

SMALL

BUSINESS

EXCHANGE

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# Construction Spending Dips In October But Maintains Year-Over-Year Gains



Photo by www.pexels.com

**Association Urges Action On Infrastructure Investment As Spending Stalls**

Construction spending inched lower in October from September levels but increased from the October 2017 total, according to an analysis of new Census data by the Associated General Contractors of America. However, investment in public infrastructure posted declines from recent peaks, and association officials urged the White House and Congress to act promptly on comprehensive infrastructure legislation.

“Although most segments of construction continue to post year-over-year spending gains, investment in vitally needed infrastructure has stalled or shrunk in the past four months,” said Ken Simonson, the association’s chief economist. “If infrastructure contractors start losing employees to more-active construction segments, it may be hard to get infrastructure projects done on time once funding resumes.”

Construction spending totaled \$1.309 trillion at a seasonally adjusted annual rate in October, a dip of 0.1 percent from the September rate but 4.9 percent higher than in October 2017. Private residential construction fell 0.5 percent for the month but increased 1.8 percent year-over-year. Private nonresidential spending slipped 0.3 percent from September to October but increased 6.4 percent over 12 months. Public construction spending, comprising public buildings and infrastructure, increased 0.8 percent for the month and 8.5 percent for the year.

The economist noted that public spending was boosted by large increases in educational spending and other public building segments, while all public infrastructure categories had declined from recent highs. Seasonally adjusted spending on highway and street construction peaked in August and has dropped 2.1 percent in the past two months, he said. Public investment in

Continued on page 11

## How Technology Is Reshaping the Construction Industry

[Article was originally posted on [www.constructconnect.com/](http://www.constructconnect.com/)]

By Kendall Jones,

What do a pickup truck, a nail gun, a portable circular saw, a cement mixer truck, and a modern hydraulic excavator all have in common? The obvious answer is that they are all tools and equipment commonly found on construction sites today. Another correct answer would be that they are all pieces of technology that didn’t exist 100 years ago.

Imagine what the jobsite would be like today without technology. Without power tools, we’d be cutting boards and drilling holes by hand.

Without heavy equipment, laborers would be excavating sites and digging trenches with shovels and pickaxes. Without the elevator, buildings would only be a few stories tall.

The point is, technological advancements have always driven construction forward, so it’s odd that so many companies are slow to adopt new tech. We’re able to build stronger, taller, and more energy efficient structures. Technology has made construction sites safer and workers more efficient. It has allowed us to increase productivity, improve collaboration, and tackle more complex projects.

Today, new technologies in construction are being developed at a breakneck pace. What seemed like future tech 10, 20 years ago like connected

equipment and tools, telematics, mobile apps, autonomous heavy equipment, drones, robots, augmented and virtual reality, and 3D printed buildings are here and being deployed and used on jobsites across the world.

And, while construction firms continue to underinvest in technology, venture capitalists are betting big on the future of construction tech. A report from James Long LaSalle, Inc. released earlier this year shows that venture capital firms invested \$1.05 billion in global contech startups during the first half of 2018. That’s a nearly 30% increase over the amount invested for all of 2017. Since 2009, investors have closed 478 funding deals totaling \$4.34 billion.

Here’s a look at some of the major areas where technology is impacting and improving the construction industry:

**Productivity**

According to research from McKinsey & Company, construction productivity has remained flat for decades. The traditional method of design-bid-build makes construction disjointed and siloed. Every construction site is different, presenting its own unique set of challenges and risks. This makes it difficult to streamline processes and increase pro-

ductivity the way industries like manufacturing and retail have been able to do.

**Software & Mobile Apps**

Today there are software and mobile solutions to help manage every aspect of a construction project. From preconstruction to scheduling, from project management and field reporting to managing your back office, there’s a software solution out there to help streamline your processes and improve productivity. Most software solutions are cloud-based, allowing changes and updates to documents, schedules, and other management tools to be made in real time, facilitating better communication and collaboration.

Mobile technology allows for real-time data collection and transmission between the jobsite and project managers in the back office. Cloud-based solution enables on-site employees to submit timecards, expense reports, requests for information (RFIs), work records, and other verified documentation. This can save hundreds of hours per year in data entry and automatically organizes critical files—no more shuffling through files looking for old reports.

More and more software providers are forming strategic partnerships to allow you to seamlessly

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# Success Stories

## The Women Leading InsurTech

Insurtech startups are changing the insurance industry through savvy use of automation, data analytics, connected devices and machine learning. Insurtech is anticipated to grow from 4 percent of the current insurance market to more than 10 percent by 2023, according to a recent Jupiter report, totaling more than \$400 billion in premiums.

One company leading that movement is Hippo, a California-based insurtech company that is transforming home insurance - primarily aimed at solving the underinsurance problem more than half of the US homeowner population faces today.

Three preeminent women at Hippo Insurance, are among those leading this growing industry.

**Angela Grant**, Head of Compliance and Legal at Hippo, is a creative leader with intuitive legal and business expertise and a technology-driven mindset. She has 25+ years of proven success as an ethics and compliance advocate, helping organizations to create, build and improve compliance programs. Angela provides innovative legal advice & counsel and was recruited to proactively assist Hippo’s leadership team with creating a compliant business model for marketing, selling, underwriting and servicing homeowner products.

Grant says, “being a woman in tech is like being a pastry chef who bakes delicious cakes made with equal parts tenacity, courage and grace sprinkled with kindness and humor.”

**Nicole Perrault**, Head of Actuarial and Risk Management, manages the execution of the Insurance product and pricing for Hippo Insurance. She has a 15 year background in many facets of risk and actuarial analysis, including other successful insurance startups. She is passionate about building teams and processes that integrate analytics and drive efficiency across many insurance functions - including financial planning, capital modeling, product and pricing

“Insure-tech is an industry that is trying revolutionize a historical monster in a start-up environment. It requires all participants to be determined yet patient, passionate yet adaptable, and be opinionated yet collaborative. I think being women, we have a head start on this.”

**Andrea Collins**, Head of Brand Marketing at Hippo, is a national award-winning public relations and marketing professional with nearly 20 years of experience. Andrea creates and maintains public relations and marketing campaigns for startups and multimillion-dollar companies across diverse industries. She has a proven ability to drive and execute growth incentives that meet and exceed marketing and sales goals.

“My passion for insurtech grew out of the industry’s need for creative, strategic solutions to age-old problems,” says Collins. “As a woman in the industry, and natural problem solver, I regularly serve as a counterbalance in business meetings, navigating rough waters with grace and appreciate the challenge of aligning financial products with today’s consumer needs.”

Hippo launched in 2017, providing insurance policies with more comprehensive coverage for today’s homeowners while cutting premium

Continued on page 6



# Business Toolkit



### Smart Ways TO WORK

by Odette Pollar

## The Sabotage Behind the Smile

Henri is supposed to help you with this big project the boss requested. He gives you lots of his time and advice. He seems extremely helpful, particularly in correcting mistakes and oversights. You feel fortunate to have his assistance. However, a few days later the boss is giving you an inquisition about all the mistakes you made, how much time it is taking, and questioning the materials you are using to complete the project. She seems to think that you can not handle this task and maybe it should be given to someone else perhaps—Henri.

Before therapeutic terminology became common language, a person now described as displaying passive aggressive behavior would be called a back-stabber. They can make life difficult for all while seemingly doing nothing wrong. Passive aggressive co-workers rarely confront situations and will avoid straightforward, honest communication. Instead of expressing their needs or desires, they will pretend that all is well. Hostility will be couched and hidden but never displayed overtly. Envy, jealousy, or dislike can turn into sabotage at every opportunity.

