

Trusting the Pipeline: Supporting Early-Career Construction Talent

[Article originally appeared in
<https://constructionexec.com>]

By Jordan LeGras, abc.org

DFI's Educational Trust is supporting the next generation of professionals in deep foundations with scholarships and grants to jumpstart their opportunities in the field.

The future of the geotechnical and construction industry is built in the pipeline of talent ready to shape it. Through scholarships, grants and education, the Deep Foundations Institute's Educational Trust is grounding its efforts and working to strengthen that pipeline by investing in students and early-career professionals who will define the industry's next generation.

"We realize how necessary it is to get in front of students at a young age to let them know our industry exists and that there are a multitude of careers available," says Helen Robinson, chair of the DFI Educational Trust and vice president of GEI Consultants Inc.

The trust serves as the charitable arm of DFI—an international association of contractors, engineers, manufacturers, suppliers, academics and owners in the geotechnical construction industry.

Over the past 20 years, more than 700 students and young professionals—geoprofessionals involved in the design and construction of foundations, excavations, ground improvement and tunneling—have received scholarships and grants across the United States and Canada, which includes many international students studying in North America.

"We always get a very high caliber of candidates, so it's very difficult to make the scholarship selections," Robinson says.

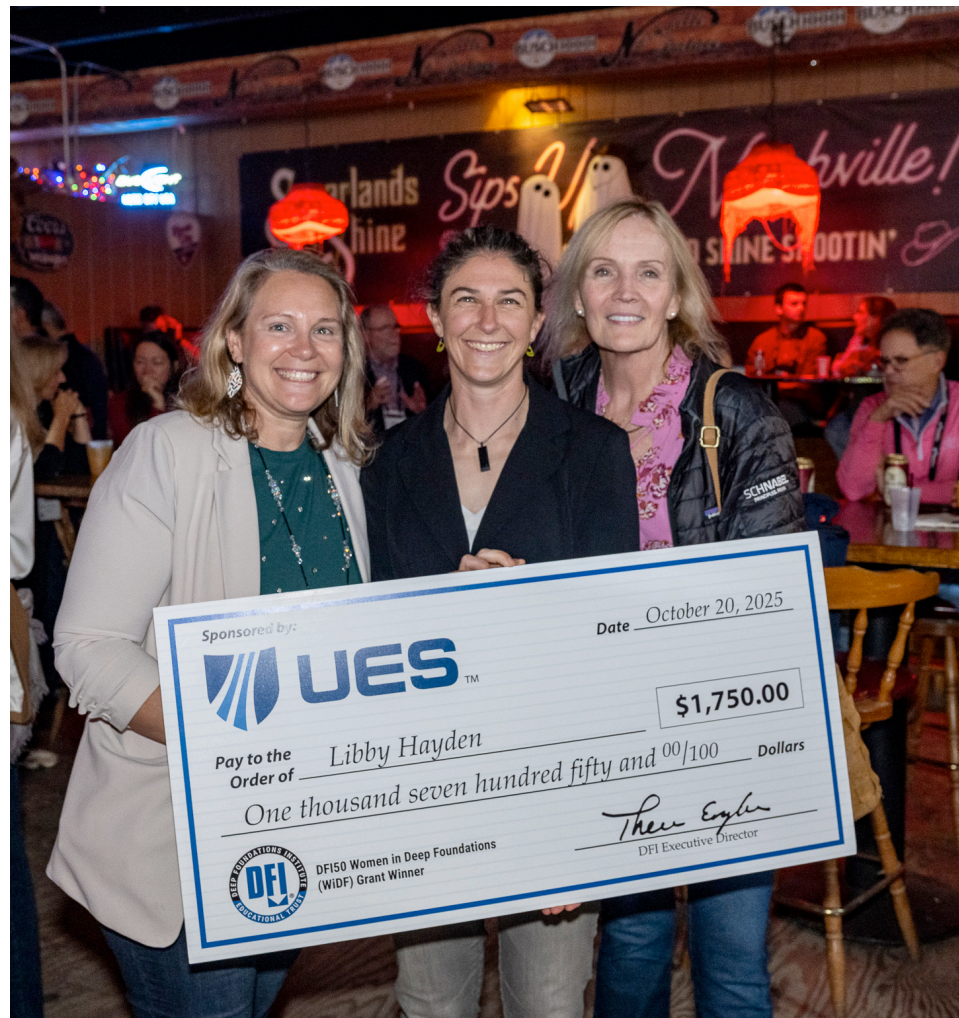
Recipients of the scholarships are enrolled full time at U.S. and Ontario, Canada-based colleges or universities and are pursuing undergraduate or graduate degrees related to the field. Spring scholarships range from \$2,000 to \$5,000. "A \$5,000 scholarship is wonderful, but we'd love to do even more," says Robinson.

"We're always trying to quantify the impact and determine how we can use the funds more effectively. It's a challenge because the cost of getting an engineering degree continues to increase," she says.

Since 2006, the trust has awarded nearly \$2.7 million in scholarships and grants through 24 funds, including the spring offerings for At-Large Scholarship Program and Women in Deep Foundations Professional Development Grants Fund.

Recognizing diversity gaps within the industry, DFI's Women in Deep Foundations Committee worked with the trust to create an initiative to support professional growth and industry engagement among women involved in geotechnical design, manufacturing and construction.

The grant awards recipients \$1,750 and provides a complimentary opportunity to attend DFI's Annual Conference on Deep Foundations in Orlando, Florida—helping expand networking and career development opportunities.



Imae credit: <https://constructionexec.com>

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On Juneteenth, Californians should ask: What it will take for Black communities to thrive?

[Article originally appeared in
<https://calmatters.org>]

By Kaci Patterson, CalMatters

Juneteenth is both a mirror and a question, reflecting the unfinished promises of the past and demanding answers about the future we are building now. This Juneteenth, as California faces widening economic pressure, climate instability and intense backlash against equity-centered work, it must be asked: Is California willing to move from celebrations of freedom to building the structural conditions for Black people to permanently thrive?

"Black permanency" is a vision in which Black communities are not simply surviving but firmly established, rooted and anchored by the resources and conditions to thrive for generations. It is also a rejection of the erasure happening across the country, in classrooms, in language, in data, in narratives about American history. It is a declaration that Black communities existed long before

enslavement, that we belong in America's history not merely as victims but as survivors — that our stories deserve to be preserved and told by us, and that our future should not depend on whether institutions deem us worthy of investment.

Over the last 18 months, federal policy has pushed Black women out of the workforce at more than three times the rate of other workers, yet Black-led organizations continue to serve as community first responders, distributing food, providing housing vouchers and filling gaps left by government retrenchment.

Recent disasters, including the Los Angeles wildfires, have exposed what Black communities have long known: Disaster does not hit all communities equally, and neither does recovery. In Altadena, a historic center of Black homeownership, community leaders have raised concerns about whether rebuilding efforts will preserve the community's historic Black identity and al-

low families to remain. Who gets to stay, belong and pass stability forward?

At its core, that is the question Black permanency seeks to answer.

The philanthropic sector made sweeping pledges after the murder of George Floyd. Most have not held. Black-led nonprofits, two-thirds of which are run by Black women, remain the most underfunded in the sector. It is more than a gap. It is a pattern. Housing instability, displacement, the loss of cultural institutions and Black-led organizations being forced to continue working beyond their core missions are symptoms of structural underinvestment that philanthropy and policy have reinforced for decades.

