

## How to Calculate Accurate Cost Estimation for Demolition Sites



[ Article was originally posted on [www.constructconnect.com](http://www.constructconnect.com) ]

By *Chris Galloway*,

The accuracy in which you estimate the cost (and profitability) of your construction work will either make or break your business.

Even small jobs take time, so understanding how to forecast costs and stick to budgets is just as important as the work itself.

Luckily, with some old-fashioned experience and an adherence to some fundamental tenets of accurate cost estimation, you should get a feel for the process.

### Know Your Overhead Costs

What are overhead costs? Entrepreneur.com sums it up nicely:

The indirect costs or fixed expenses of operating a business (that is, the costs not directly related to the manufacture of a product or delivery of a service) that range from rent to administrative costs to marketing costs.

With that said, if your business isn't taking into account its day-to-day overhead in how it quotes clients, then you're going to find yourself struggling to stay in the green.

While many of your overhead expenses have no direct involvement with your clients, they're an essential aspect of your business.

Without these details, you'd have no demolition to provide, so it stands to reason that these expenses should be worked into your bids.

### Know Your Project Costs

Even more important than your overhead is accurately accounting for your project costs.

The construction industry, especially demolition, do not provide their services in a vacuum.

If you've been in this industry long enough, then you're well aware of the various expenses you incur before you even break ground on a site, much less raze a structure.

And when all is said and done, there are expenses incurred after-the-fact that you need to account for as well.

### Permits & Special Licensure

Permitting and licensure are expensive.

But...

Guess what's even more expensive?

What's even more expensive is not having the cor-

rect permits or licenses after the fact.

Before you quote a potential project, understand what you need to safely and legally perform the forecasted work.

Those expenses should be well-understood before you create your quote.

Most importantly, they should be part of your quote to your client.

There is no reason you should be on the hook for a permit or special license on behalf of a customer.

### Hauling & Landfill Costs

Where does all of the material go after a structure has been demolished?

The answer to that question can vary, but one thing is universal—no matter where it goes, it will probably cost you money to get it there and to dump it there.

When calculating the cost of a project, make sure you understand who is on the hook for hauling and disposing of debris.

If you're the responsible party, then you need to work those expenses into your quote in one way or another.

Most of all, you need to understand the cost of that service before you agree to be accountable.

Disposal costs vary widely depending on the region and the type and quantity of material you have to dispose of.

The easiest avenue to accurate disposal estimation is by getting a few quotes from local dumpster rental businesses.

### Equipment Allocation & Costs

There's only so much you can do with your hands when it comes to demolition.

Eventually, you'll need to enlist the help of some hardy power tools to assist you with heavier demolition projects.

However...

Consider your tools carefully and account for them in your quote!

Try to be clever with your tool choices.

For instance, consider buying or renting gas-powered jackhammers for the job instead of the standard hydraulic variety.



# California Sub-Bid Request Ads



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

#### Subs

Striping & Signage, Demolition, Asphalt Paving, Clear & Grub, CIDH, Biologist, SWPPP Prep, Erosion Control, Landscape, Reinforcing Steel, AC Dike, Cured In Place Pipe, Rumble Strips, Monument Sign, Bridge, Abandon Culverts, Guardrail, Asphalt Grinding, Construction Area Signs, Fencing, Electrical, Minor Concrete, Minor Concrete Structures, Sign Structures, Underground Work, Trucking, Water Trucks, Sweeping

#### Suppliers

CSP & RCP, HMA Material, RHMA Material, Tack Coat Material, Concrete, Aggregate, Misc. Metals, Traffic Control Materials, Erosion Control Materials,

## FOR CONSTRUCTION ON STATE HIGHWAY IN YUBA COUNTY FROM MARYSVILLE ROAD TO THE YUBA RIVER BRIDGE

In District 03 On Route 20

Contract No. 03-0A5704 Federal-Aid Project ACNH- P020 (191)E

DBE Goal 13%

**BID DATE November 20, 2019 @ 2:00 p.m.**

All Quotes Due Prior to Bid Date

### 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](mailto: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 Construction 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.

