



# ***Small Business Participation and Jobs Report***

***Second Quarter, Fiscal Year 2014-15***

***Reporting Period:***

***OCTOBER 1 THROUGH DECEMBER 31, 2014***

***Release Date: May 7, 2015***



## ***Interested in Doing Business with the California High-Speed Rail Authority?***

Learn how to get your business involved with the California High-Speed Rail Program, by visiting our *Doing Business with High-Speed Rail* webpage: [http://www.hsr.ca.gov/About/Doing\\_Business\\_with\\_HSR](http://www.hsr.ca.gov/About/Doing_Business_with_HSR)

To learn more about our Small Business Program visit: [http://www.hsr.ca.gov/Programs/Small\\_Business](http://www.hsr.ca.gov/Programs/Small_Business)

### **CALIFORNIA HIGH-SPEED RAIL AUTHORITY**

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**Small Business Participation:**

As of December 2014

**219** Certified Small Businesses working on the high-speed rail program statewide

**67** Certified Disadvantaged Business Enterprises

**32** Certified Disabled Veteran Business Enterprises

**Prime Contracts:**

Reporting Period: October-December 2014

**32** Prime Contractors

**322,062** Number of hours worked

**619** Full-Time Equivalent (FTE) Jobs

**NORTHERN CALIFORNIA:**

**75** Certified Small Businesses

**CENTRAL VALLEY:**

**50** Certified Small Businesses

**SOUTHERN CALIFORNIA:**

**82** Certified Small Businesses

**OUTSIDE OF CALIFORNIA:**

**12** Certified Small Businesses



# Hours, Jobs (FTE)<sup>1</sup> & Small Business Utilization by Contract

Reporting Period:  
October-December 2014

| PRIME CONTRACTOR <sup>2</sup>                                   | TYPE OF WORK                        | HOURS          | FTE        | SMALL BUSINESS UTILIZATION % <sup>5</sup> |
|---|-------------------------------------|----------------|------------|---|
| <b>Tutor Perini/Zachry/Parsons, a Joint Venture<sup>3</sup></b> | Design-Build                        | 91,608         | 176        | 28% <sup>6</sup>                          |
| <b>Wong+Harris</b>  | Project and Construction Management | 8,735          | 17         | 22%                                       |
| <b>Arcadis</b>  | Project and Construction Management | 354            | 1          | --  |
| <b>Parsons Brinckerhoff</b>                                     | Program Management Team             | 90,454         | 174        | 32%                                       |
| <b>Parsons Transportation Group</b>                             | Regional Consultant                 | 20,359         | 39         | 15%                                       |
| <b>AECOM USA, Inc.</b>  | Regional Consultant                 | 4,623          | 9          | 18%                                       |
| <b>URS/Hatch Mott MacDonald (HMM)/ARUP</b>                      | Regional Consultant                 | 15,386         | 30         | 13%                                       |
| <b>Hatch Mott MacDonald (HMM)/URS/ARUP</b>                      | Regional Consultant                 | 24,384         | 47         | 17%                                       |
| <b>STV Incorporated</b>   | Regional Consultant                 | 4,222          | 8          | 37%                                       |
| <b>CH2M Hill, Inc.</b>  | Regional Consultant                 | 1,338          | 3          | 24%                                       |
| <b>AECOM USA, Inc.</b>  | Regional Consultant                 | 1,774          | 3          | 28%                                       |
| <b>T.Y. Lin International</b>                                   | Regional Consultant                 | 9,614          | 19         | 23%                                       |
| <b>Precision Civil Engineering, Inc.</b>                        | Regional Consultant                 | 657            | 1          | 83%                                       |
| <b>Chaudhary &amp; Assoc.</b>                                   | Land Surveying                      | 1,231          | 2          | 90%                                       |
| <b>Quad Knopf</b>   | Land Surveying                      | --             | --         | --  |
| <b>O'Dell Engineering</b>                                       | Land Surveying                      | 2,696          | 5          | 100%                                      |
| <b>Hernandez, Kroone &amp; Assoc.</b>                           | Land Surveying                      | 1,432          | 3          | 100%                                      |
| <b>Bender Rosenthal, Inc.</b>                                   | Right-of-Way                        | 12,237         | 24         | 75%                                       |
| <b>Continental Acquisition Services, Inc.</b>                   | Right-of-Way                        | 9,368          | 18         | 94%                                       |
| <b>Universal Field Services, Inc.</b>                           | Right-of-Way                        | 11,108         | 21         | 78%                                       |
| <b>Beacon Integrated Prof. Resources</b>                        | Right-of-Way                        | 1,710          | 3          | 65%                                       |
| <b>Mark Thomas and Company</b>                                  | Right-of-Way                        | 2,530          | 5          | 36%                                       |
| <b>Continental Acquisition Services, Inc.<sup>4</sup></b>       | Right-of-Way                        | --             | --         | --  |
| <b>Bender Rosenthal, Inc.<sup>4</sup></b>                       | Right-of-Way                        | --             | --         | --  |
| <b>Associated Right of Way Services, Inc.<sup>4</sup></b>       | Right-of-Way                        | --             | --         | --  |
| <b>Epic Land Solutions, Inc.<sup>4</sup></b>                    | Right-of-Way                        | --             | --         | --  |
| <b>Beacon Integrated Prof. Resources<sup>4</sup></b>            | Right-of-Way                        | --             | --         | --  |
| <b>Universal Field Services, Inc.<sup>4</sup></b>               | Right-of-Way                        | --             | --         | --  |
| <b>Briggs Field Services, Inc.<sup>4</sup></b>                  | Right-of-Way                        | --             | --         | --  |
| <b>Steele Land and Inspection, LLC<sup>4</sup></b>              | Right-of-Way                        | --             | --         | --  |
| <b>KPMG</b>   | Financial Services                  | 3,744          | 7          | 30%                                       |
| <b>Nossaman</b>   | Legal Services                      | 2,500          | 5          | 2%  |
| <b>TOTAL:</b>   |                                     | <b>322,062</b> | <b>619</b> | <b>33%</b>                                |

