

6 Reasons Why Construction Companies Fail



Source: pixabay.com

[Article was originally posted on www.constructconnect.com]

By Kendall Jones,

Running a successful construction company isn't easy. The industry is full of risks and challenges that can lead to failure. According to data from BizMiner, of the 1,021,350 building, heavy/highway, and specialty trade contractors operating in 2014, only 722,281 were still operating in 2016. That's a failure rate of nearly 30%. Let that sink in for a bit.

There are literally hundreds of reasons why construction companies fail and have to close up shop. When construction companies fail, it's typically not caused by a single issue. In most cases, there are a number of contributing factors and missteps that led to their failure. While outside factors can play a role, just look at the Great Recession, most companies fail from within.

Here's a look at some of the common root causes that lead to construction companies going out of business.

Capital & Cash Flow

Construction companies are capital intensive businesses, large amounts of capital are invested in fixed assets like tools, heavy equipment, and vehicles. Not maintaining

an adequate level of capital has led to the failure of many a construction company. Not having enough capital to get your company through lean times or to overcome unexpected surprises is a huge risk.

Overleveraging, tying up working capital and cash in ongoing projects, and overinvesting in fixed assets that are underutilized are some common reasons firms will dip into their rainy day reserves and deplete all available capital. Without that buffer, construction companies face failure when an unexpected need for capital surprises them.

Cash flow management is another major area of concern that can lead to failure for a construction company. Cash flow, the amount of cash coming in and going out, needs to be properly managed to ensure your business's success. This means making sure you are billing for projects and getting paid in a timely manner, keeping your accounts payable and receivable in check, and properly managing project budgets.

Maintaining a positive cash flow allows you to pay debts and expenses, reinvest in your business, and maintain a buffer for emergencies. When cash flow slows to a trickle or if you have more money going out than coming in it can quickly lead to failure.

Project Performance

A single bad project doesn't typically sound the death knell for a construction company, but it has been known to happen. String together a handful of bad projects that lose money and your business could be in serious trouble.

Ensuring you deliver profitable projects starts long before signing contracts and commencing construction. Picking projects that are the right fit for your business and going through a bid/no-bid decision-making process should be your first step. Doing your due diligence when estimating and job costing can help you avoid taking on work that won't be profitable.

Once you selected a project that is manageable and profitable for your business, it's time to plan out the work to successfully complete the project on time and within budget. This means having the right leadership, workforce, and equipment available to perform the work. Failure to properly manage and deliver projects can result in losses or razor-thin margins—not exactly a sustainable business model.

Failure to Plan

A strategic business plan is key to running a successful construction business. A good business plan means developing specific goals and objectives that are attainable and manageable. Your business plan should include defining leadership roles, growth strategies, succession planning, and defining a company culture.

Define your company's core competencies and stick to them. This doesn't mean you shouldn't grow or expand your business, but it should be carefully mapped out, so you don't get overextended or veer too far off the path of what makes your company successful.

Be sure to communicate your goals and objectives to your entire staff. If your workforce doesn't know where you plan to be in the next year, or the next five years, they won't be able to help you get there.

Growing Too Fast

It may seem crazy to think that trying to grow your construction business can lead to going out of business. Problems arise when a company tries to grow too fast without having the resources, manpower, and know-how to execute that growth successfully.



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, February 7, 2019 per Addendum 2

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

REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.

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

14% DBE Project Goal

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

Guy F. Atkinson

License # 1004388

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

social.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=08-0Q75U4>

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.

CAHILL CONTRACTORS LLC requests bids from Certified SBE, LBE, MBE, WBE Subcontractors and Suppliers for ALL trades EXCEPT:

Driven Piles / Elevators / Mechanical / Electrical / Plumbing / Fire Sprinklers / Solar Hot Water / Tower Crane / Personnel Hoist

**MISSION BAY BLOCK 6W -
REMAINING TRADES
691 China Basin Street,
San Francisco, CA 94158**

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

BID DATE: 1/29/19 @ 2 PM

Voluntary Pre-bid Meeting: 1/8/19 @ 3 PM,
Mission Creek Senior Community
225 Berry Street, San Francisco, CA 94158

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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

SMALL
BUSINESS
EXCHANGE

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

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

Website: www.sbeinc.com

Phone: (415) 778-6250, (800) 800-8534

Fax: (415) 778-6255

Publisher of

**Small Business Exchange
weekly newspaper**

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

REQUESTING DVBE COMPANIES FOR THE FOLLOWING PROJECT:

PROJECT:

SONORA ELEMENTARY SCHOOL – PORTABLE CLASSROOM REPLACEMENT

OWNER:

SONORA SCHOOL DISTRICT

LOCATION:

830 GREENLEY ROAD, SONORA, CA 95370

BID DATE:

JANUARY 31, 2019 @ 2:00 p.m.

