

MEET *the* PRIMES

4:00 p.m. – 5:00 p.m.
Session Featuring

Jacobs





October 28, 2020

San Diego County Regional Airport Authority

2020 Meet the Primes Event

for Small, Local, Veteran and Disadvantaged
Businesses

Jacobs

Challenging today.
Reinventing tomorrow.

Agenda

1. About Jacobs

- Who We Are
- Inclusion and Diversity
- Our Aviation Business

2. Active Programs/Projects at SAN

3. Upcoming Opportunities

4. Doing Business with Jacobs

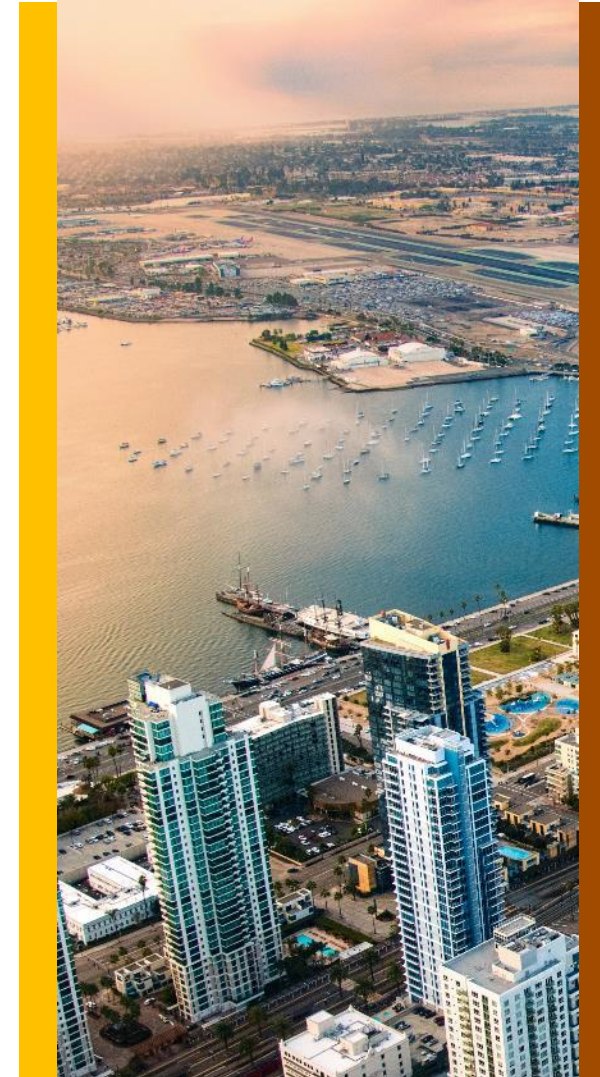
- Pre-qualification in Jacobs Contracts System

5. Other Programs/Events

- Calmentor Program

6. Contact Information – Summary

7. Questions & Answers





About Jacobs

About Jacobs

Who We Are

- 52,000 staff worldwide
- \$13B in annual revenue
- Major services provided
 - Program management
 - Project management
 - Engineering and architecture
 - Construction management
 - Strategic consulting
 - Asset management
 - O&M

Jacobs®

**Challenging today.
Reinventing tomorrow.**

Inclusion and Diversity

Global Action Plan for Advancing Justice and Equality

- Builds on our TogetherBeyondSM strategy
- Sets actionable initiatives and measurable objectives to address racial inequities
 - Amplify culture of belonging
 - Recruit, retain and advance Black employees based on merit
 - Contribute to structural change in the broader society
- Commitment to driving and achieving real change

“As a company we are going to focus on doing our part to get this right, and then we will look more broadly at other things affecting our people and our communities.”

