



Office of Small Business
and Disabled Veteran
Business Enterprise Services

How To Do Business with California State Government

SUBCONTRACTING OPPORTUNITIES

- Cahill Contractors
- Swinerton Builders



Office of Small Business
and Disabled Veteran
Business Enterprise Services

Chad Wright

Business Outreach Liaison

Office of Small Business and DVBE Services

California Department of General Services

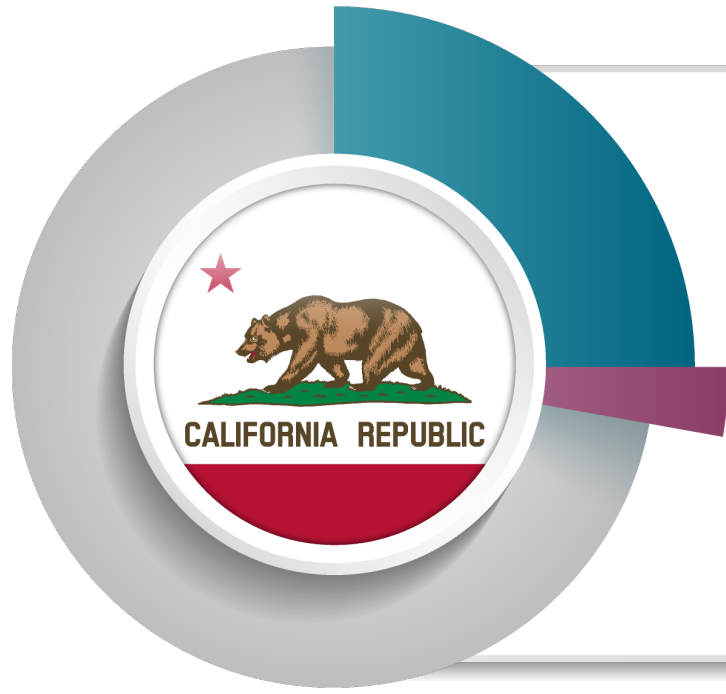
(279) 240-6611

Chad.Wright@dgs.ca.gov

Overview

- ◆ Introduction to SB/DVBE Program
- ◆ Certification Eligibility
- ◆ Certification Benefits
- ◆ Cal eProcure
- ◆ Advocates
- ◆ Emergency Registry
- ◆ Commercially Useful Function





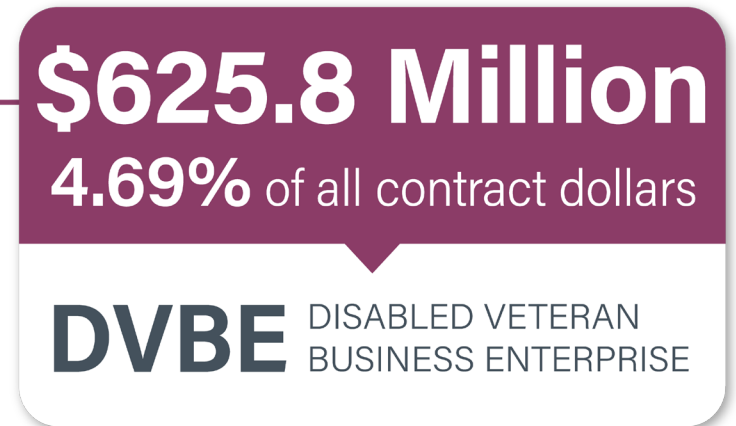
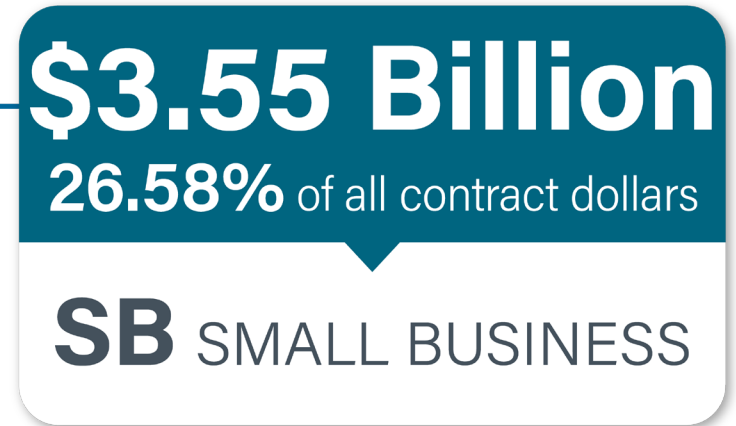
STATEWIDE PARTICIPATION GOAL

Small
Business

(SB) 25%

Disabled Veteran
Business Enterprise

(DVBE) 3%



2023-24 Fiscal Year



State Certifications

- ❖ Small Business (SB)
- ❖ Small Business for the Purpose of Public Works (SB-PW)
- ❖ Disabled Veteran Business Enterprise (DVBE)

Certification Benefits

- ◆ 5% bid preference for SBs
- ◆ *Up to* 5% incentive for DVBEs
- ◆ Exclusive contract opportunities
- ◆ Prompt Payment
- ◆ Reciprocity Partners
- ◆ Working with prime contractors
- ◆ SB/DVBE Advocates



Small Business Eligibility Requirements

- ◆ Independently owned and operated
- ◆ Not dominant in field of operation
- ◆ Principal office located in California
- ◆ Owners (or officers for a corporation) domiciled in California
- ◆ 100 or fewer employees
- ◆ Gross Annual Receipts (GARs) less than \$18 million (with affiliates)
- ◆ **If a manufacturer, no GARs cap*





Small Business – Public Works Eligibility Requirements

Same as SB requirements except...

