



Small Business Commission Agenda Report Item

Meeting Date: June 12, 2025

Subject: Advancing Inclusive and Local Procurement: Ordinance Amendment Discussion

Recommendation

It is recommended that the Small Business Commission approve to introduce an ordinance amending Daly City Municipal Code Chapter 3.12 to establish formal policies that encourage participation by Disadvantaged Business Enterprises (DBEs), Minority Business Enterprises (MBEs), Women Business Enterprises (WBEs), Disabled Veteran Business Enterprises (DVBES), and Daly City-based vendors in City procurement processes.

Background

Chapter 3.12 of the Daly City Municipal Code establishes procedures and thresholds for the purchasing of goods and services. While the current code includes certain provisions for local vendor preference and sustainable purchasing, it does not specifically promote the inclusion of underrepresented or disadvantaged business groups in the City's procurement process.

Key Highlights Current Ordinance:

- **Purpose:** To maximize the purchasing value of public funds and maintain a procurement system of quality and integrity.
- **Application:** Applies to all city departments and officials involved in the procurement process.
- **Delegation and Procedures:** City staff may delegate purchasing authority and are required to follow specific operational procedures, including the use of requests for proposals (RFPs) when necessary.
- **Bid Preferences:**
 - Preference is given to bidders within the city when bids are equal.
 - Preference is also given to bidders supplying recycled paper and environmentally sustainable materials.
- **Exclusions:** Certain transactions, such as those involving real property or specific professional services, may be excluded from the provisions of this chapter.

Discussion

To further the City's goals of equity, inclusion, and economic development, staff has prepared an ordinance that would amend Chapter 3.12 to include the following provisions:

- **Formal recognition of DBEs, MBEs, WBEs, and DVBES** as eligible for procurement preferences.
- **Definition of “local vendor”** to mean businesses based in Daly City with a valid business license.
- **A scoring matrix** to award preferential points to bids from certified diverse and local vendors when bids are within 10% of the lowest responsible bid.
- **Outreach and engagement expectations** to improve access to City contracting opportunities.
- **Annual reporting requirement** to assess the participation of targeted business groups in City procurements.

These amendments are modeled after best practices from other California municipalities and align with state and federal standards for supplier diversity.

Fiscal Impact

There is no direct fiscal impact associated with this ordinance. However, the implementation of outreach and monitoring efforts may require some additional staff time, which will be absorbed within existing departmental resources.

Conclusion

The proposed amendments will bring Daly City’s procurement policies in line with modern best practices for inclusion and equity while continuing to support the local business community.

Respectfully submitted,



Maybelle Manio
Economic & Community Development
Specialist



Timothy J. Nevin
Director of Finance & Administrative Services

ATTACHMENTS:

1. Sample Scoring Matrix and Definitions

Sample: Bid Preference Scoring Matrix for Inclusive and Local Procurement

To promote inclusive and local participation in City contracts, Daly City will apply a **bid preference scoring matrix** during the evaluation of proposals that are within **10% of the lowest bid or highest-ranking proposal**, assuming all minimum qualifications are met. The following criteria provide **bonus points as a percentage of the total possible score**:

Criteria	Bonus Points	Definition
Certified DBE	+3%	Disadvantaged Business Enterprise certified under federal or state programs.
Certified MBE	+3%	Minority Business Enterprise: 51% minority-owned and certified as such.
Certified WBE	+3%	Women Business Enterprise: 51% woman-owned and certified accordingly.
Certified DVBE	+3%	Disabled Veteran Business Enterprise: certified and at least 51% DVBE-owned.
Daly City-Based Vendor	+5%	Businesses with a physical location and operations based in Daly City.

Cumulative Preference Cap

To ensure fairness, **no proposal may receive more than a 10% total preference** in scoring, regardless of how many categories the bidder qualifies under.



Small Business Commission Agenda Report Item

Meeting Date: June 12, 2025

Subject: Bay Area Small Business Procurement Summit – Event Summary

Recommendation

Staff recommends that the Small Business Commission accept an event summary of the Bay Area Small Business Procurement Summit.

Background

Government procurement refers to the process by which public agencies acquire goods, services, and construction. These contracts are issued by city, county, state, and federal agencies and represent a multi-billion dollar market that remains underutilized by small businesses, especially those that are minority-, women-, or veteran-owned.

San Francisco Bay Area organizations has a stated goal of improving access for small and disadvantaged businesses in public procurement. However, barriers persist, including complex eligibility requirements, limited access to capital, and lack of awareness about bidding opportunities.

Small Business Development Centers (SBDCs) and procurement technical assistance centers (PTACs) have long played a critical role in bridging these gaps by offering one-on-one advising, training, and technical support to help businesses compete for and win contracts.

