

How to Write Your Business Plan, 2019 Style



Photo by rawpixel.com from Pexels

By *Tim Berry*,

Are you thinking about starting a business in 2019? This is a good time to go over the essentials of how to write, review, and manage your business plan. Like so much else in business, the business plan has evolved with technology and changing business standards.

I have dealt with business planning as a main focus since the 1980s. It's still my main focus, but what works, and best practices, are always changing. This post is about the latest in business planning, not the standard or traditional.

SMART Goals

SMART stands for **specific, measurable, attainable, relevant, and timely**. Most healthy businesses work towards collections of goals. A good business plan revolves around SMART goals.

- Some of these are obvious: sales, costs, expenses, keeping cash in the bank.
- Some are specific to your business, such as, repeat customers, renewals, churn, cost of customer acquisition, leads, close ratio, events, trips, whatever.
- Some are what I like to call milestones, things that have to happen, such as opening the new location, refreshing the website, reaching some number of customers, launching a new version, an ad campaign, filling a team vacancy, and so forth.

I want to emphasize specific and measurable in this context. We business owners often imagine

goals like “great customer service” or “being the best of breed.” Those generalities are not specific, not measurable, and not very useful. Actual management takes tracking, comparing results to expectations, and dealing with actions and causes. All of which should be part of a business plan and the process of frequent review and revision.

Also, attainable. I dealt with business plans as an expensive consultant first, for a couple of decades; and then as business owner for another couple of decades. I have seen first-hand that unrealistic goals don't actually work for getting things done. They reduce incentive. In my experience, people identify with goals they can reach.

Planning, Not Just a Plan

As you do your business plan, think not of the old-fashioned formal plan but rather the planning, a process of setting goals and tracking progress. It's not just a single plan, but rather an ongoing process that starts with a first lean business plan and keeps that lean plan refreshed and up to date using regular tracking, plan review, and revision.

This frame of mind makes the business plan easier to do because it's always more like a latest draft than a finished product. Don't postpone life or business for planning. Always be planning. Start with a simple plan that just covers your main goals or what you focus on first. Don't sweat making it perfect. Just get it started. There is no such thing as a perfect business plan, and the closest anybody comes is a plan that helps you manage by laying out goals, tracking results, and highlighting the progress and problems along the way.

Whatever your initial plan, make sure you revisit every month. Review progress, analyze results, and make course corrections.

Do Only What You'll Use

The web, blogs, business books, and business courses are full of recommended business plan outlines and recommended contents. The SBA site hosting this post has several. Common recommendations include summary, company description, product or service, management team, exit strategy, marketing, financing and so forth.

What I recommend is that you develop your own plan contents based on what you are actually going to use, track, and follow through with to optimize your business. For example:

- The SMART goals that drive the business. You might group them into goals related to different elements of the business and the traditional plan such as marketing, sales, product development, administration. Call them milestones if you want to, or deadlines, projects, steps ... get them written into your plan so you can track and manage.
- Essential numbers. You can't manage cash flow without managing expectations, budgets, and actual performance on sales, costs, expenses, assets, liabilities, and cash flow. This site and the web and bookstores and online software offerings are full of help for business owners who want to understand, forecast, and manage their business num-



California Sub-Bid Request Ads

AECOM

300 South Grand Avenue . Los Angeles, CA 90071
(213) 593-8100 tel (213) 593-8178 fax

REQUEST FOR DBE SUBCONSULTANT INTEREST

AECOM is bidding on the following project as a Prime Contractor:

**Chino Basin Program Preliminary Design Report PL19005
RFP-JV-18-009**

**For Inland Empire Utilities Agency
Bid Due Date: January 17, 2019**

AECOM seeks Disadvantaged Business Enterprises (DBEs) as defined by 40 CFR Part 33. Certified DBEs must have the ability to provide proof of certification through the following entities:

- The United States Environmental Protection Agency (USEPA)
- The Small Business Administration (SBA)
- The Department of Transportation's State implemented DBE Certification Program (Caltrans)
- Tribal, State and Local Government

All certified subcontractor efforts are anticipated to support the Inland Empire Utilities Agency in the development of the Chino Basin Program Preliminary Design Report PL 19005. AECOM is seeking interested parties to potentially join our team in the following professional service work areas: (1) Geotechnical Engineering, (2) Drilling and Field Exploration, (3) Surveying and Aerial Mapping, (4) Hydrogeology and Groundwater Modeling, (5) Economic Impact/Benefit Business Case Evaluations, (6) Advanced Water Treatment Processes and Facilities, (7) Linear Infrastructure Design and Engineering, (8) Corrosion Engineering, (9) Cost Estimating, and (10) Alternative/Renewable Energy Production.

As part of our ongoing efforts of outreach and partnership, AECOM is seeking firms with relevant experience on similar types of contracts. Firms must meet the requirements of the Inland Empire Utilities Agency, as stipulated in the RFP. If you are interested in joining our team, please email your qualifications (limit two pages, including a firm description and a summary of representative relevant projects and key staff) and WBE/MBE Certificate(s) for review to Lesley Grant at Lesley.Grant@aecom.com by 10:00 a.m. Monday, January 17, 2019.

Firms selected to participate on the team will be contacted directly and required to provide a more detailed proposal and relevant information.

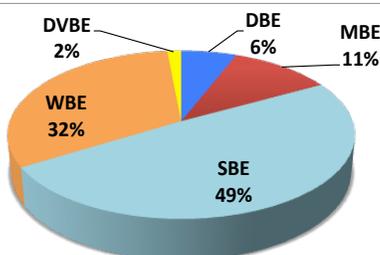
Arcadis U.S., Inc.

445 South Figueroa Street, Suite 3650 | Los Angeles, California 90071
Contact: Crystal Graffio crystal.graffio@arcadis.com | 714.508.3121

REQUEST FOR DBE, MBE, WBE and OBE who meet the criteria outlined in the California State Revolving Fund Programs (Clean Water and Drinking Water SRF) DBE Program for Inland Empire Utilities Agency: Chino Basin Program Preliminary Design Report, PL19005, due Thursday, January 17, 2019 by 4:00 PM. **PLEASE RESPOND ASAP and no later than Monday, January 7, 2019.**

We are seeking qualifications for Pipeline Design, Landscape Design, Aerial Topographic Mapping and Surveying, Utility Investigation/Potholing, Permitting, Traffic Engineering, Geotechnical Services, and Property Appraisals. Please email a Letter of Interest, brief qualifications, and no more than two resumes demonstrating that you meet all of the required qualifications specified in the RFP for the service(s) referenced above, and a copy of your DBE/MBE/WBE certification, if applicable.

