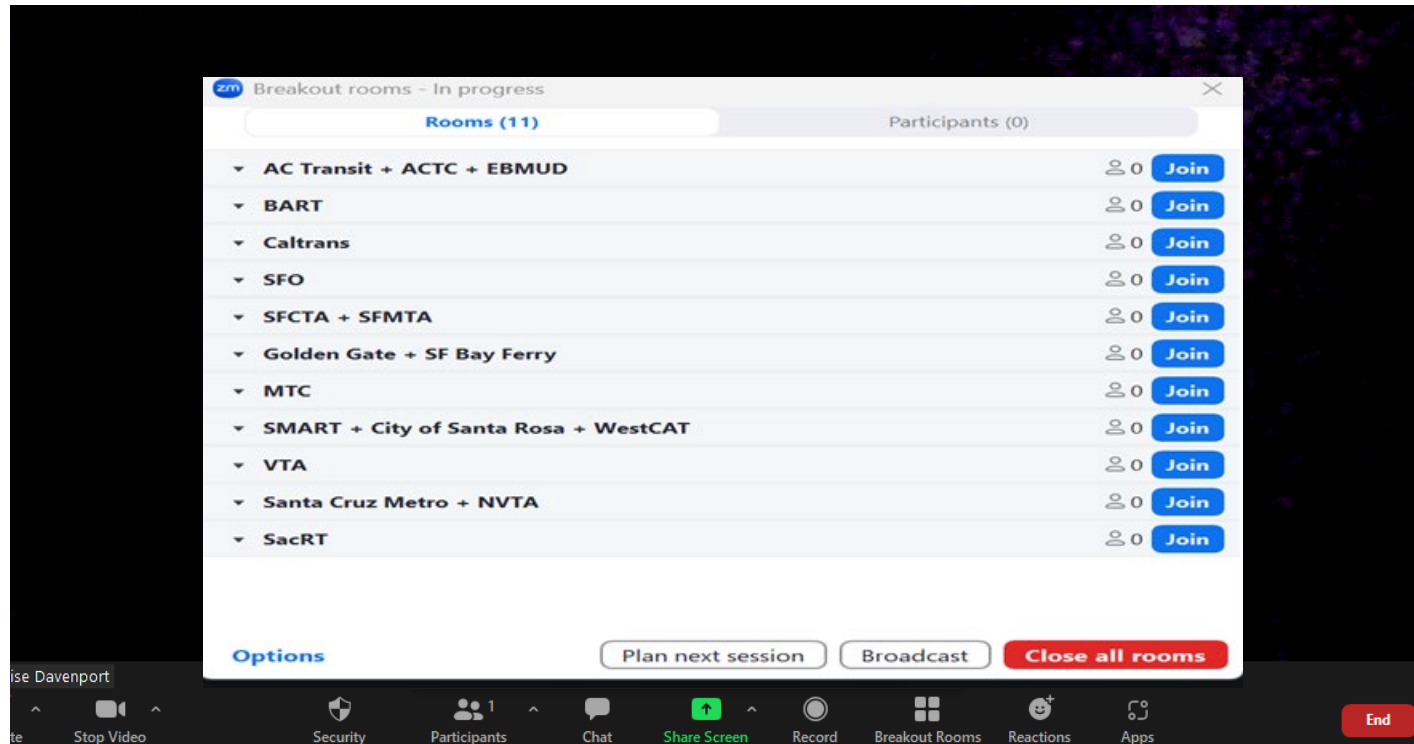
- **Room Assignments:** Participants will join rooms based on their interest and industry relevance.
- **Session Duration:** The Breakout Rooms will be open until approximately 1:28 pm, and then we will all reconvene in the main session for closing remarks.
- **Technical Support:** A moderator will be present in the main session to assist with technical issues.

Thank you for your participation, and we hope you find these sessions valuable and insightful!

BREAKOUT ROOM ACCESS

The updated Zoom (version 6.6.1 or higher) must be installed to self-select a breakout room.

1. Click Breakout Rooms in your meeting controls. This will display a list of breakout rooms.
2. Breakout rooms have been assigned by Agency name. Click "Join" to join the session of your choice.

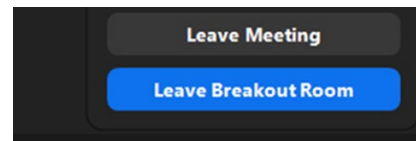


JOIN ANOTHER BREAKOUT ROOM

- Click “Leave Breakout Room” to join a different breakout room.



- Click “Leave Breakout Room” to return to the Main Room or “Leave Meeting” to exit the event.



BREAKOUT ROOM RESOURCES

Participating in Breakout Rooms

Click the link to learn more about Breakout Rooms and how to participate.

<https://support.zoom.us/hc/en-us/articles/115005769646-Participating-in-breakout-rooms>

BREAKOUT ROOM ASSIGNMENTS:

- AC Transit + ACTC + EBMUD
- BART
- Caltrans
- Golden Gate + SF Bay Ferry
- MTC
- SacRT + City Coach
- SC Metro + NVTA
- SFO
- SFCTA + SFMTA
- SMART + City of Santa Rosa + WestCAT
- VTA



THANK YOU!

All presentations and BOC contact information is available on the BOC webpage:

<https://www.goldengate.org/district/doing-business/business-outreach-committee/>



"Let's continue to stay connected."