Discussion

EVENT OVERVIEW: Bay Area Small Business Procurement Summit

Date: May 13, 2025

Location: Sobrato Community Center, Redwood City

Organizers: San Francisco SBDC, San Mateo SBDC, Silicon Valley SBDC

Hosted by: Renaissance Center and San Mateo County Economic Development Association

Attendees: Over 250 small business owners, agency representatives, and corporate partners

The Bay Area Small Business Procurement Summit brought together small businesses from across the region to learn about public and private contracting opportunities. The event featured panel discussions with procurement professionals from state agencies, local governments, utilities, and corporations. Resource tables provided direct access to technical advisors, certification agencies, and financial institutions.

Key Features:

- **Three Panel Discussions:**
 - State Procurement
 - Local Government & Utilities
 - Private Sector Opportunities
- **Resource Fair:**
 - California Department of General Services

- SF Public Utilities Commission
- Caltrans
- PG&E
- Kaiser Permanente
- Regional financial institutions

Themes and Takeaways:

- Procurement remains one of the most effective pathways for small business growth.
- Many businesses lack the preparation to navigate lengthy and technical application processes.
- Agencies are actively seeking small business participation but face outreach and capacity challenges.
- Coordination among SBDCs and agencies is critical to helping businesses become contract-ready.

Small businesses seeking to participate in government contracting should be aware that all California state procurement opportunities are listed on the Cal eProcure portal, available at www.caleprocure.ca.gov. While the platform contains a significant volume of information, users can create accounts and set up email notifications tailored to specific industries or areas of interest, helping streamline the search for relevant Requests for Proposals (RFPs).

Businesses may also strengthen their competitiveness through a variety of certifications that demonstrate eligibility for diversity, equity, and inclusion programs. For example:

- **DBE (Disadvantaged Business Enterprise)** is a federal certification used primarily for U.S. Department of Transportation-funded projects. It is designed to ensure that socially and economically disadvantaged individuals have equitable access to contract opportunities.
- **MBE (Minority Business Enterprise)** is a broader certification recognized by federal, state, and local agencies, as well as private entities. It applies to businesses that are at least 51% owned and operated by individuals from recognized minority groups.

Additional valuable certifications include:

- **WBE (Women Business Enterprise)**
- **SBE (Small Business Enterprise)**
- **8(a) Certification** (for small disadvantaged businesses through the U.S. Small Business Administration)
- **SDVOSB (Service-Disabled Veteran-Owned Small Business)**

These certifications can unlock access to set-aside contracts and specialized procurement opportunities.

An essential tool for businesses seeking to contract with government agencies is the **Capabilities Statement**. This document is typically one to two pages and includes an overview of the business's core competencies, past performance, differentiators, certifications, and key contact information. It is often requested by contracting officers to determine if a business is a suitable vendor.

Bay Area Small Business Procurement Summit – Event Summary

Meeting Date: June 12, 2025

Free technical assistance is available to small businesses through [APEX Accelerator NorCal](http://www.apexnorcal.org), (www.apexnorcal.org) which provides comprehensive support in navigating procurement processes, preparing Capabilities Statements, and obtaining necessary certifications.

Conclusion

The Bay Area Small Business Procurement Summit highlighted the continued demand and opportunity for small business engagement in government and institutional contracting. By taking a leadership role in expanding procurement access, the Small Business Commission can support economic equity, local entrepreneurship, and the broader goals of inclusive economic development.

Staff is available to provide any additional information sought by the Chair and Commissioners.

Respectfully submitted,



Maybelle Manio
Economic & Community Development
Specialist



Timothy J. Nevin
Director of Finance & Administrative Services

Attachments

Business Forecast for Construction and Trade Services 2025 - SFO
Business Forecast Concessions - SFO
Small Business Set-Aside Concession Opportunity Flyer - SFO
CA State Parks SB/DVBE Business Opportunities Flyer
CA High Speed Rail Flyers
Caltrans “Opportunities” to Contract Event Flyer
Selling Goods and Services to Caltrans Pamphlet
CA Department of General Services Upcoming Solicitations

