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## It's All Relative: The Importance of Building and **Maintaining Relationships in Construction**

[ Article originally appeared in www.constructionexec.com ]

### **By Chad Prinkey**

Is construction still a relationship business? According to top executives in the field, absolutely.

At ABC's Regional Construction Summit in March, construction executives from across the DC/Baltimore metropolitan region came together to discuss the ideal partnership between general and subcontractors. The key takeaway? Trust and communication are essential to every phase of business, from preconstruction and sales to site design and project closeout. Each panelist had their own compelling stories of how relationships—good or bad—played the starring role in making decisions and solving problems.

General contractors stated they were more likely to award projects, accommodate needs arising during construction and view requests as legitimate when dealing with trusted subcontractor relationships. Subcontractors shared that they were more likely to give better pricing, accommodate needs, and submit fewer and fairer change orders when working with a trusted general contractor.

Hearing this, the audience's questions sought to make sense of the world many felt they were living in; one in which relationships don't seem to matter anymore

## MORE (DIS)CONNECTED THAN EVER

If two things can be true at the same time, then the takeaway is this: Relationships do still matter, and the industry is increasingly less relationship-based. The difference today is that there are fewer real relationships being developed. Mired

in the volume of tasks and reliance on technology, construction professionals are simply transacting business together without building enough real, meaningful relationships along the

If asked to pause and reflect, it's almost certain that any construction executive can think of at least one powerful relationship they've developed over the years that brings significant value to their business. This proves two things: First, it is still possible to build relationships, and second, those relationships do matter.

### THE EFFICIENCY FALLACY

One contractor from the panel shared that when first starting his drywall business, he would drive to his clients' offices to physically pick up a set of plans to bid. Inefficient as it was, that process forced a level of human interaction between general and subcontractor in the earliest stages of project pursuit. Today, with the use of any number of estimating software packages, general contractors invite a wide array of subs to bid projects with the click of a mouse—and subs, in turn, download plans in seconds and submit bids with not so much as a chat about the project.

Fundamentally, efficiency is a good thing—but it's impossible to deny the natural barriers to communication and relationship-building this particular brand of efficiency creates. The same can be said for countless everyday interactions that used to occur in meetings or phone calls that have now been replaced with a mountain of emails waiting to be processed.

Continued on page 5



## California politicians ignore agriculture's troubles, but boost movie business

[ Article originally appeared in www.calmatters.org ]

## By Dan Walters, CalMatters

When James Marshall discovered traces of gold in the American River in 1848, he ignited the famous California Gold Rush that attracted a tidal wave of immigration and led to statehood just two years later.

However, not everyone who made the arduous trek to California in the mid-19th century was seeking gold. Many — including those in the illfated 1846 Donner Party — wanted farmland.

Completion of the transcontinental railroad in 1869 made immigration into California and shipping produce out of the state much easier. As the gold rush quickly waned, agriculture became the state's dominant industry, globally famous for fresh fruits and vegetables.

California's vast network of reservoirs to capture water and canals to deliver it was originally created to help farmers prosper. They still use, by a in the last decade. The industry is at a tipping wide margin, most of the system's water.

While California is still No.1 in agricultural production among the states, generating about \$60 billion a year, other sectors, such as technology, health care and logistics now play much larger roles in the state's economy.

This is the time of year when crops are maturing and farmers are looking forward to harvests, shipments and paydays. But agricultural leaders see this year as one of the industry's most trying periods, beset by economic and political factors that could significantly reduce production.

"When we talk about the things that are keeping me up at night, it really comes down to what is going to keep our members in business," Shannon Douglass, president of the California Farm Bureau, said this month during a gathering of

She cited a federal census of agriculture which revealed California has lost 20% of its farmers point, she declared

She also pointed to a study by researchers at Cal Poly-San Luis Obispo that detailed rising costs of producing lettuce in the Salinas Valley due to government regulations. It found that costs of environmental, labor and food safety regulation are \$1,600 per acre, up 63.7% since 2017, while income from lettuce has been virtually stagnant.

The list of factors affecting the industry also includes rising labor costs due to state wage regulations, new limits on pumping water from wells and demands from the state to reduce water diversions from rivers.

This year brought two new adverse factors -President Donald Trump's tariffs that could generate retaliatory tariffs, depressing export markets, and Trump's sweeps of undocumented immigrants, who are a major portion of the agricultural labor force.

Alexi Rodriguez, president of the Almond Alliance, told the gathering that China had been the top market for almonds until 2018, when an earlier round of Trump's tariffs cut shipments. "After this year, China is likely to drop out of the top 10 export markets for almonds as a result," she said.

The state's labor costs also put California's growers at a disadvantage

"We're sitting here in California and getting our brains beat in with costs that are through the roof and going up against my competitors in the East Coast paying \$8 to \$9 an hour for labor, and we're dealing with the same customers," said Mike Way, a bell pepper producer in the Coachella Valley. "What's my choice? My choice is to shrink my acreage and go elsewhere."

