

Four Secrets of High-growth Construction Firms



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By Karl Feldman,

Firms in the architecture, engineering and construction (AEC) industry face a variety of challenges, including struggling to find and keep top talent, an unpredictable marketplace and a landscape that is more competitive than ever. However, despite these challenges, many construction firms are continuing to grow and thrive—even while growth rates in the industry as a whole have slowed. In fact, nearly one-third of AEC firms report a rate of growth that is nearly three times the industry average. What sets these high-growth firms apart?

To answer this question, the Hinge Research Institute surveyed more than 200 AEC firms about their marketing and revenue generation. The companies surveyed ranged from small firms with less than \$1 million in annual revenue to powerhouse companies generating more than \$50 million per year.

The results of the 2018 High Growth Study revealed several key behaviors and strategies that rapidly growing AEC firms have in common. To sum up that insight, here are four secrets construction firms can implement to increase growth.

1. A shift in perspective

The issues and challenges high-growth construction firms focus on tend to differ significantly from their slower-growth peers. This is especially true when it comes to the concerns they have for the future. While low-growth firms may get caught up in worrying about wide-ranging threats such as increased competition and price pressure, high-growth firms are more concerned with understanding the unpredictable marketplace and unreasonable client demands. By focusing on specific threats instead of seeing threats everywhere, high-growth firms are able to gain a much-needed perspective on their challenges.

2. A change in approach

The tactics high-growth construction firms use to react to challenges and threats also differ. The study found that high-growth firms are four times as likely to conduct frequent research on their target markets—with 40 percent surveying the marketplace at least once a year compared to only 11 percent of no-growth firms doing the same. And while high-growth firms typically avoid specializing in a particular industry, they are significantly more likely to specialize in the services they offer. On the contrary, no-growth firms were more likely to specialize in an industry, rather than in any specific skill set or approach.

3. An advantage in expertise

Survey respondents were also asked to rate the skill level of their subject matter experts in a variety of marketing techniques. The subject matter experts at high-growth AEC firms were more likely to have a higher skill level in virtually all areas of business development, including networking, writing and speaking. In some cases, the difference between skill rankings was substantial. By possessing an advantage in these skills, the experts at high-growth firms are more likely to seek out opportunities to become more visible in the marketplace.

4. A difference in strategy

While AEC firms generally are slower to adopt digital or content marketing techniques than other professional services industries, high-growth firms are still allocating their marketing dollars differently than their slower-growth peers. The size of their marketing investment is similar, but their priorities are significantly different. This is especially evident in the likelihood of high-growth firms to embrace digital or content marketing strategies, making them twice as likely to use these techniques as no-growth firms.

That’s not to say that high-growth construction firms aren’t still using traditional marketing tactics, because they are. However, they’re also far more likely to use conferences, events, assessments and consultations to their advantage. All of these strategies put them directly in front of prospects. No-growth firms focus their marketing efforts on collateral and sponsorships, which have less visibility and are typically slower to produce new business.

Taking the time to analyze and understand how high-growth firms view the competitive landscape, approach their challenges, position their experts and interact with prospects can provide construction firms with valuable insight. By learning what high-growth firms do differently, construction firms can adjust their processes and strategies to market their services more effectively, attract more prospects and increase their annual revenue.

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SOURCE:

<https://www.constructionexec.com/article/four-secrets-of-high-growth-construction-firms>



Business Toolkit

How to Build Strong Subcontractor-General Contractor Relationship

[Article was originally posted on www.constructconnect.com/]
By Conley Smith,

General contractors and subcontractors are facing a mixed bag these days. On the one hand, they’re experiencing strong, even record demand with backlogs averaging over nine months. But the volatile nature of rising material prices, fueled by tariffs and trade tensions, has dampened some of this enthusiasm.

Add in a nagging labor shortage and you’ve got a recipe for a stretched thin construction industry. Sure, working lean can reduce expenses, but it can also cause unexpected delays when trade subcontractors run low on experienced workers and projects come to a screeching halt.

Building Strong GC-Sub Relationships

In this highly competitive market, strong GC-subcontractor relationships have never been more critical. As subcontractors are facing mounting pressure to deliver more for less, they must walk a tightrope with their profits being squeezed between the margins.

All of this begs the question: how can a subcontractor of any trade—walls and ceilings or concrete—position themselves when it comes down to not just being the lowest bidder, but the best bidder? Beyond the win, what needs to happen so they can win repeat business from a general contractor (GC). No subcontractor wants to be viewed as a GC’s worst nightmare because they failed to deliver the work or information was miscommunicated. All of these answers are critical when the price isn’t the only determining factor in a winning bid.

Making the Shortlist With Financial Stability

Responsiveness, a positive attitude, and a sense of teamwork are all traits a GC appreciates when they turn to subcontractors for their trade expertise. GCs will also look at past performance, financials, equipment, safety, comparable projects, and project cost and payment terms.

Subcontractors should keep in mind that GCs are seeking stability since subcontractors must incur much of the cost as they will be reimbursed later. When it comes to fronting millions of dollars in



Photo by pixabay.com

expenses and labor costs, cash flow issues can have a life-or-death impact for subcontractors and negatively impact a project completion.

As part of their qualifying indicators, subcontractors should be able to show they are stable and qualified to do the work with the required licenses and insurance. Showing the GC they can incur these costs are a big part of this process. For example, if the subcontractor fails to estimate costs correctly, a project could fall behind schedule.