The question before California is how to move from temporary progress to enduring transformation — systems that outlast political cycles and institutions that serve generations. That requires civic courage: a willingness to match California's progressive identity with proof points,

not talking points. Durable, community-designed investments. Reparations. Endowments in our institutions. Education that affirms our humanity. Capital that moves to Black founders, innovators and cultural protectors. Pay equity so Black women don't have to wait until mid-July 2026 to earn the equivalent of what white men earned at the end of 2025.

It also means philanthropy shifting to multi-year general operating support and shared decision-making authority, and government paying nonprofits market rates so they are not subsidizing the safety net on their own balance sheets.

This need goes beyond racial justice. It is an economic and workforce development imperative. California's Black-led organizations employed more than 4,000 people and generated more than \$335 million in salaries in fiscal year 2023 alone. When Black women — who give back to their communities at exceptionally high rates — are

Continued on page 5



CALIFORNIA SUB-BID REQUEST ADS

American Modular Systems, Inc.
We are requesting bid quotations from all Subcontractors and Suppliers and DVBE Subcontractor/Supplier for the following:
Santa Maria-Bonita School District
BID NO. 5441
Modular Classroom Buildings for a
New Middle School and New Elementary School on a Shared Campus
BID DATE: July 20, 2026 at 2pm
Bid documents can be downloaded from PlanetBids:
<https://vendors.planetbids.com/portal/29044/portal-home>
PLEASE **EMAIL** US YOUR BID PROPOSAL NO LATER THAN July 13th at NOON. THANK YOU!
American Modular Systems, Inc.
787 Spreckels Avenue, Manteca, CA 95336
Attn: Suzanne Willis
Email: suzanne.w@americanmodular.com
Phone: (209) 825-1921

REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS FOR: CITY OF DOWNEY, CA SYSTEMWIDE WATER SUPPLY TREATMENT IMPROVEMENTS, CAPITAL IMPROVEMENT PROJECTS 24-22 AND 26-28.

Prime Bid Deadline: July 9, 2026
Subconsultant bids must be received by Tetra Tech by July 16, 2026.

Subcontracting opportunities include: 1. Survey, 2. Geotechnical Investigations, 3. Structural Design, 4. Electrical Design, 5. Civil Design, 6. Surge Analysis, 7. Permitting, 8. Potholing, and 9. Traffic Control. Assistance is available from Tetra Tech for DBE subcontractors in obtaining necessary equipment, supplies, materials, or insurance. Request for proposal and contract documents are available at no cost to interested firms. To obtain the request for proposal and contract requirements, contact our office:


Tetra Tech, Inc.
Dana Pike, Outreach Coordinator
17885 Von Karman Avenue, Suite 500 Irvine, CA 92614
Dana.Pike@tetratech.com

REQUEST FOR CERTIFIED **SBE** SUBCONTRACTORS, SUPPLIERS & TRUCKERS FOR:
C0724-Coyote Creek Flood Protection Project Phase 2
EE: \$140,000,000-160,000,000
Owner: Santa Clara Valley Water District
Location: San Jose, Santa Clara County, CA
Bid Date: June 24th, 2026 at 2:00PM
Work types requested, but are not limited to, the following:
Arborist Services, Biologist Services, Clearing and Grubbing, Concrete Flatwork, Concrete Formliner Materials, Concrete Joint Materials, CPM Scheduling, Demolition, Erosion Control Materials, Excavation and Grading, Fence Rental, Furnishing Bollards, Furnishing Concrete Materials, Furnishing Flood Doors, Furnishing Flood Wall Cap, Furnishing Miscellaneous Metalwork, Furnishing Riprap, Furnishing Sheet Pile, Furnishing Stone Veneer, Furnishing Stop Log Gate Materials, Furnishing Underground Utility Materials, Industrial Hygienist Services, Installation of Bollards, Installation of Fence and Railing, Installation of Flood Wall Cap, Installation of Miscellaneous Metalwork, Installation of Stone Veneer, Installation of Storm Drain Systems, Irrigation, Planting and Revegetation, Metal Guardrailings, Noise Control, Office Trailer Rental, Placement of Asphalt Concrete, Property Surveys, Quality Control and Material Testing, Reinforcing Steel, Signage, Site Security Services, Structure Excavation and Backfill, SWPPP Services, Traffic Control, Tree and Plant Protection Materials, Tree Trimming, Trucking Services, Utility Relocations, and Vibration Monitoring
Plans and Specifications are available for review at our office or can be downloaded from:
<https://vendors.planetbids.com/portal/48397/bo/bo-detail/138008>
Call Serina Sirna-Blach for information on the project, submitting a quote, assistance in obtaining bonds, line of credit, insurance, scheduling accommodations, equipment, supplies, materials and related assistance or services.
Gordon N. Ball, Inc.
Attn: Serina Sirna-Blach
1777 Oakland Blvd, STE 300, Walnut Creek, CA 94596
Phone: (925) 838-5675 • Fax: (925) 838-0814
estimating@ballconco.com
An Equal Opportunity Employer

NOTICE OF INVITATION TO BID
Los Angeles Neighborhood Initiative (LANI), a non-profit organization, is soliciting competitive bids for the federally funded **Grape Street Elementary School Signage Project in the community of Watts**. The selected firm will be responsible for designing school signage, and placemaking improvements, such as crosswalks, speed limit signs and other traffic calming measures. The SOW also includes engagement with a trauma-informed expert to guide the design.
This federally funded project is funded through the Community Development Block Grant program administered through the Community Investment in Families Department (CFID) of the City of Los Angeles. Federal and State Prevailing Wages provisions of the Davis Bacon and related federal acts and California Labor Code are applicable to the contract for this project. Section 3 and Build America, Buy America apply.
Bid documents are available on RAMPLA.org on June 01, 2026. There is no charge for the bid package. Questions can be directed via email only to Arturo Nevarez at arturo@lani.org. Deadline for written questions is June 23rd at 5:00PM.
All sealed bids must be received at the LANI office no later than July 31st at 2:00PM. Bid opening will be held on July 31st at 2:01 PM at 800 S Figueroa, Suite 670, Los Angeles, CA 90017.
LANI, with the concurrence of the City, reserves the right to reject any or all such bids and to waive any informality in the bid.

Con-Quest Contractors, Inc.
880 Mitten Road Suite 105 • Burlingame, CA 94010
Email: bidday@cqcontractors.com • Fax: 415-206-0528
REQUEST FOR QUALIFIED DBE, MBE, SBE and WBE SUBCONTRACTORS & SUPPLIERS FOR:
CCWD: FY27/FY28 CONSTRUCTION AND REPAIR SERVICES AT CCWD FACILITIES
Bid Date: June 22, 2026 at 10:00 A.M.
Quotes needed: SWPPP, Utility Trenching, Material Testing/Inspection, Electrical, Traffic Loop / Signal Systems, Precast UG Materials, Electrical Conduit Materials, Landscaping, Hardscape / Flatwork, Asphalt Milling / Paving, Ready Mix Concrete, Concrete Pumping, Trucking, Aggregate Materials, Asphalt Paving, Survey, Rebar, Structural/Misc. Metals, Railings, Sheeting & Shoring, Painting, Roadway Traffic Striping, Fencing, Tactile Warning Paneling, Traffic Control Services
For information regarding assistance with insurance bonds please contact our office.
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 no later than **June 20st at 5:00 pm**.
Please include your DIR Registration No, License No., and any / all pertinent DBE / SBE Certifications on your proposal.


