



THE SAN FRANCISCO-OAKLAND BAY BRIDGE

SEISMIC SAFETY PROJECTS

FACT SHEET

Small Business Outreach

*Building the Capacity of Small Businesses through
Key Business Development*



OVERVIEW

In 2007, the Toll Bridge Small Business Program (SBP) initiated a proactive and focused community outreach process to increase small business and Disadvantaged Veterans Business Enterprise (DVBE) participation on construction contracts on the San Francisco-Oakland Bay Bridge (SFOBB) corridor, especially the east span. The Toll Bridge Program conducted four outreach events for construction contracts within the SFOBB corridor in 2007 and each event was well attended.

The events provided an opportunity for small businesses and DVBEs to speak one-on-one with prime contractors and meet Caltrans Project and Construction Management staff. Community and contractor feedback has been positive, but we will continue to incorporate feedback as we refine our outreach efforts and networking format.

CONSIDERATIONS

- Focused outreach to small businesses for each construction contract advertised
- Assess contractor needs
- Prepare information regarding sub-contracting opportunities for small businesses for each event.
- Encourage small businesses and DVBEs to bring marketing materials, qualification information, client references, and other useful information to the outreach events in order to better position themselves for potential contract opportunities.
- Use local and minority small business publications to inform community about upcoming outreach/networking events and potential sub-contracting opportunities on the SFOBB corridor.
- Partner with State agencies, small business advocates and local/regional small business support organizations

SB/DVBE commitment made to date for active SFOBB projects:

- **MCM Construction, Inc.**
Commitments to Date: \$46 Million +
- **CC Myers, Inc.**
Commitments to Date: \$13 Million +
- **American Bridge/Flour Enterprises-JV**
Commitments to Date: \$51 Million +



Questions? Contact us at: smallbusiness@baybridgeinfo.org