

How to Build an Effective Multi-Channel Marketing Strategy

[Article originally appeared on
www.constructconnect.com]

By Doug Bevill,

One of the biggest challenges building product manufacturers struggle with is having an effective, multi-channel marketing strategy. The complexity of the commercial construction industry has been underestimated as far back as I can recall and seems to be multiplying. For BPMs, the complexity is the highest it's ever been. For most BPMs to realize sustained success, creating and maintaining a combination of strategic and tactical approaches with the entire building team is essential.

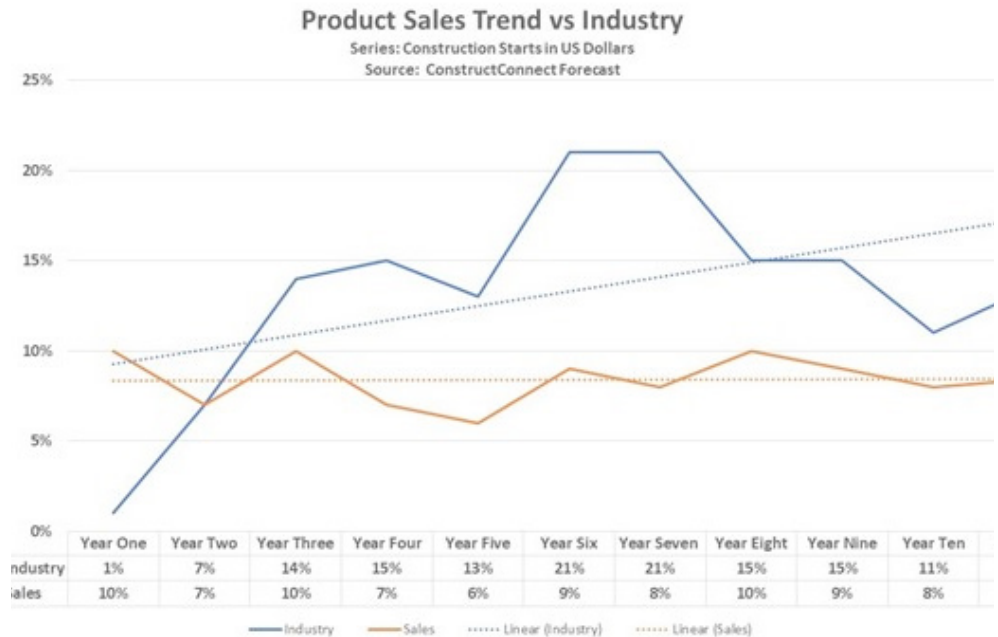
Building product manufacturers can vary significantly in their products. However, no matter what you make, or the size of your revenue footprint, there are shared fundamentals relevant to all BPMs. We share the same disciplines: engineering, IT, HR, finance, manufacturing, distribution, procurement, marketing, sales, etc. The two disciplines that we will focus on in the next two installments of this series are marketing and sales and how data analytics can improve those areas

Marketing: The marketing function is probably one of the most misunderstood and underdeveloped in the BPM space. Given that most of us work in small to medium-sized companies, resources are precious, yet, for some reason, the marketing department often becomes something less than it should be, only limited to graphic design, website maintenance, etc.

In the academic sense, marketing should be the strategic conscience of the BPM enterprise, leading the way in market analysis and research, identification of sales channels and processes, product development, maintenance/management, branding, and communications. The most incredible tool in the marketing department is continuous market analysis of their products.

Market Analysis: Market analysis is critical in assessing the potential market size for the manufacturer's current and future products, setting baseline models for market penetration, sales and sales partner allocation, and performance measurement. This assessment is done by using quantitative and qualitative data types.

Simply defined, the quantitative data set will tell us how much, how many, and the level of frequency or how often, and the qualitative data set will provide us with the who, what, and where. (Gener-



ally speaking, if it's a number, it is quantitative, and if it's a noun, a person, place, or thing, it's qualitative. Knowing these two terms can set us up to build our models.)

The Value of Having Quantitative Data—Analyzed Thoroughly

For this segment, I will focus on the value of quantitative data, how to acquire it, and build applicable models for your company. You can chart trends, yours and the industry's, with the right data product. Also, with the right quantitative data product, we can assess sales potential.

A priority is to determine your place in the industry. To assess sales trends as compared to the industry, your sales data needs to be compared in either monetary value or another unit of measurement, such as linear feet or weight. (Most manufacturers use dollars since we generally do not record sales in the other units of measurement. The key is consistency and availability in which unit types are used.)

External data sources are necessary to compare our sales to the broader construction industry metrics and market and will be needed for quantitative and qualitative analysis. For our first focus of performing quantitative analysis, we have choices of data series, the most popular being: 1. Construction Starts, and 2. Construction Put in Place.

Construction Starts (quantitative data): The definition of a construction start is when the shovel is in the ground and foundations are ready to be poured. This data is represented in the number of units, value, and square footage, and is segmented by project type, this data is available from ConstructConnect.

Construction Put in Place (quantitative data): is an estimate of projects that are assumed to be completed. Like ConstructConnect's Starts series, the ConstructConnect PIP data covers the United States from the national level down to the state and county levels, which widens geographic analysis possibilities over the U.S. Census Bureau data, which only has minimal geographic pliability. PIP products can be acquired through ConstructConnect, the U.S. Census Bureau, and others.

There are advantages of starts data over PIP data for the BPM. Contrary to PIP, starts data provides the BPM with many more strategic forecasting options. Given that a construction start can be recorded many months to even years before breaking ground (and depending on the project type and size), this data series can be used to measure product potential or demand, market share, and sales performance down to sales regions and territories, because it is available at the county level.



CALIFORNIA SUB-BID REQUEST ADS

Sub-Bids Requested from qualified **MBE/WBE/SBE/DVBE** Subcontractors and Suppliers for:

PIPELINE 5 RELINING, NORTH TWIN OAKS VALLEY ROAD TO CROSSOVER PIPELINE TURNOUT, SPECIFICATION 669

Owner: San Diego County Water Authority

Location: San Marcos, CA

Bid Date: June 28, 2022 @ 2:00 P.M.



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: SWPPP, Dewatering, Lead & Asbestos Abatement, Fencing, Hydroseeding/Revegetation, Aggregate Base, Grouting, Ready-Mix Concrete, Reinforcing Steel, Structural Steel, Miscellaneous Metals, Painting & Coatings, Cathodic Protection

Plans and Specifications: Contract Documents can be downloaded via The Network or Ebidboard through the Water Authority's Contracting Opportunities page at <http://www.sdcwa.org/contracting-opportunities>. Plans may also be viewed at our Walnut Office. J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested MBE/WBE/SBE/DVBE 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.



PROJECT NAME: Los Banos Police Station

BID DATE: July 6, 2022 at 3:00 PM

Scopes: Masonry, Joint Sealants, Glass & Glazing, Overhead Doors, Detention Systems, Flashing

Project Description:

BIDS FOR THE ABOVE SCOPE ONLY AT THIS TIME. The City of Los Banos has awarded Swinerton Builders the design and construction of a new police station. The new police station includes a 28,000 SF main building and a 3,000 SF pre-engineered metal impound building on a 2.8-acre site. The main building will be a 1-story Type I-B building with a steel and concrete structure.

PLANS & SPECIFICATIONS:

<https://swinerton.com/subcontractors/current-bid-opportunities/>

Contact: Karina Schulz

Tel: (415) 516-4174

Email To: karina.schulz@swinerton.com

Please submit your bid to Karina Schulz via Building Connected or via email.

We reserve the right to require all subcontractors to furnish 100% performance and payment bonds from a U.S. Treasury-listed surety. Premium cost to be included as a separate item. At our discretion, a bid bond and/or letter of bondability from a U.S. Treasury-listed surety may be required within 48 hours of demand.

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



SYBLON REID
General Engineering Contractors
Providing Solutions to Difficult Projects

P.O. BOX 100 Folsom, CA 95763

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

Contact: John Pottenburgh

Email: johnp@srco.com & estimating@srco.com

Sub-Bids Requested From **MBE & WBE** Subcontractors & Suppliers for:

OWNER: EAST BAY MUNICIPAL UTILITY DISTRICT

PARDEE RECREATION AREA AND PARDEE CENTER WATER TREATMENT PLANT IMPROVEMENTS SPECIFICATION NO. 2165

LOCATION: VALLEY SPRINGS, CA

BID DATE: JULY 13, 2022 @ 1:30 PM

*****ADDENDUM #1 ISSUED ON 06-03-2022*****

Trades Solicited: Aggregates Supply, Construction Materials Supply, Environmental Materials Supply, Pipe/Valve/Fittings Supply, Concrete Supply, Trucking, Electrical Sub, Painting Sub, Saw Cutting Sub, Surveying Sub, Testing/Inspection Sub.

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

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

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

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



Is requesting quotes from certified and qualified San Diego County Water Authority's Small Contractor Outreach and Opportunities Program Small Business (SCOOP), Small Disadvantaged Business, HUB Zone, DBE, SLBE, ELBE, DVBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Civil Engineer, Clearing & Grubbing, Consultant (Engineer), Develop Water Supply, Dust Palliative, Erosion Control & Temporary Erosion Control, Hydroseeding, Pipeline Drain Inspection & Cleaning, Pipe Lining (Cement Mortar), Super 10 Dump Trucks, Street Sweeping, Traffic Control, Water Trucks, Welding

SUPPLIERS

Heavy Equipment Rental, Jack Welded Steel Pipe, Misc. Iron & Steel Frame (Cover & Grates), Rental Construction Equipment, Safety Equipment, Sand & Gravel, Traffic Control Materials, Welded Steel Pipe

Pipeline 5 Relining, North Twin Oaks Valley Road to Crossover Pipeline Turnout, San Diego, CA

Specification No. 669

Goal - N/A (Mandatory Outreach)

BID DATE June 28, 2022 at 2:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemi

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

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

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

Sukut Construction, LLC An Equal Opportunity Employer

REQUEST FOR Sub-Bids, Sub-Proposals from firms with California DBE Certification

Project Name: Border to Bayshore Bikeway Project

Project Number: SOL899820

Owner: SANDAG

DBE Goal: 23%

Subcontractors/Subconsultants/Vendors wanted for:

(Subcontractors)- Quality Control, Street Sweeping, Minor Concrete, Asphalt Paving, Slurry Seal, Cold Mill Asphalt, Reinforcing Steel, Landscape, Electrical, Traffic Signals, Demolition, Survey, Fencing & Handrail, Wet Utilities- Water Line, Dirt Import, Striping and Signage, Traffic Control, Concrete Pavement, Janitorial Service, Project Scheduler, Tree Removal

(Suppliers)- BMP Material, Asphalt, Ready Mix Concrete, Aggregates, Misc. Metal, Detectable Warning Tiles, Waterworks Material, Bike Rack, Bus Shelters & Benches, Misc. Concrete Material, Trench Drains with Grates

Project Scope:

The work consists in general of constructing an approximate 6.7-mile Class II, Class III, and Class IV bikeway through the City of Imperial Beach and the San Ysidro and Otay Mesa-Nestor communities in the City of San Diego. Improvements include buffered bike lanes, sidewalk improvements, roadway improvements, earthwork, drainage improvements, storm water treatment devices, landscaping, fencing, traffic signal modifications, street lighting, signage, striping, and other traffic calming improvements.