5225 Hellyer Avenue, Suite #220, San Jose, CA 95138
Phone (408) 574-1400 • Fax (408) 365-9548
Contact: Erik Cushman, Sheree Schoenherr, David Kennedy, Randy Bonino
Email: estimating@graniterock.com
REQUESTING SUB-QUOTES FROM QUALIFIED SBE, MBE, WBE SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:
C0724 – Coyote Creek Flood Protection Project
Project No.: 26174043
Invitation No. VW0593
Owner: Santa Clara Valley Water District (Valley Water)
Location: San Jose, CA
Engineers' Estimate: \$160,000,000
BID DATE: June 24, 2026 @ 2:00 PM
Items of work include but are not limited to: SWPPP Preparation, Inspection, Sampling & Reporting, Biological Monitoring, Archaeological Monitoring, Cultural Resource Monitoring, Paleontological Monitoring, Private Security Services, Quality Control Testing, Pre-Construction Property Surveying, Noise Monitoring, Vibration Monitoring, Temporary Erosion Control, Permanent Erosion Control, Demolition, Tree Trimming & Removal, Clearing & Grubbing, Sheet Pile, Passive Flood Barriers, Reinforcing Steel, Concrete Barrier, Bollards, Signs, Striping, Landscape & Irrigation, Masonry, Fencing – Removals & Installation, Traffic Control, Metal Guard Railing, Dewatering, Electrical, Painting, Shoring, Welding, Specialty Metal Fabrication, Carbon Fiber Reinforced Polymer (CFRP) and Trucking.
PLEASE NOTE – ALL iron & steel products used in this project are required to be produced in the USA*
***PLEASE NOTE – All SBE subcontractors used on this project are required to be certified by the California Department of General Services.
SBE Search: <https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx>
SBE Certification Registration: <https://caleprocure.ca.gov/pages/sbdvbe-index.aspx>
Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.
We are an Equal Opportunity Employer


HANFORD APPLIED RESTORATION & CONSERVATION
California Contractors License No. 461167
775 Baywood Drive, Suite 207, Petaluma, CA 94954
(O) 707.996.6633 • (F) 707.996.6641
SEEKING CERTIFIED & QUALIFIED SBE TRUCKERS/SUBCONTRACTORS/SUPPLIERS PERFORMING A COMMERCIALLY USEFUL FUNCTION
Project: C0717 - Upper Berryessa Creek Off-Site Mitigation Project
Project No. 26174041 Invitation No. VW0684
Scope of work: Provide mitigation to construction impacts for the Berryessa Creek Flood Risk Management Project. Planting Type TB2 container stock units, planting Type TB4 container stock units, planting plug units, installing live stake cuttings, hydroseeding 16.72 acres, installation of an irrigation system, 5-year plant establishment period.
Location: Milpitas, CA
Owner: Santa Clara Valley Water District
Engineer's estimate: \$2.5 million to \$3.5 million
Bid Date & Time: July 8, 2026 @ 2:00 PM
Hanford is requesting the following trades including but not limited to: Trucking, Chain Link Fencing, Traffic Control, SWPPP, QC Manager, Qualified Biologist, Surveying, Noise Pollution Monitoring, Landscape Maintenance Subcontractor, Equipment Rental, Erosion Control Materials, Irrigation Materials, Seed and Plant Supplier, Orange ESA Fencing, Hydroseeding.
Jeffrey Perez j.perez@hanfordarc.com (707) 508-5585 and David Leyva d.leyva@hanfordarc.com (707) 782-3454 are the estimators working on this project. Contact them with any questions regarding the scope of work, interpretation of plans or specifications, or if you need assistance in obtaining bonding, lines of credit or insurance. Prevailing wages and certified payroll reports are required. You must be registered with the Dept. of Industrial Relations. Please submit a copy of your current DIR certification, a current copy of your contractor's license (if applicable) and a current copy of your SBE certification with your quote. Please send all quotes by end of business July 7, 2026.
Plans and specs can be downloaded for free at SCVWD PlanetBids portal <https://vendors.planetbids.com/portal/48397/bo/bo-detail/141947> or at local builder's exchanges. You can also send an e-mail to our estimating dept. (estimating@hanfordarc.com) for an e-mailed copy of the plans and specs.
Subcontractors of every tier will be required to be bound by SCVWD's Project Labor Agreement (PLA)
HANFORD APPLIED RESTORATION & CONSERVATION IS AN EQUAL OPPORTUNITY EMPLOYER

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:
1160 Battery Street East, Suites #100, San Francisco, CA 94111
Email: sbe@sbeinc.com • Website: www.sbeinc.com
Phone: (415) 778-6250, (800) 800-8534
Fax: (415) 778-6255

Publisher of Small Business Exchange weekly newspaper

CALIFORNIA SUB-BID REQUEST ADS



REQUEST FOR SUBCONTRACTORS/SUPPLIERS/SERVICE PROVIDERS

SBE and DVBE Participation Encouraged

Caltrans Contract 02-2K0004

FOR CONSTRUCTION ON STATE IN SHASTA COUNTY NEAR SHASTA FROM 0.4 MILE WEST OF WHISKEY CREEK ROAD TO 0.1 MILE EAST OF LAKE VISTA OVERLOOK. BRIDGE REPLACEMENT AND ROAD WIDENING.
In District 02 On Route 299 (Bridge Replacement and Road Widening)

Bid Date: July 23, 2026 at 2:00 PM

Engineer's Estimate: \$87,000,000

****This is an Electronic bid submittal****

****Scopes/Quotes not received by 11:00 AM on July 21st may not be reviewed/evaluated****

Flatiron Dragados Constructors, Inc. (FDCI) requests subcontractor/supplier/service participation for the following items of work, but not limited to: CAS/ Roadway Signs, Bridge Demo, Clear & Grub, AC Paving, AC Dike, Tack Coat, Cold Plane AC, Jt. Seal Assembly, Rebar, Erect Steel Structures, Underground Utilities, Misc. Metal Railing Types, MBGR, Roadway & Concrete Barrier, Striping, Electrical, Clean Treat Deck, Class 2 Ag Base, Aggregates, Ready Mix, Concrete Pumping, Furn. Structural Steel/Bridge, Welded Steel Pipe, Misc. Iron & Steel, Misc. Metal, Clean & Paint Structural Steel, Trucking, PTFE Bearings, Street Sweeping, Traffic Control, Treated Wood Waste, Bird Exclusion Devices.

Caltrans Spec Section 2-1.11 IN-USE OFF-ROAD DIESEL-FUELED VEHICLE LIST CARB Certs required from listed Subs.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact FDCI for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all firms. FDCI will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact FDCI for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request.

To view and download projects docs for FREE from the Caltrans website you will need to "Create an Account" with Caltrans Bidding Connect. Use the following link: https://ppmo.dot.ca.gov/cc?id=cc_advertisement×pan=all&contract=02-2K0004 DES-PPM&OE - Advertised Projects (ca.gov) select Advertised Projects page and enter the Contract number: **02-2K0004**. Sign in is required to access project plans.

To access **FREE** project documents from our Flatiron BOX ftp site, please send an email request to NorCalBids@FDcorp.com. You will be provided with a BOX link to view & download plans and specs for **FREE** from our BOX.com ftp site. Please send an email if you would like to schedule an appointment to review project documents or meet with an estimator in our office. These services are offered by appointment only.

Please email ALL Scopes/Quotes to: NORCALBIDS@flatironcorp.com

Flatiron Dragados Constructors, Inc.
1200 Concord Avenue, Suite 465 Concord, CA 94520
Phone 707-742-6000 Fax 707-746-1603
Equal Opportunity Employer
License No. 1134655



Anderson Dam Seismic Retrofit Project

Bid Proposal Submittal Date: June 24, 2026, at 2:00 P.M.