A passive aggressive person will rarely share information because information is power. When working on a project with this type of person key instructions will not get transmitted to you. The first time I worked with a client who in turn worked with the Japanese he was sure to tell me when offering my business card to turn it to face the recipient. But he did not tell me that during the meeting the card should remain on the table or that upon being given the card initially, you stop and study it before continuing the conversation.

When a passive aggressive person has a high need for control it can take the form of resistance. If you close the windows on your computer prior to shut down and request that everyone do so, he or she will not. When angry they will often engineer a situation in which you will pay the consequences. For example, on a day when a great deal of work needs to be done, he or she will call in sick and but not let you know. This sticks yours truly with the entire project.

Always having a way out of a sticky situation and being right are key emotional needs. Here is a common scenario: You clearly remember a conversation and a set of agreements with the person yet later he says it never occurred. Or you are assigning a task with clear and specific directions about how it is to be done. When you get it back it looks very different than what you discussed. When challenged the person is likely to say “you never told me to do it that way”.

**What to do**

This behavior is difficult to manage. If this is a co-worker, try these strategies.

- To cover yourself when working on a project together, be sure to see all related documents and hear all the instructions yourself. Check behind your passive aggressive co-worker to be sure nothing is being concealed or withheld.
- In cases where there are a whole series of discussions, it is helpful to have your conversations in front of witnesses. The passive aggressive person is less likely to deny an incident when someone other than you can refute.
- Put all of your dealings with the person in writing. A brief memo or e-mail is sufficient. And, of course, keep copies somewhere other than in your easily accessible desk drawer.
- When necessary, take this to the next step by having him or her initial the documents after reading them. Then, they cannot fall back on “You sent it by e-mail? Oh, I never got that.” This is one of the only ways to discipline a passive aggressive co-worker. Without documentation, he or she is very skilled at manipulating situations, finger-pointing and convincing others that any flaws are due to your perception, not his or her performance.
- Passive aggressive behavior is premeditated and you are probably not the only person on the receiving end. It can be identified by looking for a pattern of consistent behavior. This is not accidental; it takes time and energy to get things just so. Winning over someone like this is extremely difficult.

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# Access to Capital

## Ready to Grow Your Business?

### 10 Documents You'll Need to Be Approved for a Business Loan

[Article was originally posted on [www.nav.com](http://www.nav.com)]

By Ben Luthi,

Applying for a small business loan can be an intensive and time-consuming process. As such, it's important to start preparing long before you apply.

A critical component of a business loan application is documentation. Lending to a small business can be a risky endeavor for lenders, so they'll want to know that you and your business are worth taking that risk.

The sooner you start putting together your documents, the more smoothly the application process will go. Here's what you'll need.

**1. Business plan**

Your business plan may be the most crucial document you'll need because it helps the lender understand the purpose of the loan and whether the business can succeed long enough to pay it back.

In your business plan, share information about your:

- Mission and objectives
  - Description of product or services
  - Key people
  - Customer profile
  - Form of ownership
  - Revenue history
- Also, take the chance to tell your story, and explain what sets you apart from your competitors. Demonstrating your passion and building a case for your business can give the loan officer more context where financials don't tell the whole story.
- 2. Resume**
- Some lenders may require a personal resume to get an idea of who you are and your background. Even if it's not needed, it can't hurt, especially if it can prove you have the expertise necessary to succeed with your business.
- 3. Personal credit report**
- Most lenders run a personal credit check as part of the application process, especially if you

don't have a strong business credit history. But you may need to provide a copy of your personal credit report along with your other documents.

You can get a free copy of each of your personal credit reports once a year at [AnnualCreditReport.com](http://AnnualCreditReport.com).

Before you include it with your application, go over the report to make sure there aren't any inaccuracies. Creditors and the consumer credit bureaus aren't perfect, so it's possible that an error can slip through and hurt your chances of getting approved.

**4. Business credit report**

As with your personal credit report, the lender may look up your business credit report on its own. But you should at least look over it before you apply.

Unfortunately, you can't get free access to your business credit reports through the commercial credit bureaus. You can, however, view your report for free after getting denied for a business loan, or through Nav's credit report tool.

**5. Tax returns**

Lenders typically want to see three years' worth of personal and business tax returns to understand how stable your and your business' financials are.

Of course, if your business isn't three years old, you'll only need to provide the returns you have. And if your company is a pass-through entity, such as a sole proprietorship, partnership, LLC or S corporation, you'll only have to share your personal tax returns.

**6. Bank statements**

In addition to getting an idea of your financial stability over the past few years, lenders also want to know if there are any red flags from the past months.

To provide this, you'll often need to share the last three months' worth of business and personal bank statements. If there's anything out of the ordinary, like a large deposit or withdrawal, be prepared to explain the source.

Continued on page 5

## California Sub-Bid Request Ads

One California Plaza • 300 S. Grand Avenue • Los Angeles, CA 90071

**REQUEST FOR BIDS & NOTICE OF INTEREST**

AECOM is bidding on the following project as a Prime Contractor:  
**The County of Los Angeles Department of Public Works for On-Call Architectural/Engineering and Support Services for General and Deferred Maintenance Projects**  
**Due Date: Monday, December 17, 2018, 2pm**

AECOM is seeking qualifications from Community Business Enterprises (CBEs) and other subcontractors for the following work:

• Architecture	• Interior Design and Modular Furniture Consultant
• Building Commissioning	• Landscape Architecture
• Civil Engineering	• LEED/Sustainability Consultant
• Cost Estimating	• Low Voltage & Fire Protection
• Electrical Engineering	• Mechanical Engineering (HVAC and Plumbing)
• Elevator Consultant	• Security Consultant Services
• Environmental Engineering	• Specifications Consultant
• Food Services Consultant	• Structural Engineering
• Geotechnical Engineering	• Supplemental Specialized Technical Consultant
• Hardware Consultant	• Survey

Experience providing similar services for the County of Los Angeles is preferred. This proposal is in alignment with the County of Los Angeles's CBE Program requirements and certified CBEs are encouraged to respond.

AECOM intends to conduct itself in good faith in regards to all firms.

Interested businesses should email a brief overview of relevant experience listing any County of L.A. experience along with CBE documentation by **Tuesday, December 11, 2018**, to Steven Kiss at [steven.kiss@aecom.com](mailto:steven.kiss@aecom.com) and Wei Wei Scott at [weiwei.scott@aecom.com](mailto:weiwei.scott@aecom.com), or by phone (213) 996-2496.

We are an Equal Opportunity Employer

**FIND**  
Subcontractors, Vendors,  
and Suppliers

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Diverse Audiences of Various  
Ethnicity, Race, & Gender

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SBE Delivers competent, competitive, and certified subcontractors,  
vendors, and suppliers

**Contact us at 800-800-8534 or [sbe@sbeinc.com](mailto:sbe@sbeinc.com)**



# California Sub-Bid Request Ads



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](mailto: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.