Visit link for the full article: https://tinyurl.com/24ofs8o8 2 SBE TODAY E-NEWSLETTER JUNE 27, 2025



## CALIFORNIA SUB-BID REQUEST ADS



11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909 Phone: (925) 829-9220 / Fax: (925) 803-4263 Website: <u>www.desilvagates.com</u> • ESTIMATOR: VICTOR LE

DeSilva Gates Construction (DGC) is requesting bids for the project listed below ROUTE 580,680,780, FOR CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA, CONTRA COSTA AND SOLANO COUNTIES AT VARIOUS LOCATIONS Contract No. 04-1Q7214, Federal-Aid Project ACIM-000C(568)E Disadvantaged Business Enterprise Goal Assigned is 23%

OWNER: STATE OF CALIFORNIA DEPARTMENT OF TRANSPORTATION • 1727 30th Street, MS 43, Sacramento, CA 95816 BID DATE: JULY 3, 2025 @ 2:00 P.M.

BID DATE: JULY 3, 2025 @ 2:00 P.M.

DGC is soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to: AC DIKE, CLEARING AND GRUBBING/DEMOLITION, CONCRETE RETAINING WALL, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGN, DELINEATOR, MARKER, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FENCING, HAZARDOUS MATERIAL, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PAVING FABRIC, PIPE LINING, ROADSIDE SIGNS, SIGN STRUCTURE, SOIL NAIL, SOUNDWALL (MASONRY), STRIPING, STRUCTURAL EXCAVATION, STRUCTURAL STEEL, SURVEY/STAKING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, AND ASPHALT TREATED PERMEABLE BASE.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 3855 N Freeway Blvd Suite 100, Sacramento, CA 95834, or at your local Builders Exchange, or reviewed and downloaded from the dropbox site at <a href="https://www.dropbox.com/sh/5rvdc1bwfbasgl9/AABbrd0ba51\_kN3GtAESfBUoa?dl=0">https://www.dropbox.com/sh/5rvdc1bwfbasgl9/AABbrd0ba51\_kN3GtAESfBUoa?dl=0</a> or from the Owner's site at <a href="https://www.dot.ca.gov/hq/esc/oe/weekly\_ads/all\_adv\_projects.php">www.dot.ca.gov/hq/esc/oe/weekly\_ads/all\_adv\_projects.php</a>

Fax your bid to (925) 803-4263 or email to <a href="mailto:dgcestimating@desilvagates.com">dgcestimating@desilvagates.com</a> 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 <a href="https://www.dir.ca.gov/Public-Works/PublicWorks.html">www.dir.ca.gov/Public-Works/PublicWorks.html</a>

If you need DBE support services and assistance in obtaining bonding, lines of redit, 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.



PROJECT NAME: BART Police Department Headquarters 2000 Broadway, Oakland, CA 94612

DOCUMENTS TO BE RELEASED: June 27, 2025.

BID DUE DATE: July 18, 2025 at 4:00 PM. Include ALL completed Bid forms.

Swinerton is requesting quotations from All Subcontractors and Certified DBE's.

Trades: Trade Package #4: Flashing, Sheet Metal, Elevator Service and Interior Cab Finishes

RFIs Due: July 11, 2025, 4 PM. Project Description:

Swinerton is Bidding this project for Bay Area Rapid Transit. This bid is for award.

Swinerton Builders and Gensler Architects are teaming up for a Progress Design-Build Tenant Improvement for a new Bay Area Rapid Transit (BART) Police Department Headquarter facility. The location of the existing building that will be ongoing construction is located at 2000 Broadway Street in Oakland, 94612, California. The scope of work for this project involves demolition of interior member like doors, interior walls, and fixtures along with partial MEPFS removal. Once demolition is complete, construction will consist of seismically upgrading the building, adding micro piles and viscous dampers along with refurbishing the interior space tailoring it to BART PD's needs.

PLANS & SPECIFICATIONS:

Contact: Blake Nelson Tel: (415) 385-4732

EMAIL TO: bnelson@swinerton.

- This is a Public Works project that has federally funding. Subcontractor must be registered with the CA Department of Industrial Relations before submitting a bid. Application and renewal are completed online with an annual, non-refundable fee.
- Davis-Bacon Act Requirements and Wage Determinations shall apply to this contract.
- Project is covered by a Project Stabilization Agreement
- 45% DBE Participation requested
- This will be a "best value" procurement: Price, capability, DBE participation or DBE status. Proposal and interview

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

## DESILVA MGATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909 Phone: (925) 829-9220 / Fax: (925) 803-4263 Website: <u>www.desilvagates.com</u> • ESTIMATOR: JACK SHEWMAKER

DeSilva Gates Construction (DGC) is requesting bids for the project listed below:
ROUTE 49 - FOR CONSTRUCTION ON STATE HIGHWAY IN PLACER COUNTY NEAR AUBURN FROM 0.3 MILE SOUTH OF LORENSEN ROAD/FLORENCE LANE TO 0.4 MILE NORTH OF LONE STAR ROAD Contract No. 03-4H6004, Federal-Aid Project ACHSNHG-P049(190)E Disadvantaged Business Enterprise Goal Assigned is 22%