- ❖ 200 or fewer employees
- ❖ Gross Annual Receipts (GARs) less than \$43 million (with affiliates)

SB and SB-PW

- ◆ Get one certification, not both
- ◆ Same benefits
- ◆ SB-PW is *only* for public works
- ◆ SB is for everything, *including* public works





DVBE Eligibility Requirements

- ❖ At least 10% service disabled
- ❖ Be at least 51% owned by disabled veterans (100% for LLCs)
- ❖ Veteran owner(s) must reside in California
- ❖ Managed and operated by disabled veterans
- ❖ Headquarters in US

Q
&
A

FAQs

QUESTIONS

ASK





Cal *e*Procure

caleprocure.ca.gov



Cal eProcure

- ◆ Register your business (10 min)
 - ◆ Apply for Certification (1.5hr)
 - ◆ Find solicitations and contracts
 - ◆ Receive solicitation notifications
 - ◆ Appear in searches by state buyers
 - ◆ Post ads seeking prime or subcontracting
 - ◆ Access public procurement information
 - ◆ Get training and resources
 - ◆ No cost
- 

California State Government Marketplace

Your home for California's State Procurement and Certification Programs

California State Contracts Register (CSCR)

Search Bid Opportunities

 START SEARCH

How do I...

Sell to the State



Register in Cal eProcure to receive bid notifications. Search for bid opportunities in the California State Contracts Register (CSCR). >

Get Certified



Learn about California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certification program and apply for SB/DVBE certifications. >

Find Public Procurement Information



Access records on what state agencies have purchased. Search for SB/DVBE suppliers, state contracts and bid opportunities. >

Find Training and Resources



Learn how to do business with the state of California. Access training resources, watch instructional videos, attend an outreach event. >

Login

User ID

Password

This is a State of California computer system, which may be accessed and used only for official Government business by authorized personnel. You are advised to read the [Privacy Policy](#) regarding the personally identifiable information that we collect, maintain, and use. Unauthorized access or use of the computer system may subject violators to criminal, civil, and/or administrative action. All information on this computer system may be intercepted, recorded, read, copied, and disclosed by and to authorized personnel for official purposes, including criminal investigations. Access or use of this computer system by any person whether authorized or unauthorized constitutes consent to these terms. Any email notifications of bid opportunities provided hereunder are strictly complimentary. The State of California does not guarantee bidders will receive such notices, and bidders interested in participating in upcoming bids are obliged to actively check the [Cal eProcure website](#) for information about such procurements. By logging in I agree to comply with [System Use and Privacy Policy of the Financial Information System for California](#).

[Login](#)

[New Bidder Registration](#)

[Existing Supplier Registration](#)

[I forgot my password](#)



Supplier Diversity Information

- ◆ Voluntary
- ◆ No contracting preference
- ◆ Ethnicity, Race, gender, sexual orientation
- ◆ Change or remove any time
- ◆ Displayed on certification profile
- ◆ www.dgs.ca.gov/PD-Supplier-Diversity-Program

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Search Bid Opportunities

START SEARCH

Welcome to your WorkCenter

Manage your account, certifications, and bid activity

User ID

TEST7

Bidder/Supplier ID

BID0056770

Show Less

Certifications

Cert. ID 2008705

LOUISE KURASHIGE

Outreach Test Co

OSDSHELP@DGS.CA.GOV

916/375-4940

[Edit Bidder Account](#)

No Certification Record

[Get Started](#)

[View My Public Certification Profile](#)

[Manage Certification](#)

My Account

[Edit Account](#)

[Manage Notification Profile](#)

[Manage Diversity Information](#)

Certification

☒ [Apply For Certification](#)

[View My Public Certification Profile](#)

SB/DVBE Certification

California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) Certification Programs

Get Certified

[How to certify your business on Cal eProcure](#) (video instructions)

Before you begin...

- 1 Read the eligibility requirements for the [Small Business](#) and [DVBE](#) certifications
- 2 Be prepared to add [Keywords](#) and [UNSPSCs](#) in the application
- 3 Be prepared to upload the following documents (other documents may be required based on your business structure):
 - Complete Federal Tax returns (last 3 years or the number of years the firm has been in business, if less than three) for applicant firm and affiliate(s) which includes all pages, forms, schedules and statements.
 - IRS verification of your business's TIN (tax identification number)
 - Quarterly Contribution Return & Report of Wages – Continuation (Form DE 9C) for business and affiliates for the four most recently completed quarters, if the firm has employees
 - Award of Entitlement, eBenefits Service/Benefit Verification, or Retired/Retainer letter (DVBE only)
 - For a full list of required documents:
 - o [Small Business Document Requirements](#)
 - o [DVBE Document Requirements](#)

GET CERTIFIED (APPLY OR REAPPLY)

Benefits of Certification

- Inclusion in the state's goal to spend 25 percent of all contract dollars with Small Businesses and 3 percent with DVBEs



Keywords and UNSPSCs

- ◆ Describe goods and services
- ◆ Allows buyers to find businesses
- ◆ *Can edit at any time*

Keywords

- ◆ Describe a good or service, such as *concrete, environmental, or legal*
- ◆ Buyers can find your business through keyword searches
- ◆ **You** pick the keywords





UNSPSC

- ◆ “United Nations Standard Products and Services Code”
- ◆ Eight-digit number
- ◆ Identifies a good or service not an industry
- ◆ Used for Cal eProcure system notifications

UNSPSC - Examples

Hierarchy	Code	Description
Level 1	<u>14</u> 000000	Paper Materials and products
Level 2	14 <u>11</u> 0000	Paper materials and products – Paper products
Level 3	1411 <u>15</u> 00	Paper materials and products – Paper products – Business use print & writing paper
Level 4	141115 <u>07</u>	Paper materials and products – Paper products – Business use printing & writing paper – printer or copier paper