Business Forecast for Construction & Trade Services 2025



Contract Number	Contract Title	Trade/Project Type	Project Contract Amount	Anticipated Advertise Date	Project Contact
11742.66	DBB: Noise Insulation Program, Expanded Eligibility Initiative 2022 Phase, Group 2 (Fed AIG)	Design-Bid-Build Services	\$4,500,000	Q1 2025	Luis Moreno (650) 821-5554 Luis.Moreno@flysfo.com
11876.61	DBB: Station BB 12Kv Infrastructure Reconfiguration	Design-Bid-Build Services	\$12,000,000	Q1 2025	Omar Dapiaoen (650) 821-7725 Omar.Dapiaoen@flysfo.com
12064.61	DBB: Building 575 - SFO Accounting Tenant Improvement	Design-Bid-Build Services	\$750,000	Q1 2025	Jonathan Lien (650) 821-5581 Jonathan.Lien@flysfo.com
11916.61	DBB: T1 Police Substation Improvements	Design-Bid-Build Services	\$700,000	Q1 2025	Daniel Ibrahim (650) 821-5558 Daniel.Ibrahim@flysfo.com
8983.61	DBB: Taxiway 'Z' Rehabilitation Project	Design-Bid-Build Services	\$33,000,000	Q1 2025	Anthony Lum (650) 821-7787 Anthony.Lum@flysfo.com
12107.51/52/53/54	Master As-Needed(s): NIP RRI (Local funding)	As-Needed Construction	\$2,000,000	Q1 2025	Luis Moreno (650) 821-5554 Luis.Moreno@flysfo.com
11965.41	PMSS: Boarding Area F Refresh	Project Management Support Services	\$11,000,000	Q1 2025	Kris Opbroek (650) 821-5316 Kris.Opbroek@flysfo.com
11851.61	DBB: Central Garage 5th Level Resurfacing	Design-Bid-Build Services	\$13,000,000	Q1 2025	Richard Low (650) 821-7890 Richard.Low@flysfo.com
12009.41	PS: Enterprise Infrastructure Information Management and Integration	Professional Services	\$5,200,000	Q1 2025	Josephine Young (650) 821-2942 Josephine.Young@flysfo.com
11965.66	DB: Boarding Area F Refresh	Design-Build Services	\$220,000,000	Q2 2025	Kris Opbroek (650) 821-5316 Kris.Opbroek@flysfo.com
12023.66	DB: Courtyard 4 Connector Interior Buildout	Design-Build Services	\$100,000,000	Q2 2025	Kris Opbroek (650) 821-5316 Kris.Opbroek@flysfo.com
TBD	As-Needed Construction Services (Master) - Possible 5 contracts	As-Needed Construction	\$5,000,000	Q2 2025	Fred Sabour (650) 821-5549 Fredrick.Sabour@flysfo.com
11808.61	DBB: SCADA Improvements Phase I	Design-Bid-Build Services	\$12,000,000	Q2 2025	Hung Quach (650) 821-5540 hung.quach1@flysfo.com
11870.61	DBB: Storm Drain Pump Station 6 - Replacement and Infiltration Repairs	Design-Bid-Build Services	\$8,600,000	Q2 2025	Kellen Uyeda (650) 821-7732 Kellen.Uyeda@flysfo.com
11939.61/66	DBB: NIP 2024-2028 Phase: EEI (Pre-93) - Micro LBE Set-Aside(s)	Design-Bid-Build Services	\$1,900,000	Q2 2025	Luis Moreno (650) 821-5554 Luis.Moreno@flysfo.com

Contract Number	Contract Title	Trade/Project Type	Project Contract Amount	Anticipated Advertise Date	Project Contact
11843.61	DBB: Station AR Improvements Ph 1	Design-Bid-Build Services	\$22,000,000	Q2 2025	Vernadette Ortiz (650) 821-5551 Vernadette.Ortiz@flysfso.com
1848.61	DBB: Airport Shoreline Rehabilitation	Design-Bid-Build Services	\$4,500,000	Q2 2025	Richard Low (650) 821-7890 Richard.Low@flysfso.com
8571A.61	DBB: East Field Water Main Improvements	Design-Bid-Build Services	\$26,000,000	Q3 2025	Colton Yee (650) 821-0000 Colton.Lee@flysfso.com
11836.61	DBB: Building Energy & Electrification Program (BEEP) - Phase 1	Design-Bid-Build Services	\$26,000,000	Q3 2025	Nicholas Marinelli (650) 821-7603 Nicholas.Marinelli@flysfso.com"
11442.41	PMSS: ASIP Phase 2 - CCTV Improvements	Project Management Support Services	\$5,000,000	Q3 2025	Ryan Louie (650) 821-7827 Ryan.Louie@flysfso.com
11442.66	DB: ASIP Phase 2 - CCTV Improvements	Design-Build Services	\$45,000,000	Q3 2025	Ryan Louie (650) 821-7827 Ryan.Louie@flysfso.com
11077.61	DBB: Water Main Leak Detection - Phase 2	Design-Bid-Build Services	\$5,800,000	Q3 2025	Robin Kivlen (650) 821-7739 Robin.Kivlen@flysfso.com
11096	CMGC: Taxiways E & J Realignment	Construction Manager/General Contractor Services	\$55,000,000	Q3 2025	Daniel Lee (650) 821-7767 Daniel.Lee@flysfso.com
11160	DB: Superbay Hangar Renovation	Design-Build Services	\$143,000,000	Q3 2025	Rick Thall (650) 821-7878 Rick.Thall@flysfso.com
11819	DBB: ITB Information Desk Improvements	Design-Bid-Build Services	\$2,400,000	Q3 2025	Jonathan Lien (650) 821-5581 Jonathan.Lien@flysfso.com
12088.50	As-Needed: Generator Load Testing and Emergency Repairs	As-Needed Maintenance and Repair Services	\$500,000	Q4 2025	Matt Rumsey (650) 821-7881 Matt.Rumsey.inn@sfoconsultant.com
11961.61	DBB: Airport Wide Safety and Security Improvements (Phase 1)	Design-Bid-Build Services	\$1,400,000	Q4 2025	Daniel Ibrahim (650) 821-5558 Daniel.Ibrahim@flysfso.com
11872.61	DBB: East Field Industrial Waste Improvements	Design-Bid-Build Services	\$5,800,000	Q4 2025	Joseph Alberto (650) 821-7729 Joseph.R.Alberto@flysfso.com
11985.41	PMSS: West Field Office Building 670	Project Management Support Services	\$15,000,000	Q4 2025	Kristin Allen (650) 821-5372 Kristin.Allen@flysfso.com
11985.66	DB: West Field Office Building 670	Design-Build Services	\$400,000,000	Q4 2025	Kristin Allen (650) 821-5372 Kristin.Allen@flysfso.com
11977	DB: Zero Energy Resiliency - Solar & Storage	Design-Build Services	\$20,000,000	Q4 2025	Ryan Louie (650) 821-7827 Ryan.Louie@flysfso.com