RFP available upon request or download at the IEUA website & logging into IEUA's PlanetBids portal at the following URL: <https://www.planetbids.com/portal/portal.cfm?CompanyID=27411>



AUDIENCE PROFILE

Small Business Exchange, Inc.

Whether You're a Small Business Looking for Opportunities, or a Prime or Agency Seeking Small Businesses
The Small Business Exchange has the resources you need to succeed.



DIVERSITY OUTREACH

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- ITB to Targeted (NAIC/SIC/UNSPSC) Certified Business
- Telephone Follow-up (Live)
- Agency/Organization Letters
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Visit this link for the OUTREACH ORDER FORM:
www.sbeinc.com/services/diversity_outreach.cfm

SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

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Telephone follow-up calls that follow a script of 5 questions you create.

Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

Contact Info:

795 Folsom Street, 1st Flr, Room 1124
San Francisco, CA 94107
Email: sbe@sbeinc.com
Website: www.sbeinc.com
Phone: (415) 778-6250, (800) 800-8534
Fax: (415) 778-6255

Publisher of

Small Business Exchange
weekly newspaper



California Sub-Bid Request Ads

ATKINSON CONSTRUCTION

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.esteeming@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.



Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534

Attn: Victor Molina • norcal.bids@kiewit.com

Fax: 707-439-7301

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

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

Subcontractors and Suppliers for the following project:

Sacramento Streetcar Project

Bid Document No: S030.08.01

Control No: 2018094

Owner: Sacramento Regional Transit District

Bid Date: January 11th, 2019 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
January 4, 2019 and Quotes**

NO LATER THAN January 10, 2019 at 5 PM.

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

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

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

Performance Bond and Payment Bonds will be required for subcontractors

Davis-Bacon Act Applies

Buy America Requirements Apply

An Equal Opportunity Employer

CA Lic. 433176

DIR # 1000001147

**Visit www.sbeinc.com to download
a PDF version of the latest
SBE Newspaper and SBE Newsletter**



California Sub-Bid Request Ads

ATKINSON CONSTRUCTION

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

socal.esteeming@atkn.com | Phone: 949-382-7145 | Fax: 949-553-0252

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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.



**INVITATION TO PREQUALIFY AND BID FOR
AIRPORT OPERATIONS CENTER
REMODEL/UPGRADES AT
JOHN WAYNE AIRPORT
PROJECT NO: 281-281-4200-P409**

APPLICABLE TRADES

Demolition; Concrete/Rebar; Misc. Metals, Architectural Woodwork; Roofing (patching); Doors/Frames/Hardware; Roll-up Door; Glazing; Framing/Drywall; ACT Ceilings; Flooring; Painting; Visual Display Surfaces; Signage; Media Wall; Furniture; Work Stations; Fire Suppression (Wet & Dry); Plumbing; HVAC; Electrical; Fire Alarm; Data/Comm; Motorola Dispatch; Trailers; Chain-link Fence & Gate.

APPLICANTS

Prequalified Trade Contractors will be eligible to bid the project. If interested in prequalifying and bidding, please contact vmiguel@swinerton.com or 213.896.3439 for the prequalification forms. Do NOT contact the City of Irvine, John Wayne Airport, Architect or any of the project Consultants. All queries direct to Swinerton.

REQUIRED SUBMITTALS

1. Swinerton Prequalification, visit:
<http://www.swinerton.com/subcontractors/subcontractor-prequal>
2. Completion of Swinerton Master Service Agreement.

DUE DATE FOR

PREQUALIFICATIONS APPLICATIONS

Wednesday January 9, 2019 1:00PM PST

PROJECT INFORMATION AND DESCRIPTION:

This project is located at John Wayne Airport in Santa Ana. Scope includes the remodel of existing spaces within the Administrative/Operations area of Terminal A to create a state of the art emergency response facility that combines a Level II Emergency Operations Center (EOC), a Maintenance Service Desk (MSO), and a Communications Control Center (CCC) capable of being operated jointly and individually as dictated by any given situation. Additionally, the project will upgrade various information technologies such as radio/telephone, video security management, networking fiber optics systems as well as supporting building infrastructure such as mechanical, electrical and fixed equipment components.

DUE DATE FOR BID RFI's

Monday January 7, 2019 1:00PM PST

JOBWALK

Monday January 14, 2019, at 8:00 AM
Meeting Location: John Wayne airport Terminal A,
Arrival level outside of the badging office.

For more information and to RSVP:

Luis Aguilar at: laguilar@swinerton.com

DUE DATE FOR TRADE CONTRACTOR BIDS

Thursday, January 17, 2019 at 1:00PM PST
Submit Bids to Orlando Madrigal (Estimator) at:
omadrigal@swinerton.com

Swinerton is an Equal Employment Opportunity,
Minority, Women, Disability, and Veteran Employer

Advertise with the Small Business Exchange

Utilize SBE's TARGET DISTRIBUTION to reach the DBEs, SBEs, DVBEs, MBEs, and OBEs that match the trades and goods you need.

www.sbeinc.com



California Sub-Bid Request Ads

Project: State Hwy Rte 10/60 Separation to Rte 10/111 Separation
Project # 08-1C38U4

OWNER: CALTRANS – DBE GOAL 11%
BID DATE: JANUARY 10TH, 2019 • BID TIME: 2:00 P.M.
Please respond by 5:00 p.m., JANUARY 9TH, 2019

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

- | | | |
|---|---|-------------------------------------|
| • TRUCKING / IMPORT BORROW, BASES ASPHALT | • EROSION CONTROL | • LANDSCAPING |
| • EQUIPMENT RENTAL | • METAL BEAM GUARD RAIL (MBGR) / FENCING | • AGGREGATE SUPPLY / AGGREGATE BASE |
| • LEAD COMPLIANCE PLAN / ADL WORK | • CONCRETE SAWCUT & SEALING | • CONCRETE BARRIER |
| • SWPPP / WPC | • STREET SWEEPING | • REBAR |
| • SURVEY / QC | • DISPOSAL OF SOILS, PAVEMENTS & DEBRIS | • DRAINAGE / PIPE SUPPLY |
| • CONSTRUCTION AREA & ROADSIDE SIGNS | • CONCRETE / MINOR CONCRETE | • GRINDING / CRUSHING |
| • PAVEMENT MARKING / STRIPING | • ASPHALT / ASPHALT PAVING / ASPHALT DIKE | • JOINT |
| • TRAFFIC CONTROL | • COLD PLANING / PULVERIZING | • DEMOLITION / EXCAVATION |
| • WATER TRUCK | • CLEAR & GRUB | |
| • EARTHWORK / GRADING | • ELECTRICAL | |