Sukut Construction, LLC  
An Equal Opportunity Employer



SKANSKA • TRAYLOR • SHEA

#### Skanska-Traylor-Shea JV

5055 Wilshire Blvd, Suite 700, Los Angeles, CA  
requests sub-bid quotes from all interested firms,  
including certified DBE's for Terrazzo, Floor and  
Wall Tile on the

**Westside Subway Extension Section 1 project.**

Owner: LACMTA (Metro).

Contract No. C1045.

**Bid Date: November 15, 2019 at 2:00pm.**

Plans & Specs can be viewed at our office Monday -  
Friday 8am to 4pm (call for appointment) or downloaded  
free at the following links:

Link to 096WS Terrazzo RFP:

<https://skanskausa.sharefile.com/i/i0a6f8f1b8c64ffd8>

Link to 097WS Floor and Wall Tile RFP:

<https://skanskausa.sharefile.com/i/i381a7316b3e4fffa>

Pre-bid meetings Thursday, October 31, 2019 9am for  
096WS Terrazzo and 10am for 097WS Tile. STS Office,  
5055 Wilshire Blvd, Los Angeles, CA 90036. Meeting  
is not mandatory, but highly recommended. Please  
register if attending at [erika.barajas@skanska.com](mailto:erika.barajas@skanska.com)

Should you have any questions or desire to quote on this  
project, please contact Erika Barajas, DBE Coordinator  
at 323-852-4220 or [erika.barajas@skanska.com](mailto:erika.barajas@skanska.com). Assis-  
tance in bonding, insurance, lines of credit or obtaining  
equipment, supplies and materials is available upon re-  
quest. This advertisement is in response to Metro's DBE  
program. Skanska-Traylor-Shea JV intends to conduct it-  
self in good faith with DBE firms regarding participation  
on this project. More info about this project is available  
at [www.skanska-traylor-shea.com](http://www.skanska-traylor-shea.com).

Skanska-Traylor-Shea JV  
is an EEO/AA/Vet/Disability Employer.

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### Contact Info:

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San Francisco, CA 94107

Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)

Website: [www.sbeinc.com](http://www.sbeinc.com)

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

Fax: (415) 778-6255

### Publisher of

Small Business Exchange  
weekly newspaper

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

PROJECT NO. P2-122

HEADWORKS MODIFICATIONS AT PLANT 2

FOR GWRS FINAL EXPANSION

Owner: Orange County Sanitation District (OCSD)

Location: Huntington Beach, CA

**Bid Date: December 17, 2019 @ 11:00 A.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](mailto: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, Controlled Low Strength Material, AC Paving, Ready-Mix Concrete, Reinforcing  
Steel, Miscellaneous Metals, FRP Fabrications, Sealants, Painting & Coatings, ID Devices, Equip-  
ment, Pre-Engineered Canopy, HVAC, Electrical and Instrumentation

**Plans and Specifications:** You may obtain a free download through OCSD's Vendor Portal at  
<http://www.planetbids.com/portal/portal.cfm?CompanyID=14058#>. 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 ex-  
pects 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, in-  
cluding requirements for warranties. Standard manufacturer's warranties, if not in conformance  
with owner's specifications, will not be accepted.



# California Sub-Bid Request Ads



Date: October 29, 2019 - December 4, 2019

Requests quotes from qualified and certified City of San Diego SLBE-ELBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