Contract Number	Contract Title	Trade/Project Type	Project Contract Amount	Anticipated Advertise Date	Project Contact
11888	DB: ITB Restroom Improvement	Design-Build Services	\$15,000,000	Q4 2025	Rick Thall (650) 821-7878 Rick.Thall@flysfo.com
11415	DBB: T1 BA C Re-Roof	Design-Bid-Build Services	\$13,000,000	Q4 2025	Peter Domingo (650) 821-7822 Peter.Domingo@flysfo.com
11911	DBB: West Campus Fitness Center	Design-Bid-Build Services	\$2,500,000	Q4 2025	Daniel Ibrahim (650) 821-5558 Daniel.Ibrahim@flysfo.com
11852	DBB: Bridge Deck Resurfacing	Design-Bid-Build Services	\$2,000,000	Q4 2025	Yihang Zhang (650) 821-7789 Yihang.Zhang@flysfo.com
11847	DBB: Runway 19L, 28L & 28R Timber Trestles Improvement	Design-Bid-Build Services	\$25,000,000	Q4 2025	Eric Tam (650) 821-7744 Eric.Tam@flysfo.com
11837	DBB: AirTrain Medium Voltage Cable Replacement Phase 1	Design-Bid-Build Services	\$17,000,000	Q4 2025	William Chan (650) 821-7719 William.Chan@flysfo.com
11831	DBB: Sanitary Waste and Drainage Repairs at BAC	Design-Bid-Build Services	\$5,500,000	Q4 2025	Liborio Yap (650) 821-7730 Liborio.Yap@flysfo.com
11869	DBB: T1 Sanitary Sewer Lift Stations 1 & 2 & Force mains Replacement	Design-Bid-Build Services	\$9,600,000	Q4 2025	Colton Yee (650) 821-0000 Colton.Lee@flysfo.com
11145	DBB: Central Garage 5th Level Improvement	Design-Bid-Build Services	\$7,800,000	Q4 2026	Jonathan Lien (650) 821-5581 Jonathan.Lien@flysfo.com
11134	DBB: Roadway Pedestrian Safety Improvements	Design-Bid-Build Services	\$7,000,000	Q4 2026	Daniel Ibrahim (650) 821-5558 Daniel.Ibrahim@flysfo.com

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For more information, please contact:
Social Impact Office
San Francisco International Airport
(650) 821-5021
smallbusiness@flysfo.com



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Or, <https://procurement.opengov.com/portal/sfoconstruction?status=all>

Updated 01.22.25.

