

Top Tips for Finding Federal Contracts



*[Article was originally posted on
www.mbda.gov]*

Searching the web for contracts can be extremely frustrating. If you are not familiar with the process a simple search can present a list of contracts that can take days to review. How can you simplify the effort while still keeping it effective?

Tip 1: Make sure you are registered in the System for Award Management. You must have an active registration in SAM to do business with the Federal Government.

Tip 2: Check out government agencies "Wish List". The "Wish List" is just that, a list of project/contracts that, if the money is available, they would like to purchase. The wish list is also known as a Presolicitation List. The items on the wish list may or may not ever be let for bid, but by watching this list you can maintain an awareness of planned projects or potential contracts.

There are many helpful web sites available. Acquisition Central lets you search forecasts by agency: <https://www.acquisition.gov/procurement-forecasts>.

Tip 3: Use www.FedBizOpps.gov. This site lists almost all contracts over \$25,000 being solicited by the federal government. There are

three or more ways to search on this site. The first method is to search "ALL". You may do this once just to get a feel, but it can easily cause information overload, too much information to be useful.

With experience you will find the best method is to search FedBizOpps by keyword and enter your product/service or zip code. Using this method you can find all solicitations for "cheese", or "computers" or "socks" or "food services" or whatever you may wish to sell/provide to the government. You can most easily limit the listing of interested contracts by using the keyword search.

If you are interested in working with a particular agency, you can also Search by Agency. You can then check the site for contracts with the agency that best fits your product or service.

Tip 4: Once you find a solicitation you are interested in ... Print it out! Print the page and save all the information you find as a hard copy. You may find a contract on the internet and then lose the site or bookmark "favorite". When you go back to the site you can't find it again. If you didn't print it out it could be gone forever.

Tip 5: You can set FedBizOpps up to do searches. You can set up "search agents" based on selected detailed search elements. Search agents

can be run on an ad hoc or scheduled basis to highlight newly filed opportunities which align with the designated search criteria.

Tip 6: Keep the name of the Contact person. Call and/or write to them when you have questions. Manage this effort prudently. Read the entire solicitation, write your questions down and submit them all in one letter or email. Before you do this, check the solicitation website to see if these questions have been addressed by other parties. There are times when a phone call can work best, but a written request with a written reply is much more reliable. Do not call them continually with one question at a time.

Tip 7: Check State Agency websites. To do business with state governments make sure you are registered with the appropriate agency.

Tip 8: Check the sites often for updates and amendments. You must make sure your bid reflects all amendments.

Becoming proficient in finding and bidding on contracts is a long journey. Hopefully these items will help shorten the trip.

SOURCE:

<https://www.mbda.gov/news/blog/2012/04/top-tips-finding-federal-contracts>



California Sub-Bid Request Ads



Requests quotes from qualified and certified **DBE** Subcontractors and Suppliers for the following (but not limited to) work:

Landscaping, Irrigation, Tree Removals, Erosion Control, Asphalt Paving, Asphalt Dike, Concrete Sitework, Concrete Structures, Fencing, Rebar, Guard Rail, Striping & Signage, Electrical, Traffic Signals, Survey, Construction Area Signs, Retaining Walls, CIDH (Cast in Drilled Hole Concrete Piling), Concrete Pipe, RCP, Trucking, Street Sweeping

**CITY OF SAN MARCOS
CREEK DISTRICT INFRASTRUCTURE PROJECT
San Marcos, San Diego Co., California
CIP CONBID 19-01**

**REVISED BID DATE July 10, 2019 @ 2:00 p.m.
Sub & Supplier Quotes Due by 12:00 Noon on July 9, 2019**

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Bahnsen

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

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

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Please note DBE participation on your quote including DBE name, address, DIR and CSLB numbers.

Subcontractors must note annual gross receipts (sales) on quotes as this info is required on bid forms.

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

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621

Phone (510) 777-5000 • Fax (510) 777-5099

LIABE, LBABE, VSBE, SBE Subcontractor/Supplier Bids Requested For:

Port of Oakland • Airport Perimeter Dike Improvements

BID DATE: Wednesday, June 26th, 2019

Fax all quotes to 510-777-5099 or email to northwest.estimated@shimmick.com

Requesting certified LIABE, LBABE, VSBE, SBE Subcontractor and Supplier Quotes on: *Clear and Grub, Contaminated Soil, Demo, Earthwork, Environmental, Erosion Control, Fence, Landscape, Piles-General, Signs, Soil Cement, Soil Mix, Soil Stabilization, Trucking, Utility Work, Aggregate, Fabric, Pile-Sheet, Precast-Utility, Ready Mix, Utility Pipe-RCP*

Please visit www.portoakland.com/Bids for more information.