Work includes, but is not limited to, controlling for water pollution; traffic control; erosion control; clearing and grubbing; curb, gutter, cross gutter, driveway, stamped concrete, and sidewalk work; roadway excavation; imported borrow; asphalt concrete pavement; PCC pavement; landscaping; wayfinding signage; pavement markings and signage; street lighting; trenching and backfill for underground electric conduits; water appurtenances and fire hydrant relocations; storm drain installation; traffic signal modifications; and procurement of all materials and performing all other work necessary to complete the work in accordance with the project plans and specifications. The DBE goal on this project is 23%. For the SWPPP, this project is a Risk Level 2.

REVISED BID DATE: July 6th, 2022 @ 2:00 PM

REYES CONSTRUCTION, INC.

State License Number 507561

1383 South Signal Drive, Pomona, CA 91766

Phone: 909-622-2259 • Fax: 909-622-3053

Contact: Brenda Martinez Mon-Fri 7:00 A.M - 4:00 P.M

Assistance will be available in obtaining bonds, lines of credit, insurance, necessary equipment, supplies, materials or related technical assistance.

For information on the availability of scope of work, plans and specifications, please contact our office.

Plans, Specifications, and Contract requirements can be viewed online at no additional cost:

1) Via iSqFt - please send an email request to estimating@reyesconstruction.com

2) <https://www.bidnetdirect.com/sandag>

Please e-mail Quotes to: Estimating@reyesconstruction.com

Svala Construction, Inc.

We are requesting bid quotations from all trades **LBE** Certified Subcontractors/Suppliers for the following:

SFO Contract 11767.61;

Tenant Improvement for CBP

648 West Field Rd, San Francisco, CA 94128

Bid Date: July 6, 2022 @ 2:00 pm

Please fax or e-mail us your Bid proposal at least 2 hours prior to the Bid Opening. Please note: all Subs above \$250,000 might require bonds.

Svala Construction, Inc.

139 Mendosa Ave, San Francisco, CA 94116

Estimator: Alex Svidler

Phone: 415-467-1336; Fax: 415-901-0466

e-mail: 8501308@gmail.com

We are An Equal Opportunity Employer

CWS Construction Group INC.

42 Digital Drive, Suite 1, Novato, CA 94949

Contact: Charlie Slack

Phone: 415-599-6545 • Fax: 415-209-0228

Charliejr.cws@gmail.com

License: 811153, Class A, B

DIR:1000020287

SBE Certification: 1791595

Invitation to bid as

Subcontractor, supplier or vendor

Certified **DVBE, DBE, MBE, SBE, LBE, WBE**

Contractors are encouraged to bid.

Subtrades Needed: Demo, Portland Cement Underlayment, Steel, Casework, Fireproofing, Doors frames and hardware, Glazing, Metal Framing, Gypsum, Acoustics, Corrugated metal Ceilings, Flooring, Painting, Insulation, Visual display Boards, Signage, Folding Glazed Aluminum partitions, Lockers, Plumbing, HVAC, Electrical

Project Name: 911 Call Center Renovation

Bids Due: June 29th, 2022 at 11:00 A.M

Scope Of work: Renovation of the existing 911 Call Center, located on the second floor of 1011 Turk Street. This is a tenant improvement project which involves the demolition, reconfiguration, and reconstruction of walls, floor, ceiling, doors, windows, finishes, and electrical, mechanical, plumbing scope of work per the new floor plan. The project will be completed in two construction phases; the building will continue to be occupied during construction. The 911 Call Center function will be temporarily relocated to the first floor of the building and the call center operation must remain uninterrupted at all times during construction.

Bid Documents: Available upon request or via the link below:

<https://www.dropbox.com/scl/fo/kwzdkaiciky4re7tpzefm/h?dl=0&rlkey=3rlqjghum6p6p8zyvkq1780>

Participation Goals: 20% LBEE

Please Contact Charlie Slack at bidscws@gmail.com for contract documents.

Please Submit All Proposals To:

Charlie Slack bidscws@gmail.com

Or fax: 415-209-0228

For More information please call 415-599-6545



CALIFORNIA SUB-BID REQUEST ADS



An Equal Opportunity Employer is requesting quotations from all qualified Professional services, sub-contractors, material suppliers and trucking including certified DBE/SBE for the following project:

UC Berkeley

DM Centennial Bridge Improvements - Project No. 12703A

Replace the existing Centennial Drive Bridge Overpass above Lawrence Road with a new 3-span viaduct by shifting the roadway to the south so that the existing bridge and roadway can remain in service during construction.

Bid Date: June 29, 2022, at 2:00 PM

****Bidding Electronically. Quotes need to be received by 11:00am on bid day****

CONTACT:

Debby Pannell

Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 300, Walnut Creek, California 94596

PH: 925-932-7900 • FAX: 925-279-2269

PROJECT SCOPE:

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors, suppliers, and truckers including certified DBEs on all items of work type listed below, including but not limited to:

SWPPP; Construction Survey; Temporary Shoring; Erosion Control; Demolition; Clear & Grub; Roadway Excavation including Offhaul & Disposal; Subgrade Preparation (Scarify, Recompact); round Improvements (East Abutment); Materials (HMA; AC Dike; Aggregate Base; Class 2 Perm; Structure Backfill [Bridge & Retaining Wall]; Rock Slope Protection); Fencing; Roadside Signs; Landscaping; Guardrail; Minor Concrete; Railing; Striping/Pavement Markings; Alternative In-Line Terminal System; Vegetate Swale; Reinforced Concrete Pipe; Electrical; Frame & Grates; Manhole; Underdrain Pipes; Underdrain Cleanout; Structure Excavation (Bridge & Retaining Wall); Permanent Steel Casing; Cast-in-Drilled-Hole Concrete Pilings; Prestressing Cast-in-Place Concrete; Structural Concrete (Bridge Footing, Bridge, Approach Slab, Retaining Wall & Barrier Slab); Bar Reinforcing Steel (Bridge & Retaining Wall); Misc. Metal (Bridge); Chain Link Railing; Concrete Barrier (Type 842); Mechanically Stabilized Embankment

Please Contact Brosamer & Wall Inc. at the email listed below for the complete list of the Actual Available Project Bid Items.

Requirements: Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage, valid DBE certification, DIR (Department of Industrial Relations) registration number for public work projects, and worker's compensation for the entire length of the contract. All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining/waiving insurance, bonding, equipment, materials and/or supplies please call or email Debby Pannell contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596. B&W will also make plans & specs available electronically. Please email Debby Pannell at dpannell@brosamerwall.com for free online link. Brosamer & Wall Inc. intends to work cooperatively with all qualified firms seeking work on this project. ****Submit ALL Bid/Quotes via email to estimating@brosamerwall.com or via fax at 925-279-2269 along with a copy of your CURRENT DBE/SBE CERTIFICATION by 11am on bid day. Please Include your CSLB License Number & DIR Registration Number on all bid/quotes.** Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before June 29, 2022.

B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.

CAHILL CONTRACTORS LLC

**requests bids from Certified SBE / San Francisco LBE
Subcontractors and Suppliers for
ALL REMAINING TRADES EXCEPT:**

Demolition/Grading, Ground Improvement,
Exterior Building Maintenance, Elevators, Fire Sprinkler,
Tower Crane, Personnel Hoist

**KELSEY CIVIC CENTER – GMP Remaining Trades
240 Van Ness Avenue, San Francisco, CA**

This is a San Francisco project with construction workforce, prevailing wage, and local hiring requirements.

BID DATE: 7/8/22 @ 2:00 p.m.

BID DOCUMENTS: Please contact Wendy
for access to documents on BuildingConnected.

CONTACT: Wendy Kirton at
estimating@cahill-sf.com, (415) 677-0611.



**Project: Contract No. 11-430434
HMA, structural bridge, polyester concrete
overlay, JPCP, & concrete barrier.
Construction on State Highway in
San Diego County in La Mesa and El Cajon from
0.1 Mile West of Grossmont Boulevard
Overcrossing to West Main Street Overcrossing
and at Marshall Avenue.**

**Owner: Department of Transportation
(CALTRANS)**

REVISED Bid Due Date: June 30, 2022 at 2:00 PM

Federal-Aid Project ACSB11M-008-1(330)E

Request for quotes from Certified DBE Subcontractors and Suppliers for the following, but not limited to scopes of work: Aggregate Supply, Asphalt Dike, Asphalt Paving, Bridge Demo, CIDH Pile, Clear and Grub, Cold Plane AC, Concrete Barrier, Concrete Supply, Construction Area Signs, Demolition, Electrical, Erosion Control, Fencing, Grind Existing Pavement, Guardrail, Joint Seal, Landscape and Irrigation, Misc. Iron and Steel Supply, Overhead Signs, PCC Material Supply, Pipe Supply, QC Testing, Railing, Ready Mix Concrete Supply, Reinforcing Steel, Saw and Seal PCC, Street Sweeping, Striping, Traffic Control Materials.

**PLEASE SUBMIT QUOTES BY EMAIL TO
SOCALBIDS@FLATIRONCORP.COM
OR FAX TO (858) 271-1330**

Plans and specifications are available, at no cost, from Caltrans <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/specs-ntb.php?c=11-430434> (Registration Required). Additionally, plans and specifications are available to view at Flatiron's San Diego, CA and Chino, CA offices. Please call to make an appointment to view the documents.

This project has a 24% DBE Goal. In addition to request for participation from DBE subcontractors and suppliers, Flatiron requests non-DBE subcontractors to provide lower-tier DBE participation. Bidders are required to indicate lower-tier DBE participation information to be evaluated as part of their quote.

Quotes must be valid for same duration as specified by Owner for contract award. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Flatiron intends to work cooperatively with all firms for scopes of work you are licensed and qualified to perform. Assistance in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request. Additionally, please contact us if you require technical assistance.

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

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

**Flatiron West, Inc.
12121 Scripps Summit Drive, Suite 400
San Diego, CA 92131
Phone (760) 916-9100 / FAX (858) 271-1330
Email: SoCalBids@flatironcorp.com
Point of Contact: Veronica Garcia,
Estimating Admin
WE ARE AN EQUAL OPPORTUNITY EMPLOYER**



CALIFORNIA SUB-BID REQUEST ADS

Turner

Turner Construction, San Jose Evergreen Valley College (EVC) and Gilbane-Cordoba, formally announce the upcoming bidding opportunity on the project listed below. Bidders are encouraged to participate in achieving the overall project anticipated results for LBE, SBE, IBE, VBE, MBE, and WBE percentages as outlined below.

