

# Construction Bidding Tips: Finding & Selecting the Right Projects

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

By Kendall Jones,

Winning more construction bids isn't a direct result of simply bidding more projects. Bidding on every project that comes your ways isn't a smart or sustainable bidding strategy.

Successful contractors know where they operate best and identify the right type of projects for their business to win more bid, improve profitability, and grow their business. Winning more bids, or more precisely winning more profitable bids, requires an investment in time and resources.

Before investing the time and resource, you need to evaluate your current bidding process and make an honest assessment of what you're doing right and what needs to be changed in order to be more competitive.

## Work Acquisition – Winning a Project

The process of construction contracting begins with work acquisition. In order to build a job, a contractor must first win the job. Winning more bids begins long before bid or proposal submission.

To win more bids, you must understand that construction contracting requires dedicated study, field experience, and business knowledge. Winning on a consistent basis requires knowledge—knowledge of the client and their expectations, knowledge of the details and scope of work of the project, and knowledge of local building codes and other regulations and requirements.

The goal is to win over the prospective client by showing them the value you bring that meets or exceeds their needs and expectations. This could include quality, timeliness, cost, or a combination of all three.

For most public construction projects, this means being the lowest responsible bidder. For private construction projects, the owner may put a higher value on your quality of work or performance on past projects. By understanding exactly what the client wants means you can craft a more competitive bid or proposal.

## Selecting the Right Work – Market Analysis

In order to select the right work, you need to review past projects and determine what type of work was most profitable. This may differ from the work



you and your firm like to perform. This review should be objective and data-driven, so check your intuition and gut feelings at the door before you begin.

In order to analyze their market, conduct a review of past projects and performance, including everything you've bid on over the past year to determine the type of projects that you have the bid-win ratio on and which ones were most profitable. Items to include in your analysis include:

- Project Name
- Year Completed
- Type of Work
- Name Client
- Project Location
- Contracting Method
- Bid Amount
- Original Contract Amount
- Final Contract Amount
- Final Cost Amount
- Estimated Profit Margin
- Actual Profit Margin

By getting a clear picture of your bid-win ratio and most profitable projects based on type of work, location, client, etc., you'll better understand how to easily identify which projects to pursue and improve your bottom line.

Another method to help you select the right projects is conducting a market analysis. Based on your company's own data on projects over time, you can determine what makes the perfect market for your construction firm.

A perfect market is determined by clients, project types, and location but there's no set standard for what makes a perfect market and it can differ greatly from contractor to contractor. What is standard among contractors is that the definition of "perfect" typically contains the fact that the client, type of work, and location are highly profitable.

Each of the factors of the market must be clearly defined by the members of your team conducting the analysis. For client type, it can simply be a listing of clients you've worked with over the past year or two and whether they are a public or private entity.

For location, you can go as broad or as granular as you like, and it may depend on the size service area of your company. If you're licensed to perform work in multiple states, you may just focus on the state, county, or MSA. If your company tends to be more local, you may use city or zip code to define locations.

For type of work, again you can be as broad or specific based on what you think works best for your company. You define work type by the type of structure—apartment, hotels, retail, office buildings, schools, etc. You can dig a little deeper and sort those by type of construction,



# California Sub-Bid Request Ads



Is requesting quotes from certified and qualified **CBE** and **Minority/Women/Disadvantaged/Disabled Veteran (M/W/D/DVBE)** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

#### **SUBS/SERVICE PROVIDERS**

Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing; Environmental Consulting Services; Highway, Street, and Bridge Construction; Human Resources Consulting Services; Landscaping Services; Masonry; Construction Material Merchant Wholesalers; V-Ditch/Shotcrete Construction; Aggregates; Concrete Ready Mix; Asphalt Paving; Erosion Control; Hydroseeding; QSD/SWPPP

#### **SUPPLIERS**

Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing; Environmental Consulting Services; Highway, Street, and Bridge Construction; Human Resources Consulting Services; Landscaping Services; Masonry; Construction Material Merchant Wholesalers; V-Ditch/Shotcrete Construction; Aggregates; Concrete Ready Mix; Asphalt Paving; Erosion Control; Hydroseeding; QSD/SWPPP

## **Peter Pitchess Detention Center Class III Landfill Closure Project Castaic, CA**

**Los Angeles County Public Works Specification No. 5703**

**Capital Project No. 86575**

**CBE GOAL 25%**

**BID DATE: March 8, 2021 at 12:00 p.m.**

**All Quotes Due Prior**

### **Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Nicholas Osborne

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

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

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all 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**