Owner: Santa Clara Valley Water District

PERFORMANCE/PAYMENT/SUPPLY BOND MAY BE REQUIRED

This advertisement is in response to Santa Clara Valley Water District's DBE Program, Barnard Construction Company, Inc. intends to conduct itself in "Good Faith" with DBE firms regarding participation on this project. Drawings and specs will be available via Isqft. Quotes are required by COB June 5, 2026. Quotes are fairly evaluated.

Please submit bids/proposals for the following work scopes:

Air Monitoring; Air Testing and NOA, Mitigations Measure; Anchor Drilling; Asphalt Paving; Boat Boarding Floats; Bridges; Bulkhead Gate Guide Installation & Commissioning; Cargo Lift & Elevator; CCTV; Clearing & Grubbing; Concrete Finishing; Concrete Placing Equipment; Construction Cranes; Construction Water; Demolition & Salvage; Civil & Underground; Design Features; Dewatering; Dredging; Drill & Blast; Drilled Piers; Electrical Work (permanent & temporary); Environmental Compliance; Fencing; Floor Coating; Gate Touch Up; Geomembrane; Guardrails; HVAC; Hydrovac; Instrumentation; Insulation/Drywall; Joint Sealant; Masonry; Mechanical Contractor; Mortar Lining; MSE Walls; Noise & Vibration Monitoring; On Road Trucking; Bridge/Monorail/Overhead Cranes; Pavement Markings and Striping; Pipeline Coating/Lining; Piping; Pump Trucks; QA/QC Testing; Railing, Gates, Stairs; Rebar; Rolling Service Doors & Rolling Shutters; Roofing/Cladding/Windows/Doors; SCADA, Fiber, Monopole System; Scaffold Installation & Material; Secant Pile Wall; Security & Surveillance; Seeding, Sodding, Landscaping; Sheet Pile; Shotcrete; Soil Nails; Steel Decking Supply & Install; Structural Steel Install; Survey; Traffic Maintenance/Traffic Control; Tunnel Power/Lining; Turnkey Building; Water Treatment & Disposal; Waterproofing in Tunnels; Welding & Weld Testing.

Contact: Ryan Penney - Barnard Construction Company, Inc.

3520 Royal Wolf Way, Bozeman, MT 59718

Phone: 406-586-1995 • Fax: 406-586-3530 • Email: ryan.penney@barnard-inc.com



REQUEST FOR QUOTES FROM SUBS AND SUPPLIERS FOR:

Placer County Water Agency, Ophir Water Treatment Plant - Contract 2025-02

REVISED BID DATE: June 30, 2026 at 2 PM

Quotes must be received no later than Noon on 6/26/26 for evaluation

We are soliciting quotes for the following Divisions 01 thru 16 and items of work including, but not limited to: Clear & Grub, Erosion Control, Landscaping & Irrigation, AC Paving, Rebar, Erect Steel Structures, Electrical, Masonry, Ready Mix, Concrete Pumping, SWWP Plan, Underground Precast, Quality Control Testing, Dust & Air Pollution Control, Excavation and Fill for Structures, Trenching & Backfilling, Asphalt Paving, Concrete Paving, Concrete Sidewalk, Curb & Gutter, Segmental Block Retaining Walls, Manhole and Vault Covers and Accessories, Concrete Culverts, PVC Sewer Pipe, PVC Pressure Pipe, Fab Steel, Cleaning & Disinfection of Water Pipelines, Sewer Pipe Installation and Testing, Chain Link Fencing, Seeding and Sodding, Ready Mix Supply, Masonry, Cast Stone, Steel Joist Framing, Steel Decking, Misc. Metal Fabrications, Metal Railings, Metal Gratings, Anchorage in Concrete & Masonry, Structural & Misc. Metals, Rough Carpentry, Finish Carpentry and Architectural Woodwork, Fiberglass Reinforced Railings, Fiberglass Reinforced Gratings, Glass Fiberglass Reinforced Structural Members, Damp proofing, Masonry Water Repellent Coating, Thermal Insulation, Formed Metal Wall Panels, Equipment Installation, Horizontal End Suction Centrifugal Pumps, Raw Water Vertical Turbine Pumps, Treated Water Pump Station Vertical Turbine Pumps, Submersible Pumps, Motor Driven Double Disc Pumps, Submersible Sump & Sewage Pumps, Sample Pumps, Circular Gravity Thickener Equipment, Package Plate Settler Treatment Unit, Ballasted Flocculation (Actiflo®) System Equipment, Ballasted Flocculation (Actiflo®) System Mixing System, Ballasted Flocculation (Actiflo®) System Reinforced Plastic Fabrications, Microsand/Residual Pumps, Ballasted Flocculation (Actiflo®) System Sludge Scraper Equipment, Multistage Centrifugal Blowers, Compressed Air Equipment - Blower Room, Compressed Air Equipment - TWPS Surge System, Dry Polymer Feed System, Liquid Chemical Feed Systems, Metal Building Systems, Fiberglass Reinforced Plastic Chemical Storage Tanks, Steel Chemical Storage Tanks, Chemical Storage Tank Installation, Wrapped Prestressed Concrete Tank, Reservoir Baffling System, Filter Underdrains & Media, Instrumentation and Control System, Instrument List, IO List, Programmable Logic Controllers, Software Control Block Descriptions, Panel Mounted Instruments, Flow Instruments, Pressure and Level Instruments, Process Analytical Instruments, Temperature Instruments, Miscellaneous Instruments, Panels, Consoles and Apparatuses Process Control Network Systems, Metallic and Fiber Optic Communication Cables and Connectors, Tightness Testing of Structures, Surge Control System, Standing Seam Metal Roofing, Single-Ply Roofing, Fully Adhered, Sheet Metal, Roof Specialties and Accessories, Firestopping, Joint Sealants, Steel Doors and Frames, Fiberglass Reinforced Plastic Doors and Frames, Wood Doors, Overhead Coiling Aluminum Doors, Aluminum Entrances and Assemblies, Finish Hardware, Glass and Glazing, Gypsum Wallboard, Ceramic Tile, Suspended Acoustical Ceilings, Acoustical Treatment, Corrosion Protection Systems, Architectural Painting, Protective Coatings, Louvers and Vents, Identifying Devices, Metal Lockers, Toilet Accessories, Miscellaneous Specialties, Fire Suppression Sprinkler Systems, Bridge Cranes, Valve Installation, Misc. Piping and Pipe Accessories Installation, Basic Mechanical Building Systems Materials and Methods, Misc. Piping and Pipe Accessories, Ductile Iron Pipe, Steel Pipe, Stainless Steel Pipe and Alloy Pipe Tubing & Accessories, Misc. Steel Pipe Tubing & Accessories, Misc. Plastic Pipe, Tubing and Accessories, Cast Iron Soil Pipe and Accessories, Copper Tubing & Accessories, Misc. Ball Valves, Industrial Butterfly Valves, Industrial Butterfly Valves Schedule, Check Valves, Check Valves Schedule, Backflow Preventers, Solenoid Valves, Globe Valves, Pinch and Diaphragm Valves, Plug Valves, Pressure Reducing Valves, Plug Valves, Pressure Reducing Valves, Misc. Valves, AWWA Butterfly Valves, Eccentric Plug Valves, Resilient-Seated Gate Valves, Air Valves, Pipe Supports, Valve and Gate Actuators, Mechanical Insulation, Plumbing, Seal Water Stations, Heating Systems Equipment, Refrigeration Systems, Building Systems Controls, Testing, Adjusting and Balancing, Electrical, Electrical Equipment Installation, Variable Frequency Drive, Medium Voltage Variable Frequency, Common Motor Requirements for Process Equipment, Pad Mounted, Liquid Filled, Medium Voltage Transformers, Variable Frequency, Switchboards, 600 Volt Class Motor Control Centers, Bypass-Isolation Automatic Transfer Switch, Lighting Protection for Structures, Fire Protection and Signaling System, Security General Requirements, Security Conductors and Cables, Structured Cabling System, Video Surveillance System, Electronic Access Control System (EACS), Testing and Commissioning, Class 2 Agg Base.