1. Full-Time Equivalent: Consistent with federal standards, Full-Time Equivalent (FTE) employment means the total number of regular straight-time hours worked (i.e., not including overtime or holiday hours worked) by employees divided by the number of total compensable hours applicable to each fiscal year. There were 520 hours available to work for the reporting period of October - December 2014. Hours worked ÷ Hours Available for the Reporting Period = FTE

2. Data accounts for selected prime contractors and subcontractors work for invoices received by the Authority for the reporting period.

3. FTE and hours are estimated.

4. Contracts executed in December 2014.

5. Small Business Utilization based on invoices.

6. Small Business Utilization based on payments.

## Cumulative Jobs & Small Business Participation: Fiscal Year to Date

Fiscal Year 2014-15  
Reporting Period:  
July-December 2014



**Prime Contracts** = **32**



**Hours** = **653,523**



**Small Business Utilization** = **27%**



**Small Business Invoices** = **\$29 Million**

**“Working for this program has provided our company with the opportunity to work with many diverse communities across California on a wide range of complex and challenging issues.”**

**Scott Steinwert**  
Circlepoint President/CEO



Circlepoint staff meets with members of the community in Chowchilla in March 2013.

### **Small Business Profile: Circlepoint**

Circlepoint is a certified Small Business Enterprise currently doing outreach work on the Central Valley Wye portion of high-speed rail system near the cities of Chowchilla and Fairmead. Circlepoint has worked on the high-speed rail program for over two decades, having assisted with many of the initial studies and project-level environmental reviews. According to Scott Steinwert, Circlepoint President/CEO, “Working for this program has provided our company with the opportunity to work with many diverse communities across California on a wide range of complex and challenging issues.”

## 2<sup>nd</sup> Quarter Small Business Participation

Reporting Period:  
October-December 2014

### Professional Services

Small Business Utilization: **36%**



**\$12.3 Million**

Amount of \$\$ to Small Businesses (Professional Services)

### Construction

Small Business Utilization: **28%**



**\$4.8 Million**

Amount of \$\$ to Small Businesses (Construction)

**\$17.1 Million**

Total amount of \$\$ to Small Businesses during the second quarter

## 21 New Small Businesses Added to the Program



+



=

For a total new commitment of  
**\$39.7 Million**

## Small Businesses Working on High-Speed Rail



O'Dell workers conduct right-of-way services in the field throughout California.