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

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

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

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



9685 Via Excelencia, Ste 200 • San Diego, CA 92126
Phone: (858) 536-3100 • Bid Fax: (858) 586-0164
e-mail inquiries to: estimating@coffmanspecialties.com



MARICOPA, ARIZONA SUB-BID REQUEST AD

Project: Price Freeway (SR 101L) Baseline Rd – SR 202L (Santan)
Project # 055 H6873 01C

OWNER: ADOT – DBE Construction Goal 14.33% // ADOT – DBE Design Goal 9.51%
BID DATE: JANUARY 25TH, 2019 • BID TIME: 2:00 P.M.
Please respond by 5:00 p.m., JANUARY 16TH, 2019

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

- | | | |
|--------------------------------------|--|--------------------------------------|
| • TRUCKING | • TRAFFIC CONTROL | • COLD PLANING / PULVERIZING |
| • IMPORT BORROW | • WATER TRUCK | • CLEAR & GRUB |
| • AGGREGATE BASE | • EARTHWORK / GRADING / ROADWAY EXCAVATION | • ELECTRICAL |
| • EQUIPMENT RENTAL | • EROSION CONTROL | • LANDSCAPING |
| • LEAD COMPLIANCE PLAN / ADL WORK | • STREET SWEEPING | • ROCK SLOPE PROTECTION |
| • SWPPP / WPC | • METAL BEAM GUARD RAIL (MBGR) / FENCING | • STORMDRAIN / UNDERGROUND UTILITIES |
| • SURVEY | • CONCRETE SAWCUT & SEALING | • AGGREGATE SUPPLY |
| • QUALITY CONTROL | • DISPOSAL OF SOILS, PAVEMENTS & DEBRIS | • DEMOLITION / BRIDGE REMOVAL |
| • CONSTRUCTION AREA & ROADSIDE SIGNS | • CONCRETE / MINOR CONCRETE | • CONCRETE BARRIER |
| • PAVEMENT MARKING / STRIPING | • ASPHALT / ASPHALT PAVING / ASPHALT DIKE | • TEMPORARY CONCRETE BARRIER |

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

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

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



California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: **VICTOR LE**

Website: www.desilvagates.com
An Equal Opportunity/Affirmative Action 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: JANUARY 8, 2019 @ 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 MATERIAL, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PCC GRINDING, PCC PAVING, RUMBLE STRIP, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 2 AGGREGATE SUBBASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED 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> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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

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

**CALTRANS ROUTE 99 –
CONSTRUCTION ON STATE HIGHWAY
IN MADERA COUNTY IN AND NEAR MADERA
FROM AVENUE 12 OVERCROSSING
TO 0.9 MILE NORTH OF AVENUE 17 OVERCROSSING
Contract No. 06-470904,**

**Federal Aid Project No. ACSB1NH-P099(635)E
Disadvantaged Business Enterprise Goal
Assigned is 11%**

OWNER

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

BID DATE: JANUARY 15, 2019 @ 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: **BIOLOGIST CONSULTANT, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGN, ELECTRICAL, EROSION CONTROL, FENCING, LANDSCAPING/IRRIGATION, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, CRCP & JPCP (STRUCTURAL CONCRETE), ROADSIDE SIGNS, RUMBLE STRIP, SIGN STRUCTURE, SOUNDWALL (MASONRY), STRIPING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, 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> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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

Website: www.desilvagates.com
An Equal Opportunity/Affirmative Action Employer

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

**CALTRANS ROUTE 80 FOR
CONSTRUCTION ON STATE HIGHWAY IN
SACRAMENTO COUNTY AT VARIOUS
LOCATIONS FROM 0.2 MILE WEST OF
WEST EL CAMINO AVENUE OVERCROSSING
TO 0.2 MILE EAST OF ROUTE 80/244**

SEPARATION

CONTRACT NO. 03-0H4704

**Federal Aid Project No. ACSB11M-080-3(246)E
Disadvantaged Business Enterprise Goal
Assigned is 13%**

OWNER

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

BID DATE: JANUARY 9TH, 2019 @ 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, Cold Plane, Construction Area Signs, Electrical, Erosion Control, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, Misc. Iron and Steel, PCC Paving, Roadside Signs, Striping, Survey/Staking, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Vegetation Control, Street Sweeping, Class 2 Aggregate Base Material, 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> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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

EPA awards California \$187 million for drinking water and wastewater projects

The U.S. Environmental Protection Agency (EPA) has awarded more than \$187.3 million to California for drinking water and wastewater infrastructure improvements.

“These funds will be used for 183 local projects that will boost the economy while improving water systems,” said EPA Pacific Southwest Regional Administrator Mike Stoker. “EPA is committed to investing in local infrastructure that will benefit the communities we serve.”

EPA awarded \$187.3 million to California’s Clean Water and Drinking Water State Revolving Fund (SRF) programs. These federal funds are supplemented with state funding sources, which together provide low-interest loans for wastewater and drinking water infrastructure projects. As money is repaid to the revolving loan fund, California funds new infrastructure projects.

“As we deal with an unprecedented demand for clean drinking water, the two State Revolving Fund programs will play a significant role in the State Water Board’s commitment to protect public health and water quality,” said California State Water Resources Control Board Division of Financial Assistance Deputy Director Leslie Laudon. “The funds will address a variety of crucial needs, from upgrading and consolidating small, struggling water systems to recycling wastewater, recharging groundwater and replenishing drinking water supplies. Simply put, these

funds help make California water safer, more accessible and sustainable as the state faces a variety of daunting challenges in the years ahead.”

The state’s Drinking Water SRF received more than \$72.5 million for drinking water infrastructure improvements to public water systems including:

- **The Indio Water Authority** will consolidate two small local water systems serving disadvantaged communities into the Indio Water Authority to provide a reliable supply of water that meets drinking water standards.
- **The South Tahoe Public Utilities District** will install approximately 6,200 linear feet of new waterline and replace approximately 6,200 linear feet of waterline. The program will also include installation of fire hydrants, pressure regulating valves, air release valves, water services, meters, valve clusters, and paving, to provide reliable service to its customers.