Understanding Project Scope

Building a long-term relationship with a GC is an ongoing process. One way to accomplish this is by submitting a final bid that reflects a thorough knowledge of project scope. Describing a project in detail and explaining their approach can help a subcontractor showcase their knowledge and trade specialty. It’s crucial their final estimate provides a level of detail that is not often communicated to a GC. For example, a subcontractor could build trust by providing a color-coded digital quantity takeoff.

When a subcontractor can itemize scope and quickly present varying price scenarios, it will further demonstrate their understanding of the

project. The most efficient way to handle ad hoc requests on a project is by leveraging automation that separates the bid into areas and/or phases. By using dynamic reporting, a subcontractor can show bid detail and summary by selected area so they can respond quickly and accurately to the GC.

Standing Out from the Pack

As noted, general contractors review a whole range of issues when qualifying subcontractors—from their safety plans to their available equipment, including their ability to maintain and fuel that equipment. It may seem difficult for a subcontractor to stand out from the pack if they’re busy checking all the boxes.

Of course, the goal for any subcontractor is to build strong relationships with GCs so they can reap the rewards of repeat business. One way to get on this path is by using past projects and references to their maximum impact in the qualifying process.

Typically, subcontractors will be required to reference similar projects, in size and scope. Subcontractors should list similar projects completed with scope, schedule, budget, man-hours worked, and any special considerations that were part of the project.

When it comes to references, subcontractors should include references they know will be willing to speak in-depth about their performance. They should also be sure to include the contact’s role and pertinent project details.

Going Above and Beyond for Future Business

One of the best ways for a subcontractor to expand their GC client base is by making sure they go above and beyond the bare minimum required once they win a project. Showing the GC they care about winning future business is important. The best way to grow the subcontractor’s clientele is to improve customer relations.

One way to win over GCs is by avoiding conflicts through strong communication. Identifying and raising issues to the GC should be done as swiftly as possible. No doubt, changes on a project are to be expected, but ensuring timely and effective communication is key.

Let’s face it, no subcontractor wants to miss a critical project update email, or a change order that was incorrectly routed, or have the latest versions of plans and specs lost or ignored. This can lead to delays, significant cost increases, conflicts, rework, and even legal issues.

Winning Repeat Business

What general contractors are looking for in subcontractors isn’t rocket science. Subcontractors should be experts in their trade, have a great reputation, and perform quality work. Even with a solid safety track record and strong financials, GCs often prefer subcontractors who don’t leave behind a mess or create more noise than necessary on the jobsite. Keeping on top of suppliers and handling all delivery issues is also optimal so a project schedule isn’t adversely impacted.

Remember, once they win the bid, subcontractors who know they are auditioning for their next job will likely find more success. For most subcontractors, the goal is to position themselves as an asset to the general contractor to ensure a healthy project backlog. By establishing their value post-bid, they can elevate themselves in the eyes of any general contractor.

SOURCE:

<https://www.constructconnect.com/blog/operating-insights/build-strong-subcontractor-general-contractor-relationship/>

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Access to Capital

Ready to Grow Your Business?

5 Simple Questions to Help Determine Your Business Financing Options

By Marco Carbajo,

The funding strategy a business selects is something unique to each company and needs to be precise. Before an owner sets out and applies for financing, he or she needs to know what options are available and what direction should be taken.

The good news is as a business owner, you have many options when it comes to business financing, but the key is choosing which option will work best for your situation. Each financing option has its advantages and disadvantages, and some could be a much better fit for existing businesses than to startups. It's important to do your due diligence by conducting a fair amount of research so you can ensure you make an informed decision prior to moving forward and submitting a business credit application.

Here are five simple questions to help determine which financing option may be a fit for your business.

Do you have a detailed business plan that shows financial projections, cash amount needed and what the funds will be used for?

Having a business plan is one of the key items required for any small business loan application submitted according to the Small Business Administration website. A well written business plan shows lenders, banks or credit unions that you understand your industry, your customer, and can generate the cash flow needed to make loan payments on time. "Business plans aren't just for startups seeking a loan—that's really a myth about small business planning," says Sabrina Parsons, CEO of Palo Alto Software.

How are your personal credit ratings and how much debt do you have?

Credit scores play an important role in one's ability to successfully obtain business financing. According to the Small Business Administration (SBA), credit scores reflect how well you handle money. Business lines of credit, business credit cards, business loans, and other traditional forms of financing all require personal checks as part of the lender's credit granting decision.

With strong personal credit ratings, banks interpret that the applicant has the proper skills to

manage finances. Additionally, a business owner can improve their overall credit standing and chance of approval by keeping their credit utilization on revolving credit card accounts at or below 50% with 30% being ideal.

What kind of collateral (business and personal) do you have to support a business loan request?

Banks require collateral that can guarantee a traditional business loan if it goes into default. The amount a bank will lend to a business largely depends on the value of the collateral that the business owner is willing to pledge. Although online lenders may not require collateral for a business loan, the interest rates charged are substantially higher.

Does your business have outstanding invoices?

Rather than struggling with unpaid invoices, you can recover some of the funds by converting unpaid invoices into cash. Invoice factoring also known as accounts receivable financing enables you to sell any outstanding invoices to a private lender in return the lender will give you a per-

centage of the funds due to your company. Once the customer pays the invoice in full, the lender will send the remaining balance owed, less the fees due to the lender. If your business has a time gap between sales and payments, then this financing option may be an option to consider.