Concession Type	RFP	Current Concept	Status / When to RFP	Expiration Date
Food & Beverage	Terminal 3 BA-F Wine Bar Lease	SF Uncork'd, T3	TBD	10/31/27
Services	Airport Travel Service Lease	Airport Travel Agency	TBD	10/31/27
Food & Beverage	IT F&B Lease	Wendy's, IT	TBD	10/31/27
Other	Advertising Lease	Clear Channel	TBD	10/31/27
Food & Beverage	Food & Beverage Lease	Dogpatch Bakehouse, T3 & T1	TBD	10/31/27
Food & Beverage	Food & Beverage Lease	Kleins Deli, T3	TBD	10/31/27
Food & Beverage	Food & Beverage, T3 E Lease	Urban Tortilla, T3 E	TBD	10/31/27
Food & Beverage	Bar and Food/ Beverage, IT North Food Court	Potrero Grill & Tapas & Taps	TBD	10/31/27
Food & Beverage	Domestic FB Terminal Lease	Mission Bar & Grill, T3 E	TBD	10/31/27
Food & Beverage	Food & Beverage, Hub F	Koi Palace, T3 Hub	TBD	10/31/27
Retail	Specialty Retail Lease	Jo Malone, Tom Ford	TBD	10/31/27
Retail	BA-E Newsstand Lease	Skyline, T3 E	TBD	10/31/27
Food & Beverage	T3 F&B Lease	Bun Mee, T3 Hub	TBD	10/31/27
Retail	T3 Retail Marketplace Lease	District Market	TBD	1/31/28
Retail	Airport Vending Lease	Swyft Vending	TBD	1/31/28
Food & Beverage	T3 BA-F & T1 BA-C F&B Concession Lease	Proposition Chicken	TBD	8/31/29
Food & Beverage	Food & Beverage, T3 East	Pronto, T3 East	TBD	5/31/28
Food & Beverage	SFO Coffee Domestic Terminal FB Lease	Peet's Coffee, T3 East	TBD	5/31/29
Food & Beverage	Domestic Terminal FB Lease	Union Street Gastropub	TBD	5/31/29
Retail	T & T3 Newsstand/ Café Lease	Hudson News, SF Chronicle, SF Travel News	TBD	5/31/29
Retail	IT-A Newsstand Lease	Ingenuity	TBD	5/31/29
Services	Luggage Carts Lease	Smarte Carte	TBD	6/30/29
Other	RCC tenants Bids	9 brands	TBD	8/31/29
Food & Beverage	T3 Food and Bev Lease	Amoura Café	TBD	9/30/29
Food & Beverage	IT FB Lease	Koi Palace Express	TBD	10/31/29
Food & Beverage	IT-A F&B Lease	Roasting Plant	TBD	2/28/30
Food & Beverage	T3 BA-F & T1 BA-C F&B Lease	Bacon Bacon	TBD	2/28/30
Food & Beverage	Domestic F&B Lease	Ladle & Leaf	TBD	3/31/30

Business Forecast for Concessions



Concession Type	RFP	Current Concept	Status / When to RFP	Expiration Date
Other	Direct Current Fast Charging Hub Lease	n/a	Proposals due date Jan 2025	TBD
Food & Beverage	IT F&B Small Business Set-Asides	24th & Mission	RFP re-issue Feb 2025	TBD
Retail	Electronic Gaming Concession	n/a	Commence Q1 2025	
Other	Centralized Receiving and Distribution Center Management Contract	n/a	Commence Q2 2025	TBD
Food & Beverage	Boarding Area G Coffee House	Former Converge Room, Mamava pods	Commence Q2 2025	vacant
Food & Beverage	Rental Car Center Café	Marina's Café	TBD	MTM
Services	Sleeping Rooms, IT	Brookstone, IT	TBD	vacant
Other	VIP Terminal Concession	n/a	TBD	TBD
Services	Sleeping Rooms & Showers, HMT1	n/a	TBD	vacant
Services	Expedited Travel Service	AIClear	TBD	12/31/25
Retail	T3 BA-E Candy Kiosk	The Chocolate Market	TBD	7/31/26
Retail	T1 Retail Concession Lease	L'Occitane	TBD	10/31/27
Service: Banking	Cash to Card ATM Services	Ready Credit Corp	TBD	MTM
Retail	T3 News & Specialty Store Lease	SF News Magazine	Fall 2025	MTM
Other	T3 W & Connector - Approx 7 leases		Fall 2025	TBD
Other	C4C Common Use Lounge	n/a	Winter 2025	n/a
Food & Beverage	Food & Beverage, T2	Andale, T2	Spring 2026	10/31/27
Food & Beverage	Food & Beverage, T2	Burger Joint, T2	Spring 2026	10/31/27
Food & Beverage	Food & Beverage, T2	Peet's Coffee, T2	Spring 2026	10/31/27
Food & Beverage	Food & Beverage, T2	Cat Cora, T2	Spring 2026	10/31/27
Food & Beverage	Food & Beverage, T2	Plant Pinkberry T2	Spring 2026	10/31/27
Food & Beverage	Food & Beverage, T2	Wakaba, T2	Spring 2026	10/31/27
Food & Beverage	Sit-down Restaurant, T2	Lark Creek, T2	Spring 2026	10/31/27
Food & Beverage	Food Market, T2	Napa Farms & Vino Volo, T2	Spring 2026	10/31/27
Retail	Specialty Retail Lease	See's Candies, T3 Hub	TBD	TBD
Services	Vending Snack And Beverage Vending Lease	Gilly Vending	TBD	10/31/27