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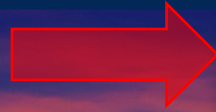
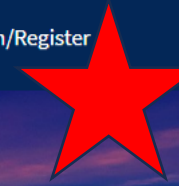
ASK



Find Contract Opportunities

- ◆ California State Contracts Register (CSCR)
- ◆ *Publicly advertised competitive bid solicitations*
- ◆ *Bid Solicitations are available to qualifying businesses*



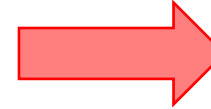
[Find Bid Opportunities \(CSCR\)](#)[Find Certified Firms \(SB/DVBE\)](#)[Find State Contracts \(LPA\)](#)[Find Past Purchases \(SCPRS\)](#)

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[Q START SEARCH](#)

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BID0056770

[Show Less](#)

LOUISE KURASHIGE

Outreach Test Co
OSDSHELP@DGS.CA.GOV
916/375-4940

[Edit Bidder Account](#)

Certifications

Cert. ID 2008705

Certification Type	Application Date	Status	From	To
DVBE	2021-02-16	Approved	2021-12-27	2023-12-31
SB-PW	2021-02-16	Approved	2021-12-27	2023-12-31
SB(Micro)	2018-01-02	Cancelled		
SB(Micro)	2018-01-02	Cancelled		

[View My Public Certification Profile](#) [Manage Certification](#)

My Account

[Edit Account](#)

[Manage Notification Profile](#)

[Manage Diversity Information](#)

Certification

[Manage Certification](#)

[View My Public Certification Profile](#)

Event Search

California State Contracts Register

Event Name

Event ID

Department

Event Status

[Clear Criteria](#)[Advanced Search Criteria](#)[Search](#)

Use Saved Search

[Manage Saved Searches](#)[Save Search Criteria](#)

EVENTS

Showing Results 1-11 of 11

[Download](#)

California State Contracts Register

Event Name

water

Event ID

Department

Event Status

Posted

Start Date From

End Date From

Through

Through

Enter date in the format mm/dd/yyyy

Enter date in the format mm/dd/yyyy

Item Description

water

UNSPSC codes

Category

Description



+ Add a new UNSPSC code

Service Areas

Service Area ID

County



+ Add New Service Area

Contractor License Type

Contractor License Type

Description



+ Add New Contractor License Type

 Download

Event ID	Event Name	Department Name	End Date	Status
0000019441	Mammography, Bone Density and Relief Radiology Technician Services PR219008	Dept of Developmental Services	05/10/2021 11:30AM PDT	Posted
0000019215	Grower Liaison for San Bernardino County	Dept of Food & Agriculture	05/10/2021 12:00PM PDT	Posted
0000019435	CHP GOLD RUN AREA OFFICE SHOP CLOTHING SERVICES	Dept of the CA Highway Patrol	05/10/2021 1:15PM PDT	Posted
0000019390	19-27788.FMD.EEC Window Repair/Replacement	Department of General Services	05/10/2021 2:00PM PDT	Posted
0000019214	Grower Liaison for Southern Ventura County	Dept of Food & Agriculture	05/10/2021 2:00PM PDT	Posted
0000018359	20-41049-000 CA Memorial Project	Department of State Hospitals	05/10/2021 2:00PM PDT	Posted
0000019211	Grower Liaison for Fresno and Madera Counties, RFP 21-0001	Dept of Food & Agriculture	05/10/2021 2:00PM PDT	Posted
0000019212	Grower Liaison for Northern Tulare County, RFP 21-0002	Dept of Food & Agriculture	05/10/2021 2:00PM PDT	Posted

Event Details

Event : 05-0L7214



Remove & construct concrete bridge, concrete slab, bridge rail & HMA.

Details

Event ID

05-0L7214

Format/Type:

Sell Event / RFx

Published Date

12/28/2020 12:00AM PST

Description:

05-SLO-1-32.6 *** SAN LUIS OBISPO COUNTY IN MORRO BAY AT TORO CREEK BRIDGE

Dept:

Department of Transportation

Event Version

1

Event End Date:

02/17/2021 2:00PM PST

[View Event Package](#)

[Post Vendor Ads](#)

[View Vendor Ads](#)

Contact Information

Maxwell Maurer

Phone: 916/227-8224

Email: maxwell.maurer@dot.ca.gov

Pre Bid Conference (N/A)

Pre Bid Conference: Non Mandatory

Date:

Time:

Location:

Comments:

UNSPSC Codes

UNSPSC Classification	UNSPSC Classification Description
72141000	Highway and road construction services

Contractor License Type

Contractor License Type	Description
A	General Engineering Contractor
C-08	Concrete Contractor
C-12	Earthwork and Paving Contractors
D-09	Drilling, Blasting and Oil Field Work

Service Area

Area ID	County
040	San Luis Obispo



Research Past Purchases

- ◆ State Contract and Procurement Registration System (SCPRS)

SCPRS

- ◆ Database of state purchasing
- ◆ Includes state and non-state dollars
- ◆ Public-facing
- ◆ Use to conduct market research



[Find Bid Opportunities \(CSCR\)](#)[Find Certified Firms \(SB/DVBE\)](#)[Find State Contracts \(LPA\)](#)[Find Past Purchases \(SCPRS\)](#)

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Find Training and Resources

Learn how to do business with the state of California. Access resources, watch instructional videos, attend an



Public Procurement Information

Find out more about public purchasing and state agency resources

Search For...