**Sukut Construction, LLC**  
An Equal Opportunity Employer



**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](mailto:shannon.cozino@barnard-inc.com) (site office)

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

**Guy F. Atkinson**  
Requests

Sub-bids from All Qualified & Certified **DBE** Subcontractors/Suppliers  
for:

### Caltrans Contract 08-1C38U4

### Construction on State Highway 10 in Riverside County

*from Rte 10/60 Separation in Beaumont to Rte 10/111 Separation  
near Cabazon (08-Riv-10-6.7/R25.1)*

**Bids Thursday, January 10, 2019**

**Description of Work, Services & Supply (but not limited to):** 6" / 8" Thermoplastic Traffic Stripe (Enhanced Wet Night Visibility), Alternative In-Line Terminal System, Asphalt, Automated Work Zone Information System, Base Bond Breaker, Class 2 Aggregate Subbase, Class 2 Aggregate Base (CY), Cold Plane Asphalt Concrete Pavement, Construction Area Signs, Demo, Drainage, Earthwork, Electrical, Erosion Control, Flatwork, Grind Existing Concrete Pavement, Hot Mix Asphalt (Type A), Individual Slab Replacement (RSC), Isolation Joint Seal (Silicone), Joint Seal (Preformed Compression), Jointed Plain Concrete Pavement, Jointed Plain Concrete Pavement (RSC), Lean Concrete Base, Lean Concrete Base Rapid Setting, Maintenance of Traffic, MBGR, Midwest Guardrail System (Wood Post), Minor Concrete (Stamped Concrete), Modifying Existing Electrical LS System, Paint Traffic Stripe (2 Coat), Pavement, Pavement Markings, Paving Supply, PCCP, Plastic Traffic Drums, Rebar, Roadway, Roadway Excavation, Rock Blanket, Rubberized Hot Mix Asphalt (Gap Graded), Seal, Sign, Temporary Concrete Washout, Temporary Pavement Marker, Temporary Railing (Type K), Temporary Traffic Stripe (Paint), Traffic Control System, Trucking, Vegetation Control (Minor Concrete).

**REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.**

**ENGINEER'S ESTIMATE is \$200,000,000**

**11% DBE Project Goal**

**\*\*\*\*\*Lower Tier DBE participation is greatly encouraged\*\*\*\*\***

**Guy F. Atkinson**

**License # 1004388**

**18201 Von Karman Ave, 8th Floor, Irvine, CA 92612**

**[socal.estimated@atkn.com](mailto:socal.estimated@atkn.com) | Phone: 949-382-7145 | Fax: 949-553-0252**

**Guy F. Atkinson is a union contractor and an Equal Opportunity Employer.** Atkinson is signatory to the Carpenters, Cement Masons, Laborers and Operating Engineers Unions. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors with contract value greater than \$100,000. Atkinson will pay the cost of bonds up to 2.0%. We will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (see project specs for full list of bid items) and provide assistance in obtaining bonding, lines of credit and insurance where needed. Prices must stay firm through subcontract and purchase order execution. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. Please provide your contractor's license #, DBE cert # and DIR # with your quote. Atkinson requests that subs and vendors register and prequalify in our online system at <https://www.atknextranet.com> prior to bidding.

**TO DOWNLOAD PLANS, SPECS, THE INFO HANDOUT, ANY ADDENDA, ETC and VIEW**

#### Q&A:

Please go to the Caltrans Contracts web site

<http://www.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=08-1C38U4>

**Or contact Atkinson TO VIEW AND DOWNLOAD ALL BID DOCUMENTS  
through our online service, BuildingConnected.**

**Please contact Atkinson with any questions or for help with your bid.**



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- Customized Reports Available

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**OUTREACH ORDER FORM:**  
[www.sbeinc.com/services/diversity\\_outreach.cfm](http://www.sbeinc.com/services/diversity_outreach.cfm)





# California Sub-Bid Request Ads

**CAHILL CONTRACTORS LLC**  
requests bids from Certified SBE  
Subcontractors and Suppliers for the  
following select **DESIGN BUILD TRADES ONLY**:

Fire Sprinklers / Solar /  
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](mailto:estimating@cahill-sf.com),  
(415) 677-0611.

## IBI Group

### REQUEST FOR BIDS & NOTICE OF INTEREST

IBI Group is bidding on the following project as a  
Prime Contractor:

**On-Call Architectural Engineering and Support  
Services for General and  
Deferred Maintenance Projects  
RFP No BRC0000014  
County of Los Angeles,  
Department of Public Works.**

IBI Group is seeking certified **Community  
BusinessEnterprise(CBE)** firms interested in submitting  
qualifications as sub-consultants as part of the IBI  
team. All CBE firms including **disabled veterans, dis-  
advantaged business enterprises, and minority-  
women and other owned business enterprises**  
may submit information for the following disciplines:  
Landscape Architecture, Mechanical/HVAC/Plumb-  
ing, Structural, Civil, Electrical, Low-voltage Electrical,  
Cost Estimation, Geotechnical, Elevator, Hard-  
ware, Food Services, LEED/Sustainability, Building  
Commissioning, Specification, Security, Signage/Graph-  
ics, Supplemental Specialized Technical Services; Envi-  
ronmental, Surveyor, Acoustical, Fire Protection/Code.

This proposal is in alignment with the L.A. County Com-  
munity Business Enterprise (CBE) Program. IBI Group  
intends to conduct itself in good faith in regards to all  
CBE firms.

All interested firms should email a **two-page firm  
overview including resumes and a recent project  
list in, SF330 form, that is similar in scope to the  
County of Los Angeles, Department of Public  
Works, On-Call Architectural Engineering and  
Support Services for General and  
Deferred Maintenance Projects**

**Request for Proposals - RFP No BRC0000014  
and certification documentation no later than EOD  
on December 7, 2018 to [kirk.shimazu@ibigroup.com](mailto:kirk.shimazu@ibigroup.com).**

A copy of the RFQ can be provided upon request by  
contacting Ms. Colleen Kane at 213-769-0011.

Specific questions regarding this RFQ may be emailed  
to [kirk.shimazu@ibigroup.com](mailto:kirk.shimazu@ibigroup.com)

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: **JIM YACKLEY**  
Website: [www.desilvagates.com](http://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 80 – CONSTRUCTION ON  
STATE HIGHWAY IN PLACER COUNTY NEAR  
SIERRA COLLEGE BOULEVARD TO PENRYN  
ROCK SPRINGS UNDERCROSSING  
Contract No. 03-1G2704, Disabled Veteran  
Business Enterprise Goal Assigned is 3%**

OWNER

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

**BID DATE: December 11, 2018 @ 2:00 P.M.**

DGC is soliciting quotations from certified Disabled  
Veteran Business Enterprises, for the following types  
of work and supplies/materials including but not limited to:  
**AC DIKE, COLD PLANE, CONSTRUCTION  
AREA SIGNS, CRACK SEALING, EMULSION  
SUPPLIER, LEAD COMPLIANCE PLAN, METAL  
BEAM GUARDRAIL, RUMBLE STRIP, STRIP-  
ING, SWPPP/WATER POLLUTION CONTROL  
PLAN PREPARATION, TEMPORARY EROSION  
CONTROL, VEGETATION CONTROL, TRUCK-  
ING, WATER TRUCKS, STREET SWEEPING,  
HOT MIX ASPHALT (TYPE A) MATERIAL, RUB-  
BERIZED HMA (OPEN GRADE) MATERIAL,  
ASPHALT OIL/BINDER.**

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:f7pa55wd@  
pub.desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) (if prompted the username is  
[ftp@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or  
from the Owner's site at [www.dot.ca.gov/hq/esc/oe/  
weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

Fax your bid to (925) 803-4263 to the attention of Es-  
timator Jim Yackley. If you have questions for the Es-  
timator, 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](http://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 assis-  
tance or services, for this project call the Estimator at  
(925) 829-9220, or contact your local Small Business  
Development Center Network ([http://californiasbdc.  
org](http://californiasbdc.org)) or contact the California Southwest Transporta-  
tion Resource Center ([www.transportation.gov/osdbu/  
SBTRCs](http://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% Perfor-  
mance bonds may be required as a subcontract condi-  
tion. This will be a **PREVAILING WAGE JOB**. DGC  
is an Equal Opportunity/Affirmative Action Employer.