Concession Type	RFP	Current Concept	Status / When to RFP	Expiration Date
Retail	BA/C Retail Conc. Lease	49 Mile Market	TBD	5/31/30
Retail	T3 BAE Retail Specialty Lease	Sunglass Hut	TBD	6/30/30
Retail	T2 Sunglass Store Lease	Sunglass Hut	TBD	6/30/30
Retail	T2 Specialty Retail Lease	Brookstone	TBD	8/31/30
Retail	BA/C Retail Conc. Lease	the Scoop	TBD	8/31/30
Retail	T3 Newsstand & Multi-Concept	Silicon Valley News, Natalie's Candy, etc	TBD	8/31/30
Retail	T1 Retail Concession Lease	NYS Collection Eyewear	TBD	8/31/30
Food & Beverage	T3 BA/F F&B Lease	SF Giants Club House	TBD	9/30/30
Retail	ITG Specialty Concession Lease	The Chocolate Market	TBD	12/31/30
Retail	T2 Specialty Retail Lease	We are SFC	TBD	8/31/30
Food & Beverage	IT F&B Lease	1300 on Fillmore	TBD	11/30/32

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For inquiries about the concession opportunities listed above, please contact SFOconcessions@flysfo.com or (650) 821-4500.

For services and resources, including Diverse Business Programs, Upcoming Events and Workshops, and Small Business Certification, please contact:

Social Impact Office

San Francisco International Airport

(650) 821-5021

smallbusiness@flysfo.com



For most updated forecast visit the QR code.
Or, <https://www.flysfo.com/business/small-business-development>

Updated 01.22.25.

Small Business Set-Aside Concession Opportunity!

Dianne Feinstein International Terminal Food and Beverage Small Business Lease

The Airport Commission has commenced the Request for Proposals (RFP) process for Dianne Feinstein International Terminal Food & Beverage Lease, Small Business Set-Asides.

If your firm is interested in this concession opportunity, it must be certified as a **Tier 1 Small Business Enterprise Concession (SBEC)**.

The **Airport Concessions Disadvantaged Business Enterprise Program** includes a **Small Business Element** that provides concession opportunities for **certified small businesses**. Firms must be certified as a Tier 1 Small Business Enterprise Concession (SBEC) to qualify.

Website link to current opportunities at SFO



<https://www.flysfo.com/business/current-opportunities>

SBEC Certification Requirements:

✓ Tier 1 SBEC Eligibility

- A **for-profit** small business with annual **gross receipts** (including affiliates) **averaging \$7.5 million or less** over the past five years (or since inception if less than five years).
- **At least 51% ownership** by individuals whose personal **net worth does not exceed \$2.047 million**, excluding primary residence, the applicant firm, and retirement accounts.

📋 How to Apply:

To apply for **Tier 1 SBEC certification** and participate in this opportunity, firms must submit an **SBEC Certification Form** with the required attachments **by July 22, 2025 at 2:00 PM (PT)**.

**Get
Started
Today!**

Contact the SFO Social Impact Office to obtain the certification form and learn more:

📞 (650) 821-5021

✉️ smallbusiness@flysfo.com

🌐 www.flysfo.com/business/small-business-development



Department of Parks & Recreation (DPR)

SB/DVBE Business Opportunities

(www.parks.ca.gov)



A GIFT FROM THE PEOPLE
TO THE PEOPLE

Unlike most State departments DPR operates on a decentralized platform. When a need arises, each office independently seeks out or advertises for resources. As there are no dedicated buyers, the buyer can be as spontaneous as the lead for a specific project or task.

So, how do you make your SB/DVBE services visible to DPR buyers?

First and foremost, **Register** and **Certify** as an SB/DVBE company in the State's registered vendor system (www.CaleProcure.ca.gov). There is **no cost to register and certify**. DPR buyers search the State's vendor system for registered and certified SB/DVBE resources.

Then, maximize your virtual visibility to DPR and the State so we can find your business:

1. **Optimize** the keywords and industry codes within your company's profile. These are key to making your company visible to all State agencies searching for a solution to a need:
 - ✓ Eliminate non-descriptive, non-relevant and repeated words to optimize the limited space.
 - ✓ Periodically review and update your company profile to keep pace with changes to your offerings, industry trends, seasonal solutions, point of contact information, etc.
 - ✓ Each search generates a list in random order. If a search is conducted with the exact same criteria, the order of the companies listed will not match, yet the content will remain the same.
2. **Respond** to all direct solicitation invitations rather than simply let them pass by.
 - ✓ You received a direct solicitation because your company profile reflected you were qualified for the job. If the solicitation was not a good fit, you should provide a courtesy 'no thank you' including your reason for declining. The feedback may help the buyer recognize an oversight or gain a better understanding of what the solicitation could or should have contained to be more accessible. At times, an addendum may be issued that may enable your bid.
3. **Search as a Primary** for opportunities.
 - ✓ It is always wise to proactively search for opportunities as your profile may not necessarily fit or match a State buyer's approach or it may have been posted for general response.
 - ✓ Your company may have diversified its services but the opportunity occurred before you updated your profile.
 - ✓ You might uncover an opportunity that you are able to pursue on a case-by-case.
4. **Search as a Subcontractor** for opportunities.
 - ✓ Non-SB and non-DVBE companies can subcontract with registered and certified SB/DVBE companies to take advantage of State SB/DVBE contracting programs for mutual benefit.
 - ✓ If you find a solicitation that you may or would like to participate in, but only in-part, try contacting the Primary contractors who have viewed the solicitation to open dialogue.
 - ✓ Primary contractors also actively search for SB/DVBE companies to subcontract with.