The state’s Clean Water SRF received more than \$114.7 million to support a variety of water infrastructure improvement projects, including the following:

- **The East Valley Water District** and the San Bernardino Valley Municipal Water District will construct the Sterling Natural Resource Center from the ground up. The treatment

plant will use the most advanced technology—a membrane bioreactor—to produce tertiary treated, recycled wastewater that meets all applicable requirements to recharge the Bunker Hill Groundwater Basin and ensure local supplies of drinking water for the community.

- **The City of El Centro** will upgrade the wastewater treatment plant’s high-speed aeration blowers. Aeration is an integral part of the treatment process and updating to efficient blowers will reduce the plant’s energy use by 34% annually and create significant savings.

EPA has awarded more than \$5 billion to California’s Clean Water and Drinking Water SRF programs since their inception in 1988 and 1996, respectively. These funds support California’s efforts to address an estimated \$70.5 billion worth of water infrastructure needs.

For more information on EPA’s SRF programs, please visit:

www.epa.gov/drinkingwatersrf

www.epa.gov/cwsrf

For more information on water programs in EPA’s Pacific Southwest Region, please visit: www.epa.gov/region9/water

How to Write Your Business Plan, 2019 Style

Continued from page 1

bers. You don’t have to know accounting or even bookkeeping to understand what drives your cash flow and keeps your business in good financial health.

- Key strategic and tactical decisions you need to keep in mind and regularly review and, when necessary, revise. Strategy, for example, may not meet the full criteria of SMART goals; but strategy is focus, and focus is good for business. You don’t have to have pompous text in a large plan to summarize your business strategy. You can use a simple bullet-point list to remind yourself about choices you make regarding what you sell, to what market, and so forth. Similarly, tactics are choices you make to execute strategy, such as price, deliver, channel, configuration, financing, and so forth. Find the SMART goals hiding in your tactics and write them out a part of your plan. Then you

can start managing with tracking progress and reviewing and revising as necessary.

In addition, it’s important to avoid doing the traditional parts of a business plan that you won’t use. If you aren’t doing a plan to describe your business to outsiders such as bankers or investors, then don’t bother to describe in text what you already know. Leave out descriptions like management team or exit strategy and just keep the specific trackable attainable goals that drive those concepts.

A Practical Summary

In brief, here’s how to put this in practice, for your business, during the National Do A Business Plan month of December:

- Write a lean business plan, simple bullet-point lists and tables, to gather together the SMART goals you need to track, essential numbers, and key concepts. Do only what you’ll use. Do nothing for outsiders unless you need to show a plan to outsiders.

- Use whatever outline and contents list you like. When in doubt, I recommend what I call a lean business plan that includes strategy and tactics as bullet-point lists, plus a list of milestones and metrics, and essential business numbers including sales, spending, and cash flow.

- Make those lists and tables full of specifics you can track. And then track those numbers regularly.
- Schedule ahead to make sure you take an hour or two at least once a month to review progress, identify successes and failures, analyze results, and make changes.

SOURCE:

<https://www.sba.gov/blogs/how-write-your-business-plan-2019-style>



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: Greg Souder

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Widen ramps and install ramp metering systems
Hwy 84/880 Fremont
Caltrans #04-151484**
BID DATE: January 15, 2019 @ 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, Temp. High Visibility Fence, Treated Wood Waste, Clearing & Grubbing, Irrigation, Hydroseed, Asphalt Treated Permeable Base, Prime Coat, AC Dike, Channelizers, Temporary and Permanent Erosion Control Measures, Irrigation Cross-Overs, Remove Concrete Barrier, Tack Coat, Cold Plane AC, Structural Concrete, Sound Wall Gap Closure, Underground, Detectable Warning Surface, Minor Concrete, Pre/Post Construction Surveys, Misc. Iron & Steel, Delineators, Pavement Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Concrete Barrier, Alternative Crash Cushion, Striping & Marking, Electrical, and Construction Materials

An Equal Opportunity Employer

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



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

REQUEST FOR DVBE/SBE
SUBCONTRACTORS AND SUPPLIERS FOR:

**Widen & Signalize Intersection,
Realign Ramp, ADA Facilities
Hwy 50 Sacramento
Caltrans #03-0H5804**

BID DATE: January 16, 2019 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Plastic Traffic Drums, Portable Changeable Message Signs, WPCP, Sweeping, Treated Wood Waste, Temporary High-Visibility Fence, Clearing & Grubbing, Imported Borrow, Planting & Irrigation, AC Dike, Tack Coat, Cold Plane AC, Structural Concrete, Concrete Apron, Detectable Warning Surface, Minor Concrete, Misc. Iron & Steel, Underground Storm, Locate Underground Facilities, Delineator, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Transition Railing, Striping & Marking, Closed Circuit Television System, Electrical 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 DVBE/SBE 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.

PARSONS

PARSONS, a large, well-established engineering firm, is submitting a Statement of Qualifications for the

Port of San Francisco As-Needed Engineering and Related Professional Services.

Parsons is looking for qualified Local Business Enterprise (LBE) firms to join our team in the following areas: Architectural, Civil Engineering, Construction Management, Corrosion Engineering, Geotechnical Engineering, Photography Services, Records/Information Management Systems, Structural Engineering, and Surveying. Firms must be certified LBEs by the City and County of San Francisco Contract Monitoring Division. Projects will be performed as Port needs arise on a Contract Service Order basis, and LBEs will integrate into our team to help us provide the required services. More information on the effort including the Request for Qualifications can be found at the website:

<https://sfort.com/2018asneededengineering>

If you are interested in partnering with Parsons for this effort, please respond with firm qualifications, references, plus contact person and phone number, by **January 2, 2019** to the following email PortofSF@parsons.com and Parsons will follow up with you.



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:

**Rehabilitate Pavement (HMA & PCC) on
Various Connectors and Ramps
Hwy 80 Sacramento
Caltrans #03-0H4704**

BID DATE: January 9, 2019 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Temporary and Permanent Erosion Control Measures, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Treated Wood Waste, Clearing & Grubbing, Roadway Excavation, Subgrade Enhancement Geotextile Class B2, Imported Topsoil, Bonded Fiber Matrix, AC Dike, Tack Coat, Cold Plane AC, Individual Slab Replacement, Structural Concrete, Minor Concrete, Detectable Warning Surface, Misc. Iron & Steel, Delineator, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Transition Railing, Striping & Marking, Locating & Mapping Underground Facilities, Electrical, 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.