## DESILVA GATES CONSTRUCTION

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](http://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 20th, 2018 @ 2:00 P.M.**

DGC is soliciting quotations from certified Disabled  
Veterans Business Enterprises and Small Business En-  
terprises, for the following types of work and supplies/  
materials including but not limited to: Cold Plane, Con-  
struction 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, Traf-  
fic 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:f7pa55wd@  
pub.desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) (if prompted the username is  
[ftp@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or  
from the Owner's site at [www.dot.ca.gov/hq/esc/oe/  
weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

Fax your bid to (925) 803-4263 to the attention of Es-  
timator Eric Allred. If you have questions for the Estima-  
tor, 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/Public-  
Works.html](http://www.dir.ca.gov/Public-Works/Public-Works.html)

If you need DVBE support services and assistance in  
obtaining bonding, lines of credit, insurance, necessary  
equipment, materials and/or supplies or related assis-  
tance or services, for this project call the Estimator at  
(925) 829-9220, or contact your local Small Business  
Development Center Network ([http://californiasbdc.  
org](http://californiasbdc.org)) or contact the California Southwest Transporta-  
tion Resource Center ([www.transportation.gov/osdbu/  
SBTRCs](http://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% Perfor-  
mance bonds may be required as a subcontract condi-  
tion. This will be a **PREVAILING WAGE JOB**. DGC  
is an Equal Opportunity/Affirmative Action Employer.

## 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](http://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 880 – CONSTRUCTION  
ON STATE HIGHWAY IN ALAMEDA COUNTY  
IN OAKLAND FROM 0.2 MILE SOUTH OF THE  
29TH AVENUE OVERCROSSING TO 0.2 MILE  
NORTH OF THE 23RD AVENUE OVERCROSSING,  
Contract No. 04-1A6834,**

**Federal Aid Project No. ACSB11M-880-1(084)E**

**Disadvantaged Business Enterprise Goal  
Assigned is 15%**

OWNER

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

**BID DATE: December 18, 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, CHANNELIZER  
& MARKERS, CRACK SEALING, ELECTRICAL,  
FABRIC/GEOSYNTHETIC PAVEMENT  
INTERLAYER, FENCING, HAZARDOUS MAT-  
TERIAL, LEAD COMPLIANCE PLAN, METAL  
BEAM GUARDRAIL, MINOR CONCRETE, MINOR  
CONCRETE STRUCTURE, PCC GRIND-  
ING, PCC PAVING, RUMBLE STRIP, STRIP-  
ING, SWPPP/WATER POLLUTION CONTROL  
PLAN PREPARATION, TEMPORARY EROSION  
CONTROL, TRAFFIC CONTROL SYSTEMS,  
UNDERGROUND, VEGETATION CONTROL,  
TRUCKING, WATER TRUCKS, STREET SWEEP-  
ING, CLASS 2 AGGREGATE BASE MATERIAL,  
CLASS 2 AGGREGATE SUBBASE MATERIAL,  
HOT MIX ASPHALT (TYPE A) MATERIAL, RUB-  
BERIZED HMA (OPEN GRADE) 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:f7pa55wd@  
pub.desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) (if prompted the username is  
[ftp@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or  
from the Owner's site at [www.dot.ca.gov/hq/esc/oe/  
weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

Fax your bid to (925) 803-4263 to the attention of Es-  
timator Victor Le. If you have questions for the Estima-  
tor, 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/Public-  
Works.html](http://www.dir.ca.gov/Public-Works/Public-Works.html)

If you need DBE support services and assistance in  
obtaining bonding, lines of credit, insurance, necessary  
equipment, materials and/or supplies or related assis-  
tance or services, for this project call the Estimator at  
(925) 829-9220, or contact your local Small Business  
Development Center Network ([http://californiasbdc.  
org](http://californiasbdc.org)) or contact the California Southwest Transporta-  
tion Resource Center ([www.transportation.gov/osdbu/  
SBTRCs](http://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% Perfor-  
mance bonds may be required as a subcontract condi-  
tion. This will be a **PREVAILING WAGE JOB**. DGC  
is an Equal Opportunity/Affirmative Action Employer.

## 10 Documents You'll Need to Be Approved for a Business Loan

■ Continued from page 3

### 7. Other financial statements

To get a deeper understanding of the company's  
financials, lenders often want to see your cash  
flow statement, balance sheet, and profit-and-loss  
statement. These documents should provide every  
detail about your business' assets and liabilities,  
revenue and expenses, and cash decisions.

In addition to providing a snapshot of your current  
and past financial situation, it's also wise to put to-

gether some projections for each of these statements.

### 8. Collateral documentation

Many business lenders require collateral to se-  
cure a small business loan. That can include cash  
deposits or savings, equipment, inventory, real  
estate, or other assets.

Regardless of what you choose as collateral,  
you'll need to show that you or your business  
own the asset free and clear and that there aren't  
any other liens on them.

### 9. Business legal documents

Depending on how you've structured your com-  
pany, you may need to provide additional docu-  
ments to show that you're operating legally and  
licensed to do business. Typical documents in-  
clude:

- City or county business license
- State business registration
- Articles of incorporation

■ Continued on page 7



# California Sub-Bid Request Ads



**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](http://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:

**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

#### **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](http://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: 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, Prepaving 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](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).



**Proven Management, Inc.**  
225 3rd Street, Oakland, CA 94607  
Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified Small Business Enterprise, Minority Business Enterprise and Women Business Enterprise (SBE/MBE/WBE) suppliers and subcontractors for the following project:

**BAY AREA RAPID TRANSIT DISTRICT  
CIVIC CENTER STATION SCISSOR STAIRS PROJECT  
CONTRACT NO. 11IA-112  
Bids: 01/08/19 @ 2 PM**

**SBE GOAL – 5% MBE GOAL – 18.2% WBE GOAL – 9.3%**  
DEMOLITION; HAZARDOUS MATERIALS ABATEMENT; CONCRETE RESTORATION, CONCRETE FORMING; FALSEWORK; CAST-IN-PLACE CONCRETE; NON-SHRINK GROUT; METAL WELDING; STRUCTURAL STEEL FRAMING; METAL STAIRS; METAL RAILINGS; THERMAL MOISTURE PROTECTION; METAL DOORS; DOOR HARDWARE; FINISHES; SIGNAGE; LIGHTING; ELECTRICAL

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested SBE/MBE/WBE certified suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested SBE/MBE/WBE certified suppliers, subcontractors, truckers. PMI is a signatory to the Operating Engineers, Carpenters and Laborers Collective Bargaining Agreements.

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call 510-671-0000.

**We are an Equal Opportunity Employer**

**NEMA CONSTRUCTION,**  
as General Contractor, is requesting bids  
on all trades from all qualified Subcontractors  
And Suppliers, including certified  
DYBE/LBE/DBE/SBE/MBE/WBE  
Subcontractors and Suppliers  
for the project known as:

**Lafayette Elementary School  
Interim Housing**

**4545 Anza Street S.F., CA 94121  
SFUSD Project #11895**

**BIDS DUE: December 12, 2018 @ 2:00 P.M**

**Nema Construction:  
555 Pierce Street # 1005, Albany, CA 94706**

Please Submit & Fax all proposals to  
**510-525-2304**

For more information, please call 510-525-2398

Contact person: **Ali Farahani**  
Email: [nema@post.com](mailto:nema@post.com)

## The Women Leading InsurTech

Continued from page 2

costs up to 25 percent. Since January 2018, the company grew its policy sales by 30 percent

month over month and launched into 11 new states covering more than \$25 billion in total property value. All Hippo insurance policies are backed by world-leading reinsurers. Hippo delivered over 800 product updates in 2018 alone, or roughly two per day, and doubled its online conversion rate during the same time period.

The company recently announced \$70 million round of growth funding co-led by Felicis Ventures, a venture firm investing in the iconic companies of today and tomorrow, and Lennar Corporation, the nation's leading homebuilder. This recent round brings the Hippo's total funding raised to \$109 million.