### Small Business Profile: O'Dell Engineering

**“It’s been non-stop since 2012 for us,”** said Dylan Crawford, a Principal at O’Dell Engineering. The Modesto-based certified Small Business Enterprise surveys properties needed for high-speed rail in the Central Valley. Their work includes determining where property boundaries are, preparing appraisal maps, writing legal descriptions for property transfers, working with the Authority and high-speed rail design-build teams. To get everything done, the company expanded, at one point, hiring 10 extra people, allowing them to open a Fresno office. In 2014, they won a Prime Contract on high-speed rail as a Small Business that will keep them busy through 2017, but they report that they would like to work for high-speed rail for the next 10 years. Crawford added, **“I think high-speed rail will be a great form of alternative transportation. I’m looking forward to hopping on the train with my kids and going to Disneyland.”**

## Small Business Participation: Construction Package 1

### Commitments of

**65** Small Businesses

=

**\$307.5 Million**



**37**

**Small  
Businesses**

2R Drilling, Inc.  
American Crane Rental Inc.  
Ameriguard Security Systems, Inc.,  
Blackburn Consulting  
Clovis Stationery and Office Supplies, Inc.  
CMG Hydroseeding  
Constar Supply  
Core Business Interiors  
Dumont Printing  
Facility Designs  
Garavaglia Architecture, Inc.  
Geovision, Inc.  
Harris Electric (TNJ Electric)

Hazard Management Services  
Innovative Concrete  
Kroeker, Inc.  
JRP Historical Consulting, LLC  
Kehoe Testing & Engineering, Inc.  
Leon Environmental Services  
Middle Earth Geo Testing Inc.  
Outback Materials  
Pipe Jacking Unlimited  
Precision Civil Engineering Inc.  
Quad Knopf, Inc.  
RailPros, Inc.  
Rincon Consultants, Inc.

Salem Engineering Group, Inc.  
Shiralian Management Group Inc.  
SoCal Drilling  
SPER Contracting Corporation  
Taber Drilling  
Technicon Engineering Services, Inc.  
Valley Coffee  
Valley Shredding Inc.  
Ventura TV Electronics & Appliances  
Wild Electric  
WKE Inc.

**21**

**Disadvantaged  
Business Enterprises**

Alert-O-Lite Inc.  
Avison Construction, Inc.  
Blair, Church & Flynn  
Bradley Tanks, Inc.  
Cornerstone Structural Engineering Group  
Dillard Environmental Services  
Earth Mechanics, Inc.

ESP Surveying, Inc.  
EXARO Technologies Corporation  
Hunsaker Safety & Sign Inc.  
JET Drilling Inc.  
Landavazo Bros. Inc.  
Lee Andrews Group  
Martinez Steel Corporation

MBI Media  
MGE Engineering, Inc.  
Oliveira Fence  
OPAC Consulting Engineers  
Safework Inc.  
Valverde Construction, Inc.  
Wreco

**7**

**Disabled Veteran  
Business Enterprises**

The 111th Group Photography  
Caring and Loving Enterprises  
Chambers Group, Inc.

Daves Trucking  
G & C Equipment Corporation  
Katch Environmental

Moore Twining Associates, Inc.



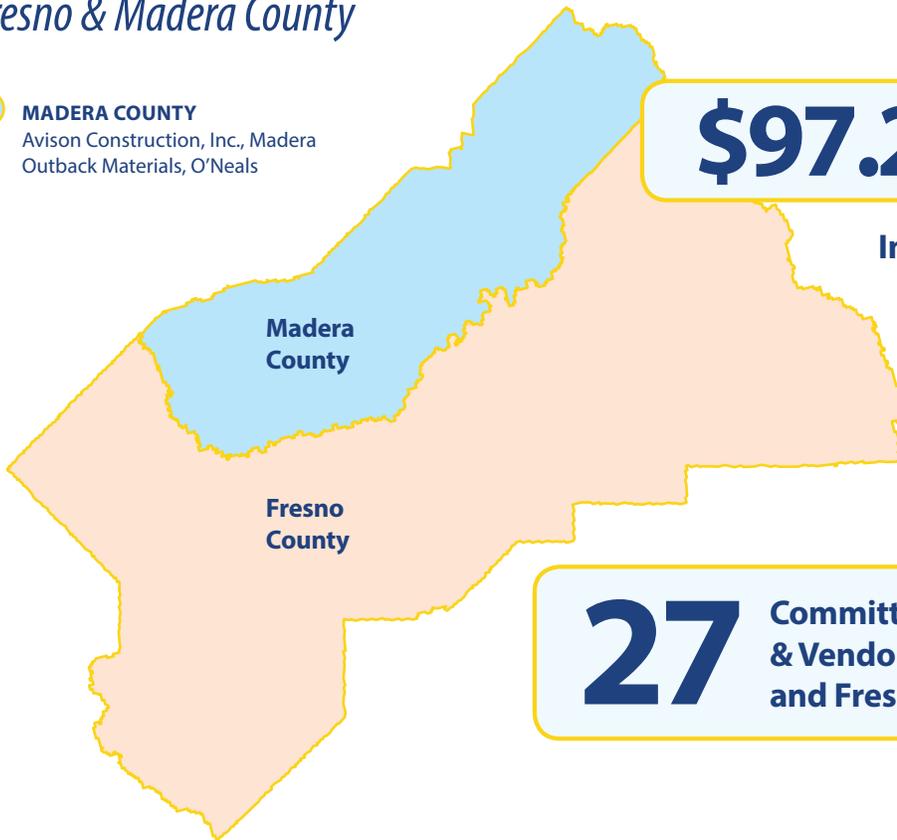
Work crews conduct geo-technical work in advance of heavy construction.