You may also contact Natasha Inglis at ninglis@shimmick.com for access to the documents.

Subcontractors and Suppliers interested in this project may contact Aron Oshio by email at aoshio@shimmick.com.

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote.

Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.



**Looking for
Subcontractors, Vendors,
and Suppliers?**

**Advertise your Sub-Bid Requests in the
Small Business Exchange.**

**With a monthly readership of 75,000,
SBE reaches a diverse audience, cutting across
ethnic and gender lines as well as traditional
industry segments.**

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

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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**



California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

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

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

CALTRANS ROUTE 70 – CONSTRUCTION ON STATE HIGHWAY IN YUBA COUNTY NEAR MARYSVILLE FROM 0.1 MILE NORTH OF BINNEY JUNCTION UNDERPASS TO 0.3 MILE NORTH OF LAURELLEN ROAD
 Contract No. 03-1E0604,
 Federal Aid Project No. ACSB1NH-P070(137)E
 Disadvantaged Business Enterprise Goal Assigned is 12%
 OWNER

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

REVISED BID DATE: JULY 3, 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, BIOLOGIST CONSULTANT, BRIDGE, BOX CULVERT, CURED-IN-PLACE PIPELINER SUB, CLEARING AND GRUBBING/DEMOLITION, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, FENCING, LEAD, COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, BARRICADE, CHANNELIZER, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://desilvagates.com> and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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

DESILVA GATES CONSTRUCTION

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

BUCHANAN FIELD AIRPORT RUNWAY 14L-32R REHABILITATION
 County Project No. 4855-4661-SAS-6X5324
 Federal Project No. 3-06-0050-025-2019
 Disadvantaged Business Enterprise Goal Assigned is 7%
 Engineer's Estimate: \$3,575,000 Base/\$750,000
 Alternate 1/\$463,000 Alternate 2
 Working Days: 94 CD Base/10 CD Alternate
 1/12 CD Alternate 2
 OWNER

CONTRA COSTA COUNTY
 255 Glacier Drive, Martinez, CA 94553
BID DATE: JUNE 25, 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:

COLD PLANE, CRACK SEALING, ELECTRICAL, EMULSION SUPPLIER, JOINT SEAL, PAVEMENT GROOVING, ROADWAY EXCAVATION, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT P-401 MATERIAL, ASPHALT OIL SUPPLIER.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://desilvagates.com> and password is f7pa55wd) or from the Owner's site at <http://www.cccounty.us/pw/projects>

Fax your bid to (925) 803-4263 to the attention of Estimator Jim Yackley. 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

CM/GC: DESILVA GATES CONSTRUCTION
 11555 Dublin Boulevard • P.O. Box 2909
 Dublin, CA 94568-2909
 (925) 829-9220 / FAX (925) 803-4263
 Chief Estimator: **GARRY DAY**
 Website: www.desilvagates.com
 An Equal Opportunity/Affirmative Action Employer

DeSilva Gates Construction (DGC) is requesting bids for the project listed below:

TREASURE ISLAND STREET IMPROVEMENTS Sub-Phase 1B, 1C and 1E, San Francisco, CA
 Contract No. TICD-19-03
 Small Business Enterprise Goal Assigned is 41%
 OWNER

TREASURE ISLAND DEVELOPMENT AUTHORITY
 1 Sansome Street, Suite 3200,
 San Francisco, CA 94104

BID DATE: JULY 11, 2019 @ 2:00 P.M.