**Project Name: 4200 Geary Design Build Photovoltaic**

**Location: San Francisco, California**

**Bid Date: Friday, February 26, 2021 @2:00pm**

**Pre-Bid: Wednesday, February 10, 2021 @10:00AM**

**Labor Requirements: Prevailing Wage**

**Project Schedule: Est. Start February 2022**

Nibbi Brothers has been selected as the General Contractor for the 4200 Geary Blvd project in San Francisco. We are in receipt of the 100% DD Set and are currently requesting bid proposals from qualified subcontractors including those certified as SBE's for Design Build Photovoltaic System. The Contract Monitoring Division (CMD) has set the SBE participation goal for this project at 20%. For more information about the San Francisco SBE program as it relates to this solicitation please contact Mr. Selormey Dzikunu at the City and County of San Francisco Contract Monitoring Division via email, [selormey.dzikunu@sfdpw.org](mailto:selormey.dzikunu@sfdpw.org).

Project Description: Demolition of existing structure, construction of new Building to include ground floor commercial (retail), 98 Senior residential units, two 7th floor terraces. All Dwelling units are adaptable or mobility.

For any questions on accessing this bidding software, please contact Jacqueline Leiva, Precon & Estimating Coordinator via email, [jacquelinel@nibbi.com](mailto:jacquelinel@nibbi.com). For specific questions regarding this project, please contact Mackenzie Courtney, Preconstruction Manager via email, [mackenziec@nibbi.com](mailto:mackenziec@nibbi.com).

#### **Con-Quest Contractors, Inc.**

290 Toland Street • San Francisco, CA 94124

Email: [bidday@cqcontractors.com](mailto:bidday@cqcontractors.com)

Fax: 415-206-0528

#### **REQUEST FOR QUALIFIED DBE/MBE/WBE SUBCONTRACTORS & SUPPLIERS FOR**

#### **San Francisco**

#### **Municipal Transportation Agency**

#### **L Taraval Improvement Project**

#### **Sunset Boulevard to West Portal**

**Bid Date: March 4, 2021 at 3:00 p.m.**

Quotes needed: SWPPP, Utility Trenching, Sewer & Water Pipe Materials/Appurtenances, Material Testing/Inspection, Track Signal/Systems, Train Overhead Catenary Systems, Electrical, Precast Fabricator/Installer, Landscaping, Tree Removal, Environment Monitoring, Ready Mix Concrete, Concrete Pumping, Trucking, Aggregate Materials, Asphalt Milling/Paving, Track Materials, Demolition, Survey, Rebar, Structural/Misc. Metals, Fencing, Railings, Crane/Hoisting Service, Sheet-piling & Shoring, Painting, Roadway Traffic Striping/Signage, Traffic Control Services

#### **An Equal Opportunity Employer**

In order to properly evaluate / coordinate vendor proposals with our final bid. Vendor scope letters and quotes should be submitted and received in a timely fashion by no later than **5:00pm on March 1, 2021.**

**Please include your Enterprise NAICS CODE and SBE or DBE Certification Number.**

## **SBE OUTREACH SERVICES**

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

#### **Advertisements**

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at [www.sbeinc.com](http://www.sbeinc.com)

#### **Faxed and Eblast Solicitations**

Targeted mailings sent to businesses per your criteria.

#### **Telemarketing**

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](mailto:sbe@sbeinc.com)

Website: [www.sbeinc.com](http://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



1395 Evans Avenue, San Francisco, CA. 94124

Phone: (415)227-1040 Fax: (415)227-1046

Contact: Kathy Streblow – [kstreblow@mitchell-engineering.com](mailto:kstreblow@mitchell-engineering.com) or

Scott Tilley – [stilley@mitchell-engineering.com](mailto:stilley@mitchell-engineering.com)

An Equal Opportunity Employer & Comply with the San Francisco Fair Change Ordinance  
All Qualified AND/OR Certified Federal SBE & DBE Subcontractors, Truckers and Material/Equipment  
Suppliers are requested to forward bids/quotes for the following Project:

**L Taraval Improvement Project – Sunset Boulevard to West Portal, Contract No. 1308R**

**Location: San Francisco, California**

**Bid Date: March 4, 2021 @ 3:00PM**

**The project is also subject to have all subcontractors listed in the bid with a DIR Number.**

Mitchell Engineering is seeking qualified subcontractors and suppliers for the following: Trucking/Hauling including Hazardous Waste Disposal, AWSS, Pavement, Concrete, OCS, Television Inspection, Rail Procurement, Electrical, Steel Poles, Street Lighting, Valves & Fittings, Landscape, Pipe materials, VTAG train signaling system.