LBE - Local Business Enterprise, SBE - Small Business Enterprise, or IBE Intradistrict Business Enterprise (combined target of 25%)
VBE - Veteran Business Enterprise (1% anticipated results)
MBE - Minority Business Enterprise (8% anticipated results)
WBE - Women Business Enterprise (4% anticipated results)

EVC Sequoia Upgrades/ Nursing Addition
Approximate Construction Value: \$21,000,000
Owner: San Jose Evergreen Valley College District

This project consists of renovation of the existing Sequoia nursing building and demolition of existing Sequoia Lecture Hall to be replaced by a new (2) story building (~16,000 sf) at the Evergreen Valley College campus. The new (2) story building includes a high fidelity simulation suite and flexible skills and assessment lab, classrooms, and restrooms. The renovation scope in the existing Sequoia building includes upgrades to interior finishes and accessible restrooms. There will also be new landscape and sitework including upgrades along the path of travel and extension of utility lines to service the new building.

Trade Package Awards will be based on a Best Value Selection. Proposal will be reviewed and awarded based on complying with the following criteria: Pricing, Quality, Schedule, PSA/PLA/CCA Acknowledgement and Commitment to Outreach & Project Anticipated Results.

This advertisement is for the trades listed below:

Trade Package #	Trade Package Name
011	DEMOLITION
012	EARTHWORK & GRADING
013	SITE/CIVIL/UNDERGROUND UTILITIES
014	BUILDING CONCRETE
015	FINISHED CARPENTRY
016	ROOFING
017	SHEET METAL/ FLASHING/ EXPANSION JOINTS
018	DOORS, FRAMES AND HARDWARE
019	CERAMIC TILE
020	CEILING SYSTEMS
021	FLOORING
022	PAINT
023	SPECIALTIES
024	WINDOW TREATMENTS
025	SIGNAGE
026	SITE CONCRETE /PAVING /STRIPING
027	LANDSCAPING/ IRRIGATION/ SITE FURNISHINGS

Plans and Specifications: Plans, Specifications, Requirements, and other bid documents will be available 6/23/2022. Please request access to Building Connected by contacting Turner at norcalprocurement@tcco.com

Pre-Bid Meeting/Job-Walk: INFORMATIONAL Pre-Bid Virtual Meeting:
Date: THURSDAY, JUNE 30TH @ 10am
Virtual Call information will be publishing via Building Connected

Requests for Information:
Prequalification

Pre-Bid Requests for Information (RFIs) are due July 7, 2022 by 2:00pm
Bidders interested in working with Turner on this project will be required to prequalify before being awarded the work. Submit prequalification packages online at www.turnerconstruction.com/sub-contractors. Contractors are encouraged to submit a prequalification package by JUNE 27.

Bids are due not later than 2:00 p.m., THURSDAY, JULY 21, 2022
SUBMITTED THROUGH: BUILDING CONNECTED ONLY

GRANITE CONSTRUCTION COMPANY
Is requesting DBE quotes for the following Project:
REBID Needles Highway – Segment 1B
Project Owner: San Bernardino County Department of Public Works
Bid Date: 06/30/2022 @ 10:00 AM
Point of Contact: Joe Richardson
Phone: 760-391-6247 Email: joe.richardson@gcinc.com
Please Email Quotes to: DCR.estimating@gcinc.com
Please Fax Quotes to: (760) 775-8229

General work description: Pulverizing asphalt concrete, removing asphalt concrete, cold plane existing asphalt concrete, constructing asphalt concrete over compacted pulverized asphalt concrete. Constructing asphalt concrete cut off walls. Installing tortoise fencing, painting traffic stripe and pavement markings and doing other work appurtenant thereto.

Plans and specifications can be accessed at no cost at: <https://www.dropbox.com/sh/1vp2e3y40ke3frg/AAAO4itLO-vYpB58X29NIZxa?dl=0>

Additionally, plans, specifications, and addenda can be viewed in the Files/Plans room in Smart Bid or at our office located at: 38000 Monroe Street, Indio, CA 92203. Please call to make an appointment.

Granite Construction Company (Granite) is requesting quotes from qualified Subcontractors and Suppliers including Certified DBE firms for the following items of work, including but not limited to: C0624 Petroleum, Oil, Lubricants Supplier, C0639 Asphalt Supplier, C0680 Fencing Supplier, C0685 Pavement Markers Supplier, C0800 Traffic Striping, Marking And Traffic Control Materials Supplier, C1200 Construction Area Signs, C1201 Traffic Control System, C1211 Traffic Flaggers, C1212 Pilot Car Services, C1531 Plane Asphalt Concrete, C1910 Grading, C2201 Finishing Roadway, C3901 Asphalt Concrete, C3910 Paving Asphalt (Asphalt Concrete), C3990 Recycle, Reclaim Asphalt Concrete, C5620 Roadside Sign, C8000 Fencing, C8001 Temporary Fencing, C8405 Thermoplastic Traffic Striping & Marking, C8406 Painted Traffic Striping & Marking, C8407 Remove Pavement Marking & Traffic Stripes, C8501 Pavement Marker, C9601 Super Dump Truck 4-Axle, C9602 Bottom Dump Trucking, C9603 Transfer Dump Truck, C9604 Super 10 Dump Truck, C9605 Flat Bed Trucking, C9606 Water Truck, C9607 End Dump Truck, C9608 Asphalt Oil Tankers, C9609 Street Sweeping Truck, C9670 Truck Rental, C9771 Truck Broker, C9774 Trucker, C9907 Construction Equipment Rental.

Granite is an Equal Opportunity Employer and will work with any interested subcontractor to identify opportunities to break items into any economically feasible packages. We welcome quotes from qualified Minority Business Enterprise (MBE), Women Business Enterprises (WBE), Small Business Enterprises (SBE), Disadvantaged Business Enterprises (DBE) and other entities defined as socially and/or economically disadvantaged.

Assistance in obtaining bonding, insurance, equipment, materials and/or supplies is available upon request. Additionally, please contact us if you require any technical assistance. Quotations must be valid for same duration as specified by Owner for contract award. Granite intends to work cooperatively with all qualified firms seeking work on this project.

This project has a 14% DBE goal. In addition to request for participation from Certified WBE/MBE subcontractors and suppliers, Granite requests Non-DBE subcontractors to provide lower-tier DBE subcontractor and/or supplier participation. Bidders are encouraged to indicate lower-tier DBE participation, as it will be evaluated as part of their quote.

Please include your Contractor License Number and DIR Registration Number on your quote

Granite Construction Company is signatory to Operating Engineers, Laborers, Cement Masons Teamsters and Carpenters unions. Granite may require 100% performance and payment bonds for the full amount of subcontract price. Granite Construction will assist with bonding costs for subcontractors. Additionally, The US Small Business Administration may also assist you in obtaining bonding, for more information please visit them at <http://www.sba.gov/content/contractors#>. Subcontractors must possess a current contractor's license, DIR number, insurance, and worker's compensation coverage meeting Granite's requirements. All quotes are subject to the terms of Granite Construction Company's applicable standard form agreement which is available through the following link: <https://www.dropbox.com/sh/93iswduu5iw13t6/AACaZv58j7xy-7Ja0IH-dL0J-a?dl=0>

Looking for Subcontractors, Vendors, and Suppliers?

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

With a monthly readership of 26,000,
SBE reaches a diverse audience,
cutting across ethnic and gender lines
as well as traditional industry segments.



Call **1-800-800-8534** or visit us at www.sbeinc.com



CALIFORNIA SUB-BID REQUEST ADS

DESILVA GATES

CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909

Dublin, CA 94568-2909

Phone: (925) 829-9220 / Fax: (925) 803-4263

Website: www.desilvagates.com

ESTIMATOR: JIM YACKLEY

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 101 – CONSTRUCTION ON STATE HIGHWAY IN SAN MATEO COUNTY AT VARIOUS LOCATIONS FROM BROADWAY OVERCROSSING TO 0.2 MILE NORTH OF OYSTER POINT BOULEVARD OVERCROSSING.

Contract No. 04-3J0624

Federal Aid Project No. ACNH-Q101(388)E

Disadvantaged Business Enterprise (DBE)

Goal Assigned is 27%

OWNER: STATE OF CALIFORNIA

DEPARTMENT OF TRANSPORTATION

1727 30th Street, Bidder's Exchange, MS 26,

Sacramento, CA 95816

REVISED BID DATE: JUNE 29, 2022 @ 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, Barrier Rail Sub, Clearing and Grubbing/Demolition, Cold Plane, Construction Area Sign, Electrical, Emulsion supplier, Erosion Control, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete, Misc. Iron and Steel, Pavement Milling, PCC Paving, Roadside Signs, Striping, Survey/Staking, SWPPP Prep/ Water Pollution Control Plan Prepare, Temporary Erosion Control, Traffic Control Systems, Vegetation Control, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Open Grade) Material, Rubberized HMA (Gap Grade) Material, and Asphalt Binder,

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA and 3855 North Freeway Boulevard, Suite 100, Sacramento, CA or at your local Builders Exchange, or reviewed and downloaded from the dropbox site at https://www.dropbox.com/sh/5rvc1bwfbasgl9/AAbrd0ba51_kN3GtAE5fBUoa7dl=0

or from the Owner's site at http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of 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/Public-Works.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

Phone: (925) 829-9220 / Fax: (925) 803-4263

Website: www.desilvagates.com

ESTIMATOR: VICTOR LE

An Equal Opportunity/ Affirmative Action Employer

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

CALTRANS ROUTE 680 – HIGHWAY IN ALAMEDA AND CONTRA COSTA COUNTIES AT SUNOL AND IN SAN RAMON BETWEEN 0.4 MILE SOUTH OF CALAVERAS ROAD UNDERCROSSING TO 0.9 MILE NORTH OF ALCOSTA BOULEVARD OVERCROSSING

Contract No. 04-0Q30U4

Federal Aid Project No. ACIM-680-1(990)E

Disadvantaged Business Enterprise (DBE) Goal

Assigned is 26%

OWNER: STATE OF CALIFORNIA

DEPARTMENT OF TRANSPORTATION

1727 30th Street, Bidder's Exchange, MS 26,

Sacramento, CA 95816

BID DATE: July 14th, 2022 @ 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, Clearing and Grubbing/Demolition, Cold Plane, Concrete Barrier, Construction Area Sign, Electrical, Emulsion supplier, Erosion Control, Fabric/Geosynthetic Pavement Interlayer, Fencing, Hazardous Material, K-Rail Supplier, Landscaping / Irrigation, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, PCC Paving, Roadside Signs, Rumble Strip, Sign Structure, Soil Nail, Structural Concrete (Retaining Wall), Striping, SWPPP Prep/ Water Pollution, Control Plan Prepare, Temporary Erosion Control, Traffic Control Systems, Underground, Vegetation Control, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Subbase Material, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Asphalt Treated Permeable 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 and 3855 North Freeway Boulevard, Suite 100, Sacramento, CA or at your local Builders Exchange, or reviewed and downloaded from the dropbox site at https://www.dropbox.com/sh/5rvc1bwfbasgl9/AAbrd0ba51_kN3GtAE5fBUoa7dl=0

or from the Owner's site at http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of 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/Public-Works.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.