Does your company have healthy cash flow?

Strong cash flow shows a bank that the business has enough cash to make monthly loan payments in addition to covering its operational costs. As a business owner, it's essential to understand how much cash is flowing through the business. "If your business has too tight of a margin, work toward lowering expenses or finding ways to grow revenue before applying for a loan," says Jay DesMarteau, head of small business banking at TD Bank.

Remember that the business financing options listed here are not a one size fits all. All types of funding programs are different among lenders so be sure to take the necessary time to research which option is right for your business.

SOURCE: www.sba.gov



California Sub-Bid Request Ads

Project: State Hwy near Wheeler Ridge Route 5/99 Separation

Project # 06-0T20U4

OWNER: CALTRANS - DBE GOAL 12%

BID DATE: DECEMBER 6TH, 2018 • BID TIME: 2:00 P.M.

Please respond by 5:00 p.m., DECEMBER 5TH, 2018

Coffman Specialties, Inc. (CSI) is requesting quotes from all qualified subcontractors and suppliers for the following items of work, including but not limited to:

- | | |
|--|---|
| • TRUCKING / IMPORT BORROW, BASES ASPHALT | • STREET SWEEPING |
| • EQUIPMENT RENTAL | • DISPOSAL OF SOILS, PAVEMENTS & DEBRIS |
| • LEAD COMPLIANCE PLAN / ADL WORK | • CONCRETE / MINOR CONCRETE |
| • SWPPP / WPC | • ASPHALT / ASPHALT PAVING / ASPHALT DIKE |
| • SURVEY / QC | • COLD PLANING / PULVERIZING |
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| • TRAFFIC CONTROL | • LANDSCAPING |
| • WATER TRUCK | • AGGREGATE SUPPLY / AGGREGATE BASE |
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| • EROSION CONTROL | • REBAR |
| • METAL BEAM GUARD RAIL (MBGR) / FENCING | • DRAINAGE / PIPE SUPPLY |
| • CONCRETE SAWCUT & SEALING | |

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment/Materials and/or supplies. ****Subcontractors must provide a current contractor's license number and Department of Industrial Relations (DIR) current registration number with their quote.**

Plans and specs are available at no cost to interested firms. Please contact our office @ (858) 536-3100, email us: estimating@coffmanspecialties.com or you can visit our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

**Please send quotes via email to estimating@coffmanspecialties.com or via fax to (858) 586-0164

If you have any questions or need further information, please contact Gus Rios or Marty Keane @ (858) 536-3100



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Phone: (858) 536-3100 • Bid Fax: (858) 586-0164
e-mail inquiries to: estimating@coffmanspecialties.com

ROEBUCK CONSTRUCTION, INC.

We are requesting bid quotations from all Subcontractors and Suppliers and DVBE Subcontractors/Supplier for the following:

**San Francisco Unified School District
Tule Elk Park Early Education School
Demolition & Abatement Project
Project No. 11904**

**Location: 2110 Greenwich Street,
San Francisco, CA 94123**

Bid Due: December 4, 2018 @ 2:00 PM

PLEASE FAX US YOUR BID PROPOSAL AT LEAST 2 HOURS PRIOR THE BID OPENING. THANK YOU.

ROEBUCK CONSTRUCTION, INC.

**1780 Oakdale Avenue
San Francisco, CA 94124**

**Tel: (415) 255-1506 • Fax: (415) 255-1508
Estimator: Ruairi Murphy**

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**requests bids from Certified SBE
Subcontractors and Suppliers for the
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Exterior Building Maintenance /
Fire Alarm (Design Only) / ERRCS (Design Only)

MACEO MAY -

**DESIGN BUILD BID - SELECT TRADES
Ave C & 5th St, Treasure Island, CA**

This is an SFCMD project with construction workforce and prevailing wage requirements.

BID DATE: 12/18/18 @ 2 PM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

Colby Smith at estimating@cahill-sf.com,
(415) 677-0611.

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California Sub-Bid Request Ads

SKANSKA

REDLANDS PASSENGER RAIL PROJECT MAINLINE CONSTRUCTION

IN SAN BERNARDINO AND REDLANDS

Invitation for Bids (IFB) 17-1001705

Bid Date: December 5, 2018 2:00 PM

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors, material suppliers, professional services, consultants and vendors; especially DBE subcontractors related to the scopes of work below for the Redlands Passenger Rail Project Mainline Construction in San Bernardino and Redlands.

All Quotes are due by Friday, November 30, 2018 by 5:00 pm so that all bids/proposals can be fairly evaluated.

Quotes requested include but are not limited to the following work categories:

Traffic Control Devices, Construction Area Signs, Signage, Striping, Equipment Rental or Lease, Safety Equipment, Surveillance Systems, Minor Concrete, Concrete Ditch, Electrical, Earthwork, Asphalt Paving, Asphalt Milling, Fence, Landscape, Handrail, Mechanical, Plumbing, Canopies, Site Furnishings, Masonry, Painting, Land Survey, Quality Control Testing, SWPPP, BMP Materials, Clear and Grub, Bridge Demolition, Aggregate Materials, Rip Rap, Reinforcing Steel, Ready-mix Concrete, Structural Steel, Precast Girders, Steel Piling, CIDH Piling, Waterproofing, Joint Seal Assembly, Bearing Pads, Cellular Concrete, Ground Improvement (Deep Soil Mix), Metal Decking, Miscellaneous Metals, MSE Wall Panels, Articulated Concrete Block, RCP, CMP, HDPE, Waterline Pipe and related.