SKANSKA • TRAYLOR • SHEA

Skanska-Traylor-Shea JV of 5055 Wilshire Blvd, Suite 700, Los Angeles, CA requests sub-bid quotes from all interested firms, including certified DBE's for Steel Framing at Plenum and Entrance, Metal Ceiling, Architecturally Exposed Structural Steel, Misc. Metals and Metal Decking on the **Westside Subway Extension Section 1 project**. Owner: LACMTA (Metro). Contract No. C1045.

Plans & Specs can be viewed at our office Monday - Friday 8am to 4pm (call for appointment) or downloaded free using the links listed below:

- **076WS Steel Framing at Plenum and Entrance**, Bid Date December 18, 2018 at 2:00pm.
Plans and Specs: <https://skanskausa.sharefile.com/i/16cf63e7b5274125b>
- **078WS Metal Ceiling**, Bid Date January 11, 2019 at 2:00pm
Plans and Specs: <https://skanskausa.sharefile.com/i/196fcd2bb31e4ab1b>
- **074WS Architecturally Exposed Structural Steel** Bid Date January 11, 2019 at 2:00pm
Plans and Specs: <https://skanskausa.sharefile.com/i/1d670e87c42249ae8>
- **073WS Misc. Metals** Bid Date January 11, 2019 at 2:00pm
Plans and Specs: <https://skanskausa.sharefile.com/i/13dfb7de822364621a>
- **075WS Metal Decking** Bid Date January 18, 2019 at 2:00pm
Plans and Specs: <https://skanskausa.sharefile.com/i/196fcd2bb31e4ab1b>

Should you have any questions or desire to quote on this project, please contact Teresa Maxwell, DBE Manager at 213.598.2237 or teresa.maxwell@skanska.com. Assistance in bonding, insurance, lines of credit or obtaining equipment, supplies and materials is available upon request. This advertisement is in response to Metro's DBE program. Skanska-Traylor-Shea JV intends to conduct itself in good faith with DBE firms regarding participation on this project. More info about this project is available at www.skanska-traylor-shea.com. Skanska-Traylor-Shea JV is an EEO/AA/Vet/Disability Employer.



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: Donat Galicz

REQUEST FOR DBE
 SUBCONTRACTORS AND SUPPLIERS FOR:
**Construct bridge, retaining walls, traffic signal,
 and widen shoulder
 Hwy 116 Cotati**

Caltrans #04-4G3804
BID DATE: January 17, 2019 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Water Quality Sampling & Analysis, Treaded Wood Waste, Temporary High-Visibility Fence, Clearing & Grubbing, Roadway Excavation, Compaction Grouting, Structure Excavation, Structure Backfill, Planting & Irrigation, Hydroseed, AC Dike, Tack Coat, Cold Plane AC, CIDH Concrete Piling, Structural Concrete, Precast Prestressed Concrete Slab, Joint Seal, Bar Reinforcing Steel, Underground, Rock Slope Protection, Minor Concrete, Misc. Iron & Steel, Emergency Vehicle Detection System, Stain Galvanized Surfaces, Guard Railing Delineator, Pavement Marker, Object Marker, Special Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Transition Railing, Alternative In-Line Terminal System, California ST-70 Bridge Rail, Striping & Marking, Electrical and Construction Materials

An Equal Opportunity Employer

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



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

REQUEST FOR DBE
 SUBCONTRACTORS AND SUPPLIERS FOR:
**Contra Costa County Public Works Dept.
 255 Glacier Drive, Martinez, CA**

Project: Kirker Pass Road Northbound
 Truck Climbing Lane
 Project No.: 0662-6R4052

Federal Aid No.: RPSTPL-5928(123)
 Working Days: 220
 Engineer's Est.: \$14,190,000

BID DATE: January 15, 2019 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Construction Staking, Filler Fabric, Contractor Quality Control Plan, Lead Compliance Plan, Field Office, Develop Water Supply, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Temporary Fencing, Sweeping, Temporary Concrete Washout, Health & Safety Plan, Clearing & Grubbing, Roadway Excavation (Type 1 Aerially Deposited Lead), Structure Excavation, Structure Backfill, Impervious Backfill Material, Geosynthetic Reinforcement, Gravel Bag Check Dam, Imported Soil (Bioretention Swale), Bonded Fiber Matrix, Hydroseed, Compost, Turf Reinforcement Mat, AC Dike, Tack Coat, Cold Plane AC, Structure Concrete, Drainage Inlet, Drainage Manhole, Minor Concrete, Minor Concrete (Backfill), Architectural Treatment, Fractured Rib Texture, Bar Reinforcing Steel, Shotcrete, Underground, Rock Slope Protection, Minor Concrete (Gutter), Prepare & Stain Concrete, Delineator, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Transition Railing, Cable Railing, Alternative In-Line Terminal System, Crash Cushion, Quadguard II System (1 Bay), Concrete Barrier, Striping & Marking, Ground Anchors, Soil Nails, Fencing, Concrete Barriers, Retaining Walls 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 at the Contra Costa County Public Works Dept. 255 Glacier Dr., Martinez, CA (925) 313-2000, and are available online at www.cccounty.us/pwprojects.



S. J. AMOROSO CONSTRUCTION CO., INC.
 IS REQUESTING QUOTATIONS FROM ALL
 SBE SUBCONTRACTORS AND SUPPLIERS
 FOR ALL TRADES FOR THE FOLLOWING PROJECT:

Project: VA Long Beach Community Living Center
 Solicitation Number: W912PL-19-R-0001
 Location: Long Beach, CA
 Owner: USACE District, Los Angeles
 Bid Date: January 24, 2019 @ 2:00 PM
 Construction Estimate: \$100,000,000 - \$250,000,000
 Estimator: Roger Schotter

[A site visit was held at the Tibor Rubin VA Medical Center, 5901 E 7th Street, Long Beach, CA 90822 on Thursday, November 15, 2018 at 10:00 AM.]

S.J. AMOROSO CONSTRUCTION CO., INC.
 275 East Baker Street, Suite B, Costa Mesa, CA 92626
 Phone: (714) 433-2326 / Fax: (714) 433-2329
www.sjamoroso.com

S.J. Amoroso Construction Co., Inc. is bidding the above referenced project. We are actively pursuing compliance with the Small Disadvantaged Business/8(a) (SDB/8a), Women-Owned Small Business (WOSB), Historically Underutilized Zone (HUB Zone) Small Business, Veteran Owned Small Business (VOSB) and Service Disabled Veteran Owned Small Business (SDVOSB) goals and would appreciate your bid on this project.