Bids should be sent to: estimating@carterkelly.com and faxed to 530-621-2344

CARTER-KELLY, INC.

**P.O. BOX 1477 • PLACERVILLE, CA 95667
PHONE: 530-621-0950 • FAX: 530-621-2344
CONTACT: JIM CARTER**

Carter-Kelly, Inc. is proud to be an EEO and requests quotations from Disabled Veterans, Small Business, Minority and Woman Owned businesses.

Any questions please call Robyn Kelly 530-621-0950 or email: robynk@carterkelly.com

Request For Qualified DBE

Subcontractors, Consultants and Suppliers For:

Caltrans Contract 04-4G8404

Replace Capell Creek Bridge

In Napa County

Bid Date: Wednesday January 23, 2019 at 2:00 PM

Requesting quotes for but not limited to:

Clearing/Tree Removal, Construction Area Signs, Temporary Signals, Traffic Striping, Landscaping/Erosion Control, Rebar, Active Treatment System, Metal Beam Guard Rail, Bridge Demolition, Paving and Grading, Furnish and Erect Precast Girders, Isolation Casing, Temporary Bridge, PTFE Bearings, Drainage, Concrete, Furnish & Install Miscellaneous Metal, Fencing, Furnish & Install Bridge Rail, CIDH/Tiebacks, Trucking, Materials & Supplies.

CEC is willing to breakout any portion of work to encourage DBE participation.

Plans and specs are available for viewing at our Pleasanton office.

They may also be viewed and downloaded from the Caltrans Website:

<http://www.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php>

100 % Payment & Performance Bonds will be required from a single, treasury-listed surety subject to our approval. CEC will pay bond premiums up to 1.5%. Subcontractors awarded on any project will be on CEC's standard form for subcontract without any modifications. Please call for assistance in bonding, insurance, lines of credit, technical info, equipment and supplies or if any other assistance is needed.

California Engineering Contractors, Inc.

20 Happy Valley Road, Pleasanton, CA 94566
Phone (925) 461-1500 Fax (925) 461-0510

Email: estimator@cecmain.com

Estimator-Jeff Hollfelder

AN EQUAL OPPORTUNITY EMPLOYER

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)E
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 30, 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.

Pacific States 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: February 6, 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

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





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: **ERIC ALLRED**
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 50 –
CONSTRUCTION ON STATE HIGHWAY IN
SACRAMENTO COUNTY FROM
HOWE AVENUE OVERCROSSING TO
0.65 MILE EAST OF 65TH STREET**
Contract No. 03-1F1904,
Federal Aid Project No. ACNH-P050(148)E
Disadvantaged Business Enterprise Goal
Assigned is 17%

OWNER

STATE OF CALIFORNIA
DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26, Sac-
ramento, CA 95816

BID DATE: JANUARY 29, 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, CONSTRUCTION AREA SIGNS, CRASH CUSHION, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FENCING, IRRIGATION, K-RAIL SUPPLIER, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, ROADSIDE SIGNS, ROADWAY EXCAVATION, ROCK SLOPE PROTECTION SUPPLIER, SAWCUTTING, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TESTING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, 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://ftp%25desilvagates.com> and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at www.dir.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

If you need 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: FEBRUARY 14, 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://ftp%25desilvagates.com> and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at www.dir.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: **Eric Allred**
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:

**KIRKER PASS ROAD NORTHBOUND
TRUCK CLIMBING LANE
COUNTY PROJECT NO. 0662-6R4052**
Federal Aid Project No. RPSTPL-5928(123)
Disadvantaged Business Enterprise Goal
Assigned is 16%

OWNER

CONTRA COSTA COUNTY
255 Glacier Drive, Martinez, CA 94533

BID DATE: JANUARY 22, 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, Construction Site Management, CPM Scheduling Consultant, Crash Cushion, Emulsion supplier, Erosion Control, Fencing, Hydroseeding, K-Rail Supplier, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, Precast Manhole Supplier, Rebar, Roadside Signs, Roadway Excavation, Rock Slope Protection Supplier, Soil Nail, Striping, Structural Backfill, Structural Excavation, Survey/Staking, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Traffic Control System, Traffic Control Material Supplier, Traffic Control/Engineer, Underground, Vegetation Control, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Class 4 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Open Grade) Material, Concrete Retaining Wall.