### Small Business Profile: 2R Drilling

Count 2R Drilling as among the first certified Small Business Enterprises to do preliminary construction work on the high-speed rail project in the Central Valley. It's been over a year since the firm rolled out giant drilling rigs and sucked up soil samples in more than 24 locations in Fresno and Madera. Some of the borings punched down 100 feet or more below the earth's surface. "We were boring samples to test soil where the foundation for a bridge has been planned and we're always in before heavy construction begins," explained owner Brian Serl. "The samples will tell construction contractors what kind of conditions to expect when finalizing designs." 2R Drilling, based in Ontario, California, got the job done with Tier IV rigs that few other companies have. "Those Tier IV machines have ignition and exhaust systems that put out fewer emissions into the atmosphere," Serl said. 2R Drilling was started by Serl's father in 1978.

## Businesses Committed to Working on Construction Package 1: Fresno & Madera County

**MADERA COUNTY**  
Avison Construction, Inc., Madera  
Outback Materials, O'Neals



**\$97.2 Million**

**In Commitments**

**27** Committed Small Businesses  
& Vendors from Madera  
and Fresno County

**FRESNO COUNTY**  
Alert-O-Lite Inc., Fresno  
Ameriguard Security Systems, Inc., Fresno  
Blair, Church & Flynn, Clovis  
Caring and Loving Enterprises, Fresno  
Clovis Stationery and Office Supplies, Inc., Clovis  
CMG Hydroseeding, Fresno  
Core Business Interiors, Fresno  
Cornerstone Structural Engineering Group, Fresno  
Constar Supply, Clovis

Dumont Printing, Fresno  
ESP Surveying, Inc., Fresno  
Facility Designs, Fresno  
Harris Electric, Fresno  
Hunsaker Safety & Sign Inc., Fresno  
Kroeker, Inc., Fresno  
Katch Environmental, Fresno  
Leon Environmental Services, Fresno  
Moore Twining Associates, Inc., Fresno

Precision Civil Engineering Inc., Fresno  
Salem Engineering Group, Inc., Fresno  
Technicon Engineering Services, Inc., Fresno  
Valley Coffee, Fresno  
Valley Shredding Inc., Fresno  
Ventura TV Electronics & Appliances, Fresno  
Wild Electric, Fresno

### Small Business Profile: Valley Coffee



Mike LaRue, owner of Valley Coffee in Fresno, worked quickly to get his small business certification when he heard the design-build team for Construction Package 1 needed a local company to supply water bottles and a coffee brewer, as well as cream and sugar in its break room. In fact, LaRue had never actively sought government related jobs before the opportunity with high-speed rail, delivering mainly to private companies. The design-build offices are among the shortest trips for LaRue, who manages a fleet of nine trucks delivering coffee, water, filtration systems and other office products from Atwater to as far south as Tulare.

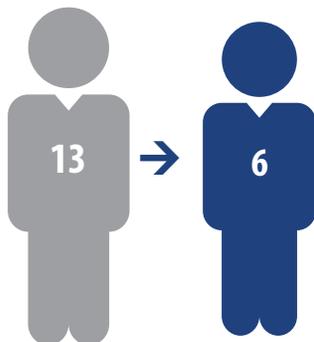
## Construction Jobs and Workforce Development

### National Targeted Hiring Goals

The Authority's Community Benefits Agreement (CBA) promotes and advances training opportunities for all individuals. One of the goals of the CBA is to ensure that 30 percent of all work hours are performed by National Targeted Workers and at least 10 percent of those work hours be performed by Disadvantaged Workers.