Project Description: This project will replace a seismic deficient facility located at the Long Beach Healthcare System (LBVAMC) main campus. New Community Living Center (CLC) facility will be three-levels, plus partial basement, that total 181,000 GSF. The new facility will meet LEED Silver certification requirements. The site of the project is the VA Long Beach Health Care System located at 5901 E. 7th Street, Long Beach CA 90822. Required trades are: Earthwork, underground utilities, clearing & grubbing, minor site demolition, asphalt paving, site concrete, unit masonry, structural steel, metal decking, metal fabrications, metal stairs, finish carpentry, casework, pavement markings, fences and gates, planting and irrigation, concrete reinforcement, cast-in-place concrete, polished concrete, waterproofing, insulation, metal wall panels, metal rain screen, metal roofing, membrane roofing, sheet metal flashing, expansion joint covers, applied fireproofing, joint sealants, doors, frames, hardware, coiling doors, operable walls, louvers, glass and glazing, metal stud framing, gypsum board, tiling, acoustical ceilings, flooring, tiling, wood ceiling systems, terrazzo flooring, painting, signage, misc. specialties, specialized equipment, fire protection & fire suppression, plumbing, HVAC, medical equipment, detention equipment, food service equipment, prefabricated audiometric rooms, radiation protection, electric traction elevators, electrical, solar energy electrical power generation, communications and security.

We are willing to breakout certain portions of work into smaller increments to allow smaller companies a fair opportunity to bid this project and are prepared to assist subcontractors with bonding, credit, and insurance.

Documents: The solicitation and any documents related to this procurement will be available online via the following link:

<https://www.fbo.gov/spg/USA/COE/DACA09/W912PL-19-R-0001/listing.html>

S.J. Amoroso Construction Co., Inc. (Amoroso) may require subcontractors to provide 100% Payment & Performance Bonds, from a California admitted surety with an AM Best rating of A-VII or better, as a condition of contract. Amoroso is signatory to the Carpenter's Collective Bargaining Agreement. Amoroso strongly encourages the use of qualified M/W/D/O/S/DVBE subcontractors and vendors. Please include the use of qualified M/W/D/O/S/DVBE suppliers and lower tiers subcontractors where applicable. It is the subcontractor's responsibility to review the Owner's General and Special Conditions for this project, as they will be binding. Subcontractors will also be required to execute Amoroso's standard Subcontract Agreement and comply with Amoroso's standard insurance requirements, both without modification, should we both be awarded this project. These documents can be found on our website, www.sjamoroso.com. Amoroso's listing of a subcontractor is not to be construed as an acceptance of all of the sub's conditions or exceptions included with the price quote. Per California Labor Code 1771.1: A contractor or subcontractor shall not be qualified to bid on, be listed in a bid proposal, subject to the requirements of Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, as defined in this chapter, unless currently registered and qualified to perform public work pursuant to Section 1725.5. Provide CA License & DIR Certification Numbers with proposals.

WE ARE AN EQUAL OPPORTUNITY EMPLOYER.

Visit www.sbeinc.com
 to download the latest SBE
 Newspaper and Newsletter





California Sub-Bid Request Ads



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-conditions surveys (buildings, roadways, utilities); Rebar supply and/or installation; Ready-Mix concrete supply; Street sweeping / cleaning; Utility inspections; Water treatment systems; Concrete pumping and placing; and Dimensional lumber supply.

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

Shannon Cozino:

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

Brittany McNamee:

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



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 the Downtown/Riverfront Streetcar in Sacramento.

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

Subcontractors and Suppliers are wanted for the following project:

Sacramento Streetcar Project
Invitation No: 2018094

Owner: Sacramento Regional Transit District
Bid Date: January 11, 2019 at 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

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

- Station Electrical
- Communications
- Fiber Optic Cable and Splicing
- Station Lighting
- Buying and Setting OCS Poles
- Buy and Install TPSS Cable

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
January 4, 2019 and Quotes
NO LATER THAN January 10, 2018 at 5 PM.

Plans are available for viewing through Sacramento Regional Transit District Vendor Portal Planet-bids - <https://www.planetbids.com/portal/portal.cfm?CompanyID=39480>

Or email below and a link will be sent:

Mass. Electric Construction Co.,
4790 Regent Blvd, Irving, TX 75063
Attn: Oliver Andrews
oandrews@masselec.com

Performance Bond and Payment Bonds will be required for subcontractors.

Davis-Bacon Act Applies
Buy America Requirements Apply
An Equal Opportunity Employer



ENVIRONMENTAL CONTRACTORS, INC.

CAL LIC. NO. 723241
11555 Dublin Boulevard
Dublin, CA 94568-2909
Phone: (925) 803-4333 • FAX: (925) 803-4334
Estimator: Chris Pieri
cpieri@pacificstates.net

Pacific States Environmental Contractors, Inc. (PSEC) is preparing a bid as a Prime Contractor for the project listed below:

PROJECT:

Water Pollution Control Plant
Dirt Relocation 2019

OWNER:

City of San Leandro

BID DATE: January 23, 2019 @ 2pm

We hereby encourage responsible participation of LBE's and solicit their subcontractors or materials and/or suppliers quotation for the following types of work including but not limited to:

Trucking and Soil Treatment

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies for this project.

This will be a PREVAILING WAGE JOB.

Specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA. PSEC is willing to breakout any portion of work to encourage LBE's and solicit their subcontractor or materials and/or suppliers and trucking quotation as well as increase the expectations of meeting the San Leandro business preference and participation goal. The Project plans and contract book may be obtained free of charge from the City's website <http://www.sanleandro.org/depts/finance/purchasing/bids>. If you require any assistance, or need help obtaining plans please contact the Estimator, Chris Pieri email him at cpieri@pacificstates.net or call (925) 803-4333 and bids may be faxed to us at (925) 803-4334. 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.

We are

an Equal Opportunity/Affirmative Action Employer

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Contact us at 800-800-8534 or sbe@sbeinc.com



California Sub-Bid Request Ads



BID INVITATION FOR CONSTRUCTION OF BART CONTRACT 07EA-120 19th STREET/OAKLAND MODERNIZATION PROJECT

Your bid is due to us on or before
January 7th, 2019 @ 5:00PM (Pacific)

Project Description:

The Work generally consist of demolition of existing elements and construction of fair barriers, fare gates, station agent booths, elevator, guardrails, staff and public restrooms, terrazzo flooring, painting, glazed brick tiling, art display cases, signage, bicycle channels and racks, concrete benches, HVAC, and Electrical/Lighting. Optional work includes murals on track walls.

