

SBA Proposes Certification Rule for Women-Owned Small Businesses

Seeking Comments by July 15



Photo from www.pexels.com

The U.S. Small Business Administration published a proposed rule that will provide a free on-line application process for women-owned small businesses to be certified and eligible to participate in the SBA's Women-Owned Small Business Program or access contracts as a Women-Owned Small Business (WOSB) or Economically Disadvantaged Women-Owned Small Business (EDWOSB). The SBA is seeking public comments on the proposed rule by July 15, 2019. To submit comments, visit: <https://www.federalregister.gov/documents/2019/05/14/2019-09684/women-owned-small-business-and-economically-disadvantaged-women-owned-small-business--certification>.

The following proposals are included in the new rule:

- Allow participation from an expanded list of federal and state entities with existing certification programs, and confirm the continued participation of approved third-party certifiers.
- Eliminate the self-certification option consistent with the Small Business Act as amended within the National Defense Authorization Act for Fiscal Year 2015, Public Law 113-291, and require approved third-party certifiers to notify applicants of its fees and the option to use SBA's free online certification process.
- Adopt a \$750,000 net worth standard when assessing economic disadvantage for EDWOSBs and continuing eligibility for the 8(a) Business Development Program.

The proposed rule will bolster the number of federal contract awards to WOSB and EDWOSB-certified businesses and better empower agencies to meet the 5% federal contracting goal for women-owned small businesses. Currently, contracting officers must review a contract awardee's documentation to verify an applicant's WOSB and EDWOSB eligibility. By establishing a transparent, centralized, and free certification process, the SBA aims to provide contracting officers with reassurance that firms participating in the WOSB Program are eligible for

awards and encourage them to set aside contracts for women-owned small businesses.

About the SBA's Women-Owned Small Business Program

To learn more about how the SBA supports women entrepreneurs, visit www.sba.gov/wosb.

About the U.S. Small Business Administration

The U.S. Small Business Administration makes the American dream of business ownership a reality. As the only go-to resource and voice for small businesses backed by the strength of the federal government, the SBA empowers entrepreneurs and small business owners with the resources and support they need to start and grow their businesses. It delivers services to people through an extensive network of SBA field offices and partnerships with public and private organizations. To learn more, visit www.sba.gov.

SOURCE: www.sba.gov/about-sba/sba-newsroom/press-releases-media-advisories/sba-proposes-certification-rule-women-owned-small-businesses



California Sub-Bid Request Ads



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

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

CITY OF SAN MARCOS CREEK DISTRICT INFRASTRUCTURE PROJECT

San Marcos, San Diego Co., California
CIP CONBID 19-01

BID DATE June 6, 2019 @ 2:00 p.m.

Sub & Supplier Quotes Due by 12:00 Noon on June 5, 2019

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704
Contact: Matt Bahnsen

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

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

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

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

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

Sukut Construction, LLC
An Equal Opportunity Employer

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

MORENA PUMP STATION
K-19-1801-DBB-3

Owner: The City of San Diego
Location: San Diego, CA

Bid Date: June 6, 2019 @ 2:00 P.M.

J.F. Shea Construction, Inc.

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

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid.

We are particularly interested in bids from subcontractors/suppliers for the following work items:

Demolition, Geotextiles, Aggregate, Fencing, Landscape, Ready-Mix Concrete, Reinforcing Steel, Masonry, Structural Steel, Steel Decking, Miscellaneous Metals, FRP Fabrications, Insulation, Metal Roof Panels, Roofing, Sealants, Metal Doors/Frames/Hardware, Access Doors, Overhead Coiling Doors, Glazing, Painting & Coatings, Signage, HVAC, Equipment, Electrical and Instrumentation

Plans and Specifications: Contract Documents may be obtained free of charge by visiting the City's website: <https://www.sandiego.gov/purchasing/bids-contracts>. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

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



Looking for
Subcontractors, Vendors,
and Suppliers?

