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Alameda County's Official Website

Under

Doing Business With Us

See

**Small, Local & Emerging Business Program
CERTIFIED SMALL LOCAL VENDORS**

http://www.acgov.org/sleb_query_app/gsa/sleb/query/slebresultlist.jsp?smEmInd=C

UPCOMING CONTRACTING OPPORTUNITIES

http://www.acgov.org/gsa_app/gsa/purchasing/bid_content/futurecontractopportunities.jsp

CURRENT CONTRACTING OPPORTUNITIES

http://www.acgov.org/gsa/purchasing/bid_content/ContractOpportunities.jsp

Also see

CALENDAR OF EVENTS

http://www.acgov.org/calendar_app/DisplayListServlet?site=Internet&ag=GSA&ty=PUR

For additional information contact:

**County of Alameda, General Services Agency
Office of Acquisition Policy**

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Melbourne Go, Contract Compliance Officer
(510) 208-9617 • melbourne.go@acgov.org

Linda Moore, Business Outreach Officer
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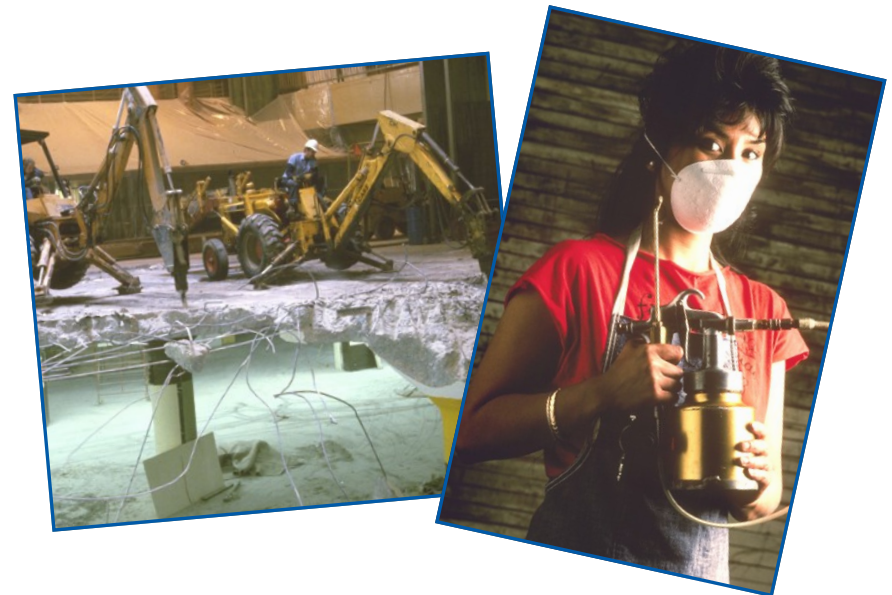
June 1, 2016



Enhanced Construction Outreach Program (ECOP)

INFORMATION GUIDE

The County is interested in promoting its construction contracting opportunities to local Alameda County, small, minority and women-owned business enterprises and its employment opportunities to local apprentices, youth, unemployed and underemployed County residents.



- ECOP applies to Capital Construction Projects as approved by the Board of Supervisors and managed by the County of Alameda, General Services Agency for sealed bid construction projects over \$125,000.
- Prime contractors who are certified small local businesses (per guidelines on page 4) shall be eligible to receive a 5% bid preference. Prime contractors that subcontract with certified small local businesses for a minimum 40% of the contract will also be eligible to receive this 5% bid preference.

ECOP GOALS

1.	60% Local Business Enterprise (LBE) Participation Goal	A Local Alameda County business is one with fixed offices located in and having a street address within the County for at least 6 months prior to the date upon which a request for bids is issued and holds a valid business license issued by the County or city within the County.
2.	20% Small Business Enterprise (SBE) Participation Goal	A Small business meets the current State of California definition of less than \$14 Million in annual revenues and has less than 100 employees over the last 3 years or is a manufacturer with 100 or fewer employees and meets the above definition of a Local Business.
3.	15% Minority Business Enterprise (MBE) SUBCONTRACTING Participation Goal	MBE participation must be SUBCONTRACTED and may NOT consist of any WBE or Prime participation
4.	5% Woman Owned-Business Enterprise (WBE) SUBCONTRACTING Participation Goal	WBE participation must be SUBCONTRACTED and may NOT consist of any MBE or Prime participation

Resources for Contractors

For assistance in soliciting M/W/S/LBE participation contact:

Asian American Contractors Association

Juliana Choy Sommer, President, (415) 642-1818

www.aaca-sf.com

Western Regional Minority Supplier Development Council (WRMSDC) - MBE certifications only

460 Hegenberger Road, Suite 730, Oakland, CA 94621, (510) 686-2555

www.wrmsdc.org

Women's Business Enterprise National Council (WBENC)

WBE certifications only— www.wbenc.org

For assistance in hiring local apprentices, youth, unemployed and under-employed County residents, contact:

Cypress/Mandela Inc. Training Center

Art Shanks, (510) 208-7350, E-Mail: artshanks@yahoo.com

www.cypressmandela.org

Youth Employment Partnership Program

Michele Clark (510) 533-3447, x3344, E-Mail: mcc@yep.org

<http://www.yep.org/>

For information regarding apprenticeship programs, related forms, complete laws, regulations and Labor Code provisions contact:


Department of Industrial Relations, Division of Apprenticeship Standards (DAS), San Francisco Office

455 Golden Gate Avenue, 9th Floor, San Francisco, CA 94102

Phone: 415/703-1128; FAX 415/703-5427 - www.dir.ca.gov

Contractors and subcontractors are strongly encouraged to self-register in the **County Local Vendor Database at**

https://www.acgov.org/sleb_app/EntryFormServlet

After registering you will be directed to e-subscribe  for automatic updates to County contracting opportunities and events.