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

UTILITY CONSTRUCTION, INCLUDING WET UTILITIES (STORM WATER, STORM WATER FORCE MAIN, SANITARY SEWER, SANITARY SEWER FORCE MAIN, LOW PRESSURE WATER, STORM WATER AND SANITARY SEWER TREATMENT PLAN UTILITIES), AND DRY UTILITIES (JOINT TRENCH, ELECTRIC 12KV UNDERGROUND SUBSTRUCTURE, DTIS SUBSTRUCTURE, TELECOM COMMUNICATION SUBSTRUCTURE); SANITARY SEWER PUMP STATION AND LIFT STATION CONSTRUCTION; ROADWAY RETAINING WALL CONSTRUCTION; STRUCTURAL CONCRETE; ARCHITECTURAL CONCRETE; TRAFFIC CONTROL; ROADWAY AND SURFACE IMPROVEMENTS; HARDSCAPE; STREET LIGHTING; TRAFFIC SIGNALS; SITE FURNISHINGS; STORM WATER PLAN IMPROVEMENTS; ROADWAY PLANTING, IRRIGATION AND LANDSCAPE; STREETScape PLANTING, IRRIGATION AND LANDSCAPE; AND STORM WATER PLANTING, IRRIGATION AND LANDSCAPING.

Plans and specifications may be reviewed and downloaded from the Dropbox site at <https://www.dropbox.com/sh/f6sgllceigs0j7z/AAD0IE4iy4kQD6ztp59gDQGQa?dl=0>

Information is also available on the City and County of San Francisco's website at <https://sftreasureisland.org/contracting-ticd>

A Pre-Bid Conference will be held on June 20, 2019 at 10:00 AM located at One Avenue of Palms, Suite 216, San Francisco, CA 94130.

Fax your bid to (925) 803-4263 or email it to gday@desilvagates.com to the attention of Chief Estimator Garry Day. If you have questions, please email.

If you need SBE/LBE 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. DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/LBE 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.





California Sub-Bid Request Ads



Requests quotes from qualified **Department of General Services (DGS) certified Small Businesses and Micro Businesses** Subcontractors/Vendors/Suppliers for the following (but not limited to) work:

Surveying, NPDES Monitoring and Compliance, Quality Control Inspection and Compliance, Site Clearing & Demolition, Well Abandonment, Landscaping, Planting & Irrigation, Hydroseed, Traffic Control & Signage, Chain Link Fence, Minor AC Paving, RCP Pipe Supply

**SANTA CLARA VALLEY WATER DISTRICT
UPPER LLAGAS CREEK FLOOD PROTECTION PROJECT
Phase 1: Reach 4, Portion of Reach 5, Reach 7A, and
Lake Silveira Mitigation**

Santa Clara County, California

Project No. 26174052 Contract No. C0645 SBE GOAL 30%

REVISED BID DATE July 2, 2019 @ 2:00 p.m.

Sub & Supplier Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Dave Grattan

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

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

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Include SBE participation on your quote including SBE name, address, Certification ID, DIR, and CSLB numbers.

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



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

PMI requests proposals/quotes from all qualified California Department of General Services (DGS) certified Small businesses & Micro businesses.

**UPPER LLAGAS CREEK FLOOD
PROTECTION PROJECT
PHASE 1 – Reach 4, Portion of Reach 5, Reach
7A & Lake Silveira Mitigation
Santa Clara Valley Water District
Contract No. C0645 / Project No. 26174052
Bids: July 2, 2019 @ 2pm**

DGS certified small businesses & micro businesses wanted for the following items, including, but not limited to: SWPPP; Demo; Clearing/Grubbing; Surveying; Constr Staking; Erosion Control; Temp Silt Fence, Fiber Roll, Hydroseeding; Earthwork; AC Paving; Curb, Gutter, Sidewalk, Handicap Ramp & Driveway; Site Utilities; Traffic Control; Chain Link Fences & Gates; CIP Concrete; Rebar; Flap Gates; Landscape & Revegetation; Log Piles; Culverts; Removal & Disposal of Haz Waste Mat'l's

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

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

We are an Equal Opportunity Employer



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

Requests proposals/quotes from all qualified and certified SBE, LBE, DBE, MBE, WBE, subcontractors, suppliers, and truckers for the following project:

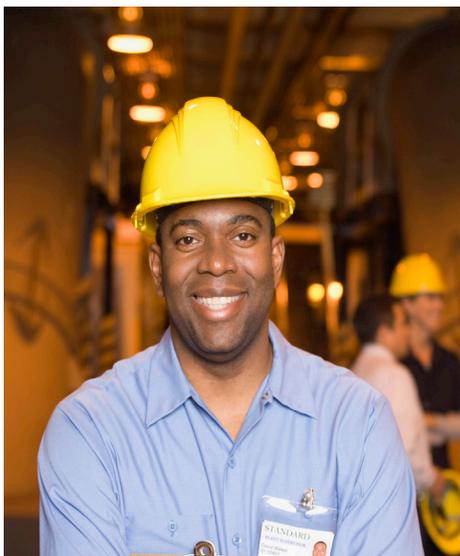
**AIRPORT PERIMETER DIKE IMPROVEMENTS,
PHASE 1B
OAKLAND INTERNATIONAL AIRPORT
PROJECT #2017-12-A1
Bids: June 26, 2019 @ Noon**