CARB Certification will be required from listed subcontractors, or a formal explanation letter for why your firm does not have it.

100% performance and payment bonds will be required for the full amount of the subcontract price. Please contact us for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor and supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all scopes/quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operators, Laborers, Cement Masons, Carpenters & Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. We intend to work cooperatively with subcontractors/suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. We will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact us for any assistance required by your firm. Subcontractors will be required to execute our standard subcontract agreement and agree to the standard general terms & conditions. Please contact us by email if you would like copies for review prior to bid day.

Contract Documents and related project information, including future Addenda, are available and can be downloaded for FREE from our Box ftp site by email request. Please send the email request to NORCALBIDS@flatironcorp.com for access to plans & specs on our BOX ftp site. If you would like to speak to an estimator for a specific scope or work, please email us and we can schedule a virtual or in person appointment to review project docs.

Please email ALL Scopes/Quotes to: NORCALBIDS@flatironcorp.com

Flatiron Dragados Constructors, Inc.
1200 Concord Avenue, Suite 465 Concord, CA 94520
Phone 707-742-6000 Fax 707-746-1603
Equal Opportunity Employer
License No. 1134655



REQUEST FOR SUBCONTRACTORS/SUPPLIERS/SERVICE PROVIDERS

Santa Clara Valley Water District (Valley Water)
Anderson Dam Seismic Retrofit Project

SBE Participation is Encouraged

EE: \$1.2B to \$2B Bid Date: June 24th, 2026 at 2:00 PM

****QUOTES NOT RECEIVED BY JUNE 19TH, 2026 MAY NOT BE REVIEWED OR EVALUATED****

FlatironDragados Sukut ADSRP Joint Venture (FDSJV), requests SBE subcontractor/supplier/service participation for the following items of work, but not limited to: CAS/ Roadway Signs, Demo, Clear Grub, Erosion Control, Landscaping & Irrigation, AC Paving, Cold Plane AC, Joint Seal Assembly, Rebar, Pipe Coatings, AC Dike or Curbs, Underground Utilities, Fencing, Metal Railing, MBGR, Striping, Electrical, Minor Concrete, Aggregate Class 2 AB Rip Rap, Sand Filters, Ready Mix, Concrete Pumping, Furnish Steel Sheet Piles, Welded Steel Pipe 10'-12'-13' Diameter, Underground Pipe Products APC & RCP, Misc. Iron & Steel, Misc. Metals, Trucking, SWPPP Plan, SWPPP Materials, Lead Compliance Plan, Geotextile Materials, Underground Precast, Street Sweeping, Traffic Control, Mechanical Equipment (Furnish & Install).

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact FDSJV for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. FDSJV intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. FDSJV will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact FDSJV for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request.

To view and download projects docs you must complete a fully executed NDA for FDSJV and Valley Water. Once we receive the executed NDA, we will provide a BOX link for your firm to access the project documents. No exceptions will be made. The NDA is a Valley Water requirement.

To receive a copy of the NDA for access to the project documents from our FD BOX ftp site, please send an email request to NorCalBids@FDcorp.com

You will be provided with a BOX link to view & download plans and specs for **FREE** from our BOX.com ftp site. Please send an email if you would like to schedule an appointment to review project docs virtually or meet with an estimator. These services are offered by appointment only.

Please send all quotes by email to NORCALBIDS@FDcorp.com

FlatironDragados Sukut ADSRP Joint Venture
1200 Concord Ave., Suite 465, Concord, CA 94520
Phone 707-742-6000 Bid Fax 707-746-1603
An Equal Opportunity Employer



CALIFORNIA SUB-BID REQUEST ADS



Mountain Cascade Inc.
555 Exchange Court, Livermore, CA 94550
(925) 373-8370, Fax (925) 373-0940

Project: Coyote Creek Flood Protection
Contract No. C0724
Owner: Santa Clara Valley Water District
Bid Date: June 24th, 2026 @ 2:00 P.M.
Engineers Estimate: \$140 – \$160 Million

*****Please note this is an electronic bid, to ensure your quote has been received and reviewed please have all quotes to MCI by 12pm ******

We are requesting quotes from all qualified Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, PIPE SUPPLIERS, DRAINING SYSTEMS PIPE SUPPLIERS, STORM WATER SYSTEMS PIPE SUPPLIERS, PRECAST MATERIALS, EROS MATERIALS, ANALYTICAL TESTING, BYPASS PUMPING, CONCRETE FLATWORK, CONCRETE STRUCTURES, CONSTRUCTION AREA SIGNS, DEMOLITION, DEWATERING, ENVIRONMENTAL SERVICES, EROSION CONTROL, FENCING, GABIONS, GEOTECH ENGINEERS, MEDIUM BARRIER, HANDRAILING, HYDROSEEDING, LANDSCAPING/IRRIGATION, MASONRY, SAWCUTTING, STRIPING, SURVEYING, SWPP PLAN ONLY, TRAFFIC CONTROL, TREE REMOVAL/ARBORIST, VIBRATION MONITORING, CRANE RENTAL, TRUCKING

Project Description:

The scope of work includes but is not limited to; develop and implement quality control program; mobilize/de-mobilize from staging/laydown areas and project feature locations; conduct noise and vibration monitoring; develop/restore all staging areas; demolish existing structures, fences, etc.; clearing, grubbing and stripping topsoil as required for construction; tree and plant protection and root removal/trimming/cutting as required for construction; excavation, general fill, and haul/dispose of unsuitable materials; construct concrete floodwalls; construct/install steel sheet pile floodwalls w/ concrete encasement; construct earthen embankments; install sandbags for temporary flood protection; furnish/construct/install/test vehicular and pedestrian passive flood barriers; furnish and install rock slope and erosion protection; construct improvements to Charcot Ave. bridge including installing carbon fiber reinforced polymer sheets, constructing new concrete barrier and headwalls, and other miscellaneous work; install stop log gates and flood doors; construct and surface aggregate base maintenance roads; construct and surface asphalt pavement roads and trails; construct and install local drainage outfalls and storm sewers and structures; install drainage features including PVC, CMP, RCP, and round steel pipe, catch basins/sumps, manholes, inlets, headwalls, level spreaders, swales, and other drainage related facilities, flap gates, in line check valves, valve boxes, cleanouts and vertical risers, trash racks, and appurtenances necessary for their construction, including but not limited to, riprap and geotextile separator fabric; utility relocation performed during construction; furnish and install seeding and erosion control blankets.

Project information, including plans & specifications can be found by contacting:

estimating@mountaincascade.com

or

<https://vendors.planetbids.com/portal/48397/portal-home>

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response.

Mountain Cascade Inc. is an Equal Opportunity Employer California
California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated.