– Steve Demetriou

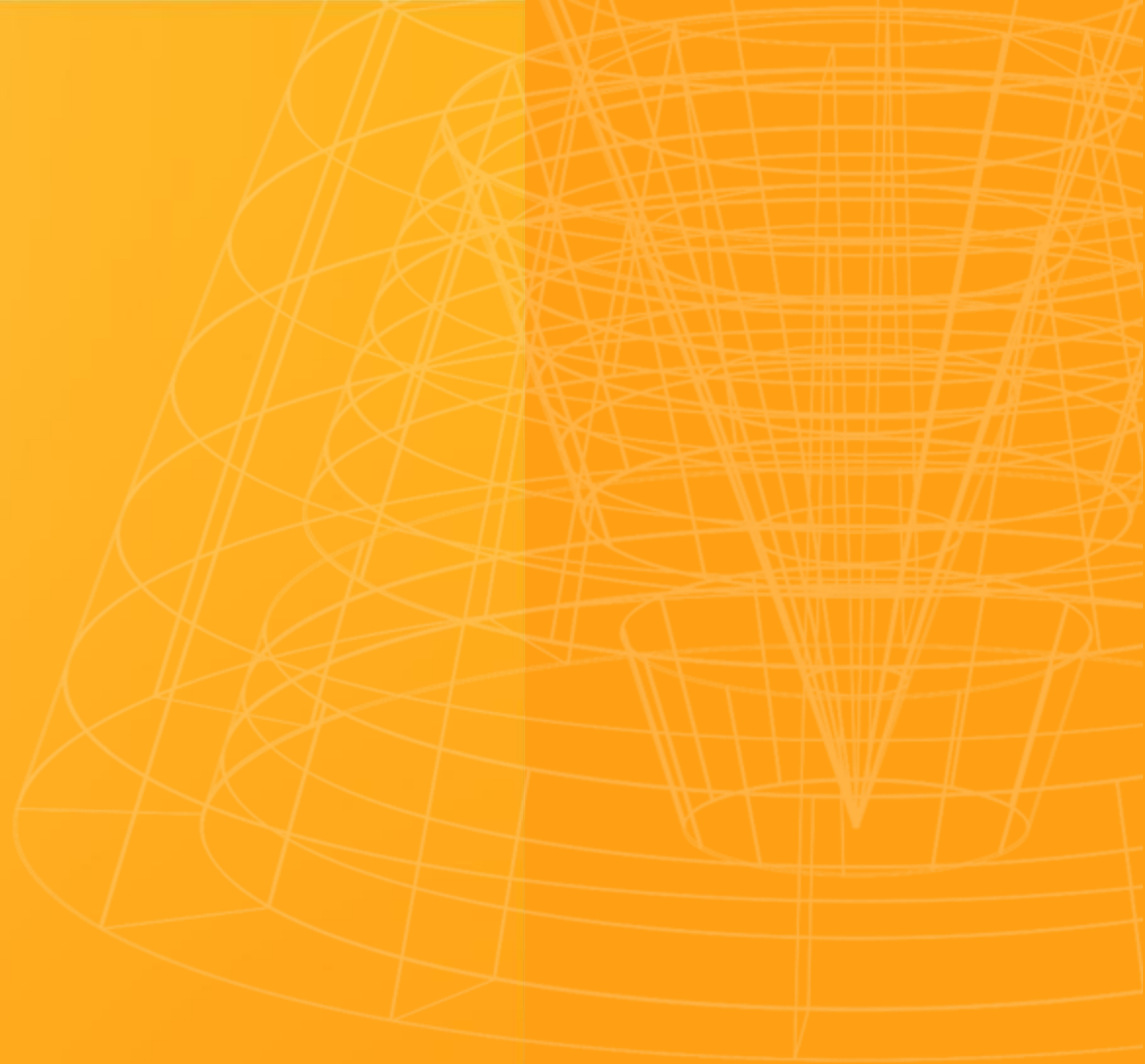
Jacobs Chair and CEO



Our Aviation Business

- Worldwide Aviation Services
 - 70+ years of experience delivering aviation projects
 - 1000 aviation professionals
 - 12 U.S. Centers of Aviation Engineering Excellence
 - Services include:
 - Planning
 - Airside
 - Terminals
 - Landside
 - PM/CM
 - Operational Readiness and Transition
 - Environmental
 - Business & Finance





Active Programs at SAN

SAN Airside/Landside Programs

- Airside Design Services:
 - Airside Design
 - Operations Modeling
 - Stormwater Capture & Re-Use
 - Construction Phasing
 - Sustainability/ENVISION
 - Terminal Design-Build Coordination