Coordination of work is required to provide for continuous ingress/egress and for continuous operation of the 19th Street/Oakland Station. Provide protection for existing utilities including but not limited to: mechanical and plumbing, fire protection, electrical, irrigation, communications, security, and safety systems.

Provide site preparation including but not limited to installation and removal of temporary construction fencing and barricades; and demolition and temporary reconfiguration of other existing facilities.

Please contact the following estimators for questions related to your trade:

Todd McQuinn - (301) 272-8344, todd.mcquinn@clarkconstruction.com – Chief Estimator, Div 01, and General Conditions

Chuck Martin - (301) 272-6954, chuck.martin@clarkconstruction.com – Demolition and HAZMAT Abatement, Structural Steel, Metal Decking, Misc and Ornamental Metals

William Miller – (301) 272-6725, william.miller@clarkconstruction.com – Fire Suppression, Plumbing, and HVAC

William Richardson – (301) 272-6871, william.richardson@clarkconstruction.com – Rough Carpentry, Architectural Wood Casework, HM Doors, Div 10 Specialties, Site Furnishings, Shoring and Underpinning, and Fare Collection Systems

Dan Page – (301) 272-8173, daniel.page@clarkfoundationsllc.com – Cast-in-Place Concrete, Precast Concrete, and Masonry

Paul Schneider – (301) 272-7410, paul.schneider@clarkconstruction.com – Waterproofing, Metal Wall Panels, Fireproofing, Sealants and Expansion Control, Tiling, Drywall, Terrazzo, Access Flooring, and Painting

Allison Kim – (301) 272-6841, allison.kim@clarkconstruction.com – OH Doors, Aluminum Storefronts, Windows, Glass, Louvers, Signage, and Elevators

Steven O'Donnell – (571) 375-1599 – steven.o'donnell@clarkconstruction.com – Electrical, Communications, and Security

INFORMATION ABOUT PLANS AND SPECIFICATIONS

Drawings and Specifications may be downloaded through Building Connected. Contact the trade estimators listed above for access to our Building Connected site.

Bid documents can be viewed at:

Clark Construction Group - California LP Plan Room, 180 Howard Street, Suite 1200, San Francisco, CA 94105

OR

200 Sandoval Way, Hayward, CA 94544

BID DATE: Your bid is due January 7, 2019 @ 5:00PM (Pacific)

PRIOR TO BID DAY: Contact the trade estimators listed above

ON BID DAY ONLY: Contact our bid room directly at: (571) 375-1559 or (202)-446-4516

THIS CONTRACT INCLUDES REQUIREMENTS RELATED TO DISADVANTAGED BUSINESS ENTERPRISE (DBE) PARTICIPATION INCLUDING SMALL BUSINESS ENTITY ELEMENTS (SBE ELEMENTS) AS PART OF ITS DBE PROGRAM THAT INCLUDES AN SBE GOAL OF 17% OF THE TOTAL BID PRICE.

IN ADDITION, WE ARE SPECIFICALLY REQUESTING BIDS FROM MINORITY BUSINESS ENTERPRISES (MBE'S) AND FOR WOMEN BUSINESS ENTERPRISES (WBE'S) IF A FIRM IS OWNED AND CONTROLLED BY A MINORITY WOMAN OR MINORITY WOMEN, THE FIRM MAY BE COUNTED TOWARD MEETING BOTH THE MBE AND WBE AVAILABILITY PERCENTAGES.

THERE IS NO DISADVANTAGED BUSINESS ENTERPRISE (DBE) GOAL FOR THIS PROJECT.

DBE AND SMALL BUSINESS SUBCONTRACTOR MATCHMAKING SESSION

Date: Wednesday, December 19th at 4:30 p.m. in BART Offices

Location: BART Headquarters, 300 Lakeside Drive, 16th Floor, Room 1600, Oakland, CA 94612

To RSVP for this Matchmaking Session, please e-mail Alma Basurto @ abasurto@bart.gov at the Office of Civil Rights with the name of the estimator or project engineer who will attend by TBD. CLARK CONSTRUCTION will be in attendance at the DBE and Small business subcontractor matchmaking session to answer any questions.

The goals for minority and female participation, expressed in percentage terms for the Contractor's aggregate workforce in each trade on all construction work in the covered area, are as follows:

Minority (MBE) Participation: 25.6%

Women (WBE) Participation: 6.9%

A PREBID MEETING WAS HELD FRIDAY, DECEMBER 3RD, 2018 @ 10:00AM AT 300 LAKESIDE DRIVE, 16TH FLOOR, ROOM #1600, OAKLAND, CA 94612

SUBCONTRACTORS MUST BE REGISTERED WITH THE STATE DEPARTMENT OF INDUSTRIAL RELATIONS (DIR).

AN EQUAL OPPORTUNITY EMPLOYER

We request bids from small, disadvantaged, minority, and Women-owned subcontractors and suppliers.

GOLDEN GATE CONSTRUCTORS

11555 Dublin Boulevard
Dublin, CA 94568-2909

Phone: (925) 829-9220

Estimator: JACK SHEWMAKER

Website: www.desilvagates.com

Golden Gate Constructors (GGC) is preparing a bid as a Prime Contractor for the project listed below:

CALTRANS ROUTE 1 - CONSTRUCTION ON STATE HIGHWAY IN THE CITY AND COUNTY OF SAN FRANCISCO FROM SAN MATEO COUNTY LINE TO HOLLOWAY AVENUE AND FROM LINCOLN WAY TO RUCKMAN AVENUE UNDERCROSSING,

Contract No. 04-4K1104

Federal Aid Project No. ACSB1NH-P001(654)
Disadvantaged Business Enterprise Goal Assigned is 16%

OWNER:

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

BID DATE: JANUARY 16, 2019 @ 2:00 P.M.

We hereby encourage responsible participation of certified Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

AC DIKE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, PCC GRINDING, PCC PAVING, ROADSIDE SIGNS, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

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

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

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

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



California Sub-Bid Request Ads



McCarthy Building Companies

Seeking SLBE and ELBE Subcontractors and Suppliers for:

**CITY OF SAN DIEGO - PLAZA de PANAMA – BALBOA PARK – HARD BID
PARKING STRUCTURE – SITE IMPROVEMENTS & STRUCTURES – BRIDGE - PIPELINES**

RFI Deadline: Monday December 17, 2018 before 12:00 pm

Subcontractor Pricing Due: Tuesday January 8, 2019 before 11:00 am

McCarthy Building Companies is requesting bid proposals from qualified subcontractors and suppliers for this project. **Please submit your RFI's and proposals per above deadline.**

ADDENDA A, B, C, D, E, F, and G HAVE BEEN ISSUED. PLEASE FOLLOW THE LINK BELOW.