Mountain Cascade Inc.
555 Exchange Court, Livermore, CA 94550
(925) 373-8370, Fax (925) 373-0940

Project: 8-Inch Ductile Iron Water Main Replacement
Contract No. WD-2885
Owner: City & County of San Francisco
Bid Date: July 2nd, 2026 @ 2:00 P.M.
Engineers Estimate: \$12,100,000
Project Duration: 585 CD's

******Please note this is an electronic bid, to ensure your quote has been received and reviewed please have all quotes to MCI by 12pm******

We are requesting quotes from all qualified SFPUC-LBE & DBE/SBE/MBE/WBE Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, LOW DENSITY CELLULAR GROUT, PIPE SUPPLIERS, PRECAST MATERIALS, EROS MATERIALS, AC OILS, ADJUST MH/WV, ASPHALT GRINDING, ASPHALT PAVING/ASPHALT STAMPED, BYPASS PUMPING, CATHODIC PROTECTION, CCTV, CONCRETE FLATWORK, CONCRETE PAVEMENT, CONCRETE STRUCTURES, CONSTRUCTION AREA SIGNS, DEWATERING & WELL POINTS, EROSION CONTROL, PIPE LINING (CEMENT MORTAR), MANHOLE REHAB, REINFORCING STEEL, SAWCUTTING, SOIL REMEDIATION, STRIPING, SURVEYING & MONUMENT REFERENCING, TRAFFIC CONTROL, TREE REMOVAL/ARBORIST, VIBRATION MONITORING, DUCTILE IRON PIPE & FITTINGS, TRUCKING, PIPELINE REHAB & HDPE SLIPLINING, HAZMAT, VALVES/WATER MAIN/TEMP FACILITIES, CURED-IN-PLACE PIPE LINING

Project Description:

The scope of work includes but is not limited to; replace approximately 2.15 miles of 8-inch ductile iron water mains, upgrade sewer lines and complete paving renovation on Fulton Street from Great Highway to 31st Avenue and various locations.

Project information, including plans & specifications can be found by contacting:

estimating@mountaincascade.com

or

<https://webapps.sfpuc.org/bids/>

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response.

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California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated.

Glosage Engineering Inc.

GENERAL ENGINEERING CONTRACTOR
590 S 33rd St. Richmond, CA 94804

DBE Subcontractor Requested For:
City of Hayward - FY24 Sewer Line Replacement Project
BID DATE: June 30th, 2026, at 2:00 pm
Email quotes to: guzmancrp@outlook.com

The project work is generally described as: **Project Description:** The work includes, in general, the furnishing of labor, materials, and equipment for the construction of new sanitary sewer lines in the City, including, but not limited to replacing existing sewer pipes with approximately 10,837 linear feet of new pipes by open cut; approximately 4,236 linear feet new pipes by pipe bursting; and rehabilitating approximately 9,668 linear feet of existing pipes by cured in place pipe (CIPP); restoring and reconnecting all affected sanitary sewer service lines (laterals); installing new, abandoning, modifying, and replacing sewer manholes.

The work also includes cleaning and video inspection of sanitary sewer pipes, wastewater flow control and bypass pumping, dewatering, shoring, traffic control, utility locating, potholing, public notification, restoration of public and private surface improvements (including but not limited to pavement, sidewalk, curb and gutter, fences, and landscaping), and all incidental items not mentioned above, but are required by the Contract Drawings, Standard Specifications, Technical Specifications, or these Special Provisions.

Glosage Engineering Inc requests qualified DBE subcontractors and suppliers in the following scopes of work:
Pipe Reaming & CIPP lining methods.

Plans and Specifications are available to download on <https://www.bidnetdirect.com/california/solicitations/open-bids/FY24-Sewer-Line-Replacement-Project/0000425524?purchaseGroupID=88020151&origin=2>.

You may contact Luis Guzman at 510-815-4505 or guzmancrp@outlook.com to get on our subcontractor list. Should you require assistance with bid or have any questions please feel free to reach out.



DBE SUBCONTRACTORS/SUPPLIER BIDS/PROPOSALS REQUESTED
PROJECT: LOWER ALEMANY AREA STORMWATER IMPROVEMENTS
CONTRACT NO. WW-756R

Bid/Proposal Submittal Date: Thursday, July 9, 2026, 2:00 PM.

OWNER: San Francisco Public Utilities Commission (SFPUC)

Frontier-Kemper Constructors, Inc. is bidding/proposing the above project as a prime contractor and would appreciate quotes from San Francisco Contract Monitoring Division (CMD) certified Micro and Small-Local Business Enterprises (LBE) and Disadvantaged Business Enterprise (DBE) contractors and suppliers, including but not limited to the following work/services and/or materials:

- | | | |
|--|------------------------------------|--|
| • Asphalt Paving | • Environmental Management | • Precast Concrete Tunnel Liners - Furnish |
| • Carbon Fiber Concrete Remediation | • Erosion Control | • Quality Control |
| • CCTV Sewer | • Fence and Gates | • Rebar Furnish and Install |
| • Clearing and Grubbing | • Fiberglass Pipe (FRP) | • Security Services |
| • Concrete Ready Mix | • Field Offices | • Shaft Excavation and Support |
| • Concrete work – structural and flatwork | • Fuel/Oil/and Grease | • Sheet Pile and Shoring |
| • Drilled shafts (Secant piles & Bearing Piles) | • Geotechnical Instrumentation | • Survey |
| • Electrical work – Temp Electric | • Ground Improvement by Jet Grout | • Traffic Control |
| • Electrical Work - Streetlights and Streetcar Power (MUNI OCS Overhead Catenary System Cables & Structures) | • Landscaping and Irrigation | • Trucking & Disposal |
| | • Noise and Vibration Monitoring | • Utility Work – Water, Sewer, Storm, Electric |
| | • Pre/Post Construction Inspection | • Water Treatment Plant |
| | • Portable Toilets | |

Plans and specifications are available for inspection at our office Monday-Friday 8:00 AM to 5:00 PM. Plans are also available for download. Downloading plans requires Confidentiality Agreement.

Please email Scott Wilson and Jennifer Clark for Confidentiality Agreement and link to plans: swilson@frontierkemper.com; jclark@frontierkemper.com.

Should you need any assistance in obtaining bonding or insurance, please feel free to call us.

LBE and DBE firms can also refer to the Small Business Administration (SBA) and/or the Federal Department of Transportation (DOT) Bond Assistance Programs.

We are an Equal Opportunity Employer and, as a matter of policy, encourage the participation of Small, Minority and Women Owned Business Enterprises.

All LBE firms must be certified under one or more of the following certification agencies: California Unified Certification Program (CUCP), MBDA, USSBA or the State of California by the bid/proposal due date and will need to provide our office with a copy of their applicable certification to include with the bid/proposal.

If you have any questions or need additional assistance, please contact Frontier-Kemper Constructors, Inc. at 818-362-2062 or by fax (818) 833-4289. Ask for the SFPUC Lower Alemany Area Stormwater Improvements Estimating Team.