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

**Advertise your Sub-Bid Requests in the
Small Business Exchange.**
**With a monthly readership of 75,000,
SBE reaches a diverse audience, cutting across
ethnic and gender lines as well as traditional
industry segments.**

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

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Telephone follow-up calls that follow a script of 5 questions you create.

Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

Contact Info:

795 Folsom Street, 1st Flr, Room 1124
San Francisco, CA 94107

Email: sbe@sbeinc.com

Website: www.sbeinc.com

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

Fax: (415) 778-6255

**Publisher of
Small Business Exchange
weekly newspaper**



California Sub-Bid Request Ads



Requests quotes from qualified and certified DVBE Subcontractors/Suppliers/Vendors for the following (but not limited to) work:

Subcontractors

Asphalt Paving, Concrete Flatwork, Erosion Control, Hydroseed, Reinforcing Steel Rebar, Striping, Gabion Baskets (subs & vendors)

Vendors

Aggregates, Concrete, Misc. Metals, Pipe Materials, Rip Rap, Concrete Precast Box

COUNTY OF SAN DIEGO
RENOVATION OF THE STORM WATER CONTROL SYSTEM
AT THE SAN PASQUAL ACADEMY RFB No. 9478
Escondido, CA

BID DATE June 3, 2019 @ 2:00 p.m.

Sub & Supplier Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

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

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

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

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

Sukut Construction, LLC
An Equal Opportunity 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: Steve Platt • Email: stevep@srco.com and estimating@srco.com

Sub-Bids Requested From **Small & Micro Business** Subcontractors & Suppliers for:

OWNER: SANTA CLARA VALLEY WATER DISTRICT
SAN TOMAS AQUINO CREEK EROSION REPAIR FROM USGS GAGE NEAR WILLIAMS ROAD TO VIRGINIA AVENUE AND BARRON CREEK CONCRETE REPAIR AT BRYANT STREET PROJECT
PROJECT NO 62084001 TASK NO. 5192 AND 5204 CONTRACT NO. C0647
LOCATION: SAN JOSE CA, CAMPBELL CA, PALO ALTO, CA
BID DATE: May 29, 2019 AT 2:00 PM

Trades Solicited: Traffic Control, Equipment Rental, Trucking, Rebar and Concrete Saw Cutting

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.

O.C. Jones & Sons, Inc. and MCM Construction, Inc., A Joint Venture

1520 Fourth St., Berkeley, CA 94710
 (510) 526-3424 • Fax (510) 526-0990

REQUEST FOR DBE
 SUBCONTRACTORS AND SUPPLIERS FOR:
HMA, CIP Bridges, Retaining & Sound Walls, & Modify Electrical
Hwy 101/116 Separation, Petaluma - Caltrans #04-2640F4
BID DATE: May 29, 2019 @ 2:00 PM
O. C. Jones & Sons, Inc. is soliciting quotes for (including but not limited to):

Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Delineator, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis & Annual Report, Temp. Hydraulic Mulch, Temp. Check Dam, Temp. Drainage Inlet Protection, Temp. Silt Fence, Sweeping, Water Quality Sampling, Analysis & Monitoring Report, ADL Burial Location Report, Treated Wood Waste, Temp. High Visibility Fence, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Structure Excavation, Structure Backfill, Pervious Backfill Material, Imported Borrow, Subgrade Enhancement Geotextile, Plant Establishment Work, Irrigation, Imported Biofiltration Soil, Hydroseed, Lime Stabilized Soil, Asphaltic Emulsion, Lean Concrete Base, Crack Treatment, Preparing Inertial Profiler, Preparing Grinding, Data Core, AC Dike, Tack Coat, Cold Plane AC, Mechanically Stabilized Embankment, Temp. Reinforced Earthwalls, CIDH Concrete Pile (Sign Foundation), Structural Concrete, Temp. G2 Inlet, Minor Concrete, Sign Structure, Rapid Setting Concrete, Underground, Abandon Culvert, Sand Backfill, Small-Rock Slope Protection, Concrete, Turf Reinforcement Mat, Rock Slope Protection, Misc. Iron & Steel, Rigid Fall Protection System, Sanitary Sewer Main, Water Main, Obliterate Surfacing, Fencing, Delineator, Guard Railing Delineator, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Chain Link Railing, Cable Railing, Transition Railing, Alternative In-Line Terminal System, Crash Cushion, Concrete Barrier, Striping & Marking, Electrical, Traffic Monitoring Station System, and Construction Materials.