Work includes but is not limited to: SWPPP; demolition; earthwork; temp barricades; clearing & grubbing; excavation; cement-bentonite cutoff walls; riprap; steel sheet pile walls; sliding gate; chain link fences & gates; asphalt concrete; storm drain piping & manholes; roadside signs; hydroseeding & mulch; erosion control; traffic control; exterior metal painting

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

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

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DIVERSITY OUTREACH

- Advertise
- ITB to Targeted (NAIC/SIC/UNSPSC) Certified Business
- Telephone Follow-up (Live)
- Agency/Organization Letters
- Computer Generated Dated/ Timed Documentation
- Customized Reports Available

Visit this link for the
OUTREACH ORDER FORM:
www.sbeinc.com/services/diversity_outreach.cfm



California Sub-Bid Request Ads

PROJECT: Improvements to Taxiway C, Long Beach Airport • Invitation #: R-7139
OWNER: CITY OF LONG BEACH – DBE GOAL 8%
BID DATE: JULY 1ST, 2019 • BID TIME: 10:00 A.M.
****Please respond by 5:00 p.m., JUNE 30TH, 2019****

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

- TRUCKING / DIRT, BASES, ASPHALT
- EARTHWORK / GRADING / PAVEMENT DEMO
- DISPOSAL OF SOILS, PAVEMENTS & DEBRIS
- MILLING / PULVERIZING / LIME TREATED SUBBASE
- EQUIPMENT RENTAL
- WATER TRUCK
- STREET SWEEPING
- LEAD COMPLIANCE PLAN / ADL WORK
- SWPPP / WPC
- SURVEY
- QUALITY CONTROL
- PAVEMENT MARKING / STRIPING
- TRAFFIC CONTROL DEVICES / LIGHTS AND BARRICADES
- ASPHALT / ASPHALT PAVING / ASPHALT DIKE
- EROSION CONTROL
- CONCRETE SAWCUT & SEALING
- CONCRETE / MINOR CONCRETE
- CLEAR & GRUB
- AIRFIELD LIGHTING AND ELECTRICAL
- AGGREGATE SUPPLY / AGGREGATE BASE

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

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

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

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



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

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:

**GROUNDWATER REPLENISHMENT SYSTEM
 FINAL EXPANSION PROJECT
 CONTRACT NO. GWRS-2019-01
 Owner: Orange County Water District (OCWD)
 Location: Fountain Valley, CA
 Bid Date: July 23, 2019 @ 2:00 P.M.**

J.F. Shea Construction, Inc.
 667 Brea Canyon Road, Suite 30 • Walnut, CA 91789
 Phone: (909) 595-4397, Fax: (909) 444-4268
 Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Traffic Control, Demolition, Geotextiles, Augered Pressure Grouted Piles, Cement Deep Soil Mixing, AC Paving, Curb & Gutter, Ready-Mix Concrete, Reinforcing Steel, Masonry, Steel Roof Deck, Metal Framing & Drywall, Structural Steel, Miscellaneous Metals, Waterproofing, Insulation, Metal Wall Panels, Roofing, Steel Doors/Frames/Hardware, FRP Doors/Frames/Hardware, Glazing, Skylights, Painting & Coatings, Louvers, Equipment, Cathodic Protection, Fire Sprinkler System, Electrical and Instrumentation.

Plans and Specifications: You may obtain a free download from OCWD's website at <https://www.ocwd.com/working-with-us/rfp-contracts/current-bids/gwrs-final-expansion-project>.

Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.