- Bid opportunities in the [California State Contracts Register \(CSCR\)](#)
- Past purchases in the [State Contracting and Procurement Registration System \(SCPRS\)](#)
- Procurement data in the [Statewide Procurement Data Dashboards](#)
- [State Contracts / Leveraged Procurement Agreements \(LPAs\)](#)
- [California certified Small Businesses \(SB\) and Disabled Veteran Business Enterprises \(DVBE\)](#)
- [Progress Payments - View progress payments on Public Works projects](#)
- [FI\\$Cal Purchase Order Payment History](#) [[Instructional Video \(2 Mins\)](#)] [["How To" Job Aid](#)]



State Agency Resources

- Learn about state procurement from the [Department of General Services, Procurement Division](#)
- [State Contracting Manuals](#)
- [Buying Green - Environmentally Preferable Purchasing \(EPP\)](#)
- [List of State Agencies with Approved Purchasing Authority](#)
- [California Procurement and Contracting Academy \(CalPCA\)](#)

FI\$Cal SCPRS Search

The State Contract & Procurement Registration System (SCPRS) tracks overall total contracting dollars and contracts procured by the State of California. The SCPRS data provided is available for informational purposes only. Please contact the awarding department with questions.

System will NOT complete download action without the selection of a single search parameter (e.g., Date, BU, Acquisition Method...) Please be sure to have selected AT LEAST 1 parameter for download execution to complete.

Search Parameters ?

Department:

Purchase Document #:

Supplier ID:

Supplier Name:

Description:

Acquisition Type:

Acquisition Method:

Transaction Start Date ?

From Date:

To Date:

Search

Clear

[Advanced Search Criteria](#)



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Search Parameters ?

Department:

Purchase Document #:

Supplier ID:

Supplier Name:

Sub-Contractor ID:

LPA Contract ID:

Bill Code:

Buyer ID:

Description:

Acquisition Type:

Acquisition Method:

Transaction Start Date ?

From Date: To Date:

Certification Type ?

☐ Small Business (SB)

☐ Disabled Veteran Business Enterprise (DVBE)

☐ Non-Profit Recognition (NP)

☐ Non-Profit Veteran Service Agency (NVSA)

☐ Micro Business (MB)

☐ Small Business for the Purpose of Public Works (SB-PW)

UNSPSC ?

Remove Selected UNSPSC

UNSPSC	Description
☐ 72121100	Nonresidential building construction services - Commercial & office building construction services

Search

Clear

Basic Search Criteria

Download Search Results ?

Download Detail Information ?

*Sort With:

*Sort Order:

1 to 32 of 32

Search Results											
Department Name	Purchase Document #	Associated POs	First Item Title	Start Date	End Date	Grand Total	Supplier ID	Supplier Name	Certification Type	Acquisition Type_Sub-Type	Acquisition Method
Institute for Regenerative Med	0000002295		Building Alterations per lease amendment for 601 Gateway - Lease # 0000000795	12/14/2023	N/A	\$606,802.90	0000194601	GATEWAY PORTFOLIO HOLDINGS LLC		NON-IT Goods	Exempt by Law (buyer must in law) - NON-COMPETITIVE
Department of Transportation	CT-10A2585		Asphalt paving, curbing and striping of the Woodfords Main:Asphalt paving, curbing and striping of the Woodfords Maintenance facility	12/01/2023	11/30/2024	\$367,200.00	0000075527	QA CONSTRUCTORS INC	SB MB	NON-IT Services_Public Works	SB Option - COMPETITIVE
Department of General Services	00000000000000000000098308	0000049019	22-154387.ARF.RESD.LOT 24 LIGHTING	11/06/2023	06/08/2024	\$193,560.00	0000224270	PLACER ELECTRIC INC	SB MB DVBE	NON-IT Services_Public Works	Public Works - COMPETITIVE
Military Department	00000000000000000000096707	0000012978	building 286 renovation	11/01/2023	04/01/2024	\$316,227.00	0000222374	NEEMA GENERAL CONTRACTING		NON-IT Services_Public Works	DVBE Option - COMPETITIVE
Department of			Tank construction and servicing:665-1036-1; TANK; EMULSION 45 GAL ***** **On March 4, 2023, Governor Gavin					CERTIFIED STAINLESS			Fair and Reasonable

Q
&
A

FAQs

QUESTIONS

ASK



SB/DVBE Advocates

- ◆ State employee
- ◆ Work in purchasing/procurement
- ◆ Manager, analyst, etc.
- ◆ Required for departments that spend at least \$100,000/year





SB/DVBE Advocates

Roles and Responsibilities

- ◆ Help certified business contract with their department
- ◆ Assist businesses with prompt payment
- ◆ Help buyers use certified businesses
- ◆ Seek out new certified businesses



Contact an Advocate

Business information to have

- ◆ Your Contact Information
(name, company name, etc.)
- ◆ Certification ID number
- ◆ What you do
- ◆ Capability Statement

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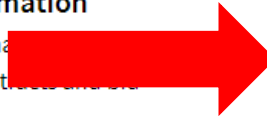
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Training and Resources

Learn how to pursue contract opportunities with California state government

Getting Started

- [How to do Business with California State Government - an Overview of State Contracting for Small Businesses \(SB\)](#)
- [Como Hacer Negocios con el Gobierno del Estado de California: Una Descripción General de la Contratación Estatal para Pequeñas Empresas \(SB\)](#)
- [How to do Business with California State Government - an Overview of State Contracting for Disabled Veteran Business Enterprises \(DVBE\)](#)
- [Cómo Hacer Negocios con el Gobierno del Estado de California: Una Descripción General de la Contratación Estatal para Empresas de Venteranos Discapacitados \(DVBE\)](#)
- [Commercially Useful Function \(video\)](#)