6 Key Marketing Strategies for Specialty Contractors

[Article originally appeared on <https://contractorscompass.org>]

By Duane Craig,

Most small specialty contractors have 'bootstrapped' themselves up in the industry, often learning their trade on the job before branching out on their own. That means they often tackle their own marketing programs.

Consider these six ways to get your name out and business coming in.

1. Do The Website Thing (but make it professional)

Nine in 10 people research products and services online. Three-quarters of B2B buyers rely on internet searches in the early stages of shopping for business products and services. As the pandemic drags on and people avoid face-to-face interactions, the internet is likely to figure even more prominently in the sales cycle.

Regardless of how your website fits into your marketing, consider using complementary technologies during the pandemic.

For most specialty contractors, a website serves as their brochure. It features some of their completed projects and provides information about the company. Maintain a professional site to get the most from your effort. Use top quality photos and text, post blog posts regularly, follow page speed guidelines, and use designs that work on all screens.

Don't forget to make it friendly for local search by setting up a Google My Business profile. This is especially important for contractors serving consumer markets. For instance, specialty trade contractors work in local markets, and 86% of consumers find local businesses on the internet.

If you work for general contractors or owners and want your website to work harder, plan on getting help or fast-tracking an in-house webmaster. Trade contractor transactions are much larger than those for consumer purchases, so your website needs to look the part.

The average online B2B purchase is between \$9,000 and \$31,000, while the average online consumer purchase—between \$47 and \$57. B2B transactions also require multiple decision-makers. If you want your website to land you new business, you need an informed investment in content marketing and active efforts in analytics.

Regardless of how your website fits into your marketing, consider using complementary technologies during the pandemic. Quick-start video meetings mean you can take a phone call and switch to a

Continued on page 8

SMALL
BUSINESS
EXCHANGE

How to Build an Effective Multi-Channel Marketing Strategy

Continued from page 1

Note that because of the lag in time between a start and the project being put in place (or as turn-key, handed over to the owner), the starts series can also forecast raw material purchases, headcount, and inventory. Starts combined with other supply chain applications are helpful for application in sales & operations planning exercises.

Quantitative Analysis Interpreting Sales Vs. Industry Trend

As I stated before, many of the manufacturers that I have worked with over the years do not even use analytics at its most rudimentary level, but why? Is this because they do not understand or appreciate the significance of knowing market share? Is this because they do not have or know how to acquire the tools and data to complete their market share analysis?

We need to know how we are tracking according to trends in our industry:

- Are sales of my products keeping with an upward trend?
- Can we explain our slowed sales due to an overall industry downward trend?

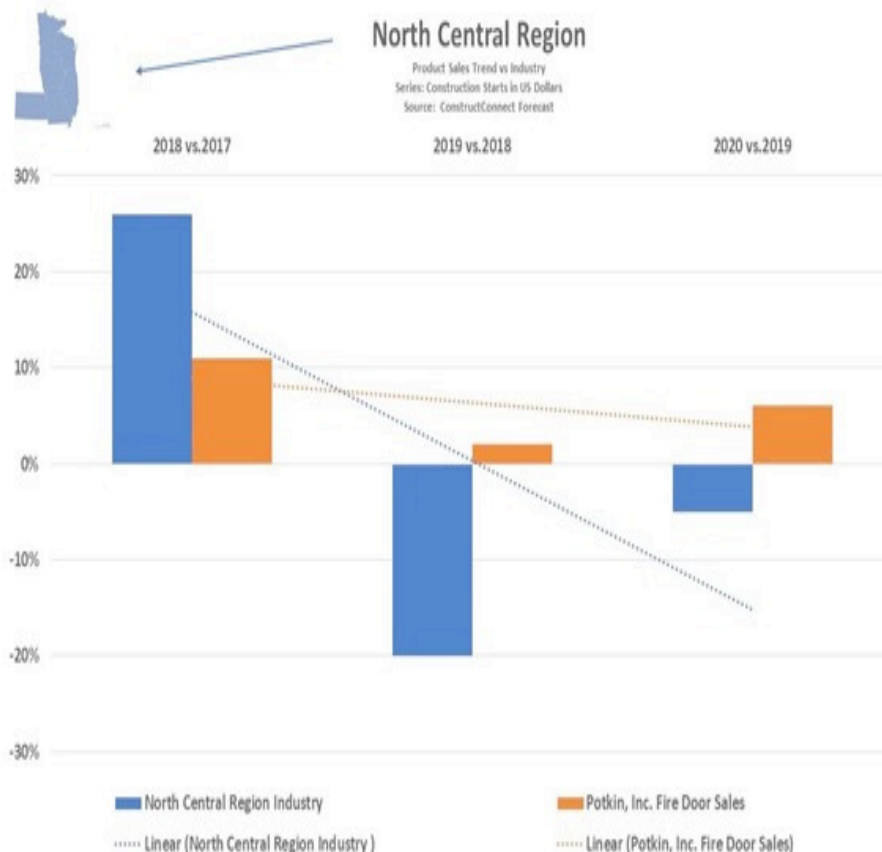
Equally important is knowing what percent of the industry sales is owned by us versus our competitors. In marketing and sales, our initial BPM question is, "How are we tracking in the U.S. construction industry?" Below, I cite a case study to exemplify the importance and help understand market analysis to determine our position within the industry trend. It is not just watching sales revenue increase year after year.

A Case Study with Actionable Examples

As a prior BPM executive, my company had historically enjoyed a dominant position in the single-product hardware category. Our growth in the ten years from 1990 to 2000 increased some 13%. If you are old enough to remember or studied economics in college, the decade of the 1990s was one of the most significant economic expansions in U.S. history.

We were proudly standing tall after a decade of double-digit growth. Still, upon my deeper analysis, using construction starts data to peg how we were doing against our industry, I discovered we had lost a significant share, mainly at the tail end of the decade, as illustrated in the chart on page #1.

This realization led us to find out why: In surveying our distributor customers, we learned they were still using our product on new construction because we dominated the specification market, but, due to the price sensitivity in the renovation and retrofit market, we had lost most of our share to less expensive imports.



With this answer, we decided to create a new, lower-cost product under a different brand so as not to cannibalize our specified flagship brand. Not utilizing analytic modeling, we only saw our increasing and upward trend in sales revenue. To summarize, we are flying blind without industry analytics, and with it, we find the commercial truth to take corrective action.

It is simple to perform the market analysis as was done in this case study. You need only three things.

1. Sales data for the products that you plan to analyze
2. Third-party industry starts data to compare your sales to current and future market conditions
3. A tool, like Excel or Access, for more custom analysis beyond what the data vendor or provider includes in a subscription

To begin your company's quantitative analysis, my recommendation would be an investment in a starts series like ConstructConnect Forecast. Starts will provide your enterprise with the most scalable measurement and forecasting options. (Remember, PIP data does not allow for effective cross-disciplinary planning and forecasting exercises such as Raw material procurement headcount/labor/inventory levels.)

In the prior "Product Sales Trend vs. Industry" graph, you can see how, with just some data, you can position your company going forward or track your company on a comparative level with trends and competitors.

Quantitative Analysis for Sales Personnel Assignment and Performance Measurement

In addition to these marketing and operations functions, quantitative analytics can be invaluable to those in sales leadership functions. The quantitative trend analysis is undoubtedly a statement of a macro level sales performance. Still, to improve, it is important to identify the sales strengths and weaknesses.

For example, we see high sales dollars with one sales rep in a region. This result is a good starting point. Is it because of the rep's personality and sales approaches? Is it because of extra overtime and effort? Or could it be the salesperson is working in a territory with more sales potential than one representative can cover, a shooting fish in a barrel scenario?

Visit the link below for the full article and various charts/graphs:

<https://www.constructconnect.com/blog/how-to-build-an-effective-multi-channel-marketing-strategy>



CALIFORNIA SUB-BID REQUEST ADS



An Equal Opportunity Employer is requesting quotations from all qualified Professional services, sub-contractors, material suppliers and trucking including certified DBE for the following project:

Caltrans 05-0C7324

Santa Cruz County in and near City of Capitola from 0.2 Mile South of 41st Avenue Overcrossing to 0.2 Mile North of Soquel Drive Overcrossing - 05-5Cr-1-13.4/14.9 - Project ID 0512000228
Construct pedestrian overcrossing, retaining walls, and auxiliary lane.

Bid Date: July 27, 2022, at 2:00 PM

****Bidding Electronically. Quotes need to be received by 11:00am on bid day****

CONTACT:

Debby Pannell

Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 300, Walnut Creek, California 94596

PH: 925-932-7900 • FAX: 925-279-2269

PROJECT SCOPE:

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors, suppliers, and truckers including certified DBEs on all items of work type listed below, including but not limited to:

Signs-(Construction, Roadside, Temporary Changeable Message; Portable Radar Speed Feedback; Portable Changeable Message); Unframed & Framed Single Sheet Aluminum Signs; PCMS; Temporary Automated End of Queue Warning System; Lead Compliance Plan; SWPP Plan; Rain Event Action Plan; Storm Water Sampling and Analysis & Annual Report; Street Sweeping; Traffic Control; Traffic Management & Monitoring Systems; Temporary Crash Cushion; Attenuator Vehicle; All Barricades; Channelizer-(Surface Mounted); All Railings; Crash Cushions; Midwest Guardrail; Barriers-(Concrete, Double Metal Beam); Clear & Grub; Tree Removal; Roadway Excavation; Trench Excavation; Structure Excavation-(Bridge, Retaining Wall, Sound Wall, Soldier Pile Wall); Structure Backfill-(Bridge, Retaining Wall, Sound Wall, Soldier Pile Wall); Concrete Backfill-(Lean, Soldier Pile Wall, Pipe Trench); Landscaping; Wood Mulch; Irrigation including Electrical/Controls; Pipe-(Plastic, Copper); AC Paving; Cold Plane/Grinding; Rumble Strip; Materials-(Class 2 ASB, Class 2 AB, HMA, RHMA, Tact Coat, AC Dike, Backfill Sand); Rock Slope Protection; RSP Fabric (Class 8); Steel Soldier Pile; CIDH Concrete Piling; Structural Concrete-(Bridge Footing; Bridge; Retaining Wall, Sound Wall, Barrier Slab, Junction Structure, Box Culvert, Drainage Inlet); Precast Concrete Panel; Joint Seal Assembly; Masonry Block Sound Wall; Steel Soldier Piling; Electrical; Lighting; Striping & Marking-(Thermoplastic, Painted, Methyl Methacrylate coloring, and All Removals); Bar Reinforcing Steel-(Bridge, Retaining Wall, Sound Wall, Box Culvert, Junction Structure); Alternative Pipe Culvert; Reinforced Concrete Pipe; Corrugated Steel Pipe Inlet; Manhole; Minor Concrete-(Curb & Gutter, Driveway, Stamped Concrete, Sidewalk, Sand Blast, Curb Ramp); Miscellaneous Iron & Steel; Miscellaneous Metal; Fencing-(Chain Link, CL Gate, High Visibility); Quality Control

Please Contact Brosamer & Wall Inc. at the email listed below for the complete list of the Actual Available Project Bid Items.