SWINERTON

**Floating Fire Station 35
 Pier 22.5, SF, CA.**

**BID DATE: Friday July 12, 2019 at 3:00 p.m.
 EMAIL TO: Bill Krill Bkrill@swinerton.com**

Swinerton Builders is requesting subcontractor bids from all qualified subcontractors 15% LBE Participation required, must be Certified by City of San Francisco. Best Value Award - Construction Start 01/06/2020

SCOPE OF WORK:

To protect against sea-level rise and earthquakes, the City of San Francisco has awarded to Swinerton Builders a new two story 16,000 gsf Fire Station on top of a floating barge at piers 22.5/24 (just north of the Bay Bridge) in San Francisco. The float will initially be located at Pier 1 on Treasure Island and then moved to Pier 22.5 in San Francisco. The project is fully designed, sits on Port of San Francisco land and will be managed by the San Francisco Department of Public Works with funding thru the Emergency Safety and Emergency Response (ESER) Bond passed in 2014. Project includes a steel frame building, Exterior metal panels, three Fire Boats, various small craft and living quarters for Fire crews and officers.

TRADES BIDDING:

Structural Steel & Stairs, Miscellaneous Metals, Roofing, Exterior Metal Panels, Glazing, Tiling, Elevator, Fire Protection, Plumbing and Electrical

Non-Mandatory Pre-Bid Meeting at Swinerton on 6/26 from 9:00-10:00 am

PLANS & SPECIFICATIONS:

Available thru Swinerton "Smartbid" – contact Bill Krill at Bkrill@swinerton.com and from: <https://secure.smartinsight.co/#/PublicBidProject/447699>

WE REQUEST BIDS FROM ALL SUBS FOR ABOVE TRADES

Please submit your bid to BKrill@swinerton.com

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

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California Sub-Bid Request Ads



Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601
Phone: (510) 261-0466 • FAX (510) 261-0478
Estimator: Eric Allred
Website: www.gallagherandburk.com

Gallagher & Burk, Inc. (GBI) is preparing a bid as a Prime Contractor for the project listed below:

**SAFE ROUTES TO TRANSIT IMPROVEMENTS
COLLEGE AVENUE FROM BROADWAY TO
ALCATRAZ AVENUE - PROJECT NO. 1000653
LOCAL/SMALL LOCAL BUSINESS
ENTERPRISE GOAL ASSIGNED IS 50%**

**OWNER: CITY OF OAKLAND,
250 FRANK H. OGAWA PLAZA, SUITE 4314,
OAKLAND, CA 94612**

BID DATE: June 27th, 2019 @ 2:00 P.M.

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

Adjust Iron, Cold Plane, Construction Area Signs, Crack Sealing, Electrical, Minor Concrete, Slurry Seal, Striping, Surveys/Staking, SWPPP Prep/Water Pollution Control Plan Prepa, Traffic Control Material Supplier Traffic Control/Engineer, Tree Removal/Trimming/Underground, Trucking, Water Trucks, Street Sweeping, HMA (Type A) Material, HMA (Type B) 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%25gallagherburk.com:f7pa55wd@pub.gallagherburk.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 (510) 261-0478 to the attention of Estimator Eric Allred. If you have questions for the Estimator, call at (510) 261-0466. 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 (510) 261-0466, 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). GBI 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. GBI is an equal opportunity/affirmative action employer.

ATKINSON CONSTRUCTION

Requests

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

**The City of San Marcos
Invitation No. CIP CONBID 19-01**

****Note Addenda 1-6****

Creek District Infrastructure Project Bids Wednesday, July 10, 2019 per Addendum 6

Seeking Subs, Services & Supply for (but not limited to): Aggregate Base (Class 2), Architectural Treatment, Asphalt Paving, Bar Reinforcing Steel, Biofiltration Products (Aggregate Rock, Amended Soil), Bridge Deck Drainage System, CIDH Concrete Piling (Various sizes and Rock Socket), Clear and Grub / Mitigation Clearing and Grubbing, CML&C Steel Waterline, Concrete Barrier, Construction Survey, Construction Area Signs, Container Planting (One Gallon Natives), Demolition, Drainage Supply, Erosion Control, Fencing, Flatwork / Minor Concrete (Driveway, Side Walk, Curb Inlet), Headed Bar Reinforcement, Hot Mix Asphalt Paving, Irrigation System Installation, Landscaping, Levee Toe Drain, Masonry Block (Retaining Wall), Natural Boulders, Permanent Steel Casing (Various sizes), Prestressing Cast-in-Place Concrete, QA/QC, Reinforced Concrete Pipe (Various sizes and classes), Reinforced Concrete Pipe Rubber Gaskets and Joints (Various sizes and classes), Rock Slope Protection / Rock Slope Protection Fabric, Signal and Lighting, Sound Wall (Masonry Block), Stabilized Decomposed Granite, Steel Pedestrian Railing, Street Sweeping, Trucking, Water Fountain, Welded Steel Pipe, Wet and Dry Utility Supply. REFER TO PROJECT SPECS & LATEST ADDENDUM FOR COMPLETE BID ITEM LIST.