Tip: Most of the dollars spent by DPR in achieving and exceeding its annual SB/DVBE participation goals were associate to subcontracting relationships between Primary contractors and certified SB/DVBEs.

For additional information, District information or contact our SB/DVBE Advocate, visit us at:

www.parks.ca.gov

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Free Online Vendor Registry

ConnectHSR is the California High-Speed Rail Authority's Vendor Registry, a free online vendor registry that provides businesses, large and small, with a quick and easy way to get connected to high-speed rail business opportunities. Participation in ConnectHSR is free and open to all businesses. Information on firms who register will be available when current and prospective prime contractors search ConnectHSR for subcontractors by trade, region and/or certification type. Registrants will also receive notification of high-speed rail procurement opportunities and be notified of business-focused events such as Pre-Bids, Meet the Primes, Small Business Workshops, Trainings and more. ConnectHSR is a great way for your business to stay connected to the High-Speed Rail program. Learn more and get registered at: ConnectHSR.com.

REGISTRATION PROCESS

To get started, it is best to have the following information easily available to create a full and accurate profile of your business:

- Legal Business Name
- Business Address
- Business Phone Number
- Business Point of Contact
- Services and Products Offered

ConnectHSR also requests optional information to best describe your business:

- Secondary Point of Contact
- Annual Gross Receipts



- Certification Type (for Small, Disadvantaged and Disabled Veteran Business Enterprises)
- Certifying Agency (for Small, Disadvantaged and Disabled Veteran Business Enterprises)

How long is the registration process?

The registration process can take as little as 5 to 20 minutes to complete. We recommend that you gather the above listed information beforehand so the registration process can be easily completed.

If I don't have all my information available, can I continue with registration or do I have to start over?

You must complete your registration in a single process. You cannot save your registration information to complete at a later time. We advise that you wait to proceed with registration until all the above listed information is easily available.

How soon will my business information be accessible in ConnectHSR?

Once a registration application is received, it can take up to 10 business days to be approved. After an application is reviewed, registrants receive an email notification with their application status.

Who can see the information I submit to ConnectHSR?

All information provided via the ConnectHSR database is accessible and viewable by the public.

USING ConnectHSR

How can I use the search feature on ConnectHSR?

Start by visiting ConnectHSR.com.

Select the "Search ConnectHSR" link. You can search by the following criteria:

- Business Name
- Type of Business
- Certification Type
- Service Counties

Does my firm have to be registered with ConnectHSR in order to bid with the California High-Speed Rail Authority?

No, a firm does not have to be registered with ConnectHSR in order to bid on contracting opportunities. However, the information on firms who register is listed when current and prospective prime contractors search ConnectHSR for subcontractors by trade, region and/or certification type.

My business information has changed. How can I update my information on ConnectHSR?

Registrants have the ability to review and update their business information on an annual basis. The Authority sends your designated Primary Contact an annual update email asking for verification of existing business information. At that time, your firm is able to update any information it wishes. Registrants can send an email request to the SBProgram@hsr.ca.gov email address at any time to request an update to their CONNECT HSR profile.



Doing Business With the High-Speed Rail Authority

Does the California High-Speed Rail Authority have a small, disadvantaged or disabled veteran business enterprise goal?

The Authority is committed to small businesses playing a major role in building the statewide high-speed rail project with small business goals for certified Small-Business(SB) and Micro-Business (MB), Small Business-Public Works (SB-PW), Disabled Veteran Business Enterprises (DVBE), and Disadvantaged Business Enterprises (DBE). For more information related to the Authority's Small Business Program visit: hsr.ca.gov/business-opportunities/small-business-program.

Can the California High-Speed Rail Authority certify my small, disadvantaged or disabled veteran-owned firm?

While the Authority is not a certifying agency, the Authority recognizes small business certifications from the Department of General Services, the California Unified Certification Program, and the Small Business Administration. You can learn more about these certifications and how to obtain them here: hsr.ca.gov/business-opportunities/small-business-program/get-on-board.