Requirements: Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage, valid DBE certification, DIR (Department of Industrial Relations) registration number for public work projects, and worker's compensation for the entire length of the contract. All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining/waiving insurance, bonding, equipment, materials and/or supplies please call or email Debby Pannell contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or can be accessed for free at the Caltrans website: www.dot.ca.gov/hq/esc/oe. B&W will also make plans & specs available electronically. Please email Debby Pannell at dpannell@brosamerwall.com for free online link. Brosamer & Wall Inc. intends to work cooperatively with all qualified firms seeking work on this project. ****Submit ALL Bid/Quotes via email to estimating@brosamerwall.com or via fax at 925-279-2269 along with a copy of your CURRENT DBE CERTIFICATION by 11am on bid day. Please Include your CSLB License Number & DIR Registration Number on all bid/quotes. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before July 26, 2022.**

B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.

6 Key Marketing Strategies for Specialty Contractors

Continued from page 6

video call almost immediately. Build a library of short videos showing you and your crews in action so people can see your skills. Do an explainer blog post or video covering the essential steps in each of the services you offer.

2. Networking is Still Alive and Well in Construction

You know people who know other people. Don't overlook those valuable connections. Whether you assist your brother-in-law on a home improvement project or give your neighbor some friendly advice about handling a DIY problem, you are actually networking. And sometimes, a little time spent helping those you know can bring in new business from people they know.

Next, think about local designers and architects. If your local area has an American Institute of Architects chapter, check if they welcome guest speakers. You can then talk about your specialty from a design perspective. Many architects and designers never worked on the 'doing' side, so your view on bringing design to life can shed some light on the construction process. With these meetings now going virtual, you can do this without leaving the house or office.

Set up your own virtual, after-work event for relaxation and socializing. These times require fresh approaches to the everyday things we've often taken for granted.

3. Sign up With the Local Builders Exchange

Many communities have a Virtual Builders Exchange featuring construction news and construction opportunities. The firm's staff locates, verifies and tracks local construction. The company claims that 90% of the membership renews every year.

4. Introduce Yourself to Local Government

While local governments expect to be challenged for funding in the coming months because of tax revenue losses from the pandemic, many aspects of municipal and county management require ongoing maintenance and repairs. Specialty trade contractors have just the skills they need. While stopping by the offices might be discouraged, you could do a mailing or phone call inviting the right person to a virtual meeting.

Local governments are also looking for solutions to problems caused by the pandemic. Cooperative purchase agreements let local governments piggyback their contracts, and you'll find these purchasing vehicles active in many states. Getting on board could give you a springboard to

Continued on page 9

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

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested
Owner: California Department of Transportation
Caltrans Contract Number: 07-316004

Revised Proposal Due Date: August 4, 2022 – 2:00 PM

DBE – 23%

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

CONSTRUCTION ON STATE HIGHWAY 14 IN LOS ANGELES COUNTY IN PALMDALE AND LANCASTER FROM TECHNOLOGY DRIVE UNDERCROSSING TO AVENUE "A" OVERCROSSING

Plans & Specs can be accessed and download online at:
Caltrans Office of Engineer dot.ca.gov/des/oe/weekly-ads

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

Construction Area Signs, Traffic Control, Striping, PCMS Boards, Temporary Railing (Type K), Implement BMP's, SWPPP, Erosion Control, Street Sweeping, Clear and Grub, Roadway Excavation, Roadway Excavation (ADL), Class 3 Aggregate Base, Hot Mix Asphalt, Place HMA Dike, Tack Coat, Remove AC Dike, Cold Plane Asphalt Concrete Pavement, Joint Seal, Remove Concrete Pavement and Base, Minor Concrete, Paving Notch Extension, Rock Slope Protection, Pre/Post Construction Surveys, Miscellaneous Iron And Steel, Guardrail Systems, Roadside Signs, Rumble Strip, 6" Rumble Strip (asphalt concrete pavement), Electrical Systems, Structural Signs, Grind Existing Concrete Pavement, Structural Concrete Approach Slab, Concrete Aggregates, Cement, Fly Ash, Admixtures, Tie Bars, Dowel Bars, RSC Aggregate and Cementitious Materials, Trucking, Quality Control, and Water trucks.

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

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

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

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

Lead Estimator: Joe Sidor Email: bids.social@skanska.com

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested

Owner: San Bernardino County
Transportation Authority

IFB No. IFB22-1002780

Bid Date: July 6, 2022 – 2:00 pm

DBE 13%

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors, vendors and Trucking as well as certified DBE firms for this project.

For Construction Of North 1st Avenue Bridge Over the BNSF Railroad

Plans and Specifications are available through registering on our plan site at:

<https://app.buildingconnected.com/public/59b1c0096ab4570007e09292>

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

Site Security, Traffic Control, Signs, Fencing, SWPPP, Concrete Reinforcing, Concrete, Concrete Removal, Saw Cutting, Metal Fabrications, Electrical, Well Points, Dewatering, Clearing and Grubbing, Striping, Excavation, Riprap, Cold Plane Existing Asphalt Pavement, Aggregate Base Course, Traffic Lines and Markings, Topsoil, HDPE Pipe, Reinforced Concrete Pipe, Geotextile, Revegetation, Weir boxes, Asphalt Paving, Construction Area Signs, Concrete Highway Barriers, Minor Concrete, Shotcrete, Concrete Flatwork, Aggregate Supply, Structures and Bridge Demolition, Drainage, Drilled Shafts, Soil nails, Post Tensioning, Erosion Control, Electrical/Lighting system /ITS, Fencing, Guardrail, Landscape, Milling, Monitoring, Painting, Rebar, Signage, Sign Structures, Staining, Striping, Survey, Traffic Control, Temporary Concrete Barrier, Trucking, Sweeping, Crane Rental, Temporary Shoring, Temporary offices, Temporary K- rail, Pipe Material Supply, Concrete Formwork, Excavation, Earthwork, Quality Control, Expansion Joints.

Requirements: Insurance requirements are Commercial General Liability (GL): \$25 ea. occ., \$1M personal injury, \$2M products and completed operations agg. and general agg.; \$5M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, and Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. All Contractors and Subcontractors must register with the DIR (Department of Industrial Relations) in order to bid on public works projects. Include CSLB License Number and DIR Number on all quotes submitted.

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

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

Phone: (951) 684-5360

Lead Estimator: Sonny Diddle

Email: bids.social@skanska.com

6 Key Marketing Strategies for Specialty Contractors

Continued from page 8

serving a wider geographical area and potentially a share of government business.

5. Share Your Expertise Publicly

Specialty contractors have the knowledge that the public craves, and serving up some of your expertise on local radio or podcasts can get your name in front of a large audience. You can escape dealing with the technical aspects by getting on shows that have an interview format.

6. Try Online Ads

If you've spent the time and money to get your website set up right, having it keyword optimized and tapping into local search, it might be time to try some advertising.

A well set up and well managed Google Ads campaign averages a return of \$2 for every \$1 spent. Facebook ads are also a top choice. Facebook clicks are cheaper and can yield impressive results if done correctly. How does a \$4 return for every \$1 spent sound?

SOURCE: <https://contractorscompass.org/6-key-marketing-strategies-for-specialty-contractors/>



WASHINGTON SUB-BID REQUEST ADS

SKANSKA

DBE Subcontractor/Supplier Bids/Proposals Requested

Owner: Los Angeles County Metropolitan Transportation Authority

LACMTA IFB: C88836C1218

Please Submit Proposals By: July 28, 2022 2:00 PM

DBE Goal: 22%

This advertisement is in response to Metro's DBE Program.

Skanska USA Civil West California District Inc. intends to conduct itself in "Good Faith" with DBE firms regarding participation on this project. Requested scopes include, but are not limited to the following and should be based on the project IFB, Contract, and all amendments:

**Soundwall Package 10
Pasadena, CA**

DBE Outreach Event June 24, 2022 at 9am. Register at:

<https://bit.ly/MetroSoundwalls>

Project documents can be reviewed by appointment in our office Monday through Friday, 7:00 am to 4:00pm. Documents can also be accessed and download online at Building Connected here:

<https://app.buildingconnected.com/projects/62acbb0f5080330064ef1106/bid-packages>

Scopes of work include, but is not limited to: Electrical, Striping, Retaining Wall, Landscaping and Irrigation, Traffic control, QC, Aggregate Base, Concrete Barrier, Roadside Signage, Surveying, Construction Area Signs, SWPPP, Erosion Control, Street Sweeping, Clearing & Grubbing, Trucking, Jointed Plain Concrete Pavement, CIDH Concrete Piling, Minor Concrete, Rebar, Sound Wall Masonry Block, Sign Structure, Reinforced Concrete Pipe, Corrugated Steel Pipe, Precast Concrete Pipe Manhole, Misc. Iron & Steel, Chain Link Fence & Gates, Arborist, Asphalt Paving and Guardrail.

Assistance: Skanska intends to conduct itself in good faith with all interested subcontractors as well as certified DBE firms looking for subcontract opportunities on this project. Subcontractors may be requested to furnish a bond. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Assistance to DBE subcontractors and suppliers in obtaining bonding, lines of credit, or other capital financing is available through the DOT Bond Assistance Program at (800) 532-1169. You may also contact Merriwether and Williams Insurance Services at (213) 258-3000 or online at <http://imwis.com> for Metro's Bonding Assistance Pilot Program that assists DBEs by providing technical and administrative assistance as well as providing the opportunity to expand their bonding capacity. Under the Program, Metro will provide a bond guarantee to qualified prospective contractors and subcontractors looking to increase their bonding capacity. DBE firms are also referred to the Small Business Administration (SBA) and/or Federal Department of Transportation (DOT) Bond Assistance Programs.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Please note that all Contractors and Subcontractors must register with The DIR (Department of Industrial Relations) in order to bid on public works projects. Include CSLB License Number and DIR Number on All Quotes Submitted. **All DBE Firms must be certified by the bid/proposal due date and must provide our office with a copy of your DBE certification to include with the bid/proposal. Should you have any questions regarding LACMTA's certification process, contact LACMTA's certification Hotline at (213) 922-2600.**

Skanska USA Civil West California District
is an Equal Opportunity/Affirmative Action Employer
EEO/AA/Vet/Disability Employer
Estimating Department: 1995 Agua Mansa Rd, Riverside, CA 92509
Phone: (951) 684-5360
Lead Estimator: Joe Sidor • Email: bids.socal@skanska.com

How to Get Yourself Out of the Low-Price Game

[Article originally appeared on
<https://contractorscompass.org>]

By Zach Richmond, Kent Companies,

Bidding to win is no simple ball game. The competitive field is stronger than ever, so how will you stand out among the crowd? Top subcontractors differentiate by demonstrating value up front. You can make an impact on your customers by rethinking how you bid. Start by creating a value proposition that highlights your unique capabilities. Instead of always coming down to negotiating on price, you elevate the game by focusing on how to best achieve the project's end goal. Stay competitive and strategize with these tips to step up to the plate.

