PCG
PENDERGAST
CONSULTING GROUP

# BUILDOUT CALIFORNIA | GOLDEN PITCH

10.1.2021

PCG
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29
YEARS IN BUSINESS

16
CONSULTANTS

| | |
|---|---|
| **CERTIFICATION:** | California DGS SBE |
| **CLASSIFICATION/NAICS CODE:** | 801416 |
| **CONTACT INFORMATION:** | Pendergast Consulting Group, Inc.<br>1 Avenue of the Palms Avenue, Suite 304<br>San Francisco, California 94130<br>415-606-8100 – office<br>415-290-7780 – direct<br>paul@pendergastconsultinggroup.com |
| **WEBSITE:** | www.pendergastconsultinggroup.com |
| **AFFILIATIONS:** | Governor's Small Business Reform Task Force<br>President Bill Clinton's Commission on National Service<br>California Small Business Association – Board Member<br>BuildOUT California – Founding Member/President<br>Golden Gate Business Association – Past President (1992 – 1994) |

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Salesforce Transit Center

WHY

HOW

WHAT

We connect people, projects and communities through effective communications

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California High Speed Rail Project/Early Train Operator

## KEY CLIENTS

### PRIVATE SECTOR

NESTLE BEVERAGE COMPANY
AMERICAN EXPRESS
MERRILL LYNCH
MICROSOFT
WEBEX
RIVERBED TECHNOLOGIES
WEBCOR
FLUOR
WSP
SKANSKA
DEUTSCHE BAHN

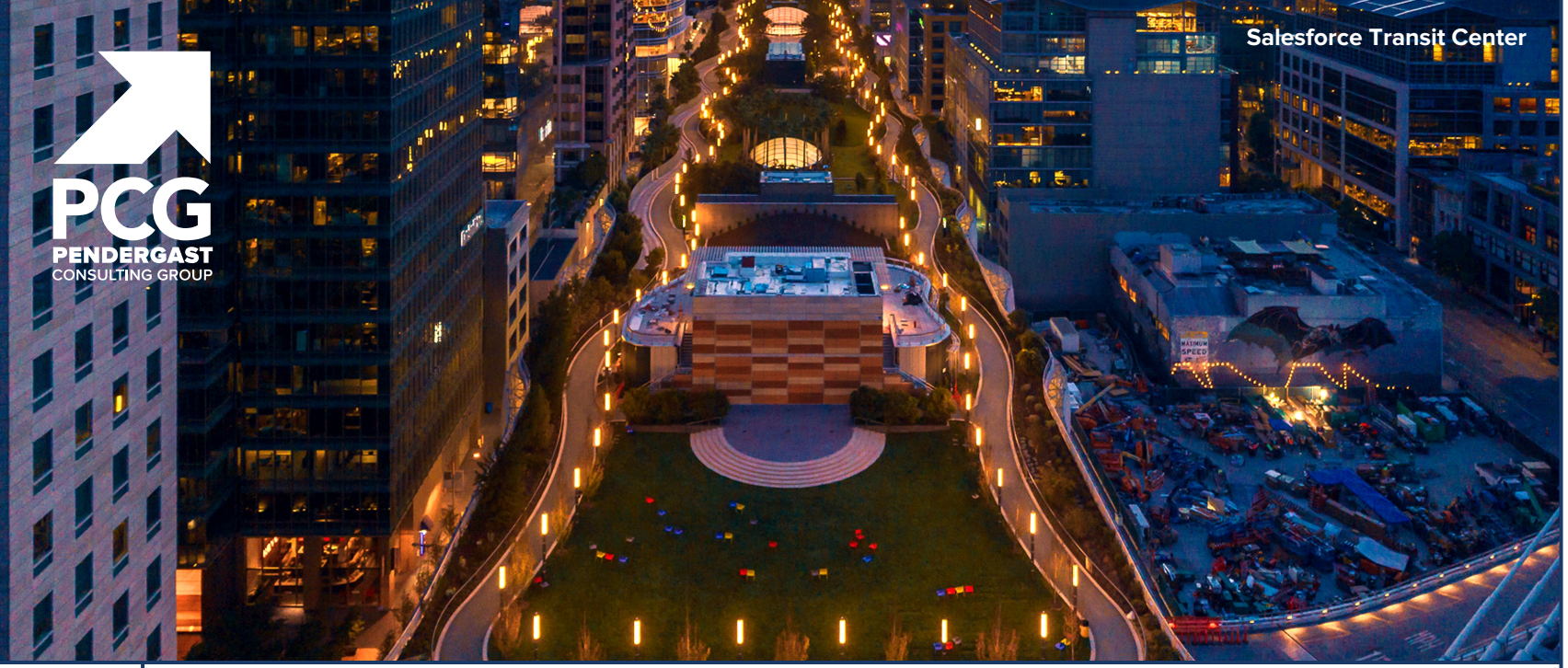
### PUBLIC SECTOR

CALTRANS
CALIFORNIA AIR RESOURCES BOARD
CALIFORNIA STATE PARKS
CALIFORNIA OFFICE OF STATEWIDE HEALTH PLANNING
CALIFORNIA INTEGRATED WASTE MANAGEMENT BOARD
COUNTY OF LOS ANGELES
CITY/COUNTY OF SAN FRANCISCO
SAN FRANCISCO COUNTY TRANSPORTATION AUTHORITY
TRANSBAY JOINT POWERS AUTHORITY
SANTA CLARA COUNTY
TREASURE ISLAND DEVELOPMENT AUTHORITY