Contact - John Thompson,
john.thompson1@jacobs.com,
720-286-5131

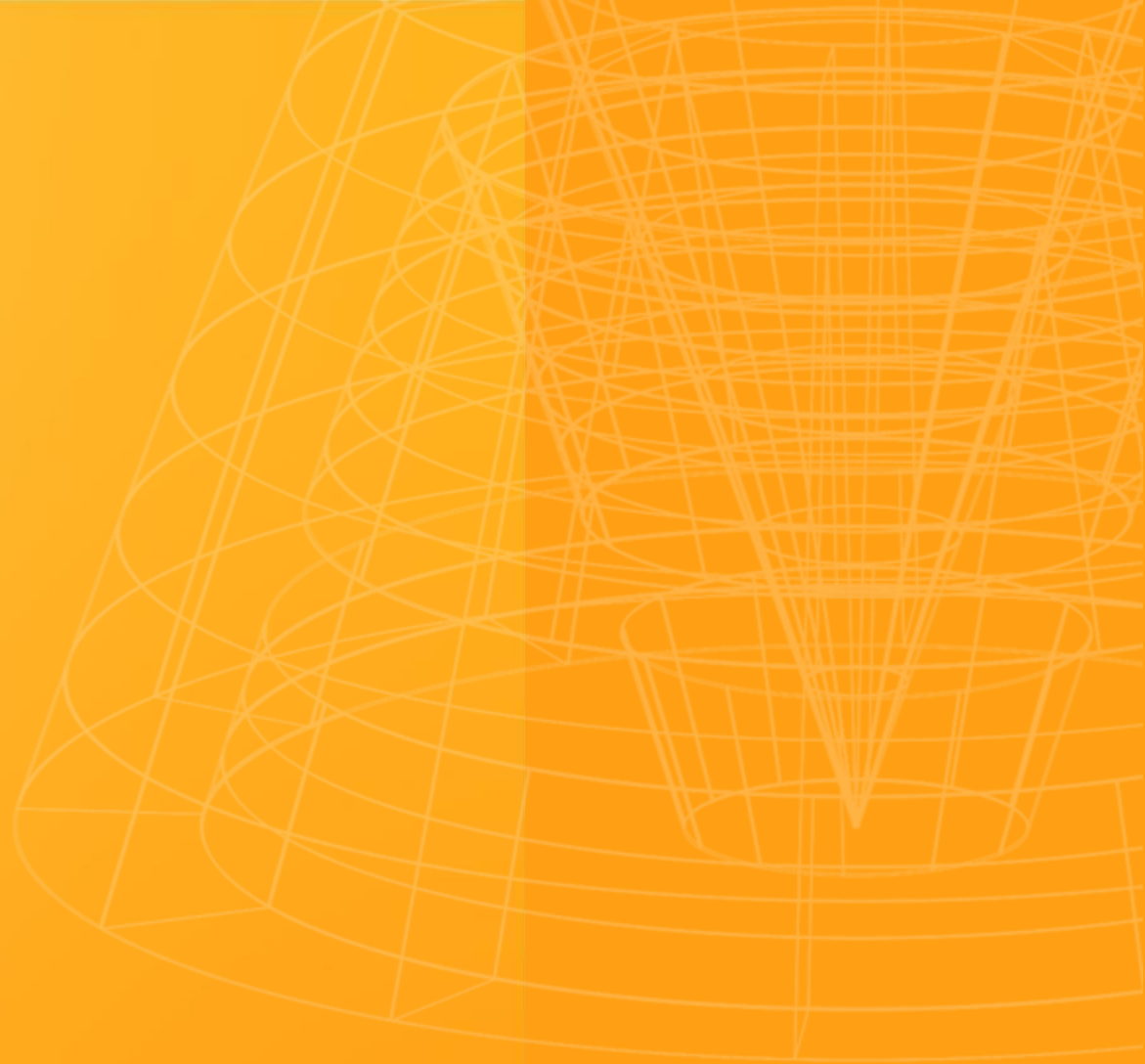


SAN Airside/Landside Programs

- On-call Airside/Landside Engineering Services:
 - Sassafras Street Widening
 - Airport Obstruction Survey
 - Rehab Apron Pavement
 - Upgrade EMAS

Contact - Hany Haroun,
hany.haroun@jacobs.com
619-272-7261





Upcoming Opportunities

SANDAG/MTS Construction Management

Mid-Coast Corridor Program

- Mid-Coast LRT
- San Diego River Bridge Double Track
- Elvira-Morena Double Track
- Rose Creek Bikeway
- Old Town Transit Center Improvements
- Gilman Drive Bridge
- Voigt Drive Improvements
- I-5/Genesee Auxiliary Lane

Contact – Jim Starling,
james.starling@jacobs.com, 619-321-3596



SANDAG/MTS Contracting Process

- 11 Core Services
- 13 Specialty Services
- Services subcontracted on current contracts
 - Field/Transit Inspection
 - Office Engineering/Administration
 - Project Scheduling
 - Materials Sampling and Inspection
 - Labor Compliance
 - Source Inspection
 - Geotechnical
 - Survey
 - Document Management
 - Environmental Compliance
 - Contaminated and Hazardous Materials
 - Independent Cost Estimating
 - Photo/Video Documentation



SANDAG Program Management (PPP)

- Program Management (PMC), Military Advising Services, Evaluation of Unsolicited Proposals
- Otay Mesa East Port of Entry related projects
- Sharing, locating, and/or selling capacity in new and/or existing fiber optic duct bank projects
- Innovative curb management projects for micromobility, ride hailing, ridesharing, and/or last mile delivery
- Electric vehicle charging station projects
- Contact – Roger Johnson,
roger.johnson3@jacobs.com, 949-404-2021



San Diego Unified School District

- RFQ/P Expected November 2020
- Contract Type – Staff Augmentation Task Order
- Multidisciplinary Resume Calls –
Planning/Design/Controls/Construction/Close Out



SDUSD—Subconsultant Categories

- Based on 2016 RFQ/P
 - Emerging Business Enterprise (EBE)
 - (SBE) Small Business Enterprise (100 Employees, \$10M Rev.)
 - (DVBE) Disabled Veteran Business Enterprise
 - (MBE) Minority Business Enterprise
 - (WBE) Women Business Enterprise