SOURCE: [www.PitchPublicRelations.com](http://www.PitchPublicRelations.com)



**Proven Management, Inc.**  
225 3rd Street, Oakland, CA 94607  
Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified Small Business Enterprise/Local Business Enterprise (SBE/LBE) suppliers and subcontractors for the following project:

**MISSION BAY P22 BAYFRONT PARK PROJECT  
Bids: 12/18/18 @ 2 PM  
SBE/LBE GOAL – 50%**

DEMOLITION; DEWATERING; EARTHWORK; EXCAVATION, BACKFILLING, COMPACTING FOR UTILITIES; GRADING; SEWER; STORM DRAINAGE; JOINT TRENCH; LOW PRESSURE WATER; RECLAIMED WATER; CONCRETE SIDEWALK; SITE FURNISHINGS; BIOSWALES; PAVEMENT AREAS; STRUCTURAL STEEL; CIDH'S; WOODEN DECKING; RECLAIMED STEEL FURNISHINGS; PAINTS AND COATINGS; LIGHT IMPROVEMENTS; ELECTRICAL

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested SBE/LBE certified suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested SBE/LBE certified suppliers, subcontractors, truckers. PMI is a signatory to the Operating Engineers, Carpenters and Laborers Collective Bargaining Agreements.

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call 510-671-0000.

**We are an Equal Opportunity Employer**



**Proven Management, Inc.**  
225 3rd Street, Oakland, CA 94607  
Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified Small Business Enterprise (SBE) suppliers and subcontractors for the following project:

**19th STREET OAKLAND STATION  
MODERNIZATION PROJECT  
CONTRACT NO. 07EA-120  
Bids: 01/08/19 @ 2 PM  
SBE GOAL – 17%**

DEMOLITION; HAZARDOUS MATERIALS ABATEMENT; CONCRETE; MASONRY; METALS; THERMAL MOISTURE PROTECTION; DOORS & WINDOWS; FINISHES; SIGNAGE; FURNISHINGS; MECHANICAL; ELEVATOR; FIRE SUPPRESSION; PLUMBING; HVAC; LIGHTING; ELECTRICAL; COMMUNICATIONS; ELECTRONIC SAFETY AND SECURITY; EARTHWORK

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested SBE certified suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested SBE certified suppliers, subcontractors, truckers. PMI is a signatory to the Operating Engineers, Carpenters and Laborers Collective Bargaining Agreements.

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call 510-671-0000.

**We are an Equal Opportunity 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.**





# California Sub-Bid Request Ads

Guy F. Atkinson  
Requests

Sub-bids from All Qualified & Certified **DBE** Subcontractors/Suppliers  
for:

## Caltrans Contract 08-0Q75U4 Construction on State Hwy 60 in San Bernardino and Riverside Counties from Euclid Avenue Undercrossing in Ontario to Route 60/91/215 Separation in Riverside

**Bids Thursday, January 17, 2019**

**Description of Work, Services & Supply (but not limited to):** Asphalt, Aggregate Base, Aggregate Subbase, Alternative Inline Terminal System, Base Bond Breaker, Clear and Grub, Concrete Barrier (various types), Construction Area Signs, Demo, Drainage, Earthwork, Electrical, Erosion Control, Excavation, Fence, Flatwork, Furnish and Install Sign Structure (Truss), Grind Existing Concrete Pavement, Individual Slab Replacement (RSC), Joint Seals, Jointed Plain Concrete Pavement (including RSC), Landscape, Lean Concrete Base, Lean Concrete Base Rapid Setting, Maintenance of Traffic, MBGR, Minor Concrete (Curb / PCC DiKE, various types / Stamped Concrete / Curb, Sidewalk and Curb Ramp / Vegetation Control), Midwest Guardrail System (Wood Post), Miscellaneous Iron and Steel, Maintenance of Traffic, Noise Monitoring, OHSS, Pavement, Pavement Marking / Traffic Stripe, Pavement Supply, PCCP Paving, Pipe Supply (18" Slotted Corrugated Steel Pipe - .064" thick), QA/QC, Rapid Strength Concrete Base, Road Barrier, Roadway, Roadway Excavation, Rock Blanket, Seal, Sign, Survey, Temporary Crash Cushion Module, Temporary Railing (Type K), Temporary Traffic Screen, Traffic Control System, Transition Railing (Type WB-31), Trucking.

REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.

**ENGINEER'S ESTIMATE is \$140,000,000**

**14% DBE Project Goal**

\*\*\*\*\*Lower Tier DBE participation is greatly encouraged\*\*\*\*\*

**Guy F. Atkinson**  
License # 1004388

18201 Von Karman Ave, 8th Floor, Irvine, CA 92612  
social.estimating@atkn.com | Phone: 949-382-7145 | Fax: 949-553-0252

**Guy F. Atkinson is a union contractor and an Equal Opportunity Employer.** Atkinson is signatory to the Carpenters, Cement Masons, Laborers and Operating Engineers Unions. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors with contract value greater than \$100,000. Atkinson will pay the cost of bonds up to 2.0%. We will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (see project specs for full list of bid items) and provide assistance in obtaining bonding, lines of credit and insurance where needed. Prices must stay firm through subcontract and purchase order execution. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. Please provide your contractor's license #, DBE cert # and DIR # with your quote. Atkinson requests that subs and vendors register and prequalify in our online system at <https://www.atknextranet.com> prior to bidding.

**TO DOWNLOAD PLANS, SPECS, THE INFO HANDOUT, ANY ADDENDA, ETC and VIEW Q&A:**

Please go to the Caltrans Contracts web site

<http://www.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=08-0Q75U4>

Or contact Atkinson TO VIEW AND DOWNLOAD ALL BID DOCUMENTS  
through our online service, BuildingConnected.

Please contact Atkinson with any questions or for help with your bid.



**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • [norcal.bids@kiewit.com](mailto: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 P.M.**

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 # 100001147



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

Requests quotes from qualified California Department of General Services (DGS) certified Small Business Enterprises (SBE) and Disabled Veteran Business Enterprises (DVBE), Small Business Administration (SBA) Small Businesses, California Public Utilities Commission (CPUC) Women Business Enterprises (WBE) and Minority Business Enterprises (MBE), National Gay and Lesbian Chamber of Commerce (NGLCC) Lesbian, Gay, Bisexual and Transgender-Owned Businesses, Subcontractors, Consultants, and/or Suppliers seeking to participate in the construction of Lake Fordyce Dam Seepage Mitigation Project in Placer County.

<http://www.pd.dgs.ca.gov>

<https://certify.sba.gov/>

<http://www.cpuc.ca.gov/certifications/>

<https://www.nglcc.org/get-certified>

Subcontractors and Suppliers for the following project:

**Lake Fordyce Dam**

**Request for Proposal: PGE 83700**

**Owner: Pacific Gas & Electric Company**  
**Quotes Due: December 17, 2018 @ 5:00 P.M.**

**Small Business Enterprises/Micro (SBEs),  
Disabled Veteran Business Enterprises (DVBEs),  
Women Business Enterprises (WBEs),  
Minority Business Enterprises (MBEs) and  
Lesbian, Gay, Bisexual, and  
Transgender-Owned Business Enterprises (LGBTBEs)**

wanted for the following scopes, including, but not limited to: Aggregates, Arborist, Clear & Grub, Concrete Reinforcement, Diving, Drill & Blast, Environmental, Fire Suppression, Geotechnical Drilling, Grouting, QA/QC, Rock Dowels, Shotcrete, Site Security, Survey, SWPPP, Street Sweeper, Traffic Control, Traffic Signs, Trucking & Hauling, Water Truck.

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 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 17, 2018 at 5 P.M.**

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.

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers.

Subcontract work shall be signatory to the applicable local union or willing to sign a one-time agreement.

Prevailing Wages Apply

An Equal Opportunity Employer

CA Lic. 433176

DIR # 100001147

## 10 Documents You'll Need to Be Approved for a Business Loan

Continued from page 5

- Franchise agreements
- Contracts with third parties or suppliers

If you have an attorney or tax accountant, consult with them to ensure you get all the necessary documents prepared.