ENGINEER'S ESTIMATE is \$68,963,100

**DBE PROJECT GOALS - Bent Ave Bridge & Improvements 13% /
Via Vera Cruz Bridge & Improvements 15%**

******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, ALL ADDENDA, ETC and VIEW Q&A:

Please go to the City of San Marcos PlanetBids site -

<https://www.planetbids.com/portal/portal.cfm?CompanyID=39481>

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

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

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A different look at the construction labor situation

[Article was originally posted on <https://blog.buildingconnected.com>]

By Ed Zarenski,

This is a guest contribution from Ed Zarenski, the voice behind Construction Analytics – Economics Behind the Headlines. Zarenski semi-retired in 2014 from a 42-year career in construction, during which he spent over 30 years at Gilbane filling the role of Estimating Executive and publishing industry economic analysis.

Take a look at any construction industry publication, and you'll see an article or two discussing the labor shortage. Often, these articles compare construction job growth to percent growth in construction spending. For more than five years, the industry has been saying it's difficult to find skilled workers to fill those jobs.

From 2014 to 2018, construction jobs increased by 1.43 million — representing nearly 25% growth. This is the 2nd strongest 5-year job growth on record. Spending increased by 45% during this period. Only three times since 1970 have 5-year job totals increased by more than the most recent 5-year period, 2014 to 2018.

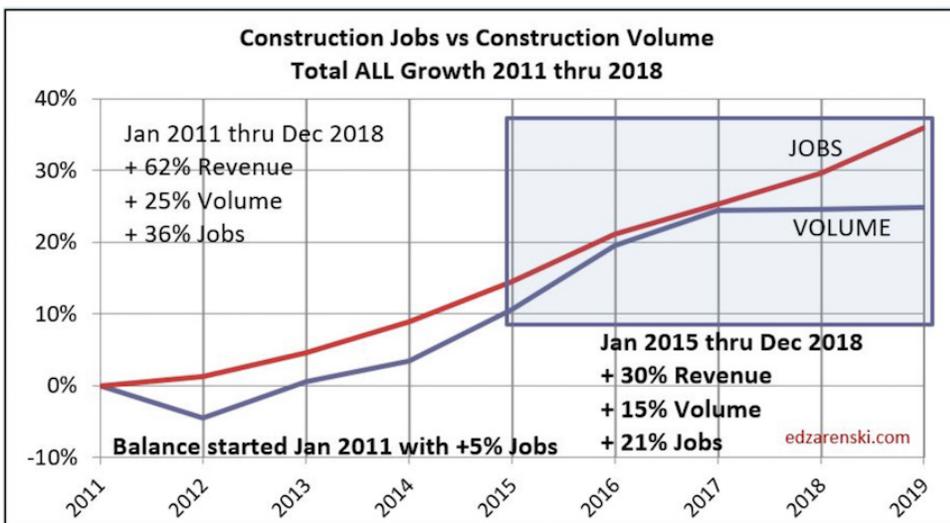
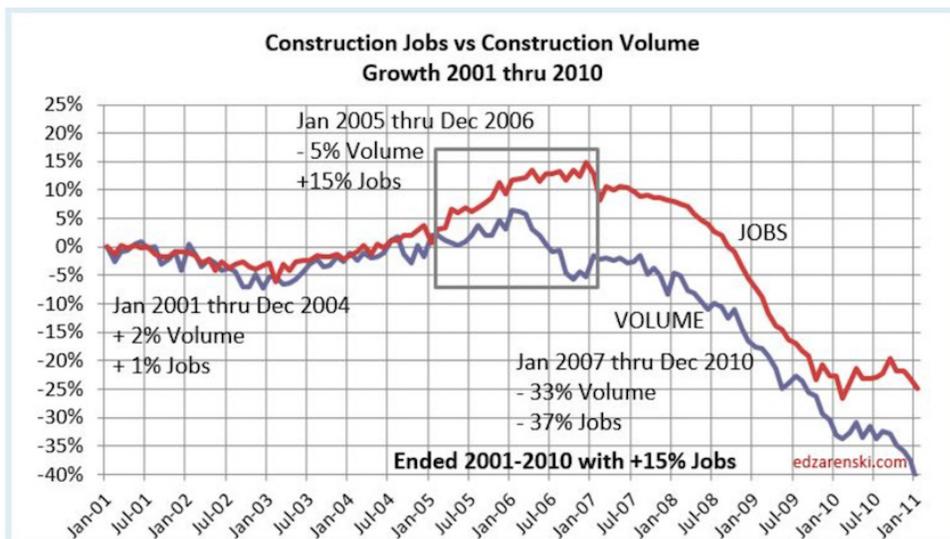
However, looking at job growth relative to spending growth is the wrong comparison. To get a more accurate picture, jobs must be compared to volume, or spending (revenue) minus inflation. Here's why it matters, how it relates to the possibility of a downward correction in construction jobs, and why a clear understanding of it all is necessary to plan successfully for the years to come.