FAQs Continued

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4. *Would a self-identified MWBE be acceptable without certification?*

No. You must provide evidence of a MWBE certification issued by a recognized certifying agency to receive the MWBE credit.

5. *If we are an MBE or WBE prime submitting a bid, would that count towards our MBE or WBE goal?*

No. MWBEs must be subcontracted to meet the goal. Also, certified MWBE subcontractors may satisfy either MBE or WBE, but not both.

6. *I have made an initial invitation to bid; however, I failed to follow up with the vendors and am unable to provide evidence of a follow-up. Will I still get credit for GFE #5?**

No. You must show proof that a follow-up was made. Telephone logs with names, comments, or notes from the vendor are examples of acceptable documentation.

7. *Do I need to include in my advertisement and notices information about obtaining bonds, lines of credit or insurance?*

Yes. Provide a copy of advertisements with specifics referencing willingness to assist M/W/S/LBEs, or an agenda, location, meeting notes, etc. with firms attending and contact persons receiving advice.

*All GFEs are stated and described in bid specifications.

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Definitions

Examples

<ul style="list-style-type: none"> LBE participation may consist of the Prime Contractor and Subcontractors* and may count towards <u>both</u> the LBE and SBE ECOP goals. <p>*For ECOP goals subcontractors to include manufacturers, suppliers and/or truckers.</p>	<ul style="list-style-type: none"> Valid business license issued by a city within the County of Alameda and proof of date issued (which is at least 6 months prior to the date bids were solicited) or Certification letter from an acceptable certifying agency showing a local address and issuance/expiration dates that are in compliance. (See Page 4)
<ul style="list-style-type: none"> Certified SBEs must be <u>Local</u> (S/LBE) to be considered. S/LBE must meet Local definition above <i>and</i> be <u>certified Small</u> by California Department of General Services (DGS) or other agency accepted by County. (See Page 4) Small participation may consist of any contractor, subcontractor, manufacturer, supplier or trucker. 	<ul style="list-style-type: none"> All of the above, and Current certification document or letter with SBE designation.
<ul style="list-style-type: none"> MBEs are defined per PCC 2000 (e)(1), (e)(2) and (f), must be SBEs but are not required to be LBEs. An MWBE may count <u>only</u> toward MBE or WBE participation (not both); however, a local MBE may count towards both LBE and S/LBE participation. 	<ul style="list-style-type: none"> Current certification document, letter, etc., with MBE designation. (See Page 4)
<ul style="list-style-type: none"> WBEs are defined per PCC 2000 (e)(1), (e)(2) and (f), must be SBEs but are not required to be LBEs. An MWBE may count <u>only</u> towards MBE or WBE participation (not both); however, a local WBE may count both towards LBE and S/LBE participation. 	<ul style="list-style-type: none"> Current certification document, letter, etc., with WBE designation. (see Page 4)

ECOP Goals & Good Faith Efforts Bid Submittal Requirements

- To be considered for award, bidders must meet ALL of the ECOP goals OR provide evidence that ALL good faith efforts (GFEs) were made as stated in the bid specifications issued for each project. The County shall award a contract to the responsible bidder with the lowest responsive bid as required by law.

Under ECOP

SBE certification from the following agencies is accepted:

Alameda County Transportation Commission (Alameda CTC),
California Department of General Services (DGS),
Office of Community Investment and Infrastructure*,
Port of Oakland,
and when the State SBE definition is met,
Alameda County (SLEB certification).

When the State SBE definition is met

MWBE certification from the following agencies is accepted:

Bay Area Rapid Transit (BART),
Office of Community Investment and Infrastructure*,
the (CPUC) Supplier Clearinghouse,
Western Regional Minority Supplier Development Council (WRMSDC),
and Womens' Business Enterprise National Council (WBENC).

*Successor Agency to San Francisco Redevelopment Agency

Any additions made to the above lists are effective beginning January 1, 2015.

Frequently Asked Questions (FAQs)



1. *What is the minimum number of M/W/S/LBE firms I need to notify in writing regarding their interest in the project?*

Show evidence of contacting and responses from a minimum of three (3) M/W/S/LBE firms for each item of trade/project identified for performance by an M/W/S/LBE.

2. *Would undelivered faxes or no-answer calls count?*

No. In order to receive credit, you must provide evidence of your completed fax transmission to the identified vendor by name and number, or a completed telephone call to the identified vendor logged by name and number, with any specific comments, information, or notes about the call.

3. *I'm a County certified SLEB – does that mean I qualify for both Small and Local under ECOP?*

If you are a certified SLEB you must also meet the State definition for Small to be qualified under ECOP S/LBE.