Mountain Cascade Inc.
555 Exchange Court, Livermore, CA 94550
(925) 373-8370, Fax (925) 373-0940

Project: Pump Station 10 Connection Project
Project No. 2026-001
Owner: Reclamation District No. 784
Revised Bid Date: June 24th, 2026 @ 2:30P.M.
Engineers Estimate: TBD
Project Duration: 365 CD's

We are requesting quotes from all qualified Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, SLURRY, LOW DENSITY CELLULAR GROUT, PIPE SUPPLIERS, DRAINING SYSTEMS PIPE SUPPLIERS, PRECAST MATERIALS, EROS MATERIALS, ANALYTICAL TESTING, BORE & JACK, BYPASS PUMPING, CATHODIC PROTECTION, CCTV, CONCRETE FLATWORK, CONCRETE STRUCTURES, CONSTRUCTION AREA SIGNS, DEMOLITION, DEWATERING, ELECTRICAL-BUILDING, ELECTRICAL-STREET LIGHTS/TRAFFIC SIGNALS/LOOPS, ENVIRONMENTAL SERVICES, EROSION CONTROL, FENCING, GEOTECH ENGINEERS, HYDROSEEDING, PLASTIC PIPE, LANDSCAPING/IRRIGATION, REINFORCING STEEL, SAWCUTTING, SHORING SUBS, STRIPING, SURVEYING, SWPP PLAN ONLY, TREE REMOVAL/ARBORIST, VIBRATION MONITORING, WELDED STEEL PIPE, CRANE RENTAL, TRUCKING, PAINTING/COATINGS, GRATE.

Project Description:

The scope of work includes but is not limited to; pump and motor installation, pipe installation in county R/W, outfall structure, automatic drainage gate, dewatering, subgrade preparation, ¾" aggregate base placement, compaction, dust control, SWPPP BMP's, and other work associated with installation of manholes.

Project information, including plans & specifications can be found by contacting:

estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response.

Mountain Cascade Inc. is an Equal Opportunity Employer California
California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated.

Your Growth Strategy Has a Blind Spot. Here's How to Find It

[Article originally appeared in <https://www.construction.com>]

Here is a question most building product manufacturers never ask: of every dollar your existing customers could spend with you, how much are you actually capturing?

Not your revenue. Not your growth rate. The share of available spend — from accounts you already own — that you are leaving on the table.

For most manufacturers, the honest answer is: we don't know. And that gap is often the highest-return growth opportunity in the business.

The cheapest path to growth is almost never a new market. It is the full potential of the customers you already have.

White space exists in two places. The first is inside your existing customer base — untapped upsell, cross-sell, and add-on potential that most account teams never systematically map. The second is outside it — in markets, geographies, and facility types where demand is building and competition has not yet caught up. Both are real. Both require a different strategy. And the first is almost always the lower-cost place to start.

Track 1: The White Space Inside Your Existing Accounts

Most account teams manage relationships. Very few systematically map the gap between what an account currently buys and what it could realistically buy. That gap — the distance between current spend and full potential spend across your product portfolio — is account-level white space, and it is the most underworked growth lever in the business.

The exercise requires two things:

- A clear picture of what each account is not buying — which upsells, cross-sells, and add-ons are absent from their purchase history.
- An honest assessment of which gaps are actually relevant for that account — not every

Track 1

LOWER COST ♦ START HERE

White space inside existing accounts

TAM Total product portfolio per account

SAM Relevant upsell & cross-sell gaps

SOM Targeted, winnable conversations

DRIVES DECISIONS ON

Rep assignments | Bundling & Pricing | Messaging

product fits every customer, and treating all gaps as equal produces unfocused outreach that goes nowhere.

This is the work of taking a TAM to a SAM and then a SOM — applied at the account level rather than the market level. Done rigorously, it drives rep assignments (point effort where potential is highest, not where relationships are easiest), informs bundling and pricing decisions, and sharpens messaging from broad product promotion to a specific conversation about what this account is not yet buying and why they should be.

Dodge Construction Network surfaces account-level white space in a specific way: by showing you the full scope of construction activity each of your accounts is driving, and which segments they specialize in beyond the work you currently win with them. If a firm is specifying your roofing products but BuildShare shows they also manage significant healthcare construction volume, a segment where your wall panel line is qualified and competitive, that's the next conversation, mapped for you.

Track 2

HIGHER COST ♦ LONG-TERM GROWTH

White space in new markets

Fast-growing, uncontested Market growing faster than competition has recognized. First-mover advantage is everything.

Adjacent, competitively winnable Rivals present but not entrenched. You win on price, quality, service, or all three.

THREE FORMS

Geographic Gaps | Project-type Shifts | Material Trends

BuildShare makes this visible at the firm level across 677K+ tracked companies in commercial construction. You can see specialization patterns by building type, project size, and geography, identify which of your accounts are most active in segments where you have a competitive product, and watch how their work mix shifts over time. The opportunity is visible. Most manufacturers just aren't looking.

Track 2: Finding White Space in New Markets

The second track is market expansion — entering geographies, facility types, or material categories where you currently have no presence. This is a higher-cost path than mining existing accounts, but in a growing construction market it is essential for long-term share growth.

A critical word of caution: moving into a new market does not mean moving into an uncontested one. Healthcare construction has competitors. So does every other established building category. The actual white space in market expansion is narrower than it first appears, and it realistically takes one of two specific forms.

Type A: Markets growing fast enough that competition hasn't caught up yet

These are the genuinely untapped opportunities — sectors or geographies where construction volume is accelerating faster than the competitive field has recognized. Data center construction, life science facilities, and advanced manufacturing plants have all entered rapid growth cycles before most manufacturers' sales strategies reflected the shift. When a market grows fast enough, first movers establish specification habits, distributor relationships, and brand awareness before the market becomes contested.

The window is short and shrinking. Markets that stayed open for 18 months are now contested within 6 as data tools enable faster competitive response. Being first to spot the trend is not a nice-to-have — it is the entire strategic advantage.

Visit the link for the full article:

<https://tinyurl.com/y3b94fuk>

Trusting the Pipeline: Supporting Early-Career Construction Talent

Continued from page 1

“Over the past 15 years or so, we've seen real progress for women in the industry,” Robinson says. “But there's always more we can do, especially when it comes to supporting parents starting young families.”

Despite strong career potential, the geotechnical industry is not usually at the forefront of students and parents' minds. A lack of awareness around

the field's opportunities continues to impact recruitment.

“There's so much work to be done. We are working to educate parents and students who may be interested in the field,” says Robinson. “Not everyone needs to go to college. You can make a good living, be part of a team and be very successful without that path. We want young people to know that.”

Retention is another growing concern.

“People in the industry are getting burned out because we can't keep up, and some are seeking lower-stress jobs. It creates a cycle,” she says. “Geotechnical work has a reputation for people getting dirty, and the tools or lab testing may not seem as exciting.”

The solution? Supporting the next generation of professionals in the geotechnical industry with

access, awareness and opportunity.

“We need to change the image of professions in the industry to reflect innovation,” says Robinson. “It's not just about moving dirt—it's an exciting and highly challenging field, and the world is built on the work we do.”

SOURCE: <https://constructionexec.com/article/trusting-the-pipeline-supporting-early-career-construction-talent/>

On Juneteenth, Californians should ask: What it will take for Black communities to thrive?

Continued from page 1

economically stable, entire community networks are strengthened.

When Black-led organizations are adequately funded, entire local economies benefit.

Juneteenth marks the moment emancipation became reality, more than two years after the Emancipation Proclamation. That delay between law and lived freedom is the defining story of Black life in America. It must not define the next chapter.

California remains the only state to establish a reparations task force. While parades and picnics are nice, permanency is better. Funders, elected officials and civic leaders must treat Black permanency as a civic commitment and a tool for protecting democracy.

The arc of justice does not bend on its own. It bends because people refuse to let it straighten. On this Juneteenth, California should choose to bend its future toward Black permanency.