> OWNER: STATE OF CALIFORNIA DEPARTMENT OF TRANSPORTATION 1727 30th Street, MS 43, Sacramento, CA 95816

GC: DESILVA GATES CONSTRUCTION LLC 11555 Dublin Boulevard, Dublin, CA 94568

BID DATE: JULY 1, 2025 @ 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: Minor Concrete Structure, Miscellaneous Iron and Steel, Roadway Excavation, Underground, Class 2 Aggregate Base Material and Hot Mix Asphalt (Type A) Material

Fax your bid to (925) 803-4263 or email to <a href="mailto:dgcestimating@desilvagates.com">dgcestimating@desilvagates.com</a> to the attention of Estimator Jack Shewmaker, if you require more project details. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at www.dir.ca.gov/Public-Works/PublicWorks.html

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



mick Construction Company, Inc 1 Harbor Center, Suite 200 • Suisun City, CA 94585 Phone (707) 410-5070 License No. 594575, DIR No. 1000001063

Subcontractor/Supplier Bids Requested For:

City of Modesto r Trunk Realignment – River Trunk Pump Station BID DATE: Tuesday, July 1st, 2025 at 11am Total Project Value: \$106M

Project Location: Modesto, CA

Email guotes to imiranda@shin

Shimmick Construction Company, Inc. is requesting quotes from qualified subcontractors and suppliers in the following scopes of work, including, but not limited to

AC Paving; Aggregates; Boring; CAS/Roadway Signs; Cathodic Protection; Ceramic Tilling; Clear & Grub; Concrete Formwork; Concrete Pumping; Concrete Repairs; Demolition; Dewatering; Ductwork Insulation; Electrical; Erosion Control; Fencing; Fire Extinguishers; Geotextile Materials; Glass Fiber and Resin Fabrication; Glazing; High-Performance Coatings; Hollow Metal Doors and Frames; HVAC; Instrumentation & Controls; Jib Cranes; Joint Sealants; Joints in Concrete; Landscaping & Irrigation; Louvers; Masonry; Micro tunneling; Minor Concrete; Misc. Metals Iron & Steel; Open Web Steel Joist Framing; Overhead Coiling Doors; Painting; Pipe & Tubing (PVC, Copper HDPE, Plastic, Stainless Steel); Pipe Supports; Piping Insulation; Plastic Liner for Concrete Structures; Plumbing; Pole Camera; Portable Davit Cranes; Quality Control Testing; Ready Mix Concrete; Rebar; Roof and Deck Insulation; Rough Carpentry; Sheet Pile Installation; Sheet Waterproofing; Shoring & Excavation; Shotcrete; Signage; Standing Seam Sheet Metal Roofing; Steel Decking; Street Sweeping; Striping; Structural & Geotechnical Design; Structural Steel Framing; Survey; SWPP Plan & Materials; Temporary Pumping Systems; Toilet Accessories; Traffic Control Design & Implementation; Traffic Control; Trucking; Underground Precast; Underground Utilities; Underhung Single Girder Bridge Crane;

To request a link to download plans and specifications, and to schedule an appointment via Teams to discuss the documents, oshimmick.com. Meetings are held during regular business hours

 $Should you \ require \ assistance \ with your \ bid, please \ contact \ our \ lead \ estimator \ Jason \ Burden \ at \ \underline{iburden@shire} \ burden \ at \ \underline{iburden @shire} \ burden \ at \ \underline{iburden @shire} \ burden \ at \ \underline{iburden @shire} \ a$ 

All items of work listed above are made available, even items of work normally performed by Shimmick. Please contact the lead estimator listed above for assistance with breaking down items of work into economically feasible units, with assistance obtaining equipment, supplies, materials, bonding, insurance, estimating, or related assistance. 100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Todd Yoder at todd.voder@sh

An Equal Opportunity Employer

## SBE OUTREACH SERVICES

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

Advertisements - Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at www.sbeinc.com

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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

JUNE 27, 2025 SBE TODAY E-NEWSLETTER 3



## **CALIFORNIA SUB-BID REQUEST ADS**

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

CHINO BASIN PROGRAM ADVANCED WATER PURIFICATION DEMONSTRATION FACILITY
PROJECT EN25070.01

Owner: Inland Empire Utilities Agency Location: Rancho Cucamonga, CA Bids Due Date: July 24, 2025 @ 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 and suppliers for the following work items:

Demolition, Ready-Mix Concrete, Reinforcing Steel, Masonry, Miscellaneous Metals, Architectural Wood Casework, Sealants, Metal Doors/Frame/Hardware, Acoustical Panel Ceilings, Fluid Applied Flooring, Painting & Coatings, Signage, Toilet & Bath Accessories, HVAC, Electrical & Instrumentation, and Water and Wastewater Equipment.