- **Detail your scope.** Forming a scope of work from construction drawings and specifications may seem like a routine task to many specialty subcontractors. We all do plenty of takeoffs, estimates and know our numbers. Yet, bidding to win is so much more than putting a price on a project. It's more advantageous to position your bid within your company's niche and tell the story of how you can uniquely perform the job. You may swing and miss if you bat solely with a low price.
- **Showcase your experience.** Business is changing, and so are expectations. Involve your marketing department to highlight project profiles similar to what you're bidding on included in the bid documents. There is no quick fix to create a winning construction bid. The right keystone habit sets you apart and makes you the most consistent player in the room. There's a multitude of ways to differentiate your bid than merely bidding low. Think about the entire package and showcasing your experience.
- **Deliver on expectations.** Today's decision makers expect the best fit for every project. Be the expert they rely on. A recent study by Hinge Marketing showed that over a five-year period client loyalty declined by 20% even though client satisfaction remained stable, showing us business is less loyalty-based. Today's customers are looking for the perfect fit. Always pull relevant past performance to demonstrate why you are uniquely qualified to perform the work. General contractors care about who is building the project, not just how it is built. Hone in on storytelling to share your project team's experience, craftsmanship and unparalleled skillset. Equip your customer with every answer to each question they may ask about why you are more fit than your competitors.



CALIFORNIA SUB-BID REQUEST ADS

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested
Owner: Riverside County Transportation Commission

RCTC IFB No. 20-31-042-00

Bid Date: July 28, 2022 – 2:00 PM

DBE 20%

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors, material suppliers, service consultants, and vendors, as well as certified DBE firms related to the scopes of work below for the

CONSTRUCTION OF STATE ROUTE 71 / STATE ROUTE 91 INTERCHANGE IMPROVEMENT PROJECT IN RIVERSIDE COUNTY, CALIFORNIA

Plans & Specs can be accessed and download on BuildingConnected at:
<https://app.buildingconnected.com/public/59b1c0096ab4570007e09292>

Requested scopes include, but are not limited to the following and should be based on Contract and its amendments: Aggregates, Bearing Pads, Bridge Deck Drainage System, BMP Materials, Formliner, Geotextiles, Joint Seal Material, Miscellaneous Metals, MSE Panels, Pipe Materials, PCC Materials, RCP Pipe, Ready Mix Concrete, Steel Casing, Traffic Control Material, Asphalt Paving, AC Dike, Biologist, Construction Area Signs, Clearing & Grubbing, Concrete Barrier (Bridge), Concrete Barrier (Roadway), Concrete Ditch, Concrete Flatwork, Demolition, Driven Pile, Erosion Control, Fencing & Railing, Grind Existing PCC, Landscape & Irrigation, Masonry Soundwall, Minor Structures, OG Signs, Paint / Stain Concrete, PCC Paving, Post-Tensioned Concrete, Quality Control, Reinforcing Steel, Roadside Signs, Rock Slope Protection, Saw & Seal Concrete, Soil Nails, Striping, Sweeper, Hazardous Material Handling, Underground, Concrete Pump, Trucking, and Water Truck

Requirements: : Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a Non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedule, which will permit maximum participation when feasible. Project documents can be reviewed by appointment in our office Monday through Friday, 7:00 am to 4:00 pm. Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award (180 days). Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Please note that all Contractors and Subcontractors must register with The DIR (Department of Industrial Relations) in order to bid on public works projects. Include Contractor License Number and DIR Number on all Quotes Submitted.

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

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

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

Lead Estimator: Jeanine Soriano • Email: bids.socal@skanska.com

How to Get Yourself Out of the Low-Price Game

Continued from page 10

- **Begin with the basics.** Start with the first step in your action plan. When bidding work to drawings and specifications, give the customer what they want. This will come in the form of a base bid. The customer is likely looking for the minimum per the drawings and specifications. Hit the industry standards for your base bid to get on an even playing field. Then, consider taking more of a consultative selling approach. Provide a base bid as an apples-to-apples but offer more value with solutions that enhance the project, save time or money.
- **Cover all the bases.** Enhance your offerings by providing alternatives and upgrades. Make a unique offer to add in and package services that others often overlook. Keep the voluntary alternatives and upgrades separate from the base bid. This allows you to uniquely position your company by presenting offers others might not have spotted. Look for opportunities for volume-based offers. This will help drive your bottom line.
- **Offer value engineering services.** As specialty subcontractors, we all have unique experiences under our belt. We're equipped with the knowledge of the tricks of the trade. It's our responsibility to help general contractors through the building process – every step of the way.

Through value engineering, you can use a systematic approach to improving the project at stake. Using your past experience to your advantage allows you to offer suggestions on how to conduct work. It sets you apart because you can anticipate challenges they may face. Concentrate your focus on the niche, and specific project types you have worked on to serve as precedents. It also may reduce your chances of being priced out of the project. Be the expert in your respective field to help the general contractor through any obstacles.

Bidding in a competitive market doesn't come without its challenges, and you may have a few curve balls thrown your way. There are many qualified specialty contractors, making competition tight. Materials and supply prices are escalating faster than ever. Your bids have to be complete and all-encompassing with quickly fluctuating prices.

Visit the link below for the full article:

<https://contractorscompass.org/how-to-get-yourself-out-of-the-low-price-game/>



CALIFORNIA SUB-BID REQUEST ADS

FLATIRON

REQUEST FOR QUOTES FROM CERTIFIED
DBE/MBE/WBE/SBE/SBRA/LSAF/HUB Zone SUBS, SUPPLIERS & SERVICE PROVIDERS
City of Sunnyvale, California
SUNNYVALE CLEANWATER PROGRAM (SCWP)
Secondary Treatment and Dewatering Project
Public Works Project NO. UY-21-07

****This project is CWSRF & WIFIA Funded, EPA forms are required prior to bid day****

Engineers Estimate: \$250M
BID DATE: August 10th, 2022 at 3:00 PM

We are soliciting quotes for the following Divisions and items of work: For Divisions 02, 03, 04, 05, 06, 07, 08, 09, 10, 11, 12, 13, 14, 15, 16, 17, including, but not limited to:

AC Paving, Rebar, Electrical, Minor Concrete, Masonry, Welding, Aggregates, Ready Mix, Concrete Pumping, Auger Cast Piles, Welded Steel Pipe, Underground Pipe Products (PVC, DUCTILE), Misc. Metals, Trucking, HazMat Trucking, SWPPP Plan, SWPPP Materials, Underground Precast, Street Sweeping, Sheet Pile Installation, Dewatering, Mechanical Equipment (Furnish & Install), Shoring, Grouting, Concrete Formwork, Structural Steel, Architectural Woodwork, FRP Fabrications, Damp Proofing, Metal Roof, Wall and Soffit Panels, Hollow Metal Doors & Frames, Overhead Coiling Doors, Glazing, Framing & Gypsum Board, Acoustical Panels, Tile, Painting & Coating, Bird Deterrent, Signage, Safety Equipment, Toilet Accessories, Pumps, Slide Gates, Mixers, Blowers, Odor Control, Metal Building Systems
Manual/Electric Actuators, Pre-Stressed Concrete Tank, Fire Extinguishing Systems, Bridge Cranes, Hoists and Davit Cranes, Valves, Pipe Supports, Piping Insulation, Plumbing, HVAC, Louvers, Instrumentation/Controls

Non-DBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron 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. 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 certified firms. Flatiron West 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 Flatiron 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.

Project documents may be downloaded from the DemandStar website after you register for access, or they may also be downloaded for FREE from our Box ftp site. Please send an email request to NORCALBIDS@flatironcorp.com. Due to Covid-19 & social distancing requirements still in place in some areas, we are not currently scheduling appointments to review project docs or meet with estimators in our office. When all pandemic restrictions are lifted, we will offer these services again in our office by appointment only. Thank you for your understanding.

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

Flatiron West, Inc.
2100 Goodyear Rd Benicia, CA 94510
Phone 707-742-6000 Bid Fax 707-746-1603
Equal Opportunity Employer
License No. 772589

Caliagua Inc.
4930 E La Palma Ave, Anaheim, CA 92807
Phone: 866-416-4214
Email: rricard@caliagua.net
Contact: Ryan Ricard

Project: Golden State Water Company Wells Bradford 4 and Fairhaven 1 & 3 PFAS Water Treatment Systems
Contract No. GSWC-2022-1

BID DATE: June 28th, 2022 @ 2:00PM

An Equal Opportunity Employer & Complies with the Standard Federal Equal Employment Specifications
All Qualified AND/OR Certified DBE Subcontractors and Material/Equipment Suppliers are requested to forward quotes for the above-referenced project

Caliagua Inc. is seeking qualified subcontractors and suppliers for the following: Demolition, Reinforcing Steel, Caste-In-Place Concrete, Metal Fabrications, Painting & Coating, Electrical & Instrumentation, Site Clearing, Aggregate Base Courses, AC Paving, Catch Basins, Process piping, Double Wall Containment Piping, Process Valves, Bag Filters, Static Mixers

Project Documents:
<http://www.ocwdplanroom.com/>

Free access to the project documents can be furnished upon request. Caliagua Inc. is signatory to the Operating Engineers, Laborers, Cement Masons and Carpenters Unions. Subcontractors must possess a current contractor's license, DIR Registration, insurance and workers compensation coverage per project requirements. Subcontractors and Suppliers are expected to bid per plans and specifications. Quotes need to be submitted at a reasonable time prior to the bid date. This project has a 5% DBE participation goal, participation is highly encouraged.

FLATIRON

REQUEST FOR CERTIFIED DBE
SUBCONTRACTORS/SUPPLIERS/SERVICES
Caltrans Contract 05-0C7324
Construction on State Highway in Santa Cruz County in
and near city of Capitola from 0.2 mile South
of 41st Avenue overcrossing to 0.2 mile North
of Soquel Drive overcrossing
(General Work Description: Construct pedestrian
overcrossing and auxiliary lane.
EE: \$26M DBE Goal 27%
Bid Date: July 27th, 2022 at 2:00 PM

****This is an Electronic bid submittal****
****Quotes not received by 11:00 AM on bid day
may not be reviewed/evaluated****

**Flatiron West, Inc. requests DBE subcontractor/supplier/
service participation for the following Items of work,
but not limited to:**

CAS/Roadway Signs, Clear & Grub, Erosion Control, Landscaping /Irrigation, AC Paving, Cold Plane AC, CIDH, Joint Seal Assembly, Rebar, Overhead Signs, Painting Steel/Concrete Stain, AC Dike or Curbs, Underground Utilities, Fencing, Metal Railing, MBGR, Bridge & Roadway Concrete Barrier, Striping, Electrical, Minor Concrete, Masonry, Pavement Fabric, Welding, Aggregates, Ready Mix, Concrete Pumping, Underground Pipe Products, Misc. Iron & Steel, Misc. Metals, Trucking, HazMat Trucking, SWPPP Plan, SWPPP Materials, Lead Compliance Plan, Paving Oil, Bridge Bearings, Underground Precast, MSE Wall Material, Street Sweeping, Traffic Control, Whale Cut Outs, Steel Soldier Piles, 66" Steel Permanent Casing, Bridge Joint Seal, Isolation Casing, Precast Concrete Panels, Asbestos Monitoring (Abatement), Survey, and Quality Control Testing.