Contact: **Jean Sicard @ O.C. Jones**
 (510) 809-3411 • sicard@ocjones.com

MCM Construction is soliciting quotes (including but not limited to):

Trucking, Health & Safety Plan, Structure Excavation and Backfill, CIDH, Prestress, Ready Mix, Drill & Bond Dowel, Temp. Active Treatment System, Aggregate Base, Joint Seals, Rebar, Masonry, Polyester Concrete Overlay, Misc. Metal, Sound Wall (Masonry Block), Access Gate (Sound Wall), Public Safety Plan, Shotcrete, Ground Anchor (Subhorizontal), Bridge Deck Drainage and Construction Materials.

Contact: **Ron Burch @ MCM Construction**
 (916) 334-1221 ext. 211
rburch@mcmconstruction.com

Equal Opportunity Employers

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ/MCM for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ/MCM is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.



California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

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

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

CALTRANS ROUTE 101 – STATE HIGHWAY IN SONOMA COUNTY IN PETALUMA FROM ROUTE 101/116 SEPARATION TO 0.4 MILE NORTH OF CORONA ROAD OVERCROSSING

Contract No. 04-2640F4,
Federal Aid Project No. ACNH-Q101(353)N
Disadvantaged Business Enterprise Goal
Assigned is 11%

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

Bid Date: MAY 29th, 2019 @ 2:00 P.M.

DGC and FCI are soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to:

DESILVA GATES:

CONTACT: VICTOR LE • vle@desilvagates.com

CLEARING & GRUBBING, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CRACK TREATMENT, CRASH CUSHION, ELECTRICAL, TRAFFIC CONTROL SYSTEMS, EROSION CONTROL, FENCE, GUARDRAILING, HMA DIKE, BOX CULVERT, LANDSCAPING, LEAN CONCRETE BASE, LIME TREATMENT, MINOR CONCRETE, MINOR CONCRETE STRUCTURES, PREPAVING INERTIAL PROFILER, PREPAVING GRINDING, ROADSIDE SIGNS, SIGN STRUCTURES, STRIPING AND PAVEMENT MARKERS, SWPPP PREP, UNDERGROUND WORK, VEGETATION CONTROL, CONCRETE, TRUCKING, SWEEPING, WATER TRUCKS, EROSION CONTROL MATERIALS, IMPORTED BORROW MATERIAL, AGGREGATE SUBBASE MATERIAL, AGGREGATE BASE MATERIAL, HMA MATERIAL, RHMA MATERIAL AND TACK COAT MATERIAL.

**FCI: CONTACT: SAID JAJAFI
NORCALBIDS@fiatironcorp.com**

BRIDGE DEMO, CIDH, JOINT SEAL, POST TENSIONING, REBAR, SHOTRETE, TIE BACKS/ANCHORS, BRIDGE CONCRETE BARRIER, PAINT/STAIN CONCRETE, CLEAN/TREAT/POLY CONCRETE OVERLAY, CONCRETE PUMPING, READY MIX SUPPLY, DEWATERING, SOUNDWALL (MASONRY), MISC METALS, BRIDGE BEARINGS, FORMLINER, TRAFFIC CONTROL & AGGREGATES.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:ftp%255wd@pub.desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com> and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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



Kiewit

Kiewit Infrastructure West Co.
4650 Business Center Drive Fairfield, CA 94534
Attn: Victor Molina • norcal.bids@kiewit.com
Fax: 707-439-7301

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the East Bay Municipal Utility District, Maloney Pumping Plant, Greenridge Pumping Plant, La Honda Rate Control Station, and Sobrante Water Treatment Plant Improvements Project in El Sobrante, CA.