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://ftp%25desilvagates.com> and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at www.cccounty.us/pwprojects.

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

If you need 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.

Construction Costs Dip In December But Most Materials And Services Prices Accelerate In 2018; New-Building Price Index Also Rises For Year

After a year marked by numerous price spikes, construction costs declined in December but remained elevated compared to year-earlier prices, while prices of new buildings also moved higher, according to an analysis by the Associated General Contractors of America of new Labor Department data. Association officials noted that the cost of many construction projects is increasing as firms cope with labor shortages and increased costs for many of the materials they need for projects.

“Steep declines in fuel prices in December offset mixed costs for other construction inputs, but most materials and services posted higher year-over-year increases than in 2017,” said the association’s chief economist, Ken Simonson. “The price index for new building construction outpaced the input cost index at the end of the year, but many contractors were probably caught by unexpected cost increases in 2018.”

Simonson commented that the producer price index for inputs to construction industries—a weighted average of all goods and services used in construction—decreased 0.8 percent in De-

ember but ended the year 3.8 percent higher than in December 2017. The index for energy costs declined 11.5 percent for the month and 3.9 percent for the year. But the price of other goods used in construction climbed 0.1 percent for the month and 4.8 percent for the year, more than the 3.3 percent increase in the index in 2017. The price index for services purchased by contractors also accelerated, rising 0.4 percent for the month and 4.2 percent for the year, following a 3.7 percent gain in 2017.

An index that measures what contractors report they would charge to construct new nonresidential buildings was unchanged for the month and ended the year 5.3 percent higher than in December 2017, following a 2.7 percent rise in 2017, the economist noted. He observed that this “bid-price” index outpaced the index for construction input costs only in the last two months of 2018, implying that many contractors experienced unexpectedly high costs for materials and services during the year.

Association officials said higher construction prices will increase the cost of many public in-

frastructure projects and could undermine the financial viability of new private-sector development projects. They urged Washington officials to resolve trade disputes that have led to new and threatened tariffs on a host of construction materials. They also called for comprehensive immigration reform and new federal investments in career and technical education to prepare and recruit more people into the construction industry.

“Public officials may be forced to scale back planned infrastructure projects to cope with higher costs while many privately financed projects may no longer pencil out if construction costs continue to increase,” said Stephen E. Sandherr, the association’s chief executive officer. “Resolving costly trade disputes and addressing labor shortages will help relieve much of the inflationary pressure on construction costs.”

SOURCE: AGC of America

6 Reasons Why Construction Companies Fail

■ Continued from page 1

Taking on too much work, trying to tackle larger projects, expanding into new geographic areas or new building types are all ways you can grow your business. Complications arise when you don’t properly research and plan ahead and instead rush headlong and willy-nilly into unfamiliar territory.

Be strategic and methodical in your plans for expansion. If you want to take on larger projects, do it incrementally. Don’t try to jump from doing \$100,000 projects to \$10,000,000 overnight. If you want to expand into new geographic regions or new building types, start with one or two and then, once you’ve successfully completed those, start building your backlog from there.

The Wrong People

A successful construction company is only as good as its people. From your executive leadership team down, you should make sure you have the right people on board to ensure your company’s success. If your employees aren’t engaged and valued, they aren’t going to feel motivated to give you their best effort.

Turnover in the construction industry is high, so it’s important that you recruit and retain the best workforce you can. This means becoming an employer of choice by offering competitive salaries and benefits, providing on-the-job training for all employees, promoting your best workers from within your organization, and building a company culture that is focused on keeping employees happy and engaged.

Failure to Innovate

Failing to innovate and adapt to technological changes have been the downfall of many successful businesses over the years. Blockbuster, Eastman Kodak, General Motors, Compaq, Toys “R” Us, Blackberry, and most recently, Sears are all companies that went bankrupt or ceased operations in part because they failed to innovate and adapt quickly enough to survive.