221310 Water Supply and Irrigation Systems; 237110 Water and Sewer Line and Related Structures Construction; 237310 Highway, Street, and Bridge Construction; 237990 Other Heavy and Civil Engineering Construction; 238110 Poured Concrete Foundation and Structure Contractors; 238120 Structural Steel and Precast Concrete Contractors; 238140 Masonry Contractors; 238190 Other Foundation, Structure, and Building Exterior Contractors; 238210 Electrical Contractors; 238910 Site Preparation Contractors; 238990 All Other Specialty Trade Contractors; 332312 Fabricated Structural Metal Manufacturing; 332323 Ornamental and Architectural Metal Work Manufacturing; 423320 Brick, Stone, and Related Construction Material Merchant Wholesalers, 423610 Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers, 423990 Other Miscellaneous Durable Goods Merchant Wholesalers, 484110 General Freight Trucking, Local; 484220 Specialized Freight (Except Used Goods) Trucking, Local; 488490 Other Support Activities for Road Transportation; 541330 Engineering Services; 541620 Environmental Consulting Services; 561730 Landscaping Services

**City of San Diego  
Brookfield Land Construction, Inc.**

IMPROVEMENTS: MERGE 56 - TORREY HIGHLANDS PROJECT NO. T-3.1B, 3.2B CAMINO DEL SUR (NORTH); T-3.1A, 3.2A CAMINO DEL SUR SOUTH; T-5.1 & T-5.2 CARMEL MOUNTAIN ROAD SOUTH; P-6 TORREY HIGHLANDS TRAIL AND U-3 16" WATER MAIN, AND RANCHO PENASQUITOS PROJECT NO. T-4B - GRADING, RETAINING WALL, WET & DRY UTILITIES, STREET, STREET LIGHT, LANDSCAPE, AND TRAFFIC SIGNALIZATION IMPROVEMENTS

**BID DATE December 4, 2019 @ 1:00 p.m.**

All Quotes Due Prior to Bid Date

**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](mailto:estimating@sukut.com)

Plans and specs are available at no cost to interested SLBE-ELBE firms and are available for viewing at our office by appointment, via Sukut's FTP site, or by other arrangement. Sukut will assist SLBE-ELBE subcontractors in obtaining necessary equipment, supplies, or materials. Sukut will also assist SLBE-ELBE firms in obtaining bonding, lines of credit, or insurance. Please contact Rick Welshiemer for assistance in responding to this solicitation.

Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. 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.

**Sukut Construction, LLC**  
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**Kiewit Infrastructure West Co.**

4650 Business Center Drive Fairfield, CA 94534

Attn: Victor Molina • [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)

Fax: 707-439-7301

Requests sub-bids from qualified California Department of General Services (DGS) certified Local Small Business Enterprises (LSB), Local Micro Small Businesses having a primary business office in the counties of Alameda, Contra Costa and San Francisco and California Unified Certification Program (CUCP) certified Minority/Women Business Enterprise (MBE/WBE) Subcontractors, Consultants, and/or Suppliers seeking to participate in the construction on the Market Street Entry Canopies Project in San Francisco, CA.

<https://cucp.dot.ca.gov/cucp>  
<http://www.pd.dgs.ca.gov>  
[www.bart.gov/ocr](http://www.bart.gov/ocr)

Subcontractors and Suppliers  
for the following project:

**Market Street Entry Canopies**

Contract No. 15LK-140

Owner: BART

**Bid Date: November 12, 2019 by 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)  
and Local Small Businesses (LSB)**

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Local Small Business Enterprise (LSB), wanted for the following scopes, including, but not limited to:

**AC Paving, Bird Control Devices, CCTV, Concrete - Minor, Concrete Reinforcing, Concrete Supply, Concrete Cast in Place, Concrete Pumping, Demo, Drywall, Electrical, Flooring, Hazardous Abatement, Joint Protection, Masonry, Metals, Metal Decking, Openings, Painting & Coatings, Piping, Plumbing, Quality Control, Roofing, Security, Signage, Structural Steel, Temp Facilities and Traffic Control.**

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, WBE and LSB certified suppliers, service providers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers, service providers and subcontractors.

**Subcontractor and Supplier Scopes are due  
November 8, 2019 and Quotes**

**NO LATER THAN November 11, 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 <https://www.kiewit.com/districts/northern-california/overview.aspx> to register your company and to be able to receive bidding information, view plans and specifications.

You can view the plans in our office during regular business hours by appointment.

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers.