Assistance: Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedules which will permit maximum participation when feasible. We will also review breaking out scope packages and adjusting schedules to assist permit maximum participation.

Plans and Specifications are available for view at our main office in Riverside (Please call or email for appointment). In order to view the documents for this project you must sign a **Sensitive Security Information (SSI) form must be signed and returned by Email: bids.socal@skanska.com** prior to being granted access to the plans and specifications.

Once your signed SSI form is returned, you will receive a bid invitation via Building Connected.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured Endorsement, Primary Wording Endorsement, & a Waiver of Subrogation (GL & WC).

Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract.

Skanska is an Equal Opportunity/Affirmative Action Employer

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Estimating Department - 1995 Agua Mansa Rd, Riverside, CA 92509

Phone (951) 684-5360, Fax: (951) 788-2449

Email: bids.socal@skanska.com • Estimating Contact: Joe Sidor



Requests quotes from qualified

San Francisco Small & Micro-LBEs and SFPUC-LBEs

(Firms certified by SF Contract Monitoring Division)

Subcontractors and Suppliers for the following (but not limited to) work:

Reinforcing Steel CN004, Carpentry CN010, Pipeline CN015, Fencing CN016, Backhoe CN018, Sanitation Systems CN019, Landscaping CN028, General Engineering CN032, Earthwork & Paving CN033, Traffic Control CN045, Concrete CN046, Const. Clean-Up CN050, Trucking & Hauling CN005, Concrete Supplier & Mfr. EQ031, Traffic Safety & Control Devices EQ077, Pipes, Valves & Fitting Supplies EQ129, Const. Equip. Sales & Rental EQ130, Surveying AE015, Solid Waste Mgmt. Services PS055

CITY & COUNTY OF SAN FRANCISCO

PUBLIC UTILITIES COMMISSION

INFRASTRUCTURE DIVISION

TURNER DAM SPILLWAY AND POND F3 EAST EROSION REPAIR

Sunol, Alameda County, California

Contract No. WD-2855

BID DATE DECEMBER 13, 2018 @ 2:00 p.m.

Sub & Vendor Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Dave Grattan

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Contract Documents are subject to a non-disclosure agreement.

Plans/specs are available for viewing at our office by appointment, via Sukut's FTP site, or may be obtained from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

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**Barnard Bessac Joint Venture
DBE Opportunities**

Barnard Bessac Joint Venture, an Equal Opportunity Employer, is seeking quotes from interested and qualified Disadvantaged Business Enterprises (DBE's) and other subcontractors and suppliers for the following:

PROJECT:

Gravity Pipeline Progressive Design Build Project

OWNER: Silicon Valley Clean Water

Initial Publish Date: August 30, 2018

Proposal Deadline: October 1, 2018

Firms that are certified by one of the following programs are qualified: Entities owned and/or controlled by socially and economically disadvantaged individuals, MBE, WBE, SBE, SBRA, LSAF and HUB.

OPPORTUNITIES INCLUDE (For October 1, 2018 Deadline):

Shaft - Slurry wall; Jet Grout; Earth Pressure Balance Tunnel Boring Machine fabrication & delivery; Concrete foundations (flat work); Concrete demolition & off-haul (shallow structures); Site clearing & grading; Site fencing; Trucking (spoils off-haul & disposal); Office Janitorial services; Office Supplies; Security; Quality control testing and other laboratory testing services; Trucking of materials & equipment; Equipment rental (Loaders, Skidsteers, Excavators, Manlifts, Forklifts); Raw material supply (iron/steel, consumables, fluids); Fabrication; Jobsite supplies (PPE, tools, etc.); Printing services (plotting / signs / banners); Traffic control supply and/or services; Utility relocation; Trench excavation and shoring; Potholing; Geotechnical investigation (Borings, CPT's); Instrumentation & Monitoring; Pre-condition surveys (buildings, roadways, utilities); Rebar supply and/or installation; Ready-Mix concrete supply; Street sweeping / cleaning; Utility inspections; Water treatment systems; Concrete pumping and placing; and Dimensional lumber supply.

Please contact either of the following names to get you name on the bidders list:

Shannon Cozino: shannon.cozino@barnard-inc.com (site office)

Brittany McNamee: brittany.mcnamee@barnard-inc.com (HQ office)

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California Sub-Bid Request Ads



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REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Install Single Lane Roundabout
Hwy 12 Rio Vista
Caltrans #04-4G5604
BID DATE: December 18, 2018 @ 2:00 PM**

We are soliciting quotes for (including but not limited to):

Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Delineator, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Temporary Hydraulic Mulch, Temporary Silt Fence, Temporary Gravel Bag Berm, Sweeping, Treated Wood Waste, Clearing & Grubbing, Roadway Excavation, Structure Excavation, Structure Backfill, Subgrade Enhancement Geotextile – Class B1, Rock Blanket, Precast Concrete Panel, Electrical, Erosion Control, Hydromulch, Hydroseed, Compost, Lean Concrete Base, Tack Coat, Jointed Plain Concrete, Structural Concrete, Architectural Treatment, Bar Reinforcing Steel, Pipe Culvert, Minor Concrete, Misc. Iron & Steel, Pavement Marker, Roadside Sign, Vegetation Control (Minor Concrete), Transition Railing, Guard Rail, Concrete Barrier Transition, Grated Line Drain, Striping & Marking and Construction Materials

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100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.