Plans and Specifications: Please email your request to <a href="elizabeth.pettus@jfshea.com">elizabeth.pettus@jfshea.com</a>. Project Documents 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 DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for bond costs. Subcontractors are expected to bid per the Project Documents, including requirements for warranties.

Sub-Bids Requested from qualified MBE/WBE/SBE/DVBE Subcontractors and Suppliers for:
FIRST AQUEDUCT TREATED WATER BIFURCATION STRUCTURES AND HUBBARD HILL VENTS
REHABILITATION
SPECIFICATION 678 REBID

Owner: San Diego County Water Authority Location: San Diego County, CA Bid Date: July 2, 2025 @ 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:

Demolition, Aggregates, AC Paving, Fencing, Revegetation, Ready-Mix Concrete,

Precast Concrete, Structural Steel, Miscellaneous Metals, Sealants, and Painting & Coatings

Plans and Specifications: Contract Documents may be downloaded via BidNet Direct through the Water Authority's Contracting Opportunities page at: <a href="http://www.sdcwa.org/contracting-opportunities">http://www.sdcwa.org/contracting-opportunities</a>. 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.



City of Modesto Utilities Department River Trunk Realignment – River Trunk Pump Station Project Project No. 2025-25 BID DATE: July 1, 2025 at 11 AM

Quotes must be received no later than Noon on 6/30 for evaluation

We are soliciting quotes for the following Divisions and items of work: For Divisions 01 thru 46, including, but not limited to: CAS/Roadway Signs, Clear & Grub, Erosion Control, Landscaping & Irrigation, AC Paving, Rebar, Shotcrete, Underground Utilities, Fencing, Striping, Electrical, Minor Concrete, Masonry, Aggregates, Ready Mix Concrete, Concrete Pumping, Welded Steel Pipe, Misc. Metals Iron & Steel, Trucking, SWPP Plan & Materials, Geotextile Materials, Underground Precast, Street Sweeping, Traffic Control, Sheet Pile Installation, Dewatering, Vibration Monitoring, Survey, Quality Control Testing, Temporary Pumping Systems, Shoring & Excavation, Demolition, Microtunneling, Concrete Formwork, Concrete Repairs, Joints in Concrete, Masonry, Structural Steel Framing, Open Web Steel Joist Framing, Steel Decking, Glass Fiber and Resin Fabrication, Rough Carpentry, Sheet Waterproofing, Water Repellents, Roof and Deck Insulation, Standing Seam Sheet Metal Roofing, Joint Sealants, Hollow Metal Doors and Frames, Overhead Coiling Doors, Glazing, Louvers, Ceramic Tiling, Painting, High-Performance Coatings, Signage, Toilet Accessories, Plastic Liner for Concrete Structures, Fire Extinguishers, Pole Camera, Portable Davit Cranes, Underhung Single Girder Bridge Crane, Jib Cranes, Pipe Supports, Valves, Ductwork Insulation, Piping Insulation, HDPE Pipe, Plastic Pipe and Tubing, PVC Pipe, Copper Pipe, Stainless Steel Pipe and Tubing, Cathodic Protection, Plumbing, HVAC, Instrumentation & Controls.

Subcontractors: Pursuant to Section 8-3.704(b) Modesto Municipal Code, this project is subject to no less than 25% of the total Construction Work Hours to be performed by Local Residents.

CARB Certification will be required from listed subcontractors

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

Contract Documents and related project information, including future Addenda, is available and can be downloaded for FREE from our Box ftp site by email request. Please send the email request to <a href="Month 2008/NORCALBIDS@flatironcorp.com">NORCALBIDS@flatironcorp.com</a> for access to plans & specs on our BOX ftp site. If you would like to speak to an estimator for a specific scope or work, please email us and we can schedule a virtual or in person appointment to review project docs.

 $Please\ email\ ALL\ Scopes/Quotes\ to: \underline{NorCalBids@flatironcorp.com}$ 

Flatiron Dragados West, LLC. 1200 Concord Avenue, Suite 465 Concord, CA 94520 Phone 707-742-6000 Fax 707-746-1603 Equal Opportunity Employer License No. 772589



INVITATION TO BID

Project: Contract No. 11-430234 Route 805/5 to Route 805/15 Separation
Owner: Department of Transportation (CALTRANS)

Bid Due Date: July 31, 2025, at 2:00 PM
Federal-Aid Project: ACIM-8051(647)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, Cold Plane AC, Concrete Barrier, Construction Area Signs, Electrical, Fencing, Formliner Supply, Grind Existing Pavement, Guardrail, Hydroseeding, Landscape and Irrigation, Masonry, Minor Concrete, Misc. Iron and Steel Supply, Misc. Metals Supply, Overhead Signs, Painting and Coating, PCC Material Supply, Pipe Supply, Prestressing, Railing, Reinforcing Steel, Roadside Signs, Slope Paving, Stain Concrete, Street Sweeping, Striping, Traffic Control Materials, and Underground.