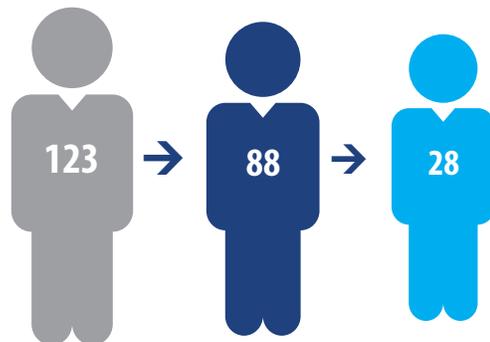


### October - December 2014 Dispatched Workers: 13



Of 13 total Dispatched Workers 6 were Targeted Workers.  
0 of the Targeted Workers were Disadvantaged Workers.

### Cumulative Dispatched Workers: 123



Of 123 total Dispatched Workers 88 were Targeted Workers.  
28 of the Targeted Workers were Disadvantaged Workers.

**Targeted Worker:** is an individual whose primary place of residence is within an Economically Disadvantaged Area or an Extremely Economically Disadvantaged Area in the United States, or a Disadvantaged Worker.

**Disadvantaged Worker:** an individual who, prior to commencing work on the high-speed rail project, meets the income requirements of a Targeted Worker and faces at least one of the following barriers to employment: (1) Being a veteran; (2) Being a custodial single parent; (3) Receiving public assistance; (4) Lacking a GED or high school diploma; (5) Having a criminal record or other involvement with the criminal justice system; (6) Suffering from chronic unemployment; (7) Emancipated from the foster care system; (8) Being homeless; or (9) Being an apprentice with less than 15 percent of the required graduating apprenticeship hours in a program.



## Construction Workers from 23 Counties are Actively Working on High-Speed Rail

- |             |                |             |
|-------------|----------------|-------------|
| Alameda     | Merced         | San Joaquin |
| El Dorado   | Orange         | Santa Clara |
| Fresno      | Placer         | Shasta      |
| Kings       | Sacramento     | Stanislaus  |
| Los Angeles | San Bernardino | Tulare      |
| Madera      | San Diego      | Tuolumne    |
| Marin       | San Francisco  |             |

**3 COUNTIES OUTSIDE OF CALIFORNIA:**  
 Bonner, Idaho  
 Clark, Nevada  
 Pierce, Washington



Larry McDonald is responsible for operating heavy equipment that is part of construction activities.

### Worker Profile: Larry McDonald

Over 15 years ago, Larry McDonald made a decision to change careers that allowed him to stay in the Central Valley. After an extensive vocation in construction and automotive management, Larry is pleased to have found an opportunity building the high-speed rail not far from his home in Clovis, California. He is among the first to break ground on the project and currently operates a 966 K Caterpillar as part of test pile work in Construction Package 1 (CP1). This is not Larry's first assignment on high-speed rail. He has been working on the project since June of 2014 when he helped build the construction yard. Larry is planning to retire on this project and hopes his son, Layton, can follow in his footsteps by building high-speed rail.

## Authority Staff: Delivering the Nation's First High-Speed Rail System

### PROFILE: Senior Right-of-Way Agent Shirley Parker

Senior Right-of-Way Agent Shirley Parker is one of the dedicated people that is helping the Authority acquire land for the high-speed rail system in the Central Valley. With her extensive experience in real estate, property management and acquisition, she joined the Authority last year with over 20 years of right-of-way experience at Caltrans in delivering properties and making projects happen.

Shirley was also instrumental in coordinating property transfers for the construction of the new Transbay Terminal in San Francisco.



Shirley Parker works to acquire property needed to build the high-speed rail system.



### PROFILE: Transportation Engineer Heidi Lanza

Transportation Engineer Heidi Lanza wears two hats – one as an engineer working on high-speed rail and the other as a mother of five children – all while holding a Master's Degree in Civil Engineering. She strives to learn something new every day and to mentor those in the Central Valley Regional Office who aspire to become future engineers. Since beginning her work at the Authority, she has made sure that every challenging assignment has been met with an unwavering discipline, and she has been dedicated to helping educate the public and the members of the community about the program.



Heidi Lanza provides engineering expertise and knowledge to the Authority's Central Valley office.