Next Steps

- [I'm Certified, Now What? – take next steps to contract with the state \(English\)](#)
- [Pasos a Seguir Despues de Recibir Certificacion \(Español\)](#)

Don't Miss Contract Opportunities

- [Learn how to access bid solicitations and place ads \(video\)](#)
- [Learn how to receive notifications for bid solicitations \(video\)](#)
- [Learn how to update your certification profile \(video\)](#)
- [Overview of keywords and UNSPSCs \(video\)](#)

Inside State Contracting

- [Learn about public competitive bidding \(video\)](#)
- [Learn about acquisition methods](#)
- [Learn about the SB/DVBE Emergency Registry](#)

Research and Marketing

- [Learn how to market your business \(video\)](#)
- [Contact a small business and DVBE advocate](#)



Resources to Grow Your Business

- [Leverage your state certifications for local contract opportunities](#)



Small Business (SB)/Disabled Veteran Business Enterprise (DVBE) Advocate Directory

Search for a small business (SB) and disabled veteran business enterprise (DVBE) advocate to help you pursue contract opportunities with the state.

CONTACT

Office of Small Business and DVBE Services
Department of General Services

707 Third Street
West Sacramento, CA 95605
advocate@dgs.ca.gov

WELCOME TO THE ADVOCATE DIRECTORY

The Advocate Directory displays the contact information and other details for each Small Business (SB) / Disabled Veteran Business Enterprise (DVBE) Advocate for nearly every agency in California. The SB/DVBE Advocate works to help small businesses and disabled veteran business enterprises pursue contract opportunities with their department and work closely with the buyers in their departments to include SBs and DVBEs in state procurement.

[CLICK HERE TO VIEW THE ADVOCATE DIRECTORY](#)



Contact an SB/DVBE Advocate

Expand All

1

Search by Department Name, Office/Unit, Advocate Name or City.

2

Selecting Multiple Options in the Filter Field Drop Downs

Department	Unit / Office / Location	Advocate Name	Address
Air Resources Board	Contracts, Procurement and Grants	Sharon Flores	1001 I Street,
CA Coastal Commission	Business Services	Juanita Evans	455 Market S
CA Gambling Control Commission		Tammy Helie	2399 Gatewa
CA Highway Patrol	Business Services	Danielle Gifford	601 North 7t
CA Natural Resources Agency	Administration and Finance	Danielle Rogers	1416 Ninth S
CA Natural Resources Agency	Administration and Finance	Kristine Olson	1416 Ninth S
CA Public Utilities Commission	Executive Division	Luke Wainscott	505 Van Ness
CA Student Aid Commission	Administration / Business Services	Emilio Martinez	11040 White
CA Student Aid Commission	Administration / Business Services	Jennifer Donoho	11040 White
California African American Museum		Jon Lamirault	600 State Dri
Community Services and Development, Dept of	Business Services	Dan Agpoon	2389 Gatewa
Consumer Affairs, Dept	Business Services Office	Priscilla F	1625 N. Mark
Education, Dept of	Technology Services Division	Jessica Spencer	1430 N Stree
Fair Political Practices Commission	Administration	Carol Bollard	1102 Q Stree
First 5 California Children and Families Commission. Contracts and Procurement Unit	Contracts and Procurement Unit	Erlynn Cardenas-Jackson	2389 Gatewa
Franchise Tax Board	Procurement Bureau	Eric Helm-Tillman	P.O. Box 2086
General Services, Dept of	Office of Business and Acquisition Services	Allison Kenngott	707 3rd Stree
Health Care Services, Dept of	Administration/Contract Management Unit	Alistair McDuffie	1501 Capitol
Health Care Services, Dept of	Administration/Contract Management Unit	Christopher Steinwert	1501 Capitol
Health Care Services, Dept of	Administration/Contract Management Unit	Maksim Lyulkin	1501 Capitol
Insurance, Dept of	Business Management Bureau	Mark Valim	300 Capitol M
Insurance, Dept of	Business Management Bureau	Zachery Salvo	300 Capitol M
Military Department	Procurement Branch	Marcus Delfin	10601 Bear H
Office of the Inspector General	Business Services	Yishua He	10111 Old Pl

Department Name

All

Office / Unit

All

Advocate Name

All

City

All

SB/DVBE First Policy

☒ True

☐ False

SB Liaison

☐ False

Vacant

☐ False

Q
&
A

FAQs

QUESTIONS

ASK





SB/DVBE Emergency Registry

- ❖ Separate from Cal eProcure
- ❖ List of state certified businesses
- ❖ Used by state department buyers
- ❖ Predetermined categories of goods and services
- ❖ Businesses must be ready for emergency contract work

Emergency Registry Categories

- ◆ Base camp operations
- ◆ Debris removal
- ◆ Facilities maintenance/repair
- ◆ Fire protection
- ◆ Information technology
- ◆ Logistics/Transportation
- ◆ Medical
- ◆ Roadway maintenance
- ◆ Traffic control
- ◆ And more!



SB/DVBE Emergency Registry

To register you will need:

- ◆ Certification number
- ◆ Emergency categories
- ◆ Description of products/services
- ◆ Business address
- ◆ Contact information – both primary and emergency (after hours)



California State Government Marketplace

Your home for California's State Procurement and Certification Programs

California State Contracts Register (CSCR)

Search Bid Opportunities

 [START SEARCH](#)

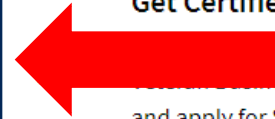
How do I...

Sell to the State



Register in Cal eProcure to receive bid notifications. Search for bid opportunities in the California State Contracts Register (CSCR). 

Get Certified



California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certification program and apply for SB/DVBE certifications. 