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

Plans and specifications are available, at no cost, from Caltrans <a href="https://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=11-430234">https://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=11-430234</a> (Registration Required). Additionally, plans and specifications are available to view at Flatiron Dragados Constructors, Inc. San Diego, CA and Chino, CA offices. Please call to make an appointment to view the documents.

This project has a 21% DBE Goal. In addition to request for participation from DBE subcontractors and suppliers, Flatiron Dragados Constructors, Inc. 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 the same duration as specified by Owner for contract award. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Flatiron Dragados Constructors, Inc. 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 Dragados Constructors, Inc. 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 Dragados Constructors, Inc. or any prior course of dealing between Flatiron Dragados Constructors, Inc. and a bidder, and unless waived in writing by Flatiron Dragados Constructors, Inc., Flatiron Dragados Constructors, Inc. reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Flatiron Dragados Constructors, Inc. in the amount of 100 percent of the bid to Flatiron Dragados Constructors, Inc. Flatiron Dragados Constructors, Inc. will reimburse the bond premium at actual cost not to exceed 3%. The surety on the bonds must be a California admitted surety.

Flatiron Dragados Constructors, Inc.
12121 Scripps Summit Drive, Suite 400, San Diego, CA 92131
Phone (760) 916-9100 / FAX (858) 271-1330
Email: SoCalBids@fdcorp.com
Point of Contact: Samantha Rodriguez, Estimating Admin

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- Fictitious Business Name Statement (also known as a DBA Statement)
  - Job Listings (Classified ad)
  - Upcoming events or seminars

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## **CALIFORNIA SUB-BID REQUEST ADS**



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

Project: River Trunk Realignment -River Trunk Pump Station Project Owner: City of Modesto
Revised Bid Date: July 1st, 2025 @ 11:00 A.M.

\*\*\*\*\*PLEASE NOTE MCI IS REQUESTING ALL QUOTES TO BE SUBMITTED NO LATER THAN 5PM, JUNE 30TH, 2025 TO ENSURE QUOTE HAS BEEN RECEIVED AND REVIEWED\*\*\*\*\*

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

Aggregates, Asphalt, Concrete Material, Slurry, Low Density Cellular Grout, Pipe Suppliers, Precast Concrete & Polymer Concrete Structures, EROS Materials, Asphalt Paving/Stamped, Bore & Jack, Bypass Pumping, Cathodic Protection, CCTV, Concrete Flatwork/Pumping/Sealing/Structures, Construction Area Signs, Demolition,Dewatering,ElectricalB uilding, Electrical Street Lights/Traffic/Signals/Loops, Environmental Services, Erosion Control, Falsework/Scaffolding/Formwork, Fencing, Geotech Engineers, Guardrail, Handrailing, Hydroseeding, High Pressure Heated Washer, HDPE Pipe & Fittings, Joint Seal, Manhole Rehab, Masonry, Microtunneling, Plastic Liner for Concrete Structures Reinforcing Steel, Plastic Pipe, Reciprocating Air Pressure, Sawcutting, Shoring Subs, Striping, Structural Steel, Surveying, SWPPP, Traffic Control, Tree Removal,/Arborist, Vibration Monitoring, Jack Welded Steel Pipe, Slide Gates, Odor Control Equipment, FRPM Pipe, Trucking, Vortex Drop Structure, Access Doors/Hardware, Bathroom Fixtures, Bldg. Masonry, Bldg. Construction, Pumping Plant Electrical Equipment, Dampproofing, Earthwork, Fire Protection, Generators/Switch Gear, HVAC/Mechanical, Painting/Coatings, Pipe Insulation, Plumbing, Roofing, Waterproofing, Grate, B-Decking, Steel Joist Framing, Road Signs/Signage, Valves/Water Main/Temp Facilities, Glass & Mirror, Bldg. Insulation, Ceramic Tiling, Bridge/Davit & JIB Cranes, Fiberglass Lined RC Jacking Pipe.

The work consists of but not limited to: Constructing a 40 MGD (firm capacity) sewage pump station, new diversion structure, pressure and gravity pipelines up to 60-inch diameter, and associated structures located in the City of Modesto and unincorporated Stanislaus County.

Engineers Estimate: \$106 Million Duration: 1,095 Calendar Days

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

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

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



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

Project: Kokila Reservoir Replacement Project **Owner: San Juan Water District** Bid Date: July 1st, 2025 @ 1:00 P.M

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

Aggregates, Pipe Suppliers, Electrical-Building, Hydroseeding, Tanks, Painting/Coatings, Valves/Water Main/Temp Facilities, Pipe Supports.

**Project Description:** 

The work consists of but not limited to: Drain remaining water in the reservoir and remove any sediment, remove and dispose of existing Hypalon liner and cover, construct a new 4.0MG prestressed concrete potable water tank, install new drain and potable water pipelines, disinfect pipelines and tank and place back in service.

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

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



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

Project: Lafayette Reservoir Recreation Area Wastewater Collection System Improvements Spec. No. 2166A Owner: EBMUD

Bid Date: July 9th, 2025 @ 1:30 p.m.