<http://www.dgs.ca.gov>
http://www.dot.ca.gov/hq/bep/find_certified.htm
<http://www.acgov.org/auditor/sleb>
<http://sf-hrc.org>
<http://www.portfoakland.com/srd>

Subcontractors and Suppliers
for the following project:

Maloney Pumping Plant, Greenridge Pumping Plant, La Honda Rate Control Station, and Sobrante Water Treatment Plant Improvements Project
Specification No. 2135

Owner: East Bay Municipal Utility District
Bid Date: May 29, 2019 @ 1:30 P.M.

Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Disabled Veteran Business Enterprise (DVBE) and all other small/local business enterprises wanted for the following scopes, including, but not limited to:

Aggregates, AC Paving, Asbestos and Lead Abatement, Alarm Intrusion Systems, Concrete Supply, Concrete Reinforcement Supply & Install, Cast in Place Concrete, Concrete Forms, Precast Concrete, Clear & Grub, Demo, Dewatering, Electrical, Fence & Gates, Finishes, Grouting, Handling Equipment, HVAC, Instrumentation & Control Systems, Joint Sealants, Masonry, Metals, Openings, Painting & Coatings, Piping, Pipe & Valve Supply, Pumps, Pre-engineered Restroom, Shoring, Waterstops, Survey, Above-ground Tanks, Thermal & Moisture Protection, Trucking & Hauling, Sheet Metal, Structural Steel, Street Sweeping, Utility Poles, Welding and Water Truck.

Bonding, insurance, and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested DBE, MBE, SBE, DVBE and all other small/local business enterprise suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due
May 24, 2019 and Quotes
NO LATER THAN May 28, 2019 at 5 PM.**

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid.

Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications.

Contract Equity Program applies.
Performance and Payment Bonds may be required for Subcontractors and Supply Bonds for Suppliers on this project.

An Equal Opportunity Employer

CA Lic. 433176
DIR #: 100001147



Graniterock

5225 Hellyer Avenue, Suite #220
San Jose, CA 95138
Phone (408) 574-1400 • Fax (408) 365-9548
Contact: David Kennedy
Email: estimating@graniterock.com

**REQUESTING SUB-QUOTES FROM
QUALIFIED SBE, SUBCONTRACTORS/
SUPPLIERS/TRUCKERS FOR:**

**San Tomas Aquino Creek Erosion Repair
From USGS Gage Near Williams Road
to Virginia Avenue and Barron Creek
Concrete Repair at Bryant Street Project
Contract C0647 / Project No. 62084001
Task No. 5192 and 5204**

**Owner: Santa Clara Valley Water District
Engineers' Estimate: \$2,600,000.**

BID DATE: May 29, 2019 @ 2:00 PM

Items of work include but are not limited to: **Demolition, Control of Water, High Early Strength Fiber Reinforced Concrete, Spot Repair Concrete, Non-Shrink Grout, Sediment Excavation, Slurry Cement Backfill, Winterization, Remove Concrete, Structural Concrete, Concrete Blanket for Sewer Pipe, Repair Spalled Surface Areas, Cleaning & Video Inspection of Sewer Pipe, Concrete Saw Cutting and Trucking.**

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

We are an Equal Opportunity Employer

SMALL
BUSINESS
EXCHANGE



Sammamish, WA Sub-Bid Request Ad

Invitation to Bid - Request for Certified MSVWBE Subcontractors and Suppliers

Project: Issaquah –
Fall City Road Improvements
Owner: City of Sammamish
BID SUBMITTAL DATE AND TIME:
May 23, 2019 AT 2:00 P.M.

Quotes requested for, but not limited to: Construction Area Signs, Bridge Demolition, Clearing and Grubbing, Erosion Control, Landscape & Irrigation, AC Paving, Drilled Shafts, Joint Seal Assembly, Rebar, Fencing, Metal Railing, Striping, Electrical, Minor Concrete, Masonry, Furnish & Erect Precast Girders, Aggregate Supply, Ready Mix, Concrete Pumping, Underground Pipe Products, Trucking, Geotextile Materials, Underground Precast, MSE Wall Material, Street Sweeping, Traffic Control & Dewatering.