### 10. Commercial leases

If you already have monthly obligations, either to a landlord or another lender, you'll likely need to provide copies of your leases. Not only do they show your payments, but a lease from a landlord also shows how long you can do business at the property for the entire length of the lease, providing more stability.

### The bottom line

Gathering your documents for a business loan application can be the most stressful part of the process. So it's essential that you don't want until you need money to start doing it.

It may even be a good idea to get these documents together even if you don't need a business loan anytime soon. That way, you'll have it when you need it and don't need to draw out the process longer than it already is.

### SOURCE:

<https://www.nav.com/blog/10-documents-youll-need-to-be-approved-for-a-business-loan-32910/>

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Newspaper and Newsletter





# Public Legal Notices



**CITY & COUNTY OF SAN FRANCISCO  
DEPARTMENT OF PUBLIC WORKS**

## **ALEMANY BOULEVARD INFRASTRUCTURE IMPROVEMENTS Contract No. 1000011944 (PW ALEMANY BLVD INFRA IMPR)**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on January 9, 2019**, 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.sfpbpublicworks.org/biddocs](http://www.sfpbpublicworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpbpublicworks.org](http://www.sfpbpublicworks.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 located along Alemany Boulevard, from Seneca Avenue to Congdon Street, in San Francisco, California and consists of pavement renovation, sewer replacement, environmental and electrical work, traffic control, and all associated work. The time allowed for completion is 510 consecutive calendar days. The Engineer's estimate is approximately \$8,700,000. For more information, contact the Project Manager, **Paul Barradas** at 415-554-8249.

**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 2**. 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 ("Covered State") with laws that perpetuate discrimination against LGBT populations 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 Unit Price 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 **25%**. Call Selormey Dzikunu at 415-554-8369 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 13, 2018; 10:00 a.m., at 1680 Mission Street, 3rd Floor Conference Room.**

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

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 Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. 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.

12/6/18

**CNS-3198912#  
SMALL BUSINESS EXCHANGE**



**CITY & COUNTY OF SAN FRANCISCO  
DEPARTMENT OF PUBLIC WORKS**

## **Contract No. 1000012289 WASHINGTON SQUARE WATER CONSERVATION PROJECT**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on 12/19/2018**. 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 <http://www.sfpbpublicworks.org/biddocs>. Please visit the Contracts, Bids and Payments webpage at <http://www.sfpbpublicworks.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 site improvements with demolition, grading; drainage; soil excavation and replacement; utility work; concrete paving; new and planting and irrigation at Washington Square Park in San Francisco, CA. The time allowed for completion is 183 consecutive calendar days. The Engineer's estimate is approximately \$2,300,000. For more information, contact the Project Manager, **Levi Conover** at 415-581-2572.

**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 responsible responsive bidder with the lowest Best Value Score.

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 20%. 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 5, 2018 at 10:00 a.m.** at Washington Square Park at Filbert St & Stockton Street, San Francisco, CA 94133.

For information on the City's Surety Bond and Finance Program, call 415-986-3999 or [bond@imwis.com](mailto: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.

12/6/18

**CNS-3199124#  
SMALL BUSINESS EXCHANGE**





# Public Legal Notices



## CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

### CONTRACT NO. 1000012735 JOB ORDER CONTRACT J42 GENERAL BUILDING SERVICES [MICRO-LBE SET-ASIDE PROGRAM]

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on January 9, 2019**, 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.sfpbpublicworks.org/biddocs](http://www.sfpbpublicworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpbpublicworks.org](http://www.sfpbpublicworks.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 advertisement for bids is for the award of a Job Order Contract (JOC). Work is accomplished by issuing Task Orders to the successful Contractor during the term of the Contract. The scope of work may include repair, alteration, modernization, maintenance, rehabilitation, demolition and construction of infrastructure, buildings, structures, or other real property.

The Contract Term is 730 days from the date of notification to Contractor of executed Contract or when the cumulative amount of issued Task Orders reaches the Maximum Contract Value, whichever comes first. The Contract Term may be extended up to 5 years to complete the work of issued Task Orders, but no new Task Orders will be issued after the first 4 years.

The Maximum Contract Value is \$2,000,000, with a guarantee to receive opportunity to perform a minimum of \$50,000 worth of Task Order(s) to be issued during the Contract Term. For more information, contact the JOC Manager, **Teenchee Le** at 415-558-4023.

Bids will not be accepted from contractors currently holding a JOC contract with San Francisco Public Works, except when such existing JOC contract will expire in 120 days or fewer from the date Bids are due for this Contract, or if the contractor has been issued Task Orders valued by the City in an amount equal to or exceeding 90% of the Maximum Contract Value of the existing JOC contract.

**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)].**

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.

Each Task Order will include liquidated damages, and each Task Order will be on a Lump

Sum basis computed using preset Unit Prices and the Adjustment Factors. Progressive payments will be made on Task Orders with construction duration of more than 45 calendar days.

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

**Only San Francisco Contract Monitoring Division certified Micro-LBE Contractors are eligible to bid on this Set-Aside Contract** in accordance with SFAC Chapter 14B. Certified Micro-LBE prime bidders must perform at least 25% of the contract work. Bid discounts, LBE Subcontracting Participation

Requirement, and Good Faith Efforts are not applicable for this contract. Other CMD requirements shall apply. Call Lupe Arreola at 415-558-4059 for details.

A pre-bid conference will be held on **December 18, 2018 at 9:30 a.m.** at 30 Van Ness Avenue, 3rd Floor Golden Gate Conference Room. Bidders are strongly encouraged to attend to obtain information regarding the Job Order Contract program.

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

A corporate surety bond or certified check for no less than \$50,000, an amount equal to ten percent (10%) of the Initial Performance Bond and Initial Payment Bond amount of \$500,000, must accompany each bid.

**Class "B" 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 Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. 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.

12/6/18

**CNS-3200416#**

**SMALL BUSINESS EXCHANGE**



## CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

### Contract No. 1000012736 PW MLBE JOC J43 GEN ENG SVC (Job Order Contract No. J43) GENERAL ENGINEERING SERVICES [MICRO-LBE SET-ASIDE PROGRAM]

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on January 16, 2019**, 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 Department of Public Works (DPW) Electronic Bid Documents Download site at [www.sfpbpublicworks.org/biddocs](http://www.sfpbpublicworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage [www.sfpbpublicworks.org](http://www.sfpbpublicworks.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 advertisement for bids is for the award of a Job Order Contract (JOC). Work is accomplished by issuing Task Orders to the successful contractor during the term of the contract. The scope of work may include include Repair, alteration, modernization, maintenance, rehabilitation, demolition and construction of infrastructure, rights-of-way, retaining walls, parks, playgrounds, medians and other similar works, structures, or other real property.

The Contract Term is 730 days from the date of notification to Contractor of executed Contract or when the cumulative amount of issued Task Orders reaches the Maximum Contract Value, whichever comes first. The Contract Term may be extended up to 5 years to complete the work of issued Task Orders, but no new Task Orders will be issued after the first 4 years.

The Maximum Contract Value is \$2,000,000, with a guarantee to receive opportunity to perform a minimum of \$50,000 worth of Task Order(s) to be issued during the Contract Term. For more information, contact the JOC Manager, **Teenchee Le** at 415-558-4023.

Bids will not be accepted from contractors currently holding a JOC contract with San Francisco Public Works, except when such existing JOC contract will expire in 120 days or fewer from the date Bids are due for this Contract, or if the contractor has been issued Task Orders valued by the City in an amount equal to or exceeding 90% of the Maximum Contract Value of the existing JOC contract.

**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)].**

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.