SDUSD—Subconsultant Requirements

- Based on 2016 RFQ/P
 - Submission Requirements
 - Three Recent Firm K-14 California Public School Projects
 - Proposal Submission – Firm Resumes
 - Employee At Least 6 Months Prior RFQ/P



SDUSD—Jacobs Contacts

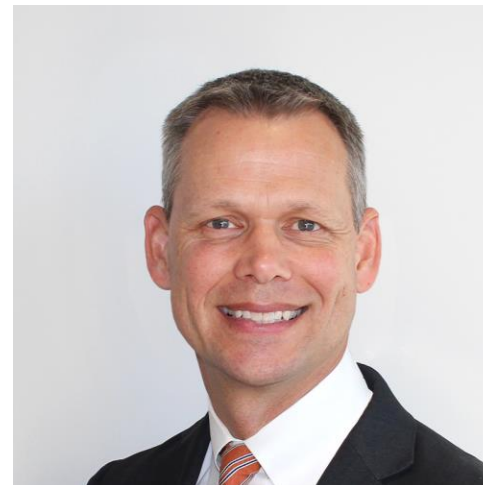
- **Bruce Rainey** - Jacobs VP & SDUSD Project Executive

- San Diego Education & Healthcare Projects
- Bruce.Rainey@jacobs.com
- 760.212.2438 (mobile)



- **Rob Brykalski** - Jacobs Education Sector Program Manager

- Robert.Brykalski@Jacobs.com
- 626-833-8975 (mobile)



SANDAG Design



- RFQ expected early 2021
- Large, Medium, and Small Contracts
- Regional Projects:
 - Active Transportation
 - Commuter Rail
 - Light Rail Transit
 - Highway Projects
- Contact – Hany Haroun, hany.haroun@jacobs.com, 619-272-7261