Free-of-charge access to project bid documents (plans, specifications, addenda, and Bidders List) is provided by going to www.bxwa.com and clicking on "Posted Projects", "Public Works", and "City of Sammamish". Access to documents in electronic format is also available, at no cost, from Flatiron. Additionally, the documents are available to view only at our Renton, WA office. Please send an email request to WABids@flatironcorp.com to request access or to make an appointment to view the documents at our office.

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

Subcontractors will be required to execute Flatiron's Standard Subcontract Terms and Conditions and insurance requirements. A copy of our Standard Subcontract Terms and Conditions is available for review, in electronic format, upon request.

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

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

Flatiron West, Inc.

1400 Talbot Road, Suite 500, Renton, WA 98055
Phone (425) 420-9900 / FAX (425) 420-9999
Point of Contact: Scott Bowen,

Estimating Administrator (WABids@flatironcorp.com)

We Are An Equal Opportunity Employer

Marketing Your Contracting Business in a Digital World



By Michael S.,

Marketing can be an intimidating term for contractors, and digital marketing can be downright frightening! But we do live in a digital world, so it is important. If you start by addressing the following three elements, you'll likely find that it's a lot easier than you thought.

Website

A website is a must. Yellow pages and local media advertising are things of the past. If somebody is looking for a contractor, their first step is typically an online search. To even have an opportunity to show up in these search results, you'll need a website. You can find website templates for free and create the website yourself, utilize a website creation service to build your site, or pay for a unique custom-designed website for your business.

While design and user experience is important, content is even more important. Content is what will drive users to your site, and it's how search engines evaluate and rank your site based on keywords a potential customer is searching for. To utilize inbound traffic from search engines, make sure your website includes a lot of information about your company. Proudly communicate how long you have been in business, your experience and qualifications, any designations you hold, and some of your past projects. It is important to explain in detail the type of services you provide. Search engines pick up on keywords, and that is a surefire way to show up in search results. Also, be sure to include the address of your business, as that will help with local search results. Share testimonials from past clients to give new customers a sense of how you operate. Humanizing your business in this way promotes a more personal connection with potential clients.

Social Media

How can the communication channel of pre-teens countrywide be frightening? It isn't. If you're not already utilizing social media for your construction business, I suggest starting with Facebook. This is one of the oldest social media channels, but is still very relevant. If you're already on Facebook, consider expanding into Twitter or Instagram. Twitter can spread your message in another medium, while Instagram provides a visual way for you to tell your story and show what you are doing.

Again, like your website, content is important. But don't just replicate everything from your website on Facebook. These two avenues serve different purposes. A Facebook page should contain an "About" section that gives an overview of your company and services, but for the details, provide a link to your website. Your Facebook page should be fun and interesting, and it should show the personal side of your business. Put the focus on your customers and employees. Post their milestones and accomplishments. Share stories about them. Post photos of them at work or doing something for the community. Encourage your employees to interact with the page by liking posts, sharing stories, and adding content

Email

A third focus of your digital marketing plan is email marketing. Email is an excellent tool for maintaining existing relationships and gaining the business of potential clients. Periodic contact via email will help keep your company relevant in the minds of customers. The emails can include updates about what your company has been doing, with a focus on employees, awards, recognition, and community involvement. The goal is that they think of your company when they consider another project or are asked for recommendations, but keep in mind that email is a tool to be used with care. Sending emails too frequently can turn off customers, as will anything too sales oriented. You also need to be sure your email campaign follows all applicable laws, including providing an easy opt-out option.

Of course, you can take a digital marketing program much further than this, but if you are just getting started, these three basic components should go a long way toward keeping your business relevant. Are there other ways you are marketing your business in the digital world? Let us know in the comments!