Plans and specs are available at no cost to interested firms. Please contact our office @ (415)227-1040 or email: [stilley@mitchell-engineering.com](mailto:stilley@mitchell-engineering.com)



**COFFMAN SPECIALTIES, INC.**

GENERAL AND ENGINEERING CONTRACTORS

9685 Via Excelencia, Ste 200 • San Diego, CA 92126

Phone: (858) 536-3100 • Bid Fax: (858) 586-0164

[www.coffmanspecialties.com](http://www.coffmanspecialties.com)

**PROJECT: 08-1C0824 Construction on State Highway in Riverside County- Route 10/177 Separation to 1.1 Miles West of Wiley's Well Road Overcrossing**

**OWNER: CALTRANS – DBE GOAL 11.00%**

**BID DATE: February 23, 2021 BID TIME: 2:00 PM**

**\*\*RESPOND BY 5:00 p.m., February 22, 2021\*\***

**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 / HAULS – BASES, ASPHALT, AGGS | • CONCRETE / MINOR CONCRETE               |
| • TRUCKING / EXPORT OF SOILS, DISPOSAL    | • ASPHALT / ASPHALT PAVING / ASPHALT DIKE |
| • AGGREGATE SUPPLY / AGGREGATE BASE       | • COLD PLANING / PULVERIZING              |
| • EQUIPMENT RENTAL                        | • CLEAR & GRUB                            |
| • LEAD COMPLIANCE PLAN / ADL WORK         | • ELECTRICAL                              |
| • SWPPP / WPC                             | • CONCRETE BARRIER                        |
| • STREET SWEEPING                         | • REBAR                                   |
| • EROSION CONTROL                         | • DRAINAGE / PIPE SUPPLY                  |
| • SURVEY / QC                             | • GRINDING / CRUSHING                     |
| • TRAFFIC CONTROL                         | • EARTHWORK GRADING                       |
| • WATER TRUCK                             | • DEMOLITION / EXCAVATION                 |
| • CONSTRUCTION AREA & ROADSIDE SIGNS      | • LANDSCAPE / IRRIGATION                  |
| • PAVEMENT MARKING / STRIPING             | • ROCK SLOPE PROTECTION                   |
| • TEMPORARY RAILING (TYPE K)              | • POLYESTER CONCRETE OVERLAY              |
| • JOINT SEAL                              | • CIDH PILE                               |
| • METAL BEAM GUARD RAIL (MBGR) / FENCING  | • APPROACH SLABS                          |
| • CONCRETE SAWCUT & SEALING               |   |

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Firms must possess insurance per the requirements set forth in the Contract Documents, as well as 100% Payment & Performance Bonds will be required, and we will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance and advice with obtaining bonds, insurance, credit, equipment, materials and supplies.

**\*\*Subcontractors must provide a current contractor's license number and Department of Industrial Relations (DIR) current registration number with their quote.** A contractor may not bid or engage in the performance of any contract for public work unless currently registered and qualified to perform public work pursuant to Section Cal. Labor Code Section 1725.5.

Plans and specs are available at no cost to interested firms. Contact our office via email: [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com), phone number: (858) 536-3100, or 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](mailto:estimating@coffmanspecialties.com) or via fax to (858) 586-0164**

**If you have any questions or need further information, please contact Joe Eckardt or Marty Keane at (858) 536-3100**



**SYBLON REID**  
General Engineering Contractors  
Providing Solutions to Difficult Projects

P.O. BOX 100 Folsom, CA 95763

Phone: (916) 351-0457 Fax: (916) 351-1674

Contact: Brad Schieckoff

Email: [brads@srco.com](mailto:brads@srco.com) & [estimating@srco.com](mailto:estimating@srco.com)

Sub-Bids Requested From

**Minority Business Enterprise (MBE);**

**Women Business Enterprise (WBE);**

**Small Business Enterprise (SBE);**

**Small Business in Rural Area (SBRA);**

**Labor Surplus Area Firm (LSAF); or**

**Historically Underutilized Business (HUB)**

**Zone Small Business**

Subcontractors & Suppliers for:

**OWNER:**

**CARUTHERS COMMUNITY SERVICES DISTRICT**

**CARUTHERS COMMUNITY SERVICES**

**DISTRICT WATER TREATMENT**

**PLANT PROJECT**

**LOCATION: CARUTHERS, CA**

**BID DATE: MARCH 4, 2021 @ 2:00 PM**

**\*\*Addendum No. 1 was issued\*\***

**Trades Solicited:** Concrete Pumping, Electrical, Trucking, Metal Building- Car Port, Pavement, Rebar, Bolt Steel Tank, Painting & Coating, HVAC, Misc Metals, Surveying.