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Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Greg Souder

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Rehabilitate roadway, concrete barrier,
MGS, lighting
Hwy 880 Oakland
Caltrans #04-1A6834
BID DATE: December 18, 2018 @ 2:00 PM**

We are soliciting quotes for (including but not limited to):

Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Noise Monitoring, Clearing & Grubbing, Temporary Erosion Control Measures, Prime and Tack Coat, Grind Concrete, Roadway Excavation (Type Z-2 Aerially Deposited Lead, Lean Concrete Base, Base Bond Breaker, Crack Treatment, Preparing Inertial Profiler, Preparing Grinding, Geosynthetic Pavement Interlayer, AC Dike, Cold Plane AC, Precast Jointed Concrete Pavement, Individual Slab Replacement, Isolation Joint Seal (Preformed Compression), Structural Concrete, Minor Concrete, Underground, Adjust Utilities to Grade, Misc. Iron & Steel, Fencing, Pavement Marker, Midwest Guardrail System, Vegetation Control, Concrete Barrier, Striping & Marking, Rumble Strip, Electrical, Transition Railing, and Construction Materials

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.



O.C. Jones & Sons, Inc.
1520 Fourth Street • Berkeley, CA 94710
Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Jean Sicard

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Construct 3 Roundabouts
Hwy 29 Napa
Caltrans #04-2J1004
BID DATE: December 13, 2018 @ 2:00 PM**

We are soliciting quotes for (including but not limited to):

Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Plastic Traffic Drums, Portable Changeable Message Signs, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Biologist, Temporary High-Visibility Fence, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Structure Excavation, Structure Backfill, Cellular Concrete Lightweight Embankment Material (Class II), Subgrade Enhancement Geotextile, Rock Blanket, Planting & Irrigation, Hydroseed, Compost, AC Dike, Tack Coat, Cold Plane AC, Concrete Pavement Grinding, CIDH Concrete Piling, Structural Concrete, Minor Concrete, Textured Asphalt, Concrete Surface Texture, Bar Reinforcing Steel, Furnish & Install Signal Pole, Pedestrian Barricade, Underground, Adjust Utilities to Grade, Culvert Slurry-Cement Backfill, Rock Slope Protection, Minor Concrete Curb & Gutter, Detectable Warning Surface, Pre/Post Construction Surveys, Booster Pump, Misc. Iron & Steel, Pedestrian Activated Warning Beacon System, Electrical, Stacked Rock Slope Protection, Survey Monument, Obliterate Surfacing, Fencing, Delineator, Pavement Marker, Milepost Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Chain Link Railing, Cable Railing, Transition Railing, Alternative In-Line Terminal System, Concrete Barrier, Thermoplastic Striping & Marking, Painted Striping & Marking, and Construction Materials

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.



Kiewit Infrastructure West Co.
4650 Business Center Drive Fairfield, CA 94534
Attn: Victor Molina • norcal.bids@kiewit.com
Fax: 707-439-7301

Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Construction of Downtown/Riverfront Streetcar Civil, Track, Structures, Stations and Systems Project in Sacramento.

<http://www.dot.ca.gov/obeo/index.html>

Subcontractors and Suppliers for the following project:

**Sacramento Streetcar Project
Bid Document No: S030.08.01
Control No: 2018094**

**Owner:
Sacramento Regional Transit District
Bid Date: December 20, 2018 at 2:00 P.M.**

Disadvantaged Business Enterprises (DBEs)

wanted for the following scopes, including, but not limited to:

Aggregates, AC Paving, AC Milling/Cold Plane, Bus Shelter/Canopy, Cathodic Protection, CIDH, Clearing and Grubbing, Concrete Pumping, Concrete Reinforcement, Concrete Supply, Cast in Place Concrete Structures/Pavement, Demolition, Detectable Warning Surface, Earthwork, Electrical & Communications, Erosion Control, Equipment Rental, Fencing & Gates, Flashbutt Welding, Grind Existing Bridge Deck, Grind Existing Concrete Pavement, Groundwater Treatment, Guardrail, Hydraulic Mulch and Dry Seed, Joint Seal, Landscaping, Lighting, Message Signs, Minor Concrete, Misc. Metals, OCS/TPSS, OCS Foundations, Pavers Brick & Granite, Painting & Coating, Pavement Markings, Piping & Valve Supply, Precast Concrete, Quality Control, Movable Bridge Balancing, Traffic Control, Traffic Signals, Track Rail & OTM, Special Track, Steel Ties & Encapsulation, Sawcutting/Coring, Security, Signage/CMS, Site Furnishings, Sheet Metal, Shoring, Slurry Seal, Structural Steel, SWPPP, Survey, Trucking & Hauling, Temp Facilities, Sweeping, Utilities, Utility Bypassing, Utility Locating, Vehicle Maintenance & Storage Facility, Wayside Signaling & Highway Rail Road Crossing Warning Systems, Wood Ties, Water Trucks.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested certified, DBE suppliers and subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Scopes are due

December 14, 2018 and Quotes

NO LATER THAN December 19, 2018 at 5 PM.