## SERVICES

### PROGRAM AND PROJECT MANAGEMENT

- Strategic Communications
- Governmental and Inter-Agency Relations
- Large-Scale Economic and Workforce Development Program Development & Management
- Large Scale & Micro-Focused Community Engagement and Mobilization
- Transportation Planning for infrastructure, land use, and integrated sustainable mobility solutions




CASE STUDY

1

## HOW WE DID IT:

- Analysis & Goal Setting
- Opportunity Detection
- Identification of Qualified Contractors
- Over 2,725 ‘Matchmaking’ Sessions
- ‘Re-imagineering’ the role of Technical Assistance
- Tracking/Monitoring
- Measuring Outcomes vs. Output

## FUN FACTS

- **408** CONSTRUCTION FIRMS
- **17%** PARTICIPATION GOAL
- **18.1%** PARTICIPATION GOAL ACHIEVED
- **$398,200,000** WENT TO SMALL BUSINESSES
- **24,000** TONS OF STEEL
- **ALL** ‘MADE IN AMERICA’
- STEEL PRODUCTION/ FABRICATION COMPLETED IN **20 STATES**

SALESFORCE TRANSIT CENTER – PHASE 1

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## PROJECT VALUE
**$100,058,335**

## PCG ROLE
Media Relations, Workforce and Economic Development, Community Engagement

# I-80 EAST SIDE RAMPS PROJECT

CASE STUDY

| Item Code | Final Pay Item (F) | Approx. Quant. | Meas. Unit | Item Description | Unit Price | TOTAL w/ Indirects & Fee | Likely to be Performed by Sub-contractor (Y=Yes | Trucking or Supply of Material Involved (Y=Yes | Work Category Code (Enter a code if corresponding cell in either Column J or K is "Y" | Number of Available SBE's | DBE Work Factor (100% if DBEs ≥ 7 12% if supply component 10% if trucking compone... | DBE Work Amount |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | $ - | | | | | | $ - |
| 070030 | | 1 | LS | LEAD COMPLIANCE PLAN | | $ - | | | C8851 | 5 | | $ - |
| 100100 | | 1 | LS | DEVELOP WATER SUPPLY | | $ - | | | C1701 | 7 | | $ - |
| 120090 | | 1 | LS | CONSTRUCTION AREA SIGNS | | $ - | y | | C1200 | 24 | 100% | |
| 120100 | | 1 | LS | TRAFFIC CONTROL SYSTEM | | $ - | y | | C1201 | 35 | 100% | |
| 120120 | | 3 | EA | TYPE III BARRICADE | | $ - | | Y | C1201 | 35 | 12% | |
| 120159 | | 3,450 | LF | TEMPORARY TRAFFIC STRIPE (PAINT) | | $ - | Y | | C8406 | 5 | 0% | $ - |
| 128201 | | 5 | EA | DELINEATOR (CLASS 1) | | $ - | Y | | C8201 | 3 | 0% | $ - |
| 128652 | | | LS | PORTABLE CHANGEABLE MESSAGE SIGN (LS) | | $ - | | y | C1201 | 35 | 12% | $ - |
| 129000 | | 1,470 | LF | TEMPORARY RAILING | | $ - | | Y | C1290 | 8 | 10% | |
| 130100 | | 1 | LS | JOB SITE MANAGEMENT | | $ - | | | | | | $ - |
| 193013 | F | 35,307 | CY | STRUCTURE BACKFILL | | $ - | | Y | C1930 | 34 | 10% | |
| 641101 | | 251 | LF | 12" PLASTIC PIPE | | $ - | | Y | C6200 | 7 | 12% | |
| 641107 | | 2,318 | LF | 18" PLASTIC PIPE | | $ - | | Y | C6200 | 7 | 12% | |
| 820860 | | 4 | EA | INSTALL SIGN | | $ - | Y | | C5620 | 11 | 100% | |
| 82XXXX | | 79 | SQFT | RETROREFLECTIVE SHEETING | | $ - | Y | | C5620 | 11 | 12% | |
| 82XXXX | | 418 | SQFT | RETROREFLECTIVE SHEETING | | $ - | Y | | C5620 | 11 | 12% | |
| 832005 | | 525 | LF | MIDWEST GUARDRAIL SYSTEM | | $ - | Y | | C8320 | 12 | 100% | |
| 8330XX | F | 1,709 | LF | TUBULAR BICYCLE RAILING | | $ - | | Y | C8330 | 5 | 0% | $ - |
| 839543 | | 2 | EA | TRANSITION RAILING (TYPE WB-31) | | $ - | Y | | C8320 | 12 | 100% | |
| 839584 | | 1 | EA | ALTERNATIVE INLINE TERMINAL SYSTEM | | $ - | Y | | C8320 | 12 | 100% | |
| 839XXX | | 3 | EA | CRASH CUSHION (SCI-70GM) | | $ - | Y | | C8396 | 3 | 0% | $ - |
| 839640A | | 354 | LF | CONCRETE BARRIER (TYPE 60) | | $ - | | Y | C8331 | 11 | 12% | |
| 839642A | | 113 | LF | CONCRETE BARRIER (TYPE 60C) | | $ - | | Y | C8331 | 11 | 12% | |
| 999990 | | | LS | MOBILIZATION | | $ - | | | | | 0% | $ - |
| | | | | | | | | | | | | |
| | | | | TOTAL COST | | | | | | | Total SBE Work Amount | |
| | | | | | | | | | | | X 80% Factor | 80% |
| | | | | | | | | | | | DBE CONTRACT GOAL | $ - |
| | | | | | | | | | | | | |
| | | | | | | | | | | | DBE Goal Percentage | #DIV/0! |

Mt. San Jacinto Visitor Center Historic Welcome Video

# Q & A

# THANK YOU

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