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of sub-contract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.







# 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  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
Estimator: **VICTOR LE**  
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 17 – STATE HIGHWAY IN  
SANTA CLARA COUNTY IN AND NEAR LOS  
GOTOS, CAMPBELL AND SAN JOSE FROM  
HEBARD ROAD TO ROUTE 17/280 SEPARATION**

**Contract No. 04-1J9704,  
Federal Aid Project No. ACNH-P017(117)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: MARCH 30th, 2021 @ 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, BRIDGE REMOVAL, CEARING AND  
GRUBBING/DEMOLITION, COLD PLANE,  
CONCRETE BARRIER, CONSTRUCTION  
AREA SIGNS, CHANNELIZER, DELINEA-  
TORS & MARKERS, ELECTRICAL, EROSION  
CONTROL, FABRIC/GEOSYNTHETIC PAVE-  
MENT INTERLAYER, LEAD COMPLIANCE  
PLAN, METAL BEAM GUARDRAIL, MINOR  
CONCRETE, MINOR CONCRETE STRUC-  
TURE, PCC GRINDING, INDIVIDUAL SLAB  
REPLACEMENT, PIPE LINER, ROADSIDE  
SIGNS, RUMBLE STRIP, SOIL DENSIFICA-  
TION, STRIPING, SURVEY/STAKING, SWPPP  
PREP/WATER POLLUTION CONTROL PLAN  
PREPARE, TEMPORARY EROSION CONTROL,  
TRAFFIC CONTROL SYSTEMS UNDER-  
GROUND, VEGETATION CONTROL, TRUCK-  
ING, WATER TRUCKS, STREET SWEEPING,  
CLASS 2 AGGREGATE BASE MATERIAL, HOT  
MIX ASPHALT (TYPE A) MATERIAL, RUBBER-  
IZED HMA (OPEN GRADE) MATERIAL AND  
RUBBERIZED (GAP GRADE) MATERIAL.**

Plans and specifications may be reviewed at our of-  
fice located at 11555 Dublin Boulevard, Dublin, CA or  
at your local Builders Exchange, or reviewed and down-  
loaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted  
the username is [ftp@desilvagates.com](mailto:ftp@desilvagates.com) and password  
is [f7pa55wd](mailto:f7pa55wd)) 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 Esti-  
mator 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/Public-Works.html](http://www.dir.ca.gov/Public-Works/Public-Works.html)

If you need DBE support services and assistance in ob-  
taining 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>)  
or contact the California Southwest Transportation  
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 con-  
dition. This will be a PREVAILING WAGE JOB. DGC is an  
Equal Opportunity/Affirmative Action Employer.

## GOLDEN GATE CONSTRUCTORS

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

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

**AIRFIELD IMPROVEMENT PROGRAM  
2020/2021**

**RUNWAY 28R REHABILITATION  
Contract No. 11656.71 (11586)**

**STAGE 2 TP-28RR-08 PAVEMENT GROOVING  
SAN FRANCISCO INTERNATIONAL AIRPORT –  
SAN FRANCISCO, CA**

**Owner:  
CITY AND COUNTY OF SAN FRANCISCO  
San Francisco International Airport  
674 West Field Road, San Francisco, CA 94128**

**BID DATE: February 24th, 2021 @ 3:00 P.M**

**Trade Package Questions due in writing to Jack  
Shewmaker [jshewmaker@desilvagates.com](mailto:jshewmaker@desilvagates.com) by  
Friday, February 19th, 2021 at 5:00pm**

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

**Pavement Grooving - The scope of work is to  
Perform Pavement Grooving work on finish run-  
way surface pavements and shall include the  
cost of all necessary labor, material, equipment,  
supplies, supervision, mobilization, bonds, and  
insurance required to complete the work in ac-  
cordance with the trade package documents.**

Plans and specifications may be reviewed at our  
offices located at 11555 Dublin Boulevard, Dublin,  
CA 94568, or from the Drop Box site at: [https://app.  
box.com/s/lfq0pjmlr6evqzygfvf556w40egx2g..](https://app.box.com/s/lfq0pjmlr6evqzygfvf556w40egx2g..)