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company and to be able to receive bidding information, view plans and specifications.

You can view the plans in our office during regular business hours by appointment.

Performance Bond and Payment Bonds will be required for subcontractors

Davis-Bacon Act Applies

Buy America Requirements Apply

An Equal Opportunity Employer

CA Lic. 433176

DIR # 1000001147



11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: **Eric Allred**
Website: www.desilvagates.com
An Equal Opportunity Employer

DeSilva Gates Construction (DGC)
is preparing a bid as a Prime Contractor
for the project listed below:

**CALTRANS CONTRACT NO. 04-3K6004 -
FOR CONSTRUCTION ON STATE HIGHWAY IN SANTA CLARA COUNTY IN SAN JOSE FROM 0.2 MILE
SOUTH OF CAPITOL EXPRESSWAY UNDERCROSSING TO 0.2 MILE NORTH OF CURTNER AVENUE
UNDERCROSSING
DVBE GOAL: 5%**

**OWNER STATE OF CALIFORNIA - DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816**

BID DATE: December 6th, 2018 @ 2:00 P.M.

DGC is soliciting quotations from certified Disabled Veterans Business Enterprises and Small Business Enterprises, for the following types of work and supplies/materials including but not limited to: Cold Plane, Construction Area Sign, Construction Site Management, Crack Sealing, Electrical, Emulsion Supplier, Erosion Control, Fabric/Geosynthetic Pavement Interlayer, Roadside Signs, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Traffic Control Systems, Traffic Control Material Supplier, Traffic Control /Engineer, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:ftp%25wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com:ftp%25wd@pub.desilvagates.com) and password is [ftp%25wd](ftp://ftp%25desilvagates.com:ftp%25wd@pub.desilvagates.com)) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator Eric Allred. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DVBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DVBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

ADVERTISE YOUR AD HERE

**Advertise your
Sub-Bid Requests in the
Small Business Exchange**

**With a monthly readership of
75,000, SBE reaches a diverse
audience, cutting across ethnic and
gender lines as well as traditional
industry segments.**

Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

Contract No. 1000011948
SERGEANT JOHN MACAULAY
PLAYGROUND RENOVATION

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on December 19, 2018**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpublicworks.org/biddocs. Please visit the Contracts, Bids and Payments webpage at www.sfpublicworks.org for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is The work to be done under this contract consists of improvements to existing public neighborhood playground at the corner of O’Farrell and Larkin Streets, San Francisco, California, as shown on the Drawings and as specified in these Specifications. The time allowed for completion is 210 consecutive calendar days. The Engineer’s estimate is approximately \$1,350,000. For more information, contact the Project Manager, **Michael DeGregorio** at 415-581-2575.

On July 1, 2014, the registration program under section 1725.5 of the California Labor Code went into effect. The program requires that all contractors and subcontractors who bid or work on a public works project register and pay an annual fee to the California Department of Industrial Relations (“DIR”).

No contractor or subcontractor may be listed in a bid or awarded a contract for a public works project unless registered with the DIR as required by Labor Code section 1725.5 [with limited exceptions from this requirement for bid purposes only under Labor Code section 1771.1(a)].

This Project shall incorporate the required partnering elements for **Partnering Level 1**. Refer to Section 01 31 33 for more details.

Pursuant to San Francisco Administrative Code (“Administrative Code”) Section 6.25 and Chapter 25 of the Environment Code, “Clean Construction” is required for the performance of all work.

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state with laws that perpetuate discrimination against LGBT populations (“Covered State”) or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsible responsive bidder.

A bid may be rejected if the City determines that any of the bid item prices are materially unbalanced to the potential detriment of the City.

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 10%. Call Diane Mai-Tran at (415) 581-2310 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on **December 4, 2018 at 11:00 a.m.** at Sergeant John Macaulay Park (O’Farrell Street and Larkin Street).

For information on the City’s Surety Bond and Finance Program, call 415-986-3999 or bond@imwis.com.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. Administrative Code Section 6.22(a) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

Class “A” license required to bid.

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the General Manager of the Recreation and Park Department recommends the contract for award, and the Recreation and Park Commission then adopts a resolution awarding the Contract. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with Administrative Code Chapter 12P, Minimum Compensation Ordinance.

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction (“Policy”) as set forth in Administrative Code Section 6.22(g). Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

Bidders are hereby advised that the Contractor to whom the Contract is awarded must be certified by the Contract Monitoring Division as being in compliance with the Equal Benefits Provisions of Chapter 12B of the Administrative Code within two weeks after notification of award.

If a bidder objects on any ground to any bid specification or legal requirement imposed by this Advertisement for Bids, the bidder shall, no later than the 10th working day prior to the date of Bid opening, provide written notice to the Contract Administration Division, San Francisco Public Works, setting forth with specificity the grounds for the objection.

Right reserved to reject any or all bids and waive any minor irregularities.

11/29/18
CNS-3197365#
SMALL BUSINESS EXCHANGE



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

Contract No. 1000010918
PANHANDLE PLAYGROUND RENOVATION

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on December 19, 2018**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpublicworks.org/biddocs. Please visit the Contracts, Bids and Payments webpage at www.sfpublicworks.org for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work to be done under this contract is located at 1750 Oak Street, at the intersection with Ashbury Street, within the Panhandle of Golden Gate Park, in San Francisco, California and consists of demolition, site preparation, drainage, utility work, irrigation, planting, asphalt and concrete paving, site furnishing and playground equipment and surfacing installation as shown on the drawings and as specified in these Specifications. The time allowed for completion is 180 consecutive calendar days. The Engineer’s estimate is approximately \$1,500,000. For more information, contact the Project Manager, **Melinda Stockmann** at 415-581-2548.