All Authority contracts are
advertised through
www.caleprocure.ca.gov

www.hsr.ca.gov | sbprogram@hsr.ca.gov

Small Business Program
California High-Speed Rail Authority
770 L Street, Suite 620 MS 1
Sacramento, CA 95814
(916) 431-2930

sbprogram@hsr.ca.gov
hsr.ca.gov/small_business





**Monday, June 30th
@ 10:30 AM**

“OPPORTUNITIES” TO CONTRACT WITH CALTRANS

**District 4 Small Business
Contractors Quarter Outreach**

Want to do Business with Caltrans?

Join us for:
Look-Ahead of Upcoming Projects
Networking Opportunities

**FOR MORE INFORMATION CONTACT
DISTRICT4.SMALL.BUSINESS@DOT.CA.GOV**



**THE CALTRANS D4 SMALL
BUSINESS PROGRAM
PRESENTS A SMALL
BUSINESS CONSTRUCTION
QUARTERLY OUTREACH.**



**SCAN THE QR CODE OR VIST THE
LINK TO REGISTER
[HTTPS://SHORTURL.AT/9N3HA](https://shorturl.at/9N3HA)**

Category	Location	Contract Title/Description	UNSPSC Code	Anticipated Release Date	Contract Estimate	Phone Number	Email
Construction - Goods & Services	Sacramento	OB 8&9 Fire Life Safety Upgrade	81101508	4/10/25	\$612,200	279-946-7874	OBASAdvocate@dgs.ca.gov
Construction - Goods & Services	Sacramento	DMV Headquarters West Elevator Replacement	81101508	4/10/25	\$4,000,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Construction - Goods & Services	Santa Ana	CHP Carport Roof Replacement	81101508	4/10/25	\$1,200,000	279-946-7874	OBASAdvocate@dgs.ca.gov
IT Goods & Services	Sacramento	BCC Mail Merger Software	81162000	4/15/25	\$311,867	279-946-7874	OBASAdvocate@dgs.ca.gov
IT Goods & Services	Sacramento	ServiceNow Developer Consulting Services	81162000	4/15/25	\$875,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Northern Region	Full Requirements Natural Gas Unit	77101604	4/15/2025	\$133,356,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	LA East	Plumbing Services Retainer	72101510	4/15/2025	\$285,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Southern Region	Full Requirements Natural Gas Unit	77101604	4/15/2025	\$122,592,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Sacramento	FLS Maintenance and Repair	46191500	4/15/2025	\$500,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Sacramento	FLS Maintenance and Testing	46191500	4/15/2025	\$3,200,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Oakland	Switchgear Maintenance	72151506	4/15/2025	\$535,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Sacramento	Manlift Certification and Repair	22101801	4/15/2025	\$420,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Sacramento	Diesel Fire Pump Maintenance and Repair	72101509	4/15/2025	\$350,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	San Francisco	FLS Maintenance and Testing	46191500	4/15/2025	\$594,460	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Sacramento	Automatic Door Maintenance	72100000	4/15/2025	\$450,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Sacramento	Roll Up Door Maintenance	72100000	4/15/2025	\$3,600,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Oakland	Underground Storage and Day Tank Testing	72154025	4/15/2025	\$250,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Los Angeles	Emergency Generator Maint.	39121100	4/15/2025	\$450,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Sacramento	Boiler Maintenance	72151000	4/15/2025	\$600,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Sacramento	Transcription Services	82111604	4/15/2025	\$500,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Sacramento	Uninterruptible Power Supply	39121011	4/15/2025	\$400,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Sacramento	Fire Life Safety (FLS) Maintenance	46191500	4/15/2025	\$400,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Sacramento	Roller Recovery Services	7860000	4/15/2025	\$565,000	279-946-7874	OBASAdvocate@dgs.ca.gov
Non-IT Services	Sacramento	Transit Voucher Services	83110000	4/15/2025	\$542,000	279-946-7874	OBASAdvocate@dgs.ca.gov

Top Past Procurements by Frequency

Non-IT Services

- Building Maintenance and Repair Services
- Architectural Engineering
- Education and Training Services
- Nonresidential building construction services
- Legal services
- Office furniture installation or reconfiguration
- Cleaning and Janitorial Services

Non-IT Goods

- Office Supplies
- Janitorial Supplies
- Reference Books
- Printer Toner
- Air Filters
- Trash bags
- Ergonomic support aids
- Safety Boots
- Paper Towels
- Printer or Copier Paper
- Diesel Fuel
- Protective Gloves

IT Goods and Services

- Cloud Software
- Computer Services, Equipment and Accessories
- Consulting Services
- Equipment Maintenance

View current solicitations:
www.caleprocure.ca.gov

Divisions and Offices

- Administrative Hearings
- Audit Services
- Enterprise Technology Solutions
- Fiscal Services
- Fleet and Asset Management
- Human Resources
- Legal Services
- Procurement
- Public School Construction
- Real Estate Services
- Risk and Insurance Management
- State Architect
- State Publishing