Proposals will only be received by hardcopy deliv-  
ered via courier, US Mail, or other. Bidders must  
use the Bid Form provided by GGC. The Bid Form  
must be filled out completely including Bidder  
Qualification Questions.

If you need support services and assistance in  
obtaining bonding, lines of credit, insurance, nec-  
essary 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](http://www.transportation.gov/osdbu/SBTRCs)). GGC is willing  
to breakout portions of work to increase the expecta-  
tion of meeting the DBE goal.

At our discretion, 100% Payment and 100% Perfor-  
mance bonds may be required as a subcontract  
condition. This will be a PREVAILING WAGE JOB.  
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Website: [www.desilvagates.com](http://www.desilvagates.com)  
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Affirmative Action Employer

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for the project listed below:

**AIRFIELD IMPROVEMENT PROGRAM  
2020/2021**

**RUNWAY 28R REHABILITATION  
Contract No. 11656.71 (11586)**

**STAGE 2 TP-28RR-07  
PAVEMENT MARKING  
SAN FRANCISCO INTERNATIONAL AIRPORT –  
SAN FRANCISCO, CA**

**Owner:  
CITY AND COUNTY OF SAN FRANCISCO  
San Francisco International Airport  
674 West Field Road, San Francisco, CA 94128**

**BID DATE: February 24th, 2021 @ 3:00 P.M**

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Shewmaker [jshewmaker@desilvagates.com](mailto:jshewmaker@desilvagates.com) by  
Friday, February 19th, 2021 at 5:00pm**

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

**Pavement Marking:**

**Perform Pavement Marking work on finish  
runway and taxiway surface pavements. Sub-  
contractor shall include all work reasonably  
inferable from the Bid Documents, and all other  
applicable codes and governing authorities and  
shall include the cost of all necessary labor,  
material, equipment, supplies, supervision,  
mobilization, bonds, and insurance required to  
complete the work in accordance with the trade  
package documents.**

Plans and specifications may be reviewed at our  
offices located at 11555 Dublin Boulevard, Dublin,  
CA 94568, or from the Drop Box site at: [https://app.  
box.com/s/mjtf5u74qwx3zygf93ctuyfmz7jug8sk](https://app.box.com/s/mjtf5u74qwx3zygf93ctuyfmz7jug8sk).

Proposals will only be received by hardcopy deliv-  
ered via courier, US Mail, or other. Bidders must  
use the Bid Form provided by GGC. The Bid Form  
must be filled out completely including Bidder  
Qualification Questions.

If you need support services and assistance in  
obtaining bonding, lines of credit, insurance, nec-  
essary 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](http://www.transportation.gov/osdbu/SBTRCs)). GGC is willing  
to breakout portions of work to increase the expecta-  
tion of meeting the DBE goal.

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

# Q & A with the Trainers – Why Lean Construction is Critical on Jobsites



**Ryan Popp,**  
Associate Consultant, ASKM & Associates

[ Article was originally posted on  
[www.agc-ca.org](http://www.agc-ca.org) ]

The construction industry faces unique, complex challenges that have the potential to lead to project delays, and wasted time, effort, and money. As a result, contractors are continually looking for ways to improve efficiency and profitability. Lean Construction is a method of production and an approach to construction that aims to maximize value and minimize waste that has picked up in popularity within the construction industry. We spoke with Ryan Popp, associate consultant, ASKM & Associates, and trainer for AGC of California's upcoming Lean Education Program about the benefits of Lean Construction principles.

**What common problems are attendees trying to solve by taking the course?**

People are struggling with meetings that do not meet the needs of the project, as well as unreliable promises from trades, the design team, and owners. We can help!

**What examples do you have of the Lean model producing immediate, positive change on projects?**

With every project we engage with, we have each team member establish what value would look like for them, as well as the project. We hear responses ranging from reducing last minute firefighting, helping clear up miscommunications of process or scope, making meetings take less time and be worth the time they take, and many others.

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**What do you hope to provide to participants?**

Honestly, giving people the space to step back, reflect on what works and what does not in our industry and on our projects is integral to the training. Once we have an idea of where we want to go from there, we can give people some powerful tools to help get there.

**What would you tell someone who is considering attending?**

Come with an open mind and a desire for change! Bring your questions and your curiosity. This is a great venue to dive into the future of construction management.