On July 1, 2014, the registration program under section 1725.5 of the California Labor Code went into effect. The program requires that all contractors and subcontractors who bid or work on a public works project register and pay an annual fee to the California Department of Industrial Relations (“DIR”).

No contractor or subcontractor may be listed in a bid or awarded a contract for a public works project unless registered with the DIR as required by Labor Code section 1725.5 [with limited exceptions from this requirement for bid purposes only under Labor Code section 1771.1(a)].

This Project shall incorporate the required partnering elements for **Partnering Level 1**. Refer to Section 01 31 33 for more details.

Pursuant to San Francisco Administrative Code (“Administrative Code”) Section 6.25 and Chapter 25 of the Environment Code, “Clean Construction” is required for the performance of all work.

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state with laws that perpetuate discrimination against LGBT populations (“Covered State”) or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items With Unit Prices basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsible responsive bidder.

A bid may be rejected if the City determines that any of the bid item prices are materially unbalanced to the potential detriment of the City.

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 15%. Call Diane Mai-Tran at 415-558-4080 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%.

Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on **December 6, 2018 at 1:00 p.m.** at Panhandle Playground (intersection of Oak St and Ashbury St).

For information on the City’s Surety Bond and Finance Program, call 415-986-3999 or bond@imwis.com.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. Administrative Code Section 6.22(a) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

Class “A” license required to bid.

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the General Manager of the Recreation and Park Department recommends the contract for award, and the Recreation and Park Commission then adopts a resolution awarding the Contract. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with Administrative Code Chapter 12P, Minimum Compensation Ordinance.

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction (“Policy”) as set forth in Administrative Code Section 6.22(g). Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

Bidders are hereby advised that the Contractor to whom the Contract is awarded must be certified by the Contract Monitoring Division as being in compliance with the Equal Benefits Provisions of Chapter 12B of the Administrative Code within two weeks after notification of award.

If a bidder objects on any ground to any bid specification or legal requirement imposed by this Advertisement for Bids, the bidder shall, no later than the 10th working day prior to the date of Bid opening, provide written notice to the Contract Administration Division, San Francisco Public Works, setting forth with specificity the grounds for the objection.

Right reserved to reject any or all bids and waive any minor irregularities.

11/29/18
CNS-3197798#
SMALL BUSINESS EXCHANGE

FICTITIOUS BUSINESS NAME STATEMENTS

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0384051-00

Fictitious Business Name(s):
Bayshore Taqueria
Address
300 A Bayshore Blvd, San Francisco, CA 94124
Full Name of Registrant #1
Makkatha INC (CA)
Address of Registrant # 1
300 A Bayshore Blvd, San Francisco, CA 94124

This business is conducted by **A Corporation**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07/16/2014**.

Signed: **Tarik Kassiss**

This statement was filed with the County Clerk of San Francisco County on **11/20/2018**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Sonya Yi**
Deputy County Clerk
11/20/2018

11/29/2018 + 12/06/2018 + 12/13/2018 + 12/20/2018

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0383737-00

Fictitious Business Name(s):
Happy Cow Creamery & Tea
Address
2291 33rd Street, San Francisco, CA 94107
Full Name of Registrant #1
Katz Foods, LLC (CA)
Address of Registrant # 1
2291 33rd Street, San Francisco, CA 94107

This business is conducted by **A Limited Liability Company**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **N/A**.

Signed: **Alex Leung**

This statement was filed with the County Clerk of San Francisco County on **10/25/2018**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Maribel Jaldon**
Deputy County Clerk
10/25/2018

11/1/2018 + 11/8/2018 + 11/15/2018 + 11/22/2018

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0383579-00

Fictitious Business Name(s):
Multifold
Address
15 Surrey Street, San Francisco, CA 94131
Full Name of Registrant #1
Shoppar Inc. (DE)
Address of Registrant # 1
15 Surrey Street, San Francisco, CA 94131

This business is conducted by **A Corporation**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/1/2018**.

Signed: **Jennifer Chen-Manwell**

This statement was filed with the County Clerk of San Francisco County on **10/15/2018**.

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law

Filed: **Fallon Lim**
Deputy County Clerk
10/15/2018

10/18/2018 + 10/25/2018 + 11/1/2018 + 11/8/2018



California Sub-Bid Request Ads

Taft Electric Company
1694 Eastman Avenue, Ventura, CA 93003
Phone: (805) 642-0121 • Fax: (805) 644-1542
Contact: Arnold Tostado • Email: atostado@taftelectric.com

Invites sub-bids from qualified DVBE businesses for the following project:
Agency: STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION
Construction on State Highway in La County - Rinaldi St/Amigo Ave & Rt 118
CALTRANS #07A4613
Location: Los Angeles County
BID DATE: December 6, 2018

Scope of work/Trades: Construction Area Signs, Traffic Control, Portable Changeable Message Signs, Job Site Management (Spill Prevention “Oil”, Material Management, Waste Management & Disposal, Non-Storm Water Management and Dewatering Activities), Water Pollution Control Program, Roadside Signs, Striping, Markings & Signage, Fencing (Contractor), Concrete ramps, sidewalk, curb, gutter improvements (Contractor)