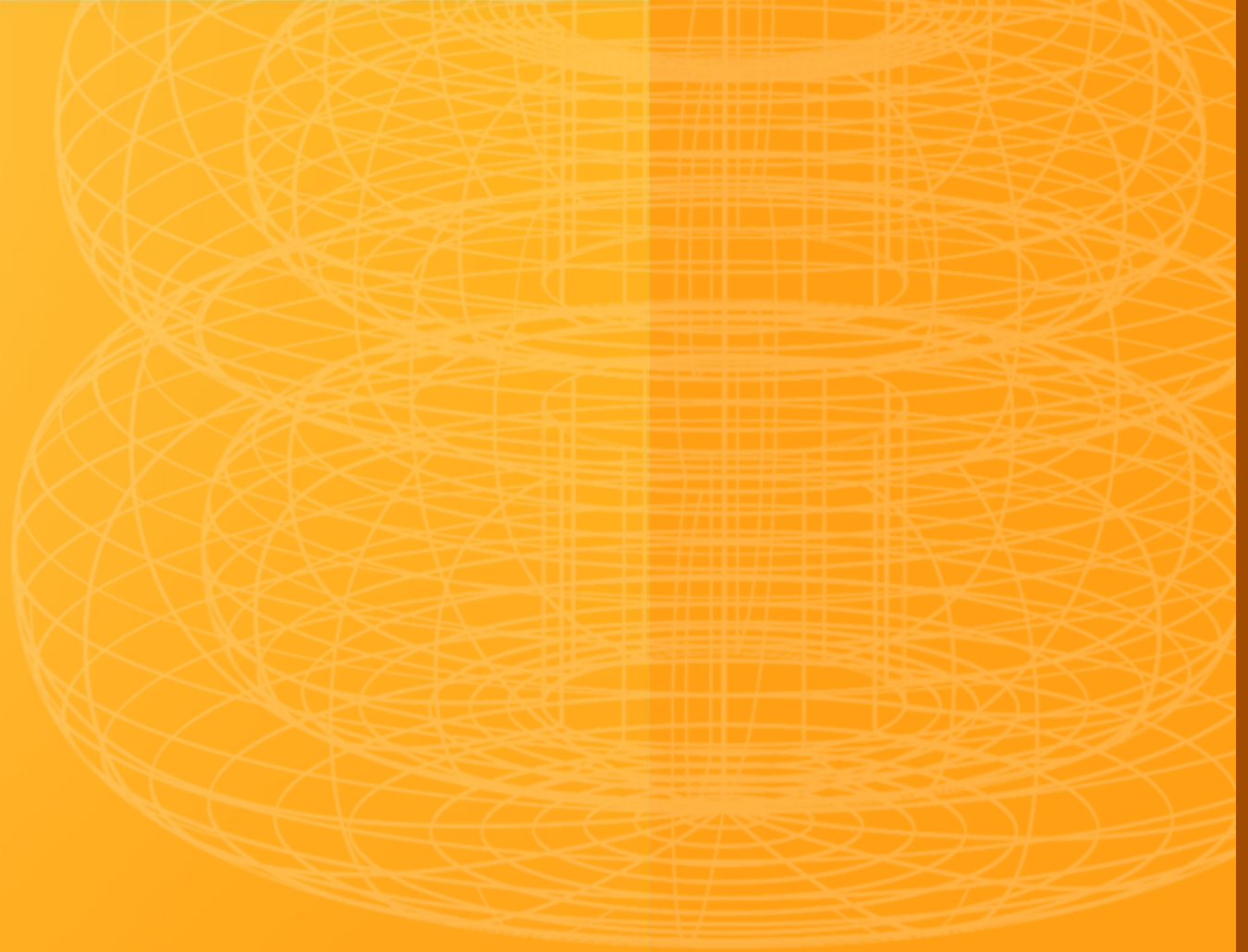
Aviation Regional Opportunities

- Los Angeles International Airport
- Hollywood Burbank Airport
- San Jose International Airport

Contacts:

- Jeff Sedlak, jeff.Sedlak@jacobs.com, 310-413-5911
- Ron Siecke, ron.siecke@jacobs.com, 310-488-1466