Non-DBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron 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. 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 certified firms. Flatiron 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 Flatiron 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 Connect. Use the following link <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php> to enter the Advertised Projects page and scroll to Contract number: **05-0C7324**. 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@flatironcorp.com. You will be provided with a BOX link to view & download plans and specs for FREE from our BOX.com ftp site. Due to Covid-19 & social distancing requirements still in place in some areas, we are not currently scheduling appointments to review project docs or meet with estimators in our office. When all pandemic restrictions are lifted, we will offer these services again in our office by appointment only. Thank you for your understanding.

Please email ALL Scopes/Quotes to:
NorCalBids@flatironcorp.com
Flatiron West, Inc.
2100 Goodyear Rd Benicia, CA 94510
Phone 707-742-6000 • Bid Fax 707-746-1603
Equal Opportunity Employer
License No. 772589



CALIFORNIA SUB-BID REQUEST ADS

The Heat Is On - Construction and Global Warming

[Article originally appeared on www.constructionexec.com]

By Christopher Durso.


Every year, NASA and the National Oceanic and Atmospheric Administration (NOAA) team up to assess global temperatures and climate trends. (Yes, that NASA. A big part of the space agency's mission is focused on Earth science, with the goal of better understanding the planet's interconnected systems.) The two groups released their findings for 2021 this past January, with several predictably alarming highlights:

- 2021 was the sixth-warmest year on record, with the average global surface temperature about 1.5°F over the 20th-century baseline periods that the agencies use for comparison and nearly 2°F higher than in the late-19th century.
- The surface temperature in the Northern Hemisphere was also the sixth-highest on record, at nearly 2°F over baseline, with the land temperature exceeding the baseline by 2.8°F.
- Extreme climate events included an above-average Atlantic hurricane season, with 21 storms, and a severe heat wave in the north-western United States and western Canada in June during which Canada recorded its highest temperature ever, at 121°F.

Summer in the City

One of the results of these developments is the "urban heat island effect"—a phenomenon that directly affects construction professionals working in heavily built-up and populated areas during warmer months. "Cities and urbanized areas that we might not even classify as cities tend to be warmer than surrounding rural areas that have less built materials—roads and buildings, pavement, asphalt, sidewalks," says Christian Braneon, a climate scientist and civil engineer with the Climate Impacts Group at NASA's Goddard Institute for Space Studies.

"That's because these built materials are impermeous; they don't allow water to infiltrate them," Braneon says. "A lot of times, these materials end up paving over vegetation, or the creation of these materials involves removing vegetation. As a result, they're absorbing energy from the sun during the day, and then they're releasing that energy all the time. During the day, at night—they're releasing heat that warms the local air temperature."


Kiewit

Kiewit Infrastructure West Co.
4650 Business Center Drive • Fairfield, CA 94534
Attn: Amanda Schroeder at norcal.bids@kiewit.com
Phone (707) 439-7300 • Fax (707) 439-7301

Requests quotes from qualified Subcontractors, Service Providers, Consultants, and/or Suppliers to participate for the following project in Sunnyvale, CA:

SCWP – Secondary Treatment and Dewatering Project
Public Works Project No. UY-21-07
Owner: City of Sunnyvale
Bid Date: August 10, 2022 @ 3:00 PM
Subcontractor and Supplier Scopes are due
August 03, 2022 and Quotes NO LATER THAN August 09, 2022 at 5 PM.

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

Asphalt Paving • Acoustical Ceilings and Wall Panel • Aggregates • Architectural Woodwork • Auger Cast Piles • Bird Deterrent Devices • Building Furnishing • Building Insulation • Building Interior • Specialties Building Safety & Fire Protection • Cast-in-Place Concrete • Cathodic Protection • Cellular Concrete • Ceramic Tile • Concrete Formwork • Concrete Pumping • Concrete Supply • Crane & Hoists • Dewatering • Doors • Earthwork • Epoxy Injection System • Erosion Control • Expansion Joint • Fiberglass Reinforced Plastic • Fire Suppression • Flashing & Sheet Metal • Flooring • Framing & Gypsum Board Hatches • HVAC • Installation of Truck Scale • Joint Sealants • Masonry • Mechanical Equipment • Metal Roofing • Minor Concrete • Misc. Metals & Structural Steel • Overhead Coiling Doors • Painting & Coating • Pipe & Valve Supply • Potholing • Precast Concrete • Precast Utility Structures • Pre-Fabricated Metal Building & Canopy • Quality Control • Rebar • Shoring • Signage • Skylights • Steel Decking • Striping • Subsurface Utility Exploration/Engineering • Tanks (FRP) • Tanks (Vertical Post-Tensioned) • TPO Roofing • Traffic Control • Trucking • Waterproofing/Dampproofing • Windows & Glazing

Certified thru, but not limited to, any of the following agencies:
www.mbd.gov ; www.epa.gov ; www.sba.gov ; dot.ca.gov

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

Plans are available for viewing through SmartBidNet (SBN). All companies already registered in our SBN database will receive an invitation to bid. Please email norcal.bids@kiewit.com to have your company added to our SBN database to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors, and Supply Bond for permanent material Suppliers on this project. Bond requirement can be waived on a case-by-case basis. Please contact Kiewit for more information. Bond premiums are reimbursable by Kiewit. Please contact Kiewit for any assistance in bonding, insurance, equipment, materials and/or supplies.

Subcontractors must possess & provide current California contractor's license number & DIR Registration number.

Clean Water State Revolving Fund (CWSRF) requirements
US Environmental Protection Agency (WIFIA) grant requirements
American Iron and Steel (AIS) requirements
Davis-Bacon Act and California prevailing wage requirements
Disadvantaged Business Enterprises (40 CFR Part 33) requirements

An Equal Opportunity Employer
CA Lic. 433176
DIR #: 1000001147

With cities and metropolitan areas becoming larger and more densely populated across the country and around the world, the urban heat island effect will only become more pronounced. "A lot of folks don't realize that extreme heat is actually the deadliest weather hazard in the United States," Braneon says. "More people will die due to extreme heat than due to flooding or tornadoes each year."

Lowering the Temperature

Braneon sees direct implications for several aspects of the construction industry, including worker safety and performance, equipment and materials. By being aware of them, companies can plan projects accordingly—and even become part of the solution.

Worker safety and performance: Prepare not just for hotter weather but for hotter weather that lasts longer—a five-day heat wave instead of a two-day heat wave. "There are going to be project delays because workers are experiencing heat stress," Braneon says. "It's been well-documented that there have been deaths in the construction industry due to heat stress. This is going to be a huge issue for companies at all levels, and frankly may involve litigation and insurance ramifications."

Visit the link below for the full article:

<https://www.constructionexec.com/article/the-heat-is-on>



CALIFORNIA SUB-BID REQUEST ADS



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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Cold plane and place HMA, replace guardrail and curb ramps
Hwy 101 San Mateo
Caltrans #04-3J0624

REVISED BID DATE: June 29, 2022 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Radar Feedback Sign, Portable Changeable Message Sign, Alternative Temporary Crash Cushion System, SWPPP, Storm Water Annual Report, Sweeping, Treated Wood Waste, Clearing & Grubbing, AC Dike, Tack Coat, Cold Plane AC, Jointed Plane Concrete Pavement, Drainage Inlet Marker, Minor Concrete, Pre/Post Construction Surveys, Misc. Iron & Steel, Delineator, Pavement Marker, Object Marker, Roadside Signs, Guardrail Systems, Striping & Marking, Maintaining Existing Traffic Management System Elements During Construction, Modify Signal & Lighting Systems, Modify Ramp Metering Systems, Modify Traffic Monitoring Systems, and Construction Materials

Jean Sicard (510-809-3411 jsicard@ocjones.com) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. OCJ is available to help obtain necessary equipment, material and/or supplies. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.



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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Sycamore Avenue Pavement Rehabilitation Project
City of Hercules - Contract No. 63047
BID DATE: July 12, 2022 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Erosion Control Measures, QC/QA Testing, Survey, Traffic Control System, Construction Area Signs, Staking and Layout, Survey/Benchmark Monument Preservation, Water Pollution Control, Clearing & Grubbing, Asphalt Cold Milling, Minor Concrete, Concrete Removal, Adjust Utilities to Grade, Striping & Marking, and Construction Materials

Jason Martin (510-809-3432 jmartin@ocjones.com) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office or can be sent out via Building Connected. PDF format quotes should be emailed to the estimators or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. OCJ is available to help obtain necessary equipment, material and/or supplies. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

Mayor Garcetti celebrates a successful IX Summit of the Americas

[Article originally appeared on www.lamayor.org]

Mayor Eric Garcetti celebrated a successful Summit of the Americas, in which Los Angeles shared the world stage with leaders from across the Western Hemisphere and led several meetings and events on issues ranging from climate change, immigration, and resilience.

“Los Angeles was proud to welcome leaders from across the Americas to focus on our shared goal of building a sustainable, resilient, and equitable future,” said Los Angeles Mayor Eric Garcetti. “The Summit gave us the opportunity to share ideas and strategies with our global partners — and I look forward to seeing its impact in our cities and countries.”

The Summit of the Americas, which was held in Los Angeles for the first time and in the United States for the first time since its inaugural convening in Miami, FL in 1994, brought considerable economic activity to the region. Visitors for the Summit booked an estimated 20,000 hotel room nights for an economic impact of more than \$15 million.

“Once again, Los Angeles did an amazing job of hosting a major event; but more importantly, the hotels, the venues and the people of Los Angeles showed the rest of the world why we are such a great city to visit,” said Doane Liu, Chief Tourism Officer of the City of Los Angeles.

The Los Angeles Declaration on Migration and Protection will strengthen the region's commitment to humane, practical and orderly migration. Los Angeles will continue working with federal, state, and NGO partners to address migration with dignity and respect.

The Los Angeles Declaration follows an announcement by the U.S. State Department of an inaugural Cities Summit of the Americas, to be hosted in Denver, Colorado next year, as well as the Cities Forward initiative, focused on supporting city-led partnerships throughout the region on key sustainability, equity and resilience issues.

During the Summit, Mayor Garcetti met with the President of Chile Gabriel Boric, and signed a memorandum of understanding to support collaboration on water conservation and share strategies both governments have undertaken to address drought.