We are requesting quotes from all qualified DBE/MBE/WBE/ Subcontractors and Suppliers but not limited to:

Aggregates, Asphalt, Concrete Material, Pipe Suppliers, Precast Materials, EROS Materials, Bypass Pumping, CCCTV, Concrete Flatwork/Pavement/Pumping/Sealing, Electrical-Building, Handrailing, Plastic Pipe, Landscaping/Irrigation, Surveying, SWPPP, Traffic Control, Crane rental, Trucking, Pumping Plant Electrical Equipment, Generator/ Switch Gear, HVAC/Mechanical, Painting/Coatings, Waterproofing.

## **Project Description:**

Furnish and replace approximately 600 feet of sanitary sewer gravity collection mains; furnish and install 1,300 feet of 6-inch HDPE force main; furnish and replace the underground sanitary sewer lift station with an aboveground lift station; and furnish and install 25kW backup generator, pad, and all related wiring and connections. Furnish and install a new radio tower and approximately 1,500 feet of conduit; and remove 100 feet of wood retaining wall and railing, and furnish and install new concrete wall and wire railing.

Engineers Estimate: \$2 Million - \$2.6 Million

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

http://www.ebmud.com/current-construction-bids or: estimating@mountaincascade.com

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

Project: State Route 88/Pine Grove Corridor Improvement Project ITB 25-01 - DBE Goal 20% Federal Aid Project No. :10-0G550/HIPL-5926(066) County Project No.: 3000-5521 **Owner: Amador County General Services** Bid Date: July 10th, 2025 @ 1:30 p.m.

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

Aggregates, Asphalt, Concrete Material, Slurry, Pipe Suppliers, Precast Materials, AC Dikes/Oils, Asphalt Grinding, Chipseal/Slurry Seal, Concrete Flatwork/Structures, CAS, Crack Seal, Electrical-Street Lights/Traffic Signals/loops, Erosion Control, Fencing, Gabions, Geotech Engineers, Handrailing, Reinforced Concrete Pipe, Landscaping/Irrigation, Reinforcing Steel, Sawcutting, Striping, Structural Steel, SWPPP, Traffic Control, Tree Removal/Arborist, Trucking, Tanks-Septic, Road Sign/Signage

### **Project Description:**

The work includes but not limited to: a grade-separated interchange on Route 88 from west of Irish Town Road to west of Hilltop Road. Project work includes clearing & grubbing, pavement grinding, pavement removal, tree removal, roadway excavation, erosion control, aggregate base, asphalt pavement, retaining walls, traffic striping, pipe culverts, sewer appurtenances and laterals, traffic signal and pedestrian hybrid beacon, lighting, and doing all other work specified on the plans and in the specifications. the construction of roadway excavation, placing and compacting hot mix asphalt paving, dig outs, traffic handling, and pavement delineation. In addition to other items or details not mentioned above, work as required by the plans and specifications, shall be performed, placed, constructed or installed.

Engineers Estimate: \$7.1M

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

www.publicpurchase.com

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

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555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: CONSTRUCTION ON STATE HIGHWAY IN YOLO COUNTY NEAR WOODLAND 0.2 MILE WEST OF COUNTY ROAD 95 TO 0.2 MILE EAST OF COUNTY ROAD 95

Contract No. 03-431204
Owner: Caltrans
Bid Date: July 17th, 2025 @2:00 PM ELECTRONIC BID

DBE Goal: 22%

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

AGGREGATES, ASPHALT, CONCRETE MATERIAL, SLURRY, CRAINGING SYSTEMS PIPE SUPPLIERS, STORM WATER AGGREGATES, ASPITALI, CONGLETE MATERIALS, SLORNT, CHAINGING STSTEINS FIFE SUPPLIERS, STORM WAITER SYSYTEMS PIPE SUPPLIERS, PRECEST MATERIALS, SEROS MATERIALS, ASPHALT GRINDING, CONSTRUCTION AREA SIGNS, ELECTRICAL- STREET LIGHTS/ TRAFFIC SIGNALS/ LOOPS, EROSION CONTROL, GEOTECH ENGINEERS, HY-DROSEEDING, REINFORCED CONCRETE PIPE, K-RAIL, SAWCUTTING, STRIPING, SWPP PLAN ONLY, TRAFFIC CONTROL, TREE REMOVAL/ ARBORIST, TRUCKING, ROAD SIDE/ SIGNAGE

**Project Description:** 

The project includes, but not limited to, HMA, Flashing Beacon System, and Roadway Excavation

Engineers Estimate: \$2,860,000

Plans and specs can be obtained at: <a href="http://ppmoe.dot.ca.gov/des/oe/weekly-ads">http://ppmoe.dot.ca.gov/des/oe/weekly-ads</a>

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

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Project: LOMA RICA ROAD / SOUTH BEALE ROAD STATE OF GOOD REPAIR PROJECT FEDERAL NO. STPL-5916(158) CONTRACT NO. 2025-2271 Owner: County of Yuba