The construction industry is in the midst of a digital transformation that will inevitably lead to the demise of construction companies that refuse to adapt. Technology from drones and robots to Building Information Modeling (BIM) and big data are rapidly changing how the construction designs and builds structures.

The latest ConTech Report from JB Knowledge, Inc. shows that only 43.2% of construction companies surveyed have a dedicated research and development budget and that 46% of companies spend less than 1% of their annual sales volume on IT. Continuing to underinvest in technology and refusing to innovate is going to be detrimental to construction companies moving forward.

As the complexity of construction projects increases, companies that are innovating and incorporating these new technologies and digital tools into their businesses are setting themselves up for continued success in the future. Those that refuse to innovate and continue to operate the same way the always have are going to struggle to keep pace with those that embracing this technological transformation.

SOURCE:

<https://www.constructconnect.com/blog/operating-insights/6-reasons-why-construction-companies-fail/>



California Sub-Bid Request Ads

G2 INSURANCE SERVICES, LLC

requests bids from Certified LBE Subcontractors and Suppliers for the following:

- **Administrative Services**
- **Crisis Management and Emergency Response Services**

This is for upcoming City and County of San Francisco projects involving insurance and risk management.

Please contact AI Fine, Director of Risk Management, for details.

CONTACT:

AI Fine

afine@G2insurance.com
(415) 426-6688
License #0H81923



O.C. Jones & Sons, Inc.
General Engineering Contractor

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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:

Add Auxiliary Lane
Hwy 50 Sacramento
Caltrans #03-1F1904

BID DATE: January 29, 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 Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Clearing & Grubbing, Chain Link Fence, Temporary Fencing, Sweeping, ADL Burial Location Report, Treated Wood Waste, Roadway Excavation (Type R-1 Aerially Deposited Lead), Geosynthetic Reinforcement, Planting & Irrigation, AC Dike, Tack Coat, CIDH Concrete Pile, Structural Concrete, Sign Structure, Underground, Rock Slope Protection, Minor Concrete, Misc. Iron & Steel, Delineator, Pavement Marker, Roadside Signs, Midwest Guardrail System, Transition Railing, Alternative In-Line Terminal System, 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.
General Engineering Contractor

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 22, 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.



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

SMALL
BUSINESS
EXCHANGE

Public Legal Notices



**Office, Warehouse,
and Land Available for Lease.
Call or email for vacancies**

Jeffrey A. Bauer
Senior Leasing Manager
Port of San Francisco
Pier 1
San Francisco, CA 94111
Website: www.sfport.com

Direct (415) 274-0514
Main (415) 274-0400
Efax (415) 544-1714
Email jeff.bauer@sfport.com

CNS-3212409#

Outreach February 2019

The **Office of Small Business** (OSB) is the city's central point of information and assistance for small businesses and entrepreneurs in San Francisco. Our services include:

- One-on-one case management assistance including customized checklist on required licenses and permits.
 - Referrals to technical assistance, financing options and local resources to help your business grow and thrive.
 - Services available by phone, walk-in and by appointments in English, Spanish and Chinese.
- OSB administers the Legacy Business Program which recognizes community-serving businesses that have operated in San Francisco for over 30 years to ensure their continued viability and success. Legacy Businesses are what make San Francisco a unique and special place; they are bars, restaurants, retail stores, hair salons, service providers and much more. Visit our website to learn about these businesses on the Legacy Business Registry.

Office of Small Business
City Hall, Room 110
Office hours: Monday-Friday, 8AM-5PM
415-554-6134
www.sfosb.org
www.businessportal.sfgov.org

Child support matters can be complicated, stressful, and confusing. The Department of Child Support Services helps parents understand the process so they know their rights and options for making and receiving support payments. Call us today at (866) 901-3212 or visit our office at 617 Mission Street to learn how we can help you. Information is also available online at www.sfgov.org/dcss.

Park Smart In 2019
The San Francisco Police Department wishes you a safe and happy 2019 and reminds you to Park Smart to help prevent auto burglaries:

- * Keep valuables with you, not in your vehicle.
- * Shopping? Hold onto your purchases until you leave.
- * Thieves often watch parking lots to spot shoppers dropping bags off in their car.
- * Visiting? Check luggage at your hotel- don't leave it in your auto.