Each Task Order will include liquidated damages, and each Task Order will be on a Lump Sum

basis computed using preset Unit Prices and the Adjustment Factors. Progressive payments will be made on Task Orders with construction duration of more than 45 calendar days.

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

Only San Francisco Contract Monitoring Division certified Micro-LBE Contractors are eligible to bid on this Set-Aside Contract in accordance with SFAC Chapter 14B. Certified Micro-LBE prime bidders must perform at least 25% of the contract work. Bid discounts, LBE Subcontracting Participation Requirement, and Good Faith Efforts are not applicable for this contract. Other CMD requirements shall apply. Call Lupe Arreola at 415-558-4059 for details.

A pre-bid conference will be held on **December 18, 2018 at 9:30 a.m.** at 30 Van Ness Avenue, 3rd Floor Golden Gate Conference Room. Bidders are strongly encouraged to attend to obtain information regarding the Job Order Contract program.

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

A corporate surety bond or certified check for no less than \$50,000, an amount equal to ten percent (10%) of the Initial Performance Bond and Initial Payment Bond amount of \$500,000, must accompany each bid

**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 Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. 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.

12/6/18

**CNS-3200418#**

**SMALL BUSINESS EXCHANGE**







# Public Legal Notices



**REQUEST FOR PROPOSALS FOR THE AIRPORT LUGGAGE CART LEASE AND OPERATING AGREEMENT AT SAN FRANCISCO INTERNATIONAL AIRPORT**

The Airport Commission has commenced the Request for Proposals (RFP) process for an Airport Luggage Cart Lease and Operating Agreement at San Francisco International Airport.

The proposed minimum financial offer is \$650,000.00. The Maximum Annual Service Fee for the free carts in Customs program is the lower of \$1.45 per luggage cart or \$2,976,762.00 for Year One. The term is for three years with one (1) three- year option. Rent shall be the higher of the Minimum Annual Guarantee or 25% of Gross Revenues. Small, local and disadvantaged businesses are encouraged to participate.

The Informational Conference will be held on Wednesday, December 19, 2018 at 10:00 a.m. at the SFO Business Center Finance Conference Room located at 575 N. McDonnell Road, 3rd Floor, San Francisco, CA 94128.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call Clarissa Mamaril, Principal Property Manager, Revenue Development and Management Department, (650) 821-4500.

**CNS-3199943#**

December 2018 Outreach

**Sign up AlertSF in your neighborhood.** Simply text your zip code to 888-777. AlertSF sends text alerts following a natural disaster, major police, fire, or health emergencies, or significant transportation disruptions. AlertSF is provided by the San Francisco Department of Emergency Management. Visit [www.alertsf.org](http://www.alertsf.org) for more information.

**GET FREE, TRUSTED HELP WITH YOUR CITIZENSHIP APPLICATION!**

The San Francisco Pathways to Citizenship Initiative provides free legal help from community immigration service providers at our free workshops. Resources for the citizenship application fee are available onsite. Volunteers needed!

**Learn more at [sfcitizenship.org](http://sfcitizenship.org)**

When: Saturday, December 15, 2018. Registration is open from 9:30 am - 12:30 pm. No appointment needed!

Where: 1 South Van Ness Ave, San Francisco, CA 94103

**Park Smart This Holiday Season**

The San Francisco Police Department wishes you a safe and happy holiday season and reminds you to Park Smart to help prevent auto burglaries:

- Keep valuables with you, not in your vehicle.
- Shopping? Hold onto your purchases until you leave. Thieves often watch parking lots to spot shoppers dropping bags off in their car.
- Visiting? Check luggage at your hotel- don't leave it in your auto. If your car has been burglarized, here's what to do:
- **Is the break-in happening right now?**  
Call 9-1-1 with your location and a suspect description.
- **Did the break-in already happen?**  
Report the crime on the non-emergency line at 1-415-553-0123. You may request that an officer come to the scene. You can also call 3-1-1 and file a police report online at <https://sanfranciscopolice.org/reports>. Visit any San Francisco Police station to have your vehicle fingerprinted.

**Happy Holidays! On behalf of the San Francisco District Attorney's Office, we want to remind consumers to beware of commonly used scam techniques during the holiday season. Whether you're shopping for gifts or planning holiday travel, the following fraud prevention tips can help you avoid becoming a victim of fraud:**

- Be wary of travel deals from unaccredited individuals or websites that claim to have heavily discounted holiday travel fares.
- Beware of fraudulent loan opportunities that target people seeking extra money during the holiday season.
- Pay with a credit card as opposed to a debit card when making purchases online. Using a payment method with purchase protection can be a safeguard in the event of fraud.

For more information visit our website <http://sfdistrictattorney.org/consumer-fraud> or call our Consumer Mediation Unit at (415) 551-9595.


**NEW ONE-DAY \$5 MUNI PASS**

Want unlimited rides on Muni trains, buses and streetcars? Get the new one-day \$5 Muni pass on MuniMobile (®).

It's the new way to ride Muni as many times as you like in a single day, for one low price! (valid through 11:59 p.m.)

Muni's \$5 Day Pass can be purchased through the MuniMobile app, available on iOS and Android. The MuniMobile app can be added to smartphones free of cost and allows customers to purchase single tickets on the spot without the hassle of waiting in line. *Learn how to download, buy and store your Muni tickets at [SFMTA.com/MuniMobile](http://SFMTA.com/MuniMobile)*

**CNS-3195873#**



**GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT**

**NOTICE INVITING BIDS**

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for **Contract No. 2018-B-122, DUST COLLECTOR**. Interested Bidders must submit bids by way of upload to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com> by **Tuesday, January 8, 2019, at 2:00 p.m., PT**, at which time bids will be publicly opened and read.

Requests for approved equals, modifications or clarifications of any requirement must be submitted in writing by **Tuesday, December 11, 2018, at 4:00 p.m., PT**.

The Bid Documents are available for download on the District's Procurement Portal. In order to download and respond to posted solicitations, Proposers will need to register. Once registered, to download the documents:

- 1) Go to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com>.
- 2) Under "Action" column of "Open Public Opportunities" page, click on "View Opportunity" next to desired Project.
- 3) Scroll down to "Supporting Documentation" section to download documents.

For general questions regarding this Contract, please contact **Nicole Gilardi, Senior Buyer, at (415) 923-2317**.

/s/ Aida S. Caputo, Contracts Officer

Dated: 11/30/18

12/6/18

**CNS-3201048#**


**SMALL BUSINESS EXCHANGE**

## The Sabotage Behind the Smile

**Continued from page 2**

You are probably not going to be able to change them, but you can protect yourself by using these Smart Thinking strategies, minimizing your dependence on them and documenting everything.

Odette Pollar is a nationally known speaker, author, and consultant. President of the management consulting firm, Smart Ways to Work based in Oakland, CA, her most recent book is Surviving Information Overload. Email to share your comments, questions and suggestions: [odette@SmartWaysToWork.com](mailto:odette@SmartWaysToWork.com). Visit us at: [www.smartwaystowork.com](http://www.smartwaystowork.com) call: 1-800-599-8463.



## 4 Ways Graduates Can Use Their First Job As A Framework For Success

While the job market for recent college graduates has improved, a good number of employers don't think they're sufficiently prepared. A recent survey by PayScale found only about 50 percent of managers felt recent grads were ready for full-time work.

Among the skills that managers saw graduates lacking most were critical thinking, problem-solving, attention to detail, and leadership. But at the same time, many have been hired with strengths in other areas, and improving weaknesses can happen as a young person grows in a job.

Whether they are in the early stages of a first job after college or still searching for it, recent graduates "should focus on growth as a framework for future success," says Matt Stewart, co-founder of College Works Painting ([www.collegeworks.com](http://www.collegeworks.com)), which provides business experience for college students and was recently ranked the No. 1 internship for career development by Vault. A framework for success for a young person includes things they should look to embrace in a first job – pleasant and unpleasant – and things their employer is looking for, he says.