Find Public Procurement Information



Access records on what state agencies have purchased. Search for SB/DVBE suppliers, state contracts and bid opportunities. 

Find Training and Resources



Learn how to do business with the state of California. Access training resources, watch instructional videos, attend an outreach event. 

Sell to the State

Register in Cal eProcure

Registering your business allows your company to:

- Subscribe to receive bid opportunity notices based on United Nations Standard Products and Services Code ([UNSPSC](#))
- Receive and access your bid opportunity invitations
- Post prime and subcontracting advertisements on bid opportunities
- View your Purchase Order information
- View your Progress Payment status
- Apply and manage California Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certifications ([learn more](#))

[Learn how to register](#) (video instructions)

REGISTER NOW

Find Bid Opportunities

Bid opportunities are posted in the California State Contracts Register (CSCR).

FIND BID OPPORTUNITIES

SB/DVBE Emergency Contracting

If you are a certified business capable of providing goods and services to the state during an emergency, learn more about the [SB/DVBE Emergency Registry](#).

Additional Resources

Commercially Useful Function (CUF)

You perform CUF if your business is:

- Executing a distinct element of the contract
- Performing, managing, or supervising the work
- Performing work that is normal for the firm's business services and functions
- Negotiating price, determining quality and quantity, ordering, installing and making payment
- Not subcontracting a portion of the work greater than expected by industry practices





Commercially Useful Function

- Being used as a passthrough to obtain the appearance of SB/DVBE participation
- Not being used to perform the work as stipulated in the bid
- No longer used to provide goods/services listed in the initial bid response

Q
&
A

FAQs

QUESTIONS

ASK



Resources

Small Business Development Centers (new businesses)

- ◆ Business consulting, planning, marketing and access to capital

Apex Accelerators (established businesses)

- ◆ Government contracting

SCORE (newer businesses)

- ◆ Business mentorship



Schedule a Consultation

- Introduction to state contracting
- Cal eProcure registration and certification
- Update Cal eProcure profiles
- Find contract opportunities



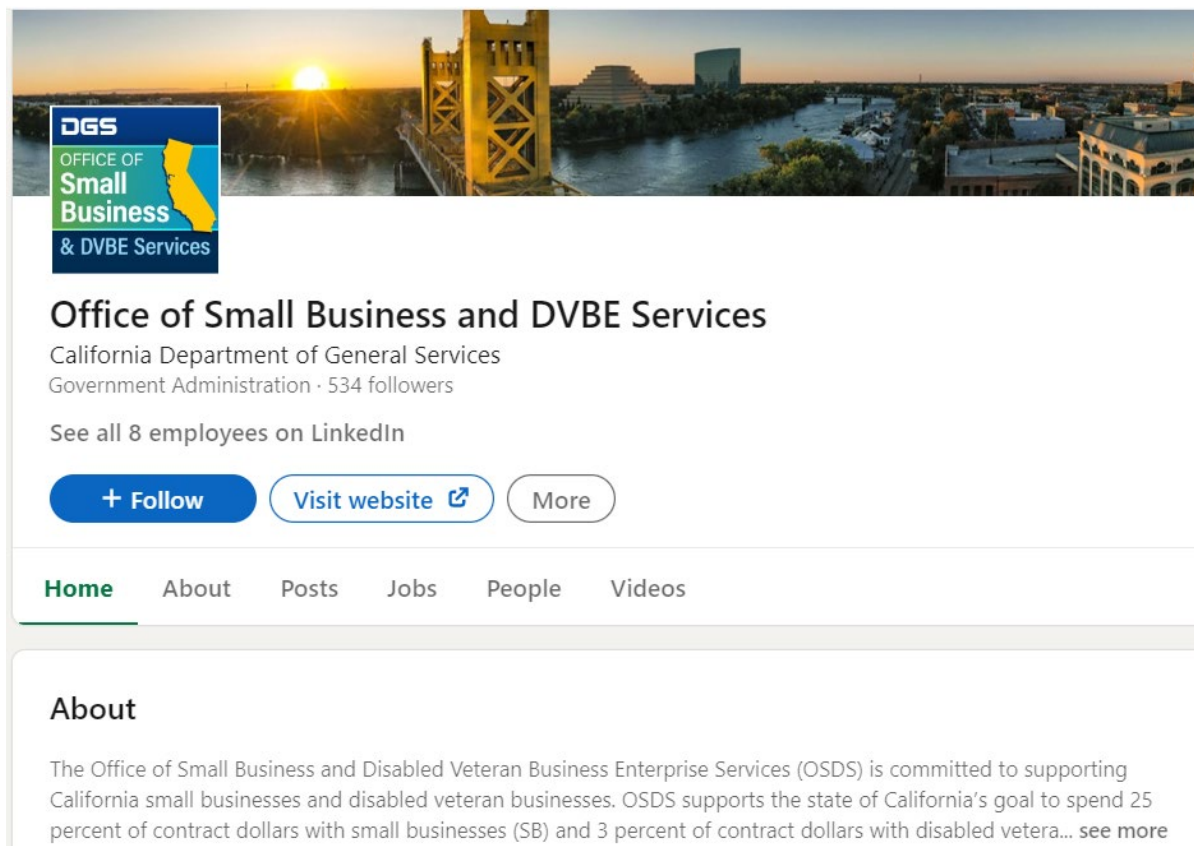
More Educational Opportunities

- View a list of upcoming events to attend



Stay Updated on LinkedIn

Follow us at linkedin.com/company/dgs-osds



The image shows a LinkedIn profile card for the "Office of Small Business and DVBE Services". The header features a banner image of a bridge over a river at sunset, with the DGS logo and "OFFICE OF Small Business & DVBE Services" on the left. Below the banner, the company name "Office of Small Business and DVBE Services" is displayed, followed by "California Department of General Services" and "Government Administration · 534 followers". A link to "See all 8 employees on LinkedIn" is present. Three buttons are shown: "+ Follow", "Visit website" (with an external link icon), and "More". A navigation bar includes "Home", "About", "Posts", "Jobs", "People", and "Videos". The "About" section is expanded, showing a paragraph about the office's commitment to supporting small businesses and disabled veteran businesses, with a "see more" link at the end.