**What inspired you to become a trainer of the Lean Program?**

Having the opportunity to start people on their Lean journey is so fulfilling! This course helps attendees address some of the biggest challenges they face every day and introduces tools and skills they can use immediately.

*Ryan Popp has helped coach and encourage over twenty project teams towards utilizing the various levels of the Last Planner® System on projects throughout New England. As an associate consultant, Ryan co-facilitates corporate and trade level trainings and coaches' Lean journeys. Ryan's skill sets are in Lean Construction, management techniques, and meeting facilitation.*

*Ryan is the marketing director for the LCI Southern New England, Community of Practice, as well as an approved instructor for the AGC. Ryan holds Construction Management Lean Certification from the AGC. He has a background in passive construction and Permaculture as it relates to design, building, and agriculture.*

**SOURCE:**

[www.agc-ca.org/news-blog/q-a-with-the-trainers-why-lean-construction-is-critical-on-jobsites](http://www.agc-ca.org/news-blog/q-a-with-the-trainers-why-lean-construction-is-critical-on-jobsites)

## Construction Bidding Tips: Finding & Selecting the Right Projects

■ Continued from page 1

i.e., new construction, renovations, fit-outs, etc., size of project, and project value.

You then need to develop the criteria that defines what is "perfect" in each market category. For the client rating, you may decide that perfect clients are those that pay on time, have predictable bid scopes, and demand quality work. For the location rating, the perfect locations might include those with the best pool of suppliers and subcontractors, cost of travel, or material costs.

Next, assign each of these a level of importance, on a scale of 1 to 10, to profitability. The most important criteria are assigned the highest weight.

In order to ensure a complete and clear analysis, no two factors should have the same weight or rating. Be sure to dedicate adequate time and energy in determining the "perfect" market for your construction firm.

The analyses for each of the market factors need to be completed separately in order to develop a clear picture of each factor. Develop a score for each of the categories and then multiply that score by the weight of each criteria. The total will give you an overall score for each category.

The categories that score highest are considered the most ideal (perfect), while those that score the lowest are less than ideal. Using this method, you

can determine the perfect clients to work with, the perfect locations, and the perfect types of work to find, bid, and win more profitable projects.

The end goal is to position your company to win more bids by becoming more selective in terms of the clients, locations, and types of work they bid upon.

**SOURCE:**

<https://www.constructconnect.com/blog/construction-bidding-tips-finding-selecting-the-right-projects>



# California Sub-Bid Request Ads

## SKANSKA

Subcontractor/Supplier Bids/Proposals Requested

Owner: City of Moreno Valley

City Project Number 801-0021

Caltrans Contract 08-323034

Project ID 0812000059

**Proposal Due Date: March 12, 2021 – 10:00 AM**

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors as well as certified DBE subcontractors related to the scopes of work below for the

### SR-60/MORENO BEACH DRIVE INTERCHANGE IMPROVEMENTS (PHASE 2)

Plans & Specs can be accessed and download online at viewed at

<https://pbsystem.planetbids.com/portal/24660/portal-home>

Requested scopes include, but are not limited to the following and should be based on Contract and its amendments:

Landscaping and Irrigation, Electrical, Site Lighting and Traffic Signaling, Lead Compliance Plan, Traffic Control System, Develop Water Supply, Temporary High Visibility Fence, Contractor Supplied Biologist, Construction Area Signs, Traffic Control System, Type III Barricade, Temporary Pavement Marking, Channelizes, Portable Changeable Message Sign, Temporary K-Rail & Crash Cushion Module, Storm Water Pollution Prevention Plan, Erosion Control, Street Sweeping, Clearing and Grubbing, Roadway Excavation, Structure Excavation, Ditch Excavation, Imported Borrow, Fiber Rolls, Hydroseed, Class 2 Aggregate Base, Hot Mix Asphalt, AC Dike, Structural Concrete, Bar Reinforcing Steel, Corrugated Steel Pipe, Steel Flared End Section, Remove Culvert, Remove Headwall, Rock Slope Protection, Miscellaneous Iron and Steel, Fence, Minor Concrete, Delineator, Marker, Guardrail System, Cable Railing, Vegetation Control, Severe Duty Crash Cushion System, End Anchor Assembly, Thermoplastic Traffic Stripe, Roadside Signs Construction Survey, 8" and 12" Waterline, Furnish Steel Piling, Prestressing, Architectural Treatment, Reinforced Concrete Pipe, Welded Steel Pipe Casing, Traffic Signals. **Requirements:** Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. All SBE and DVBE firms must be certified by LA Metro by the proposal due date. If you are a SBE/DVBE Company, please provide your certification letter with your proposal. If you are a Non SBE or DVBE, please indicate all lower-tier participation on your quotation as it will be evaluate it with your price. In order to assist SBEs or DVBEs subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedule, which will permit maximum participation when feasible.