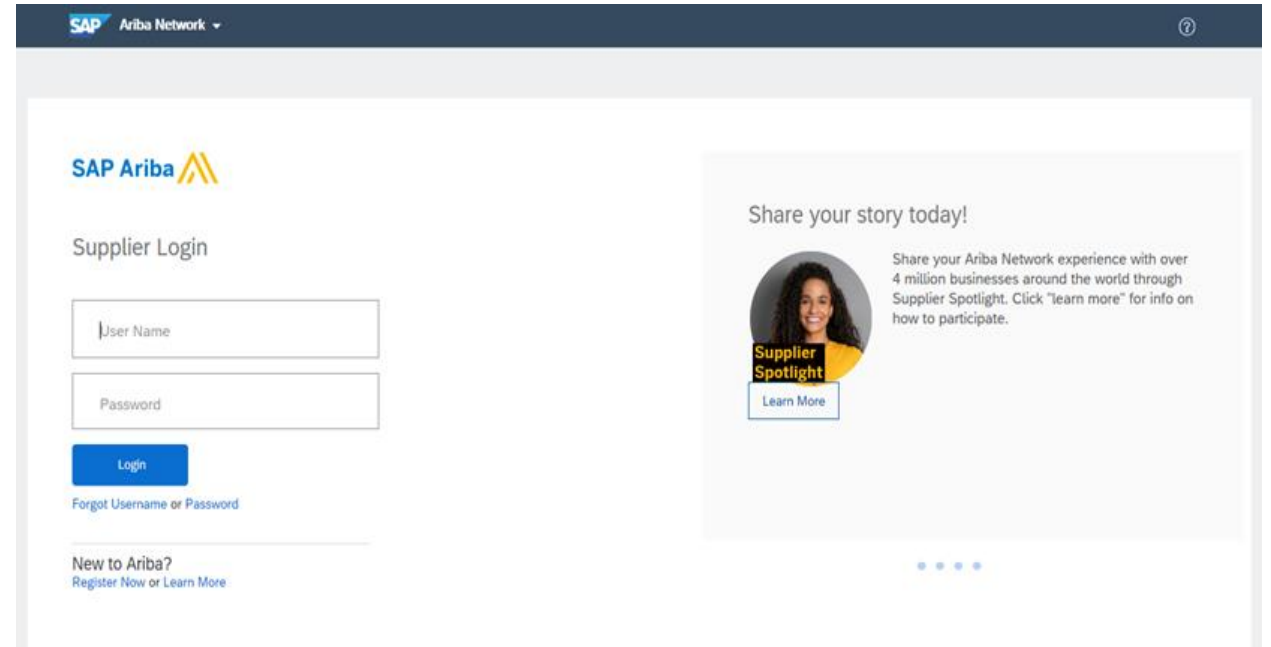


Doing Business with Jacobs

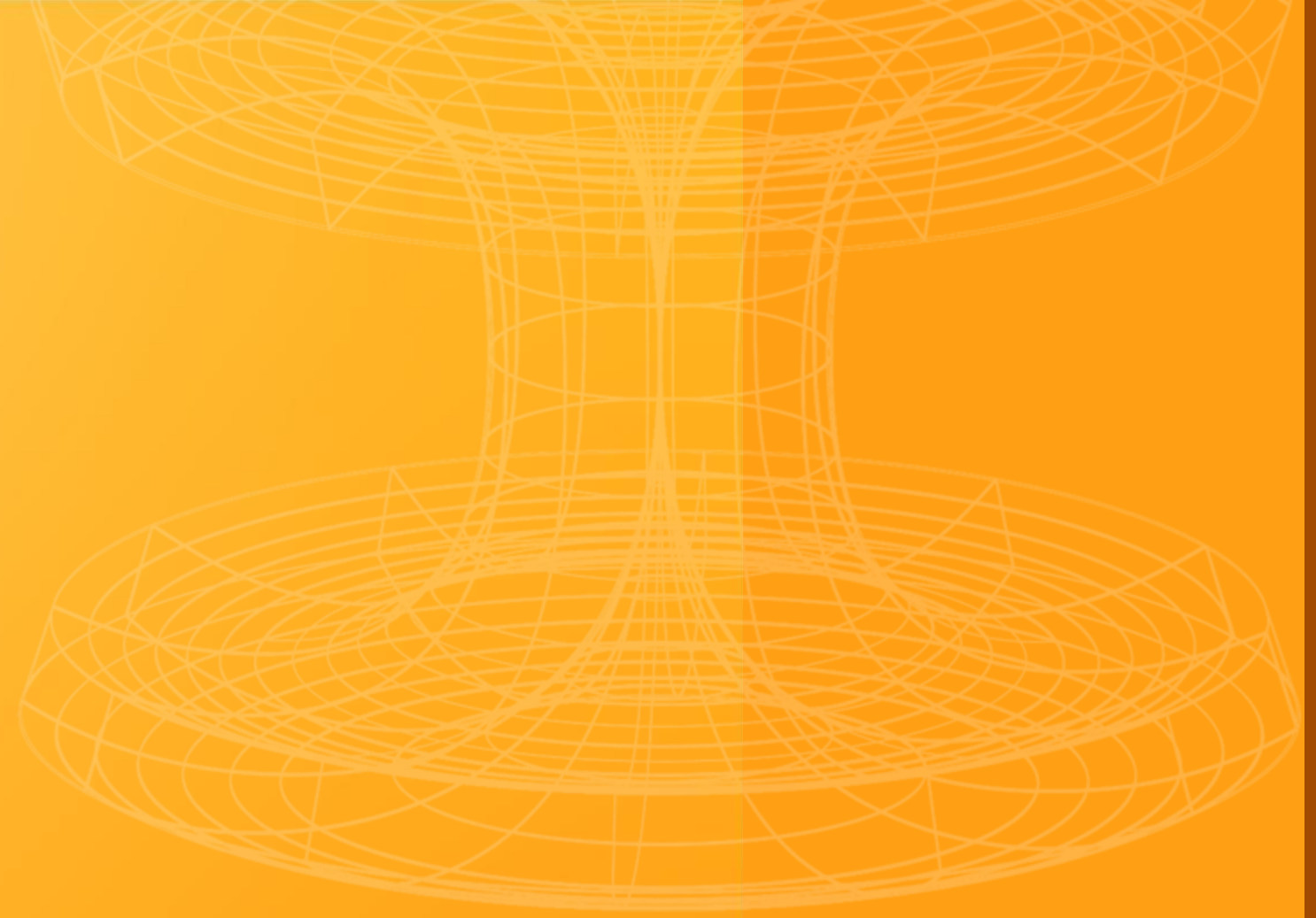
Pre-qualification in Jacobs Contracts System

Ariba

- Internal access to SBE/DBE locally and nationally
- Quick registration process
- Annual renewal
- <https://www.jacobs.com/suppliers/registration>



The screenshot displays the SAP Ariba Supplier Login interface. At the top, there is a dark blue header with the SAP Ariba Network logo and a help icon. Below the header, the SAP Ariba logo is prominently displayed. The main section is titled "Supplier Login" and contains two input fields: "User Name" and "Password". A blue "Login" button is positioned below these fields. A link for "Forgot Username or Password" is located directly under the "Login" button. At the bottom of the login section, there is a link for "New to Ariba?" with sub-links for "Register Now" and "Learn More". To the right of the login form, there is a "Share your story today!" section featuring a circular profile picture of a woman, the text "Supplier Spotlight", and a "Learn More" button. Below this section, there are four small blue dots indicating a carousel of content.