CALIFORNIA SUB-BID REQUEST ADS



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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Place HMA (Type A), Class 2 AB, IB, and RSP – Hwy 29 Kelseyville
Lake County
Caltrans #01-0H8804

BID DATE: July 12, 2022 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, Portable Radar Speed Feedback Sign, Alternative Temporary Crash Cushion, Automated Flagging Assistance Device, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis, and Annual Report, Temporary Fencing, Sweeping, Treated Wood Waste, Contractor Supplied Biologist, Vegetation Control (Minor Concrete), Concrete Anchor & Cable Assembly, Clearing & Grubbing, Imported Borrow, Bonded Fiber Matrix, Compost, Preparing Inertial Profiler, Asphalt Binder (Geosynthetic Pavement Interlayer) and Paving Grid, AC Dike, Tack Coat, Cold Plane AC, Welded Wire Reinforcement, Corrugated Steel Pipe, Concrete (Ditch Lining), Rock Slope Protection, Misc. Iron & Steel, Fencing, Delineator, Guard Rail System, Pavement Marker, Object Marker, Roadside Signs, Striping & Marking, Rumble Strip, Traffic Stripe Tape, and Construction Materials

Jean Sicard (510-809-3411 jsicard@ocjones.com) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. OCJ is available to help obtain necessary equipment, material and/or supplies. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.



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Contact: Jason Martin

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Oakland LSR Paving Program
City of Oakland – Project No. 1004947
Federal Project No. STPL-5012(157)
BID DATE: July 14, 2022 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Erosion Control Measures, QC/QA Testing, Water Pollution Control, Traffic Control, Changeable Message Signs, Project Information Sign, Crack Seal, Minor Concrete – Remove and Replace, Tree Pruning & Stump Removal, Pre & Post Monument Verification, Curb Painting, Striping & Marking, Fire Hydrant Markers, Roadway Signs, Cold Mill, Adjust Utilities, and Construction Materials

Jason Martin (510-809-3432 jmartin@ocjones.com) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. OCJ is available to help obtain necessary equipment, material and/or supplies. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

Mayor Garcetti celebrates a successful IX Summit of the Americas



Mayor Garcetti with the Chile Delegation



Mayor Garcetti with the Bogota, Colombia delegation

Continued from page 14

To share best practices in public-private partnerships for climate at the local, national, and international levels, Mayor Garcetti participated in a roundtable discussion with Special Presidential Envoy for Climate John Kerry at the L.A. Cleantech Incubator (LACI) co-hosted by Global LA.

During the Summit, Global LA, a public-private partnership for inclusive international investment in Los Angeles, engaged with hundreds of companies to support responsible and sustainable economic development in the region.

Mayor Garcetti also joined the U.S. Ambassador to Mexico Ken Salazar to celebrate the installation of the Wings of Mexico by artist Jorge Marín at the Griffith Observatory. The sculpture is a gift from L.A.'s sister city Mexico City and a symbol of friendship and unity between the cities and the United States and Mexico.

The Ninth Summit of the Americas yielded actionable plans and partnerships for the United States, the City of Los Angeles, and the rest of the Western Hemisphere.

SOURCE: <https://www.lamayor.org/mayor-garcetti-celebrates-successful-ix-summit-americas>



PUBLIC LEGAL NOTICE ADVERTISEMENTS

OAKLAND UNIFIED SCHOOL DISTRICT

NOTICE TO BIDDERS DOCUMENT 00 11 11- CUPCAA

Notice is hereby given that the Oakland Unified School District (hereinafter referred to as "Owner") will receive sealed bids prior to the date and time stated for the Bid Opening for the award of a contract to construct the ("Contract"), **Project No. 22103**

**Edna Brewer Middle School –
Video Surveillance Camera Installation
3748 13th Avenue, Oakland, CA 94601**

Project consists of:

Installation for a total of approximately (41) cameras at Edna Brewer Middle School Interior and Exterior Installs. We ask that all vendors be Milestone certified prior to bid time and not the use of sub-contractor certification. The selected vendor will be responsible for installation of all camera's and Milestone programming up on completion. This is a design build project upon completion please provide as-built drawing.

Engineer's Estimate: \$60,000.00

Construction Manager is Richard Rogers, who can be reached at: richard.rogers@ousd.org and/or 510-535-7048.

"The most qualified responsible responsive lowest bid shall be determined on the amount of the base bid." The Owner reserves the right to add or deduct any of the additive or deductive items after the lowest responsible and responsive bidder is determined. The lowest bid shall be determined by the amount of the base bid.

This Contract is not subject to prequalification pursuant to Public Contract Code section 20111.6.

This Contract is subject to the District's Project Labor Agreement.

The full version of OUSD's latest Project Labor Agreement can be found by going to the OUSD home page: ousd.org > Offices and Programs > Facilities Planning & Management Department > For Contractors and Developers > Bids and Requests for Proposals > Bid Information > 2016 PLA – Project Labor Agreement.

Contract Documents will be available on or after **June 13, 2022, at East Bay Blue Print, located at 1745 14th Avenue, Oakland, CA 94606.** All requests should be addressed Attention: Sandy Petty. Plans can be ordered by:

Ph: 510-261-2990 Fax: 510-261-6077

Email: ebbp@eastbayblueprint.com,

Attn: Sandy. Online using the Plan Command System at www.eastbayblueprint.com or plans can be delivered

to a place of business, at requester's own expense. Payment for plan sets must be made with East Bay Blue Print and are **NON-REFUNDABLE**

In addition, Contract Documents are available for bidders' review at the following builders' exchanges:

Builder's Exchange of Alameda County
McGraw Hill Construction Data
San Francisco Builder's Exchange
Reed Construction Market Data
Contra Costa Builder's Exchange
Marin Builder's Exchange

Public works projects shall be subject to compliance monitoring and enforcement by the Department of Industrial Relations. For all projects over Twenty-Five Thousand Dollars (\$25,000), a contractor or subcontractor shall not be qualified to submit a bid or to be listed in a bid proposal subject to the requirements of Public Contract Code section 4104 unless currently registered and qualified under Labor Code section 1725.5 to perform public work as defined by Division 2, Part 7, Chapter 1 (§§1720 et seq.) of the Labor Code. For all projects over Twenty-Five Thousand Dollars (\$25,000), a contractor or subcontractor shall not be qualified to enter into, or engage in the performance of, any contract of public work (as defined by Division 2, Part 7, Chapter 1 (§§1720 et seq.) of the Labor Code) unless currently registered and qualified under Labor Code section 1725.5 to perform public work and proof of registration is provided.

The Contract Time shall be **60** calendar days, and liquidated damages for delay shall accrue. The deadline for Completion is **TBD** (Tentative Date) See Article III of the Agreement for details.

Bids must be sealed and filed in the Business Office of the Owner at:

**Front Desk
Facilities Planning & Management
955 High Street, Oakland, CA 94601**

on **June 29, 2022**, before 2:00 p.m. on the clock designated by the Owner or its representative as the bid clock, after which time the bids shall be opened. No bid will be accepted by the Owner after this time. Facsimile (FAX) copies of the bid will not be accepted. PLEASE NOTE: DUE TO COVID-19 BIDS WILL NOT BE OPENED. BID RESULTS WILL BE MADE AVAILABLE VIA EMAIL.

A mandatory pre-bid site visit will be held on **June 21, 2022 at 10:00 a.m.**, at Front entrance of the Edna Brewer site. Bidders not attending the site visit will be disqualified.

Bids must be accompanied by a bidder's bond, cashier's check, or certified check for at least ten percent (10%) of the amount of the base bid and made payable to the Owner, as detailed in the Contract Documents.

Owner, or its designee, has determined that certain materials, services, products or things designated by specific brand or trade name shall not be subject to Public Contract Code section 3400(a) in order that a field test or experiment may be made to determine the product's suitability for future use; in order to match other materials, services, products or things in use on a particular Owner public improvement either completed or in the course of completion; in order to obtain a necessary item that is only available from one source; and in order to respond to an emergency declared by Owner.

Pursuant to the Contract Documents, the successful bidder will be required to furnish a Payment (Labor and Material) Bond in the amount of one hundred percent (100%) of the Contract Sum, and a Faithful Performance Bond in the amount of one hundred percent (100%) of the Contract Sum.

The successful bidder will be allowed to substitute securities or establish an escrow in lieu of retainage, pursuant to Public Contract Code Section 22300, and as described in the Agreement Between Owner and Contractor and General Conditions.

The Owner will not consider or accept any bids from contractors who are not licensed to do business in the State of California, in accordance with the California Public Contract Code, providing for the licensing of contractors. In accordance with Section 3300 of said Code, the bidder shall have a **C-10- Electrical Contractor's** license and shall maintain that license in good standing through Completion of the Contract and all applicable warranty periods. For all projects over Twenty-Five Thousand Dollars (\$25,000), the bidder shall state the public works contractor registration number on the Designation of Subcontractors form for each subcontractor performing more than one-half of one percent (0.5%) of the bidder's total bid.

The Director of Industrial Relations of the State of California, in the manner provided by law, has ascertained the general prevailing rate of per diem wages and rate for legal holidays and overtime work. The Contractor must pay for any labor therein described or classified in an amount not less than the rates specified. Copies of the required rates are on file at the Owner's business office and are available on request.

DEPARTMENT OF MOTOR VEHICLES (DMV)

Statewide DMV Field Office Elevator Inspection and Preventative Maintenance Services. Project No. 22-131

Provide the Department of Motor Vehicles (DMV) all labor, tools, materials, equipment, and travel necessary to provide elevator inspection and preventative maintenance services on five (5) hydraulic elevators and two (2) dumbwaiters at various DMV offices throughout the State of California.

The bidder shall possess a valid C11 contractor license issued by the California Department of Consumer Affairs, Contractors State License Board (CSLB). In addition, the bidder shall possess a valid C16 contractor license issued by the CSLB to perform fire protection systems services, or subcontract out the fire protection systems services to a subcontractor that possesses a valid C16 contractor license issued by the CSLB. All subcontractors that the bidder intends to utilize to perform work under the contract shall possess all applicable contractor licenses and certifications for the work they perform under the contract. The bidder's contractor license number shall be indicated

on the Bid/Bidder Certification Sheet (Attachment 1). The names of all subcontractors that the bidder intends to utilize and their contractor's license number (if applicable) shall be indicated on the Bidder Declaration & Subcontractor/Supplier List (Attachment 4). All bidder and subcontractor contractor licenses and certifications shall be in good standing from the time of the bid opening through the term of the contract..

Successful bidder shall furnish all applicable bonds (e.g., Bidder's Bond) if required, and must pay prevailing wages. Awarded Contractor shall be required to provide Payment Bond. **(Estimate: \$324,906.00)**

Bids due: 7/20/22 at 4:00 p.m.

Bid Opening: 7/21/22 at 11:00am.

This Invitation for Bid will be advertised in the California State Contracts Register through Cal eProcure at: <http://www.caleprocure.ca.gov> starting June 23, 2022.

6/23, 6/30/22

CNS-3595274#

SMALL BUSINESS EXCHANGE