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disabled Veteran Business Enterprise subcontractors and suppliers for project participation. Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

We Are An Equal Opportunity Employer

nibbi

Project Name: Pier 70 E2 Design-Build MEPP
Location: San Francisco, California
Bid Date: Monday, December 7, 2018 @2pm
Pre-Bid Meeting: November 16, 2018 @ 1PM
Location: Nibbi Office, 1000 Brannan St., Suite 102
Labor Requirements: This project is subject to a Project Stabilization Agreement (Labor Agreement) and Prevailing wage provisions.
Project Schedule: June 2019 – June 2021

Nibbi Brothers has been selected as the General Contractor for the Pier 70 Building E2 project in San Francisco, CA. We are in receipt of the 50% DD Set and are currently requesting bid proposals from sub-contractors and suppliers including those certified with the San Francisco Contract Monitoring Department (CMD) as local business enterprises (LBE's) DIV 15 and 16. **Please note that All Subcontractors will be required to comply with the following requirements by the Port of San Francisco:**

1. 17% LBE Disadvantaged Business (LBE) goal.
2. The Project is subject to MBE/WBE/VBE participation goals in accordance with the Developer's Diversity Program with a goal of 10% participation.
3. 30% of total construction hours performed by SF residents.
 - Consistent with Local Hire Program.
 - Contractor agrees to work with the Office of Economic and Workforce Development (OEWD) and local partner Young Community Developers (YCD).
4. 50% new hires for employment opportunities in the construction trades and any Entry-level Position.
 - Contractor agrees to work in Good Faith with the Office of Economic and Workforce Development (OEWD).
5. Pier 70 desires to engage contracting teams that reflect the diversity of our City and include participation of both businesses and residents from the City's most disadvantaged communities including, but not limited to, the neighborhoods in the 94107, 94124, and 94134 zip codes.

The project consists of new construction of Type III-A fully sprinkler construction for 5 stories of R-2 residential over 2 story Type IA above grade group R-2 residential, Group M Retail and A-2 Restaurant in San Francisco with a total of 244,502 gross square feet. Includes one floor of below grade parking for 105 automobiles, retail space at ground floor, and 7 Story residential building containing 275 dwelling units.

To get access to the bid documents, please contact Kristin Medwick, Senior Precon & Estimating Coordinator via email, kristinn@nibbi.com.

For specific questions regarding this project, please contact Jordan Drake, Project Manager via email, jordand@nibbi.com.

nibbi
GUZMAN
JOINT VENTURE

Project Name:
490 South Van Ness Joint Trench Bid
Location: San Francisco, California
Bid Date: Monday, December 10, 2018 @2pm
Pre-Bid Meeting:
November 27, 2018 @ 10:30AM

Location: Nibbi Office, 1000 Brannan St., Suite 102
Labor Requirements: Prevailing Wage
Project Schedule: October 2018 – May 2020

NIBBI/GUZMAN Joint Venture team has been selected as the General Contractor for the 490 South Van Ness project in San Francisco, CA. We are in receipt of the Issued for Construction Set Dated 8/15/18 and are currently requesting bid proposals from qualified subcontractors including those certified with SLBE's for **JOINT TRENCH. The Contract Monitoring Division (CMD) has set the SBE participation goal for this project at 20%.** For more information about the San Francisco SBE program as it relates to this solicitation, please see Exhibit A and/or contact Mr. Ian Fernando at (415) 581-2307 or ian.fernando@sfgov.org at the City and County of San Francisco Contract Monitoring Division. The project consists of new construction of 81 housing units in San Francisco with a total of 78,958 gross square feet. The 7-story type I-B Construction building is publicly funded 100% affordable housing residential building with ground floor public community flex space; one partial basement level for storage and building services.

To get access to the bid documents, please contact Kristin Medwick, Senior Precon & Estimating Coordinator via email, kristinn@nibbi.com.

For specific questions regarding this project, please contact Chris Brown, Project Manager via email, chrisb@nibbi.com.

SMALL BUSINESS EXCHANGE

DESILVA GATES
CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: **VICTOR LE**
Website: www.desilvagates.com
An Equal Opportunity Employer

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:

CALTRANS ROUTE 580 ON STATE HIGHWAY IN ALAMEDA COUNTY FROM ROUTE 580/ROUTE 238 SEPARATION TO BOSTON AVENUE UNDERCROSSING
CONTRACT NO. 04-270104
Federal Aid Project No. ACSB1IM-580-1(076)E
Disadvantaged Business Enterprise Goal Assigned is 18%
OWNER
STATE OF CALIFORNIA - DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816
BID DATE: December 11th, 2018 @ 2:00 P.M.

DGC is soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to: AC Dike, Clearing and Grubbing/Demolition, Cold Plane, Concrete Barrier, Construction Area Signs, Electrical, Erosion Control, Fencing, Hazardous Material, Landscaping / Irrigation, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, PCC Grinding, LCB, RSC Paving, Roadside Signs, Rumble Strip, Sign Structure, Striping, Survey/Staking, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Traffic Control System, Underground, Vegetation Control, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Gap Grade) Material.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:ftp%25desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator Victor Le. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an equal opportunity employer.