DGS
OFFICE OF
Small Business
& DVBE Services

Office of Small Business and DVBE Services
California Department of General Services
Government Administration · 534 followers

See all 8 employees on LinkedIn

+ Follow Visit website More

Home About Posts Jobs People Videos

About

The Office of Small Business and Disabled Veteran Business Enterprise Services (OSDS) is committed to supporting California small businesses and disabled veteran businesses. OSDS supports the state of California's goal to spend 25 percent of contract dollars with small businesses (SB) and 3 percent of contract dollars with disabled vetera... [see more](#)



*Thank You
for Participating*





Office of Small Business
and Disabled Veteran
Business Enterprise Services

Chad Wright

Business Outreach Liaison

Office of Small Business and DVBE Services

California Department of General Services

(279) 240-6611

Chad.Wright@dgs.ca.gov

CURRENT & FUTURE BID OPPORTUNITIES



1979 Mission Senior Phase 1 (JV Guzman)

Construction Start:
December 2025

San Francisco



The Eliza

Construction Start:
December 2025
Oakland



34th & San Pablo

Construction Start:
February 2026
Oakland



Berryessa

Construction Start:
March 2026
San Jose

CAHILL CONTRACTORS INVITES YOU TO A...
SUBCONTRACTOR TRAINING AND MIXER EVENT

Save the Date



8 AM-2 PM

Thursday, October 30th, 2025

Southeast Community Center

Hunters View Room (2nd Floor)
1550 Evans Ave, San Francisco, CA

LIMITED SPACES | RSVP DETAILS COMING SOON

DOING BUSINESS WITH SWINERTON





PREQUAL



- Any **Subcontractor** working for Swinerton, or interested in working for Swinerton, must be prequalified in order to be awarded a contract.
- Prequal application is submitted online
- Supporting documents submitted via electronic upload
- **New Subcontractors:** Use link on our website to access application
- **Renewing Subcontractors:** Email subcontractorprequal@swinerton.com for a unique link and password
- All subcontractors must renew annually to keep prequalification status active



PREQUAL



FINANCIAL

Income Statement, Balance Sheet, Line of Credit Letter



CONTRACTOR'S LICENSE

California



INSURANCE

General Liability, Worker's Compensation



Form W-9



BONDING

Letter of Bondability



SAFETY

EMR, OSHA Forms



CERTIFICATIONS – LBE, SBE, MBE, WBE, DVBE, etc.

MSA



- Master Subcontractor Agreement (MSA) Streamlines & Simplifies process of getting to Contract, Easier and Faster via Work Order (WO)
- One MSA, Eligible for All Swinerton Projects and In All Regions / States, through Multiple Work Orders
- MSA Good for 5 years
- Sample MSA & WO + Attachments:

<https://swinerton.com/subcontractors/subcontract-sample-agreements/>



SWINERTON

MASTER SUBCONTRACT AGREEMENT

THIS MASTER SUBCONTRACT AGREEMENT ("MSA" or "Agreement") is made this [date] day of [month], [year], between Swinerton Builders, with an office located at [address] ("Contractor"), and [address] ("Subcontractor").

This MSA is entered into by and between the Parties with the intent and understanding that it will serve as a master agreement applying to and governing all projects for which Contractor engages Subcontractor (regardless of each Party's division or office issuing the Agreement). This MSA sets forth the terms and conditions under which Subcontractor will provide construction services to Contractor when requested by Contractor. For each specific Project on which Contractor engages Subcontractor, a Work Order ("WO") shall be executed, which shall incorporate this MSA by reference, and shall contain additional terms and conditions governing Subcontractor. The Parties agree that if any modifications are made to this MSA (as would be called out by tracked changes/redlines), such modifications do not apply to any competitive bid public contracts, whether federal, state or local.

This MSA shall consist of the following documents, all of which are either attached hereto as Attachments or are hereby incorporated by this reference, and made a part of the Subcontract Documents (defined below) as follows:

Standard Insurance / Bonding Requirements	date	Standard Collective Bargaining Agreements	date
Minimum Safety, Health, Environmental Requirements	date	State Specific Provisions	date
Standard Project Procedures & Quality	date		
Standard MBE/WBE/DVBE Program	date		

This MSA shall be in effect for five (5) years but shall also continue in effect for the duration of any Project commenced hereunder within such period of time, unless terminated earlier by Contractor in its sole discretion.

The Parties agree to the Standard Terms and Conditions set forth below.

1. **SUBCONTRACT DOCUMENTS.** The term "Subcontract Documents" shall include, without limitation, (i) the MSA and all attachments identified in the MSA, (ii) the WO and all attachments identified in the WO, (iii) the Prime Contract Documents applicable to a specific Project, and (iv) all modifications and change orders issued after execution of the Agreement. The "Prime Contract Documents" as used in this paragraph are defined to mean and include the Prime Contract between the Owner and Contractor for a specific Project, including, but not limited to, all drawings and specifications, general and special or supplementary conditions and all other documents or attachments incorporated in the Prime Contract. Upon Subcontractor's request, Contractor shall make copies of the Prime Contract Documents available for review and reproduction, however, Contractor reserves the right to redact confidential, financial and trade secret information from the Prime Contract Documents made available to Subcontractor. The terms and conditions of any of Subcontractor proposals or quote submitted for a specific Project shall not in any way modify, amend, add or subtract from the terms and conditions contained in this MSA.