Bid Date: July 17, 2025 @ 2:00 PM Engineers Estimate: \$4.728.489

DBE Goal: 19% We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, AC OILS, ADJUST MH/ WV, ANALYTICAL TESTING, ASPHALT GRINDING, CONSTRCUTION AREA SIGNS, GEOTECH ENGINEERS, STRIPING, SURVEYING, SWPP PLAN ONLY, TRAFFIC OCNTROL, TRUCK-

**Project Description:** 

The work in general consists of road improvements, traffic striping, and markings, on Loma Rica Road from State Route 20 to Fruitland Road and on South Beale Road from Bradshaw Road to the entrance at Beale Air Force Base. Other such items or details not mentioned above that are required by the standard specifications or these special provisions shall be performed, placed, constructed or installed.

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

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

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JUNE 27, 2025 SBE TODAY E-NEWSLETTER 5



## **CALIFORNIA SUB-BID REQUEST ADS**



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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR: AC pavement, guardrails, TMS, drainage systems, and ADA Hwy 101 San Mateo County CT 04-1Q5824 REVISED BID DATE: July 17, 2025 @ 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, Stationary Impact Attenuator Vehicle, Portable Changeable Message Sign, SWPPP, Stormwater Sampling, Analysis, and Annual Report, Stormwater Treatment BMP, Sweeping, Temporary Fencing, Asbestos Compliance Plan, Treated Wood Waste, Biological Mitigation, Clearing & Grubbing, Soil Densification (High Density Polyurethane), Subgrade Enhancement Geotextile Class A1, Planting & Irrigation, Underground, Prime Coat, Tack Coat, Cold Plane AC, Drill & Bond Dowel, Structural Concrete, Bar Reinforcing Steel, Bridge Removal, Gross Solids Removal Device Linear Radial Type LR-1(8), Capture Housing with Stainless Steel & Misc. Iron & Steel, Temporary Barrier System (Mash TL-3), Rock Blanket, Slope Paving, 8# Welded Steel Pipe (Jack or Bore), Vegetation Control, Remove Concrete Barrier, Rumble StripAdjust Utilities, Cured-In-Place Pipeliner, Rock Slope Protection, Detectable Warning Surface, Minor Concrete, Pre/Post Construction Surveys, Fencing, Delineator, Pavement Marker, Object Marker, Roadside Signs, Guardrail Systems, Concrete Barrier, Crash Cushions, Striping & Marking, Maintain Existing Traffic Elements During Construction, Camera Systems, Fiber Optic Cable Systems, Modifying Variable Message Sign Systems, Electrical, Modify Ramp Metering Systems, Modify Traffic Monitoring Stations, 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 insurance requirements, and name OCJ as a Gatitional insurance requirements.



Project Name: Foothill Family Apartments – 100%CD - GMP Location: Oakland, California Bid Date: July 02, 2025 Pre-Bid: Meeting & Job Walk - June 16, 2025 @ 10am

## Labor Requirements:

- Section 3 requires 25% Section 3 workers labor hours, 5% of which need to be Targeted Section 3 workers
- Nibbi is signatory to the Carpenter's and Laborer's Union

## Project Schedule: Est. Start September 23, 2025

Nibbi Brothers has been selected as the General Contractor for the 6946 Foothill Boulevard in Oakland. We are in receipt of the 100% CD BID Set and are currently requesting bid proposals from qualified subcontractors including those certified as SBE's for All Divisions applicable to project.

Proposals are due no later than 2:00 PM on Wednesday, July 02, 2025 online via the Building Connected website. Please note a completed Bid Form will need to be submitted for each trade/bid package you are bidding on in order to be considered. Project scope to include exterior facade renovation, accessibility upgrades, residential unit improvements, as well as upgrades

Project scope to include exterior facade renovation, accessibility upgrades, residential unit improvements, as well as upgrades to site. Facade renovations to include selective demolition of trellis structures, roof shingles and site lighting. New lighting to be provided, as well as new roofing shingles. Accessibility renovations to include selective demolition of ramps and selected units for accessibility conversion. Devoted ADA path of travel and new accessible units to be provided. Residential unit improvements include demolition of kitchens and bathrooms. New kitchen cabinets and appliances to be provided. Propperty's multi-purpose room kitchen and interior window to be removed. New kitchens, cabinets and appliances. New flooring and doors to be provided. Upgrades to site include demolition of landscaping and perimeter fence. New landscaping and security fencing to be provided.

For any questions on accessing the project documents or scope-related inquiries, please contact Anastasia Scorsone, Estima tor via email, <a href="mailto:anastasias@nibbi.com">anastasias@nibbi.com</a>.