Project Stabilization Agreement (PLA) applies for SF Bay Area Rapid Transit District

Subcontract work shall be signatory to the applicable local union or willing to sign a one-time agreement.

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DIR# 1000001147

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# 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: JACK SHEWMAKER  
Website: [www.desilvagates.com](http://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 99 - STATE HIGHWAY IN MERCED COUNTY IN AND NEAR ATWATER FROM 0.4 MILE SOUTH OF BUHACH OVERCROSSING TO 0.8 MILE NORTH OF WEST ATWATER OVERHEAD**

**Contract No. 10-3A7204,  
Federal Aid Project No. ACNH-P099(646)  
Disadvantaged Business Enterprise Goal  
Assigned is 17%**

### OWNER:

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

**BID DATE: NOVEMBER 14TH, 2019 @ 2:00 P.M.**

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

**AC DIKE, BRIDGE, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, FENCING, MBGR, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PCC PAVING, ROADSIDE SIGNS, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE SUB BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, ASPHALT OIL BINDER.**

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



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

REQUEST FOR **DBE**  
SUBCONTRACTORS AND SUPPLIERS FOR:

**Place lean concrete base, HMA & HMA-0  
and electronic toll system  
Hwy 880 Fremont  
Caltrans #04-2J8104**

**BID DATE: November 19, 2019 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Progress Schedule, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Temporary High Visibility Fence, Clearing & Grubbing, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Hydroseed, Compost, Wood Mulch, Lean Concrete Base, AC Dike, Tack Coat, Adjust Inlet, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Alternative In-Line System, Pavement Marking, Electronic Tolling System, Electrical, and Construction Materials

Greg Souder (510-809-3430 [gsouder@ocjones.com](mailto:gsouder@ocjones.com)) is the estimator on this project and he 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 noon 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. 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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**O.C. Jones & Sons, Inc.**  
1520 Fourth Street • Berkeley, CA 94710  
Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Jean Sicard

REQUEST FOR **DVBE & SBE**  
SUBCONTRACTORS AND SUPPLIERS FOR:

**Crack, seat and overlay with  
RHMA AND HMA, and replace culverts  
Hwy 101 Healdsburg  
Caltrans #04-0J6424**

**BID DATE: November 14, 2019 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Vibration Monitoring, Treated Wood Waste, Noise Monitoring, Temporary High-Visibility Fence, Clearing & Grubbing, Shoulder Backing, Pervious Backfill Material, Soil Densification (High Density Polyurethane), Planting & Irrigation, Hydroseed, Compost, Lean Concrete Base Rapid Setting, Crack Treatment, AC Dike, Geosynthetic Pavement Interlayer (Paving Fabric), Tack Coat, Cold Plane AC, Jointed Plain Concrete Pavement, Individual Slab Replacement, Grinding, CIDH Concrete Pile, Structural Concrete, Paving Notch Extension, Architectural Surface (Barrier), Clean Expansion Joint, Joint Seal, Bar Reinforcing Steel, Sign Structure, Alternative Pipe Culvert, Concrete Backfill, Filter Fabric, Underground, Adjust Utilities to Grade, Cleaning, Inspecting, and Preparing Culvert, Clean Drainage Facility, Sand Backfill, Machine Spiral Wound PVC Pipeliner, Rock Slope Protection, Detectable Warning Surface, Minor Concrete, Misc. Iron & Steel, Prepare and Stain Concrete, Fencing, Delineator, Pavement Marker, Roadside Signs, Midwest Guardrail System, Asphalt Composite Vegetation Control, Single Thrie Beam Barrier, Alternative In-Line Terminal System, Crash Cushion, Concrete Barrier, Striping & Marking, Electrical, Temporary Active Treatment System, Crack Pavement, Grind Concrete Pavement, Grated Line Drain, Rumble Strip, and Construction Materials.

Jean Sicard (510-809-3411 [jsicard@ocjones.com](mailto:jsicard@ocjones.com)) is the estimator on this project and he 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 noon on the date of the bid. Quotes from DVBE & SBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DVBE & SBE 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. 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.