If your car has been burglarized, here's what to do:
* Is the break-in happening right now? Call 9-1-1 with your location and a suspect description.

* Did the break-in already happen? Report the crime on the non-emergency line at 1-415-553-0123. You may request that an officer come to the scene. You can also call 3-1-1 and file a police report online at <https://sanfranciscopolice.org/reports>. Visit any San Francisco Police station to have your vehicle fingerprinted.

San Francisco Unified School District is looking for people interested in supporting our youth as **Special Education Instructional Aides and Substitutes!** If you're responsible, passionate about working with youth and looking for a job with a flexible schedule, we would love to have you on our team!

Thursday, February 7, 2019
5:00 – 8:00pm

555 Franklin Street, Irving Breyer Board Room
During the hiring event, we will provide a brief overview of working at SFUSD, review your materials for placement and make employment offers for the 2018-2019 school year on the spot! Questions? Email Ellen Tieu at tieu@sfusd.edu.

RSVP at: <https://goo.gl/yHN5g6>

CNS-3213423#

OAKLAND UNIFIED SCHOOL DISTRICT

**REQUEST FOR QUALIFICATIONS
AND PROPOSALS
FOR ASBESTOS HAZARD
EMERGENCY RESPONSE ACT
(AHERA)
INSPECTION AND MANAGEMENT
PLAN SERVICES
January 08, 2019**

Oakland Unified School District ("District") requests qualified firms (hereinafter referred to as "Firm," "Vendor," "Bidder" and/or "Contractor") to submit their qualifications and proposals for Asbestos Containing Building Material surveying, testing and on-site observations at District facilities and services in accordance with the Asbestos Hazard Emergency Response Act ("AHERA").

Should you have any questions concerning the information contained in this Request For Qualifications and Proposals ("RFQ/RFP") document, please submit them via e-mail no later than January 14, 2019 to Sorbor Twegbe at sorbor.twegbe@ousd.org. Answers to those questions will be made available to Firms by January 28, 2019 at 11:00a.m.

The District's student enrollment is approximately 36,900. During the 2017-18 school year, the District operated 87 schools: 49 elementary schools, 5 elementary schools (K-8), 14 middle schools (6-8), 3 middle/high schools (6-12), 7 high schools (9-12), 8 alternative/continuation schools. In addition, the District operates 30 Early Childhood Education sites, 11 transitional kindergarten programs and there are 35 independently operated District-authorized charters. The District employs approximately 4,881 Staff, including certificated (credentialed teaching), classified (non-teaching) and management. The District's 2017-2018 Fiscal Year Budget was \$762.8 million. Further information regarding the District can be found via the Internet, including "fast facts" as to the 17/18 year at: <http://www.ousddata.org/announcements/new-fast-facts-2017-18-now-available>.

The District intends to award a contract to begin on April 19, 2019 and with all contracted work to be completed no later than November 30, 2019. (Included as Exhibit A with this RFP/RFQ is an exemplar of the District's standard professional services agreement that the District anticipates will serve as the template for any subsequently awarded contract.)

SCHEDULE

1. RFQ/RFP advertise: January 8, 2019
2. Pre-bid conference: January 28, 2019 at 11:00 a.m. at:

Oakland Unified School District Buildings & Grounds / Facilities 955 High Street, Oakland, CA 94601

3. Proposals Responses due: February 28, 2019 at 2:00 p.m. to Oakland Unified School District

RFQ/RFP – OUSD – AHERA Inspection & Management Services Environmental Health & Safety Department
c/o Sorbor Twegbe
955 High Street Oakland, CA 94601

4. Interviews: March 31, 2019
5. Finalists notified of recommendation to Board of Education: April 17, 2019
6. Final determination/award: April 18, 2019 at OUSD Board of Education meeting
7. Contract(s) Start Date: April 19, 2019

This RFQ/RFP is not a formal request for bids, or an offer by the District to contract with Firm(s) responding to this RFQ/RFP. The District reserves the right to reject any and all Proposals. The District also reserves the right to amend this RFQ/RFP as necessary. All materials submitted to the District in response to this RFQ/RFP shall remain the property of the District. The District reserves the right to seek proposals from, or to contract with, any Firm not participating in this process. The District shall not be responsible for the costs of preparing any proposal in response to the RFQ/RFP.