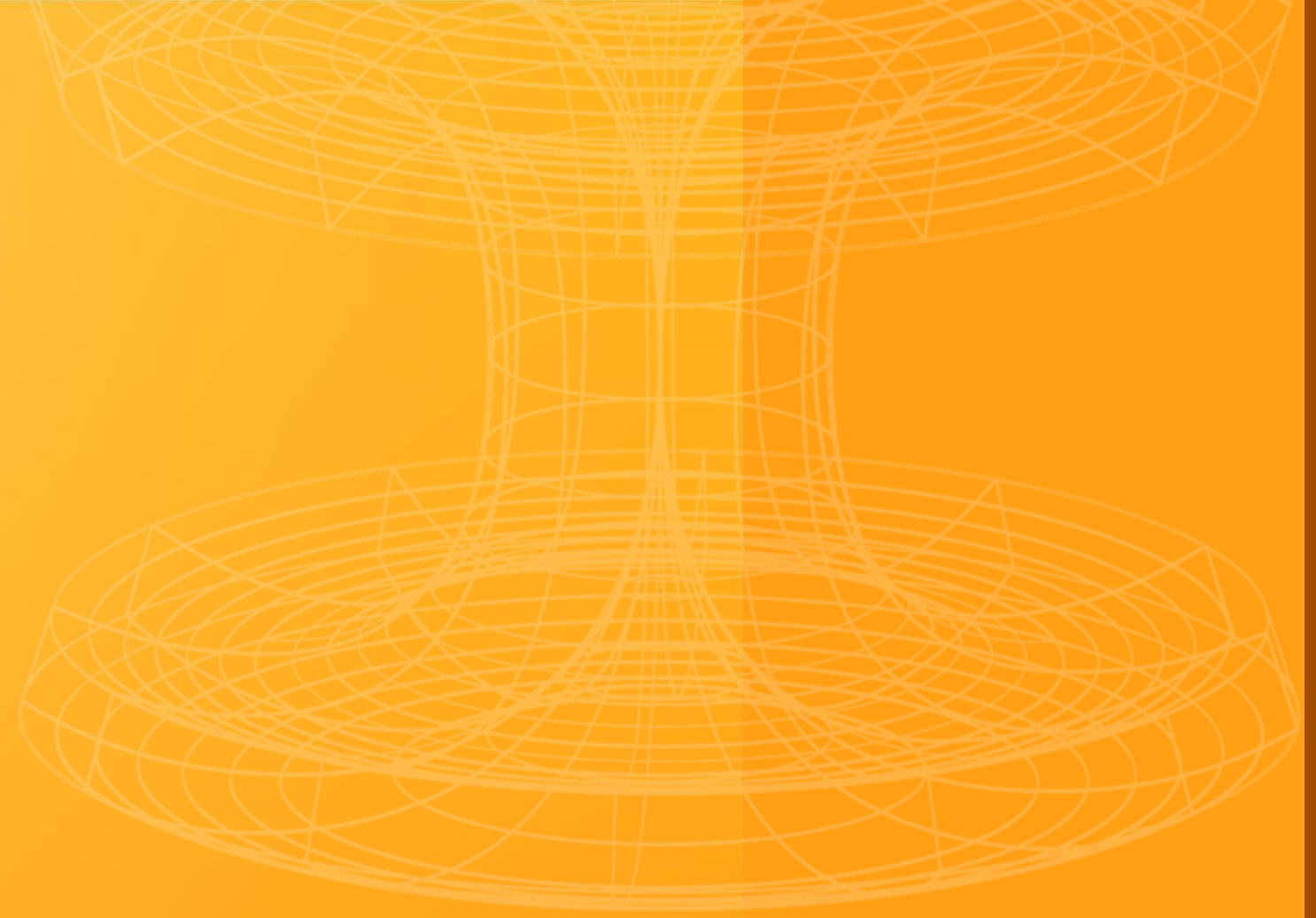


Other Programs/Events

Calmentor Program

- Mission
 - “Increase the pool of small businesses participating in transportation projects”
- Goals and Objectives
 - Establish a mentoring program that pairs small businesses with large firms
- Process
 - Mentor/Protégé Applications, and a Memorandum of Understanding (MOU)
 - 12-month mentoring program; appx. 20 mentor-protégé teams per cycle
 - Current cycle ends in March 2021
- Website: <https://dot.ca.gov/caltrans-near-me/district-11/popular-links/calmentor>