SOURCE: <https://calmatters.org/commentary/2026/06/juneteenth-california-black-people-thrive/>



PUBLIC LEGAL NOTICE ADVERTISEMENTS



GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING PROPOSALS

The Golden Gate Bridge, Highway and Transportation District (District) seeks proposals for **RFP No. 2026-F-048, Larkspur Ferry Terminal Mooring Camels Refurbishment**. Interested Proposers must submit proposals by way of upload to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com> by **Thursday, July 9, 2026, at 4:00 p.m., PT**.

A non-mandatory pre-proposal conference will be held via Microsoft Teams on **Monday, June 15, 2026, at 11:30 A.M. PT** (Please see RFP documents for meeting information). Immediately following the pre-proposal conference, District staff will conduct the Site Tour at Larkspur Ferry Terminal, 101 E Sir Francis Drake Blvd, Larkspur, CA, 94939

Requests for modifications or clarifications of any requirement must be submitted in writing by This Day, **June 19, 2026, at 4:00 p.m., PT**.

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

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

For general questions regarding this RFP, please contact Johnathan Lucas, at jlucas@goldengate.org.

/s/ Johnathan Lucas, MBA, CPSM, CPPB,
Contracts Officer
Dated: 6/1/2026
6/11, 6/18/26
CNS-4048982#
SMALL BUSINESS EXCHANGE



GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for **Contract No. 2026-F-050, Scheduled Drydocking and Capital Improvements for MS San Francisco**. Interested Bidders must submit bids by way of upload to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com> by **Tuesday, July 7th, 2026, at 2:00 P.M., PT**, at which time bids will be publicly opened and read.

A non-mandatory pre-bid conference will be held via Microsoft Teams on **Tuesday, June 16th, 2026, at 11:30 A.M. PT**. Please see solicitation documents for meeting information.

Requests for approved equals, modifications or clarifications of any requirement must be submitted in writing **Tuesday, June 23rd, 2026 at 4:00 P.M., PT**.

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

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

For general questions regarding this Contract, please contact Johnathan Lucas, at jlucas@goldengate.org.

/s/ Johnathan Lucas, MBA, CPSM, CPPB
Contracts Officer
Dated: 6/2/2026
6/4, 6/11/26
CNS-4049357#
SMALL BUSINESS EXCHANGE

How Entrepreneurs Can Save Time and Boost Efficiency with Easy Tools

By Gloria Martinez

Entrepreneurs and small business owners running lean teams often carry every role at once, and the days fill up before the real priorities get touched. The biggest time management challenges show up as constant context-switching, scattered to-do lists, and decisions made on the fly under startup time constraints. When the workload has no clear order, founder productivity turns into a sprint of urgent tasks that still leaves important work unfinished. With smart workload prioritization supported by business efficiency tools, the week can feel workable again.

Pick Apps That Cover Your Core Business Jobs

When you match one tool to one business job, you stop "app hopping" and start reclaiming focused time. Use this lineup to support the priorities you set for the week, then let the tools do the busywork.

1. **Build your "Core 12" by business function (not by popularity):** Pick 12 apps across six jobs: productivity, finance, marketing, travel, collaboration, and hiring, two per job. Create a simple rule: if an app doesn't clearly save time in one job, it doesn't make the list. This keeps your tool stack aligned to the work you said matters most, not whatever feels urgent today.
2. **Productivity (2 apps): capture + execute without mental clutter:** Choose one capture tool for quick notes/voice memos and one task tool for projects with due dates. Many productivity apps can offload repetitive tasks like transcription or routine reminders, which cuts down the "I'll do it later" pile. Set a daily 10-minute "inbox-to-plan" block so everything captured becomes a scheduled task, delegated item, or deleted.
3. **Finance (2 apps): separate spending visibility from accounting:** Use one business finance management app for real-time cash flow and receipts, then a second for book-

keeping/invoicing or tax-ready categorization. Start today by connecting your accounts, turning on receipt scanning, and setting three budget categories that match your weekly priorities (e.g., fulfillment, marketing, tools). A five-minute daily check-in beats a monthly panic session, and makes decisions faster.

4. **Marketing (2 apps): one for planning, one for sending:** Pair a content planner with an email/social publishing tool so your outreach runs on a calendar, not on inspiration. Since engaging regularly with customers is a practical growth habit, set a minimum cadence you can keep, like two posts and one email per week. Build three reusable templates (promo, story, FAQ) so you're never starting from scratch.
5. **Travel (2 apps): standardize trips so they don't steal your week:** Pick travel planning applications that keep itineraries, confirmations, and changes in one place, plus an expense tracker that tags trips automatically. Create a "default trip checklist" (booking, receipts, meeting notes, follow-ups) and reuse it every time. The win isn't fancy planning, it's fewer interruptions when you're trying to run the business.
6. **Collaboration + hiring (4 apps): communicate once, document once, decide faster:** Choose one team collaboration platform for chat/announcements and one for shared docs with clear ownership, then add hiring and recruitment apps for posting roles and tracking applicants. Set rules like "decisions go in the doc, not in chat" and "every role has a scorecard and a 3-stage pipeline." When your communication is organized, it's easier to keep work moving, and to create polished marketing assets quickly because files, feedback, and approvals aren't scattered everywhere.

Option	Benefit	Best For	Consideration
All-in-one workspace (docs, wiki, tasks)	Centralizes projects and notes in one place	Teams needing shared context and fewer tabs	Setup takes time; can feel complex at first
Kanban task board app	Clear visual flow from backlog to done	Managing client work and weekly priorities	Can get messy without naming rules
Calendar scheduling automation	Reduces back-and-forth meeting emails	Sales calls, onboarding, and consultations	Needs accurate availability and buffers
AI writing and summary assistant	Drafts, rewrites, and condenses faster	Emails, proposals, and content outlines	Requires review for tone and accuracy
Simple automation connectors (app-to-app)	Eliminates manual copying between tools	Routine admin work across platforms	Breaks if apps change permissions

Upgrade Marketing Visuals Fast With AI Image Upscaling

Once you've got your core apps in place, the next time-saver is improving the marketing visuals those tools rely on, without getting stuck in design cleanup. AI-powered image tools help entrepreneurs and small business owners quickly create, enhance, and customize professional-looking visuals, which can strengthen brand consistency and drive better engagement while cutting the time spent on small design fixes.

A key example is an AI image upscaler: it boosts an image's resolution and clarity so you can enlarge photos while preserving detail and overall visual quality, especially helpful when you're reusing older assets or resizing creative for different digital channels. If you want to see what that looks like in practice, Adobe Firefly includes an image upscaler built for sharpening and scaling without the usual quality drop.

Productivity Tools Compared at a Glance

These options cover the most common time drains for entrepreneurs: planning work, collaborating, tracking tasks, and creating repeatable systems. Use the table to match your workflow needs with a tool style, so you can decide quickly without getting stuck testing everything.

If you need clarity and collaboration, choose a workspace. If you need speed, start with scheduling and automations first. Pick one, commit for a week, and let progress guide your next upgrade.

Q: What's the fastest way to onboard myself or a small team without losing a week?

A: Start with one workflow, like client intake or weekly planning, and build it end-to-end. Create a 20-minute kickoff, a one-page "how we use it" note, and one shared template. Then set a seven-day trial where everyone uses only that tool for that workflow.

Q: How do I know a tool will work across devices and platforms?

A: Check for a web app plus iOS and Android support, and confirm real-time sync works on mobile data. If you have contractors, prioritize browser-based access so no one is blocked by device type. Run a quick test: one task created on the phone should appear instantly on desktop.

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