This project includes a new parking structure, cast in place bridge and campus wide site work. Major trades include Shoring, Demolition & Earthwork, SWPPP, Site Utilities, Site Concrete, AC Paving, Pavers, Pavement Markings, Landscaping, Fountains, Structural Concrete, Reinforcing & PT, Masonry, Miscellaneous Metals, Rough Carpentry, Waterproofing, Sheetmetal, Doors, Frames & Hardware, Overhead Doors, Metal Studs & Plaster, Glazing, Painting, Parking Equipment, Elevators, Fire Protection, Plumbing, HVAC, and Electrical.

Assistance is available to **Small Local Business Enterprise (SLBE)** and **Emerging Local Business Enterprise (ELBE)** companies in obtaining necessary equipment, supplies & materials as well as in obtaining bonding, lines of credit, or insurance.

Please include your bonding company information and bond rate along with your company's EMR for the last 3 years. This is a **Prevailing Wage** job. Please hold your bid for 120 days.

Bidding Documents: The bidding documents can be viewed and downloaded for free - now through BuildingConnected and through the McCarthy Box webpage:

<https://mbc.box.com/s/snd4696f8e2mjs5q2ljhswwifpfz2ibs>

RFI's: RFI's are to be directed to Spencer Yoder, syoder@mccarthy.com

Please do not contact the owners or their consultants directly. Failure to follow this requirement may disqualify your proposal.

We are looking forward to receiving your proposal and encourage you to contact us with any questions or comments.

Request for Quotes from Certified DBE Subcontractors and Suppliers

Project: Route 57 Brea, CA, Contract No. 12-0C1104

Owner: Department of Transportation (CALTRANS)

BID SUBMITTAL DATE: January 23, 2019 at 2:00 PM

Request for quotes from Certified DBE Subcontractors and Suppliers for the following, but not limited to scopes of work: AC Dike, Aggregate Supply, Asphalt Paving, Bridge Removal, CIDH Pile, Clean and Paint Soldier Pile, Clear & Grub, Cold Plane AC, Concrete Barrier, Concrete Supply, Construction Area Signs, Drill and Bond Dowel, Electrical, Erosion Control, Fencing and Railing, Formliner, Grind Existing Pavement, Ground Anchor, Guardrail, Joint Seal, Landscape and Irrigation, Masonry Soundwall, Minor Concrete, Miscellaneous Iron & Steel, MSE Wall Precast Material, Overhead Signs, PCC Supplies, Pipe Supply, Prestressing, Quality Control, Reinforcing Steel, Roadside Signs, Rock Slope Protection, Shotcrete, Soldier Pile, Striping.

PLEASE SUBMIT QUOTES BY FAX TO (909) 597-8635 OR EMAIL TO SoCalBids@FlatironCorp.com

Plans and specifications are available, at no cost from Caltrans website: <http://www.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=12-0C1104>. Additionally, plans and specifications are available at Flatiron's San Marcos, CA and Chino Hills, CA offices. Please call to make an appointment to view plans and specifications.

This project has a 16% DBE Goal. In addition to request for participation from Certified DBE subcontractor's suppliers, Flatiron requests non-DBE subcontractors to provide lower-tier DBE subcontractor and/or supplier participation. Non-DBE Subcontractors, please indicate lower-tier DBE participation offered on your quote as it will be evaluated with your price.

Flatiron analyzes and considers each DBE quote, including those that are broken down into economically feasible units to facilitate bidding. Assistance in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request. Additionally, please contact us if you require technical assistance.

Quotations must be valid for same duration as specified by Owner for contract award.

Subcontractors are required to possess and maintain a current contractor's license and must also be registered with the Department of Industrial Relations (DIR) as required by Public Contract Code Section 1725.5. Subcontractors will be required to execute Flatiron's Standard Subcontract Terms and Conditions and insurance requirements. A copy of our Standard Subcontract Terms and Conditions is available in electronic format upon request.

Bond Requirements: Notwithstanding any contrary language in a bid to Flatiron or any prior course of dealing between Flatiron and a bidder, and unless waived in writing by Flatiron, Flatiron reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Flatiron in the amount of 100 percent of the bid to Flatiron. Flatiron will reimburse the bond premium at actual cost not to exceed 3%. The surety on the bonds must be a California admitted surety.

Flatiron West, Inc.

1770 La Costa Meadows Drive, San Marcos, CA 92078

Phone (909) 597-8413 Ext. 2009 / FAX (909) 597-8635

Email: SoCalBids@flatironcorp.com

Point of Contact: Harmony Lopez, Estimating Assistant

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Kiewit

Kiewit Infrastructure West Co.
4650 Business Center Drive Fairfield, CA 94534

Attn: Victor Molina • norcal.bids@kiewit.com

Fax: 707-439-7301

Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Construction on State Highway in Napa County about 15 Miles East of Rutherford from 1.1 Miles East of Knoxville Road to 0.3 Mile West of Capell Valley Crest Project.

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

Subcontractors and Suppliers for the following project:

Capell Creek Bridge Project

Contract No. 04-4G8404|

Federal-Aid Project: ACSB1ST-P128 (062)E

Owner: Caltrans

Bid Date: January 23, 2019 at 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

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

Aggregates, Active Treatment System, Bridge Removal, CIDH Piling, Clear and Grub, Cold Plane AC Pavement, Concrete Pumping, Concrete Reinforcement, Concrete Supply, Concrete Structural & Precast, Concrete Washout, Concrete Stain, Demolition, Earthwork, Erosion Control, Fencing, Guardrail System, K-rail, HMA Dike, HMA Paving, Hydro-seeding, Joint Seal, Landscaping, Minor Concrete, Misc. Metals, Pavement Markings & Striping, Paving Fabric, Pipe & Valve Supply, Polyester Concrete Overlay, Precast Concrete, Prepare Bridge Deck Surface, Rock Slope Protection, Signage, Traffic Control, SWPPP, Survey, Hazardous Material Abatement, Trucking & Hauling, Sweeping, 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

January 18, 2019 and Quotes

NO LATER THAN January 22, 2019 at 5 PM.

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

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

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

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

Davis-Bacon Act Applies

Buy America Requirements Apply

An Equal Opportunity Employer

CA Lic. 433176

DIR # 1000001147