**Requirements:** Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedules which will permit maximum participation when feasible. Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Please note that all Contractors and Subcontractors must register with The DIR (Department of Industrial Relations) in order to bid on public works projects. Include CSLB License Number and DIR Number on All Quotes Submitted.

Skanska USA Civil West California District is an Equal Opportunity/Affirmative Action Employer  
EEO/AA/Vet/Disability Employer

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

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

Lead Estimator: Mike Raddack • Email: [bids.socal@skanska.com](mailto:bids.socal@skanska.com)



## Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534

Attn: Krista Christensen at [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)

Fax (707) 439-7301

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate for the following project in the City of Palo Alto,

**Primary Sedimentation Tanks Rehabilitation and Equipment Room Electrical Upgrade Project (Rebid)**

CIP: WQ-14003

Owner: City of Palo Alto

**Bid Date: March 25th, 2021 @ 3:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

[www.mdba.gov](http://www.mdba.gov) ; [www.epa.gov](http://www.epa.gov) ;  
[www.sba.gov](http://www.sba.gov) ; [dot.ca.gov](http://dot.ca.gov)

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Aggregates • Asphalt Paving • Bollards • Cathodic Protection • Concrete Pumping • Concrete Rehabilitation • Concrete Supply • Crack Injection • Demolition • Disposal • Diving • Drilled Shafts • Earthwork • Electrical • Electrical Supply • Electrical Testing • Environmental Consultant • Erosion Control • Fire Alarm • Fire Suppression • FRP Fabrication • Gates • Hazardous Testing & Removal • Instrumentation & Controls • Mechanical Equipment • Misc Metals • Openings • Painting & Coatings • Pavement Markings • Piping & Valves • Potholing • Quality Control • Rebar • Sawcutting & Coring • Scaffolding • Surveying • Temp Bypass Pumping • Tree Removal • Trucking • Water Truck • Waterproofing • Welding

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

**Subcontractor and Supplier Scopes are due March 18th, 2021 and Quotes NO LATER THAN March 24th, 2021 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 contact Kiewit above to register.

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for permanent material Suppliers on this project.

CA Drinking Water State Revolving Fund (CASRF) applies

American Iron and Steel requirements apply  
Davis-Bacon Wages apply

**An Equal Opportunity Employer**

CA Lic. 433176

DIR #: 1000001147

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Public Legal Notices  
Job Listings

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





# Cleveland, Ohio Sub-Bid Request Ad

## Major Projects Across Ohio Boost 2021 Construction Outlook

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

In Ohio, officials closely involved with the union trades are seeing signs of a somewhat positive outlook for 2021, anchored by a number of large projects.

The Columbus area leads the way, with multiple massive, billion-dollar projects underway or set to break ground in 2021.

In 2019, members of the Columbus/Central Ohio Building and Construction Trades Council logged about 6.75 million manhours. C/COBCTC Executive Secretary-Treasurer Dorsey Hager believes they topped that mark in 2020.

Thanks to the ongoing building boom in the area, he anticipates the potential for even more hours worked by affiliated unions in 2021.

"This year will be busier than 2020, with work at data centers, the Ohio State University Medical Center Wexner Tower, Phase II of the Franklin County Jail, the Columbus Crew Stadium and the Hilton Hotel expansion," Hager said.

The Wexner project carries a \$2 billion price tag, as it will add to the hospital and provide more medical research for OSU.

While not in the billions, Hager also pointed out the importance of the Hilton expansion in the downtown area.

"We're proud to be a part of the Hilton Hotel expansion," said Hager. "When completed, it will have over 1,000 rooms giving our city a leg up in terms of competing for conferences and conventions."

In greater Cleveland, Cleveland Building and Construction Trades Council Executive Secretary Dave Wondolowski said work for his members was steady in 2020, as construction wrapped up on a couple of larger projects including Church + State and the Euclid Grand.

While he foresees a good year, the confidence of real estate investors will be key in determining if 2021 will rise to a level it can be considered a great year.

"I still believe we have a lot of work during the first three quarters of (2021)," said Wondolowski. "I am hopeful that following the widespread distribution of a vaccine, work will stay strong and real estate investors will regain their pre-pandemic confidence."