(a) **Assumption of Prime Contract Documents into WO.** By signing a WO, Subcontractor certifies that it is fully familiar with all the terms and conditions of all Subcontract Documents applicable to the WO and certifies that

Insurance

- This project is under a Contractor Controlled Insurance Program (CCIP)
- Contractor's prompt submittal of enrollment documents, payrolls, certificates of insurance and other required documents/ information is essential
- Insurance enrollment must be completed within 10 days of Notice of Award



WEBSITE

www.swinerton.com



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**PRIDE OF
OWNERSHIP.
PEACE OF MIND.**

The preferred builder and
trusted partner in every
market we serve.



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[Subcontractors](#)

[Swinerton Internal](#)

ADDITIONAL INFO

[Applicant Privacy Policy](#)

[Consumer Privacy Policy](#)

[Cookie Declaration](#)

[Ethics Line](#)

[Verification of Employment
\(VOE\)](#)

Welcome Swinerton Partners! This portion of our website is designed to facilitate information sharing between Swinerton and our subcontractor community.

These links are intended to assist our subcontractors in finding detailed information on prequalification, our current bids, and downloads of common forms you will need for your projects.

If you have any questions please feel free to contact us: subcontractorprequal@swinerton.com



CURRENT BID OPPORTUNITIES



SUBCONTRACT SAMPLE AGREEMENTS



SUBCONTRACTOR PREQUALIFICATION



CONTRACTOR CONTROLLED
INSURANCE PROGRAMS



BIM 360 TRAINING FOR
SUBCONTRACTORS



LABOR AGREEMENTS

OPPORTUNITIES



MISSION BAY BLOCK 4E

Architects: Y.A. Studio & Perry Architects

SWINERTON | Rubecon
JOINT VENTURE

PROJECTED START: Q3 2026

MARKET: AFFORDABLE HOUSING,
MULTIFAMILY

BID DATE: MAY/JUNE 2025

1939 MARKET ST.

Rendering: Paulett Taggart Architects & Y.A.
Studio

SWINERTON | Rubecon
JOINT VENTURE

PROJECTED START: Q3 2025

MARKET: AFFORDABLE
HOUSING, MULTIFAMILY

BID DATE: Q3 2025

DOING BUSINESS WITH

SWINERTON | Rubecon

JOINT VENTURE

[SRJV BRANDING TO BE INSERTED]

SUBCONTRACT AGREEMENT

AGREEMENT made this {SWIN_SCMAS
TMIP_V.ISSUE_DAY} day
of {SWIN_SCMAS
TMIP_V.ISSUE_MONTH},
{SWIN_SCMAS
TMIP_V.ISSUE_YEAR} ("Effective Date")
(hereinafter "Agreement" or "Subcontract") between

Job No.: {SWIN_SCMAS
TMIP_V.JCSBC
JOB_CODE}
Subcontract No.: {SWIN_SCMAS
TMIP_V.SCMS
T_CONT_CODE}
Phase Code: {SWIN_SCMAS
TAILMIP_V.SC
DET_PHS_COD
E}
Vendor No.: {SWIN_SCMAS
TMIP_V.SCMS
T_VEN_CODE}

Swinerton Rubecon Joint Venture ("Contractor")

{SWIN_PROJADDRESSES_V.GC_STREET}
{SWIN_PROJADDRESSES_V.GC_CITY},
{SWIN_PROJADDRESSES_V.GC_REGION_CODE},
{SWIN_PROJADDRESSES_V.GC_POSTAL_CODE}

Attn:

{SWIN_PMPROJECTMIP_V.GC_CONTACT_FIRSTNAME}
{SWIN_PMPROJECTMIP_V.GC_CONTACT_LASTNAME}

Phone: {SWIN_PMPROJECTMIP_V.GC_CONTACT_PHONE}

Fax: {SWIN_PMPROJECTMIP_V.GC_CONTACT_FAX}

Email: {SWIN_PMPROJECTMIP_V.GC_CONTACT_EMAIL}

and

SWINERTON | Rubecon

JOINT VENTURE

SFO WAYFINDING



SWINERTON

PROJECTED START: OCTOBER 2025
MARKET: AVIATION, PUBLIC SAFETY,
TENANT IMPROVEMENT
BID DATE: TBD

BART POLICE HEADQUARTERS

Rendering: Gensler & SKA

SWINERTON

PROJECTED START: Q3 2025

MARKET: CIVIC, PUBLIC

SAFETY, DESIGN-BUILD

BID DATE: TBD

NORTHEASTERN UNIVERSITY RENOVATION PROJECTS

SWINERTON



PROJECTED START: TBD

MARKET: SEISMIC, HISTORIC
RENOVATION, STUDENT HOUSING
BID DATE: TBD

KAISER PERMANENTE WALNUT CREEK AHU REPLACEMENT

SWINERTON



PROJECTED START:
MARKET: HEALTHCARE,
BID DATE: JUNE 2025

KAISER PERMANENTE EAOS (OFFICE PROJECTS)



SWINERTON

PROJECTED START: TBD
MARKET: OFFICE,
TENANT IMPROVEMENT
BID DATE: TBD

ONGOING SPECIAL PROJECTS

SWINERTON

PROJECTED START: NOW
MARKET: TENANT IMPROVEMENT,
SEISMIC RETROFIT, ETC.
BID DATE: ONGOING

Q&A



MICK PENN

COMMUNITY RELATIONS

Swinerton

MPenn@swinerton.com

www.swinerton.com

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Webinar Has Ended
Thank You