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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Install fiber optic cable system, ramp metering, and widen roadway
Hwy 580, 680, 780
Alameda, Contra Costa, Solano Counties
CT 04-1Q7214
BID DATE: July 3, 2025 @ 2:00 PM

BID DATE: July 3, 2025 @ 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, Stationary Impact Attenuator Vehicle, Portable Radar Speed Feedback Sign System, Portable Changeable Message Sign, Temporary Crash Cushion, SWPPP, Stormwater Sampling, Analysis, and Annual Report, Sweeping, Treated Wood Waste, Noise Monitoring, Clearing & Grubbing, Structure Excavation, Structure Backfill, Imported Borrow, Irrigation, Asphalt Treated Permeable Base, High Friction Surface Treatment, Prime Coat, Geosynthetic Pavement Interlayer, AC Dike, Tack Coat, Cold Plane AC, Soil Nail, CIDH Concrete Pile, Landscaping, Minor Concrete, Architectural Treatment, Drill & Bond Dowel, Bar Reinforcing Steel, Sculpted Shotcrete, Roadside Signs, Sound Wall (Masonry Block), Concrete Backfill, Underground, Storm Drain Materials, Alternative Pipe Liners, Abandon Culvert, Rock Slope Protection, Detectable Warning Surface, Pre/Post Construction Survey, Misc. Iron & Steel, Sign Structures, Signal & Lighting, Maintain Existing Electrical Systems, Prepare & Stain Shotcrete, Fencing, Delineator, Concrete Barrier, Guardrail System, Object Marker, Vegetation Control (Minor Concrete), Cable Railing, Transition Railing, Alternative Crash Cushion, Striping & Marking, Maintain Existing Traffic Management System Elements During Construction, Ramp Metering System, Changeable Message Sign System, Variable Message Sign System, Camera Systems, Fiber Optic Cable Systems, Temporary Electronic Tolling Systems, and Construction Materials

Bill Jensen (510-809-3488 bjensen@ociones.com) is the estimator on this project and is available to provide assistance or answer ques-

Bill Jensen (510-809-3488 bjensen@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 OCJ ones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insurance. 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.

### Notice to DBE/DVBE/MBE/SLEB/LBE Subcontractors and suppliers.

**CEAU CO. DBA Castillon Company** is requesting quotes from qualified **DBE,MBE, DVBE, SLEB, and LBE** subcontractors for the following Project:

San Lorenzo Creek Concrete Channel Temporary Stabilization Downstream of Washington Avenue - Zone No. 2 Project

## Bid Date July 1, 2025 at 2pm.

**Scope includes:** The work to be done, in general, consists of providing and implementing water pollution control plan and job site management; providing and implementing de-watering system and temporary water bypass; furnishing, placing and compacting Class 2 aggregate; permeation grouting; sealing cracks in the concrete slab; furnishing and installing steel sheet piles and connections to walls; placing lightweight concrete backfill; and all miscellaneous work necessary to complete said project.

Plans and specifications are available upon requests by email or at our office or by email. Plans are also available on bay area builders' exchange and other local plan rooms.

Contact, Eric Castillon CEAU CO. DBA Castillon Company (510) 833-0121

eric@castillonco.com

## The Importance of Building and Maintaining Relationships in Construction

## Continued from page 1

Contractors expressed: Emailing back and forth on a topic for days that could have been resolved with a five-minute call. Wasting hours producing a bid you never had a shot to win. Joining a virtual progress meeting and answering emails the whole time rather than paying attention. The easiest solution? Pick up the phone.

## MAKE RELATIONSHIPS HAPPEN

Without naturally occurring human interactions to rely on, developing relationships in the construction industry today requires contractors to be much more intentional. Knowing that relationships and the trust they inspire are essential to success in every phase of business, contractors must consider proactive strategies to culti-

vate relationships with one another and be prepared to overcome the barriers presented by the modern world.

Everyone on the panel discussion referenced the valuable relationships that began through associations such as ABC, attending networking events getting involved in various boards or committees. But the effort cannot stop there. After meeting someone at an event, take the next step and schedule time to meet for a lengthier business conversation. Then, do it again. Then, resist the temptation to resort to email and suggest a call or meeting to discuss project-specific items.

## STRANGER DANGER

The absence of relationships makes people transactional and mean. If you need proof of this

statement, observe how people drive in traffic. Or perhaps you can just read the threatening, procedural email sitting in your inbox right now from a customer or vendor you've never actually met face-to-face.

In an industry struggling with some of the worst mental health statistics of any sector in the economy, relationship development can be the antidote to high-stress, low-reward environments. No one should dread going to work. When you develop relationships, take time to collaborate and resolve issues, own mistakes and thank one another for the hard work that successful relationships require, it makes it all worthwhile.

## PLANNING AND ACTION

There is a huge opportunity in the building in-

dustry to create fun places to work on a solid foundation of repeat business with partners who genuinely want to help one another succeed. All it takes is planning and intention. Build a relationship development and maintenance plan for your business, assign team members to carry it out and reap the rewards for many years to come. It is not enough to build just a few relationships—your business should be built around a long list of friendships.

Relationship development takes effort, but it pays off in better win rates, better margins, smoother projects and an overall more positive work environment

SOURCE: https://tinyurl.com/2yarqvnp