In 2021, Cleveland Building Trades affiliated members will begin work on the new Sherwin-Williams headquarters and separate Research and Development Center, which is expected to create hundreds of construction jobs.

Elsewhere around the state, other major projects are still on track to move forward.

### SHEA- TRAYLOR JV BIDDING OPPORTUNITY

**Northeast Ohio Regional Sewer District Certified MBE, WBE and LSBE  
with the following certifying authority:**

NEORSRD Office of Contract Compliance (OCC), MBE/WBE/SBE Business Opportunity Program, and the USEPA DBE (WBE/MBE) Utilization Program

Inviting qualified contractors, specifically **MBE, WBE and SBE firms certified by NEORSRD**, to contact Shea-Traylor JV (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming **tunnel and shafts project**.

The Work under this contract is in Cleveland, Ohio. The Work consists of:

#### Shoreline Storage Tunnel, Project No. 1536

**Owner: Northeast Ohio Regional Sewer District**

**3900 Euclid Ave., Cleveland, OH 44115**

**BID DATE: March 30, 2021 at 1:00 PM**

Opportunities to participate exist in the following specific areas of soil excavation, hauling, excavation support systems, deep foundation system (slurry walls or C-B walls, soldier beams), dewatering systems, structural steel, engineering, survey, geotechnical instrumentation and monitoring services, materials testing, demolition and site preparation, tree removal, aggregates and fill, traffic control, sewer tap and sewer bypass pumping, A/C paving, environmental investigation, utility relocation, paving, fencing and gates, planting and seeding, retaining wall, cast-in-place concrete structures, cast-in-place pipe lining, reinforcing steel, ground stabilization, shotcrete, concrete finishing, miscellaneous metals, mechanical steel pipe, ventilation HVAC, precast concrete shaft covers, temporary office buildings/services, Temporary electrical substation, water-proofing, service utilities, grouting, electrical services, pest control, IT services, waste disposal, cleaning services, and security services.

Any business seeking to participate as a MBE, WBE or SBE in the Contract that is not currently certified as set forth above review **40 CFR 33.204-33.205, certified by EPA or NEORSRD/OCC at [neorsd.org](http://neorsd.org), Brandon Laster, Certification Officer at [lasterb@neorsd.org](mailto:lasterb@neorsd.org) to obtain current certification.**

Shea-Traylor JV has an FTP site where you can view all plans, specifications and addendums for your convenience. Please contact Aimee Remo at (909) 594-0990, [aimee.remo@jfshea.com](mailto:aimee.remo@jfshea.com), to receive instructions on accessing the FTP Site.

#### Shea-Traylor JV, (An EEO Employer)

(J.F. Shea Construction, Inc. – Traylor Bros., Inc.)

667 Brea Canyon Road, Suite 22

Walnut, CA 91789

Phone: 909-594-0990 fax: 909-869-0827

**Send Inquiries/Certifications to Aimee Remo: [aimee.remo@jfshea.com](mailto:aimee.remo@jfshea.com)**

In Lordstown, work remains ongoing at the new Ultium Cells LLC battery plant, a joint venture between General Motors and LG Chem. Currently, construction remains ahead of schedule on the \$2.3 billion facility, which is being built under a PLA.

Marty Looney, President of the Western Reserve Building and Construction Trades Council said the work outlook in his jurisdiction is pretty good. He expects an increase in work hours in 2021, due in part to the GM facility and a new natural gas-fired power plant that will be built in Lordstown as well.

In the southeast region of the state, Buddy Malone, Business Manager of the Parkersburg-Marietta Building and Construction Trades Council, said he believes there will be an uptick in manhours worked in 2021.

The additional hours are due to the construction of a natural gas-fired power plant and an expected heavier than normal maintenance season at a number of plants, some of which were idled last year.

While many areas around Ohio are projecting a busier year, the northwest region of the state is bracing for the potential loss of millions of manhours if the governor of Michigan forces the closure of Pipeline 5. This could close one of Toledo's two refineries and limit work at the other.

Furthermore, Northwest Ohio Building and Construction Trades Council President and UA Local 50 Business Manager Scott Lopez is concerned his members could lose hours even if the pipeline remains open.

**Visit link for the full article:**

**[www.cbctc.org/blog/major-projects-across-ohio-boost-2021-construction-outlook](http://www.cbctc.org/blog/major-projects-across-ohio-boost-2021-construction-outlook)**