Spending vs. Volume

Spending is measured in dollar value, always current to the year, which includes inflation from year to year. Volume is reported in constant dollar value, constant to the baseline year, which adjusts for inflation. In reality, jobs should be compared to volume, which reflects constant dollar value volume growth.

If spending or revenue for a company increases by 6% a year and inflation increases by 4% a year, then real construction business volume is increasing by only 2% a year. Balanced job growth would then increase by 2% a year. If you hire support staff to support a 6% growth in revenue, you would be grossly overstaffed.

Volume measures the amount of work completed, not the cost of the work completed. In this brief analysis, I will compare the number of jobs added to the volume of work added. Adjusting for inflation removes the variable of inflated cost.



Jobs vs. Volume

From 2000 to 2006, construction spending increased by 45%, but volume barely moved at all. Almost all of the increase in spending was inflation. During this period, jobs increased by about 15%. Businesses watched as spending increased by 45% in seven years. They increased staff by what appeared to be a conservative 15%, but real volume was flat. Heading into the recession, construction revenue on the books had been increasing for years, but volume growth was flat, and companies arrived in 2007 top-heavy with jobs.

Construction spending from 2011 to 2018 increased by 67%, while volume increased by only 32%. All of the rest of the revenue growth was inflation.

If you are tracking business performance by current revenue growth and leaving out inflation, you need to reassess your plan.

What Influences Job Growth

Similar to a pattern that occurred in the pre-recession spending boom, job growth may be influenced by revenue growth rather than volume growth.

Let's go back to our most recent 5-year period, 2014 to 2018. As I mentioned, construction jobs increased by 1.43 million during this period, nearly 25% growth. Spending increased by 45%, but after factoring for inflation, volume increased only 20%.

For the last two years, the total of all construction spending (revenue) increased by 10%. But volume after adjusting for inflation increased less than 1%, and total jobs are up almost 8%. Overall, for the last two years, construction job growth far outpaced construction volume growth.



California Sub-Bid Request Ads

Request for Quotes from Certified DBE/MBE/WBE/SBE Subcontractors and Suppliers

Project: Morena Pump Station, Bid No. K-19-1801-DBB-3 • Owner: The City of San Diego

REVISED Bid Date: July 18, 2019 at 2:00 p.m.

Clean Water State Revolving Fund Project

SWRCB DBE Forms are REQUIRED from Subcontractors

DBE Participation Encouraged

Quotes requested for Divisions 2, 3, 4, 5, 6, 7, 8, 9, 10, 22, 23, 26, 31, 32, 33, 35, 40, 41, 43, 44 and 46 for the following, but not limited to, scopes of work: Demolition, Reinforcing Steel, Concrete Finishing, Precast Concrete, Grouting, Concrete Doweling, Concrete Unit Masonry, Glass Unit Masonry, Post-Installed Anchors, Welding, Structural Steel Framing, Steel Joist, Steel Decking, Metal Fabrications, Aluminum Railings, Metal Gratings, GRF Plastic, Insulation, Metal Roofing, Joint Sealants, Doors and Frames, Overhead Coiling Doors, Glazing, Painting and Coating, Signage, Fire Protection, Plumbing Piping, HVAC, Electrical, Aggregate Supply, Dewatering, Geotextiles, Stone Columns, Microtunneling, Asphalt Paving, Unit Pavers, Curb and Gutters, Fences and Gates, Landscape and Irrigation, Conveyance Piping, Manholes, Valve Supply, Fabricated Slide and Control Gates, Instrumentation and Controls, Overhead Bridge Crane, Monorail Hoists and Jib Cranes, Pumps, Pollution Control Equipment, Fiberglass Reinforced Plastic Grating, Waterproofing, Raised Computer Flooring.