"While your first job may not be your dream job, you have a great opportunity to build a strong foundation for continued upward movement in a career," Stewart says. "It's very important to pay attention to everything and everyone around you. It can pay off – and if not there, then somewhere else."

Stewart gives some tips for that first job that he says can also be applied to a career path:

**Start small, think big.** "Many young people look for a job at a prestigious big-name company but overlook small companies that would let them have much more freedom and take on a variety of different roles, which certainly aids their growth," Stewart says. "The training they'll gain from doing lots of different tasks is huge, and also a great way to figure out what they enjoy and are good at."

**Find a mentor.** This is almost an imperative. "You need a guiding light to get through the fog of the first job," Stewart says. "Find a respected leader and reach out for advice. In particular, pay attention to what they did to get where they are, not just to what they say."

**Do more than the job description.** Once you are in a career, a proven way to move up or redefine your position is to take on more than the minimum expectations of the job. "Early in your career volunteer for new projects, committees, training others, etc.," Stewart says. "Don't be afraid to fail. Higher-ups often appreciate the extra effort. It may lead to promotion or more compensation."

**Find comfort in discomfort.** Feelings like fear and doubt often accompany any task not yet completed, Stewart says. But perhaps the greatest growth is achieved when you challenge yourself to step outside your comfort zone. "You get through the temporary pain in the short term and develop newly learned skills for the long term," Stewart says. "Your brain is hard-wired to acquire pleasure today and avoid pain, but the best thing you can do while young is to rewire your brain – find comfort in discomfort. This will keep you in a state of constant growth and train you to handle stress while young and your pain tolerance is at its highest."

"In your first job, be prepared to embrace and learn from things that may seem suboptimal on the surface, and even from some of your mistakes," Stewart says. "Those momentary setbacks are actually learning opportunities that will not only make you better at your job but for the long run."

**About College Works Painting**

College Works Painting ([www.collegeworks.com](http://www.collegeworks.com)) is the premier hands-on leadership development experience giving students an opportunity to build a competitive resume by teaching them how to manage a painting business from start to finish. The award-winning program was just ranked as the No. 1 Internship for Career Development by Vault and is celebrating their 25th year in business. The company operates in 23 states, hires 2,000 students each year, and paints nearly 10,000 homes annually.

**SOURCE: News & Experts**

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## Construction Spending Dips In October

**Continued from page 1**

air, rail and water transportation facilities fell 1.2 percent between August and October. Outlays for sewage and waste disposal and water supply systems topped out in June and have decreased 2.2 percent and 8.6 percent, respectively, since then. Public spending on conservation and development, such as levees and dams, slumped 14.6 percent from August to October.

Association officials said that now is the ideal time to invest in repairing, modernizing and expanding infrastructure. Stephen E. Sandherr, the association's chief executive officer, called on federal officials to act quickly to enact legislation that would increase funding and speed the approval process to improve highways and other modes of transportation, enhance water safety and supply, and strengthen critical levees and dams.

"Infrastructure is vital to all Americans and is a subject both parties should be able to agree on funding and improving," Sandherr said. "The incoming Congress has an opportunity to create a bipartisan infrastructure bill that will benefit all regions and all parts of the economy."

**SOURCE: AGC of America**





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# How Technology Is Reshaping the Construction Industry

■ **Continued from page 1**

integrate your data with your other software solutions, making it easier than ever to run your business.

## Offsite Construction

Offsite construction is typically used on projects with repetitive floorplans or layouts in their design such as apartment buildings, hotels, hospitals, dormitories, prisons, and schools. Offsite is performed in a controlled environment and it works similar to an auto manufacturing plant. At each station, workers have all the tools and materials to consistently perform their task, whether that be constructing a wall frame or installing electrical wiring. This assembly plant method of construction reduces waste and allows workers to be more productive.

Offsite construction typically comes in two forms: modular and prefabricated. With modular construction, entire rooms can be built complete with MEP, finishes, and fixtures already installed. They can be rooms as small as bathrooms or modules can be fitted together onsite to create larger spaces like apartment units. The modular units are transported to the construction site and then inserted and attached to the structural frame.

With prefabricated construction, building components are built offsite and then assembled or installed once they have been transported to the construction site. Prefabricated building components cover everything from framing, internal and external wall panels, door and window assemblies, floor systems, and multi-trade racks, which are panels with all the ductwork, wiring and plumbing packaged together.

## AI & Machine Learning

Construction firms are now using data to make better decisions, increase productivity, improve jobsite safety and reduce risks. With artificial intelligence (AI) and machine learning systems, firms can turn the mountains of data they have collected over the years on projects to predict future outcomes on projects and gain a competitive advantage when estimating and bidding on construction projects.

AI can improve worker productivity by reducing the amount of time wasted moving about the construction site to retrieve tools, materials, and equipment to perform certain tasks. Workers are tracked throughout the day using smartphones or wearables.

Sensors installed on materials and equipment track how everything else is moving about the construction site. Once enough data sets are collected, AI can analyze how workers move about and interact with the site to come up with solutions to reorganize the placement of tools and materials to make them more accessible to workers and reduce downtime.

Robots and artificial intelligence (AI) are also being used to monitor jobsite progress with real-time, actionable data to improve jobsite productivity. Autonomous drones and rovers are equipped with high-definition cameras and LiDAR to photograph and scan the construction site each day with pinpoint accuracy. AI then uses those scans to compare against your BIM models, 3D drawings, construction schedule, and estimates to inspect the quality of the work

performed and to determine how much progress has been made each day.

Deep-learning algorithms are then used to identify and report errors in work performed. This can be anything from the excavation and site work to the mechanical, electrical and plumbing systems. The AI can recognize a building component based on its shape, size and location even if only a portion of the component is visible.

By classifying and measuring quantities installed, these systems can tell you how much work was done each day, which it can then compare against your construction schedule and alerts you if your project is falling behind. The AI also detects deviations between installed components and onsite work with models so you can quickly identify errors and avoid costly rework.

## Safety & Training

As technology adoption continues to ramp up in the construction industry, one area getting a lot of attention is improving safety. Of the 4,963 worker deaths in 2016, 991 were in construction. Worker safety should be the number one priority of every construction company and technology solutions are making it easier to properly train and monitor workers to prevent accidents and reduce the rate of serious injuries and worker deaths.

## Augmented & Virtual Reality

Safety training and equipment operator training are two areas where virtual reality (VR) could have a strong impact on the construction industry. With VR, workers could get exposure to environments such as confined spaces or working at height in a safe, controlled environment.

VR simulators have been used for years to train soldiers, pilots, and surgeons and could be used in the same way to train workers on everything from operating cranes and excavators to doing welding and masonry work.

Augmented reality (AR) is another technology that can greatly improve safety on the construction site. Whether it's allowing for a more detailed safety plan to be developed or providing training on heavy equipment using actual equipment on real sites with augmented hazards, there are a number of ways that AR can be deployed on the jobsite.

Workers could walk to a specific area of a jobsite and have a safety checklist, specific to the task at hand, pop up on a display integrated into a smart hard hat or safety goggles to make sure they have the proper personal protective equipment on and are performing their tasks safely. Safety managers and trainers could monitor exactly what the workers are seeing and walk them through tasks as they work.

## Wearables

Wearables are being used to monitor workers and their environment to make jobsite safer. Wearable tech in construction is being embedded into apparel and personal protective equipment (PPE) already common on construction sites like hard hats, gloves, safety vests and work boots.

**Visit the link below to read the full article:**

<https://www.constructconnect.com/blog/construction-technology/technology-reshaping-construction-industry/>