SOURCE:

<https://www.acuity.com/acuity-focus/2016/contractor-focus/marketing-your-contracting-business-in-a-digital-world>

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





California Sub-Bid Request Ads



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

Requests proposals/quotes from all qualified and certified L/SLBE subcontractors, suppliers, and truckers for the following project:

CALDECOTT AREA TUNNEL IMPROVEMENTS, PROJECTS 1, 2, 3, 4
City of Oakland Project #1000917
Bids: 05/23/19 @ 2 pm
GOAL: L/SLBE -50%

Sidewalk, curb, gutter, curb ramp, storm drain, bicycle facilities, intersection & roadway geometric realignments, traffic signal modernization, micro-surfacing, guardrail, retaining wall

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

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

We are an Equal Opportunity Employer

Sub-Bids Requested From Qualified
CMD LBE, Micro-LBE or SBA LBE, MBE, WBE
Subcontractors & Suppliers

Owner: San Francisco Public Utilities Commission

Water Resources Professional Services

Contact No.: PUC.PRO.0118

Location: San Francisco, CA

Bid Date: May 24, 2019

Seeking the following services:

Civil Engr - AE003; Water Resources Engr - AE020; Geotech - AE005;

Surveying - AE015; Value/Quality Engr - AE014;

Comm Relations/Public Affairs - PS002;

Regulatory Compliance - PS018; Public Relations - PS033

Woodard & Curran, Inc.

101 Montgomery Street, Suite 1850 • San Francisco, CA 94104

Phone: 415-321-3400 • Fax: 415-321-3401

Contact: Chris Hewes • cjhewes@woodardcurran.com

We will assist interested firms in obtaining bonds, lines of credit and/or insurance if necessary.



Public Legal Notices

OFFICE OF COMMUNITY INVESTMENT
AND INFRASTRUCTURE (OCII)

REQUEST FOR PROPOSALS - PARKS MAINTENANCE AND PROPERTY MANAGEMENT

The Office of Community Investment and Infrastructure has released a Request for Proposals for landscape maintenance, janitorial and property management services for public parks and streetscapes at Phase 1 of the Hunters Point Shipyard and the Shipyard Site Office building at 451 Galvez Avenue. Local small businesses and teams including local small businesses are highly encouraged to submit proposals. A mandatory pre-submission meeting will be held on Wednesday, June 12th at 10 a.m. at the Shipyard Site Office building at 451 Galvez Avenue, San Francisco, CA 94124. The Request for Proposals can be downloaded at sfocii.org/rfp

SMALL
BUSINESS
EXCHANGE

Request for Proposal

On-Call Construction Scheduling Services



Topic: On-Call Construction Scheduling Services

Who: The Santa Clara Valley Water District (Valley Water) is the water resource management agency meeting watershed stewardship needs of Santa Clara County and providing wholesale water reliability to its 2 million residents.

What: Valley Water is soliciting proposals from consultants to perform on-call services for general and specialized engineering services outlined below relating to flood protection, water utility capital, and facilities improvement construction projects.

- Provide an independent review and assessment of projects' construction baseline and progress schedules, recovery schedules and contractor submittals.
- Assist the Valley Water in analyzing responsibility for construction schedule delays in the project.
- Provide an independent review and assessment of claims and disputes submitted by Valley Water contractors regarding any construction activity on the project.

Please submit your proposals electronically to Valley Water's Contract Administration System (CAS) by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "CM10" Construction Management and add contact information as necessary. The full Request for Proposal (RFP) can be viewed at <http://cas.valleywater.org>.

Contact: If you need assistance with creating a CAS account, please call (408) 630-2992, or e-mail questions to ContractAdministration@valleywater.org.

In addition to submitting proposals electronically through Valley Water's web portal, hard copies of the proposal must be received by the proposal due date and time specified in the RFP Schedule. Please refer to the RFP for detailed hardcopy delivery instructions.

General questions regarding this solicitation will be accepted by email to **Hortencia Gonzalez-Palencia** at HGonzalez@valleywater.org. Questions must be submitted no later than the date specified in the RFP Schedule.