PLEASE SUBMIT QUOTES BY EMAIL TO SoCalBids@flatironcorp.com OR BY FAX TO (760) 471-4860.

Plans and specifications are available to download, at no cost, from the City of San Diego's PlanetBids website at the following link: [https://www.planetbids.com/portal/portal.cfm?companyID=17950&access\(registration required\)](https://www.planetbids.com/portal/portal.cfm?companyID=17950&access(registration%20required)). The Bid Documents are also available, at no cost, from Flatiron in electronic format or can be viewed at our offices in San Marcos or Chino Hills. Please call to request access or to make an appointment to view the documents at one of our offices.

This is an American Iron and Steel project. Quotations must be valid for same duration as specified by Owner for contract award. Assistance in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request. Flatiron West, Inc. analyzes and considers each DBE quote, including those that are broken down into economically feasible units to facilitate bidding.

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

Notwithstanding any contrary language in a bid to Flatiron West, Inc. ("Flatiron") or any prior course of dealing between Flatiron and a bidder, and unless waived in writing by Flatiron, Flatiron reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Flatiron in the amount of 100 percent of the bid to Flatiron. Flatiron will reimburse the bond premium at actual cost not to exceed 3%.

Non-DBE Subs/Suppliers: Indicate lower tier DBE participation offered on your quotation as it will be evaluated with your price.

Flatiron West, Inc.

1770 La Costa Meadows Drive, San Marcos, CA 92078 • Phone (760) 916-9100 / FAX (760) 471-4860

Email: socalbids@flatironcorp.com • Point of Contact: Jannette Carter, Estimating Administrator

WE ARE AN EQUAL OPPORTUNITY EMPLOYER

A different look at the construction labor situation

■ Continued from page 7

Current Job Growth

In 2017, construction spending increased by 4.5%, but inflation was 4.4%. Real construction volume increased by only 0.1%. Construction jobs increased by 3.4%.

In 2018, with 4.8% inflation and only 5% spending growth, real construction volume increased only 0.2%. Construction jobs increased by 4%.

For 2019, considering 4.5% construction inflation with spending predicted up only 2%, volume will be down 2.5% from last year. Jobs through April are up 1.2%.

Revenue growth looks like 5% a year, but it's all (or nearly all) inflation. We've grown top-heavy jobs by 10% in less than three years. The last two years look remarkably similar to 2005 to 2007 when jobs were still increasing rapidly, but residential construction was already well into a downturn.

Construction jobs — now over 7.4 million — have been over 7.3 million since summer 2018. The last time jobs were over 7.3 million was mid-

2005 through early 2008, at which point the recession abruptly caused the loss of over 700,000 jobs within 10 months and more than two million jobs over the next three years. Jobs are now only 5% lower than the previous high of 7.7 million in 2006 to 2007. But construction volume is still 15% below the peak constant revenue volume reached in early 2006. The current situation of job growth rate exceeding volume growth is worse than it was leading into the last recession.

Through May, only 26,000 jobs have been added in the last four months. That's the slowest job growth for any four months since 2012. January posted 56,000 new jobs, but Nov-Dec-Jan averaged only 25,000 jobs/month. In 2018, jobs increased by an average 26,000/month.

What Lies Ahead?

From Jan 2017 to April 2019, job growth exceeded construction volume by 10%. The last four months is the slowest four months of job growth in seven years. Is this the beginning of a job slow-down?

It's difficult to square job growth consistently in excess of volume growth with the long ongoing narrative of job shortages. It could be argued that it is a "skilled" job shortage, a lack of workers with the needed experience. We would have to look back to the period 2000 to 2004 to find a time when job growth was balanced with volume growth.

Should we expect greater job losses on the horizon? The last two years look remarkably similar to 2005 to 2007, when jobs were still increasing rapidly but already residential construction was well into a downturn. We are now well into the third year of job growth significantly exceeding growth in work volume. Unsupported job growth will eventually lead to downward correction in construction jobs. The only question is... when?

Ed Zarenski's blog, "Construction Analytics – Economics Behind the Headlines," can be found at <https://edzarenski.com>.

SOURCE:

<https://blog.buildingconnected.com/a-different-look-at-the-construction-labor-situation/>