Contact Information

Jacobs – Contact Information

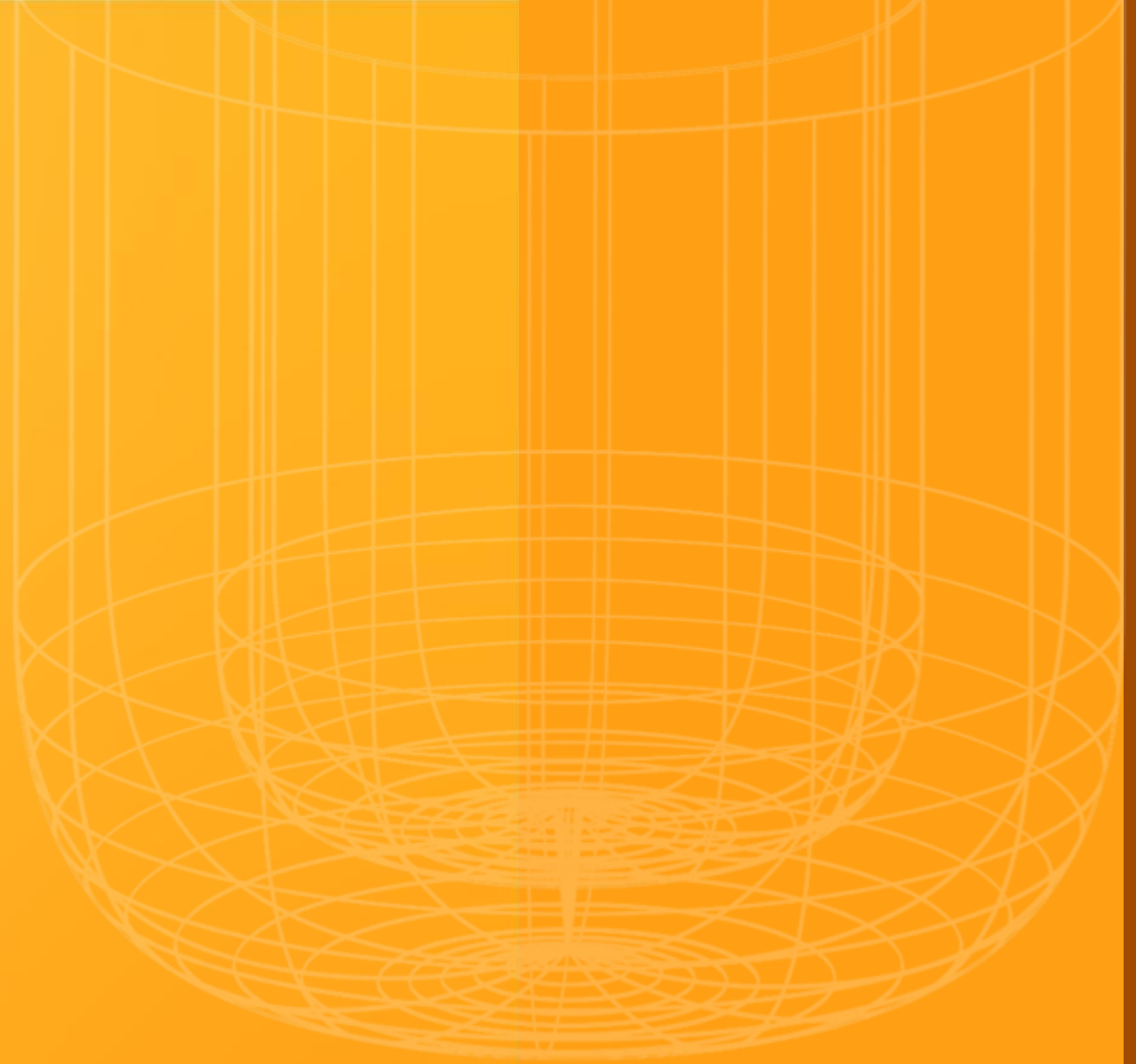


Website: <http://www.jacobs.com/>

Vendor Portal: <https://www.jacobs.com/suppliers/registration>

Contacts:

- Ron Siecke, ron.siecke@jacobs.com, 310-488-1466
- Jeff Sedlak, jeff.Sedlak@jacobs.com, 310-413-5911
- John Thompson, john.thompson1@jacobs.com, 720-286-5131
- Hany Haroun, hany.haroun@jacobs.com, 619-272-7261
- Jim Starling, james.starling@jacobs.com, 619-321- 3596
- Roger Johnson, roger.johnson3@jacobs.com, 949-404-2021
- Bruce Rainey, Bruce.Rainey@jacobs.com, 760-212-2438
- Rob Brykalski, Robert.Brykalski@Jacobs.com, 626-833-8975



Questions & Answers

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www.SANMTP2020.Eventbrite.com



THANK YOU

JOIN US AT OUR UPCOMING MEET THE PRIMES SESSIONS

Thurs., Oct. 29, 2020

9:30 a.m. – 10:30 a.m. AECOM

11 a.m. – 12:30 p.m. Airport Concessionaire Panel

Featuring:

Hudson Group,
HMSHost,
S&C Robinson Enterprise
SSP America
S. Levy Foods

3 p.m. - 4:30 p.m. Airport Concessionaire Panel

Featuring:

Mission Yogurt
SFS Beauty Ca, LLC
P&P Services, LLC
High Flying Foods
Procurement Concepts Inc.

Tues., Nov. 3, 2020

8:30 a.m. – 9 a.m. Small Business Development Dept.

9:30 am. – 10 a.m. Facilities Management Dept.

10:30 a.m. - 11 a.m. Procurement Dept.

11:30 a.m. - 12 p.m. Labor Compliance Dept.

1:30 p.m. - 2 p.m. Revenue Generation &
Partnership Development - Food & Beverage/Retail

2:20 p.m. - 3 p.m. Quieter Home Program

4 p.m. - 5 p.m. Airport Design & Construction

Wed., Nov. 4, 2020

10 a.m. - 11:30 a.m. Public Agencies & Business
Support Services Panel, Featuring:

Procurement Technical Assistance Center (PTAC),
SANDAG, CALTRANS District 11, County of San Diego,
North County Transit District, San Diego County Water
Authority, Port of San Diego, University of California
San Diego

1 p.m. - 2 p.m. Public Agencies & Business Support
Services Panel, Featuring:

San Diego & Imperial Valley Small Business
Development Center (SBDC), City of San Diego, San
Diego Unified School District, U.S. Veteran Business
Alliance (USVBA) San Diego Chapter, Business
Incentive Credits