# How to Build a Relationship with Homeowners

[ Article was originally posted on [www.acuity.com](http://www.acuity.com) ]

By John Lack,

There are differences between commercial and residential construction, especially when it comes to building relationships with owners. If you are a home improvement contractor or a residential contractor who works for homeowners, you may be aware of the importance of nurturing that relationship.

When a homeowner is having work done on his or her home, the project can become very personal. Even the smallest project can create anxiety and feel disruptive to the homeowner.

Below are 5 simple tips for building relationships with homeowners.

1. **First impression.** Never underestimate the importance of the homeowner's first impression of you. They will be evaluating if you are the contractor they want to work with. People skills are important in making a good first impression. A contractor's etiquette can show professionalism and lay the foundation to be trusted.
2. **Communication.** Clear and effective communication will help avoid confusion. A realistic schedule should be clearly presented to the owner and followed. The contractor should explain what is happening each day and how it may affect those living in the home. Is the water going to be shut off for a day? Is the dumpster going to sit in the driveway for a few weeks? Will the kitchen be unusable for some time?
3. **Ground rules.** Lay the ground rules early so there are no surprises. What time does work start each day? Are any areas of the home off limits to workers without permission? Does a portable toilet need to be provided by the contractor and, if so, where should it be placed? Are there any kids or pets in the home?
4. **Homeowner's needs.** It is important the contractor understands the homeowner's needs, desires, and budget. A payment schedule should be agreed upon in writing before work is started, and the homeowner should be made aware of any additional costs once discovered. Keep in mind that special events at the home might require an adjustment in the contractor's schedule.
5. **Clean & safe job.** Work areas should be cleaned at the end of each day and sometimes more thoroughly for the weekend. To be on the safe side, consider any potential weather issues, such as rain or snow. Install handrails where needed and cover floor openings. Keep chemicals and tools locked up and sheet materials like drywall and plywood stacked on the floor and not leaning against the wall. Always keep kids and pets in mind, and do not use caution tape as a barricade.

Organization and professionalism from the start can minimize a host of problems down the road, enhance a good relationship, and possibly lead to future business. Providing a 24-hour emergency phone number can also help build trust with the homeowner.

**John L. is our Construction guru**

I bring over 35 years of experience in the construction industry in both field and office posi-

■ **Continued on page 10**

# How to Calculate Accurate Cost Estimation for Demolition Sites

■ **Continued from page 1**

Doing so is one of the easiest cost-saving measures you can take because they're more portable, create less noise, and do not require a cumbersome (and dangerous) air compressor to use.

By choosing the right tools, you can widen your profit margins by completing larger jobs in less time with less expensive equipment.

## Undergo a Thorough Job Site Inspection

You may have a lot of knowledge and intuition from your time in the industry but no one will do as thorough a job at inspecting a job site as an actual inspector.

You'll want the inspection to focus on hazardous materials such as asbestos—these are the types of materials that can turn a seemingly straightforward job into a total nightmare.

Not only will you go severely over budget if you find asbestos in a structure, but you risk the health of your crew by not having a thorough understanding of the site.

## Leave Zero Gray Areas

As a demolition expert, you may find yourself hyper-focused on portions of a project that are your bread-and-butter.

This may leave you feeling extremely confident in your ability to calculate costs and create an accurate project estimate for your clients.

However...

Ask yourself to be held accountable for what you're not sure of and try to force yourself to focus on those components the hardest.

You may find that the gray areas in your knowledge and expertise are what is holding you back from greatness.

If you only focus on what you're good at, then you'll be routinely surprised by those parts of the job that you're not as familiar with.

To put it simply—if you find yourself to be continually unfamiliar with local permits, then make yourself an expert on that subject.

Or...

If you're always finding yourself complaining about your crew's responsiveness, consider streamlining your equipment.

Think out-of-the-box; the gas-powered jackhammer is just one way to innovate.

## Accurate Quotes Come from Accurate People

If you're the kind of person that works off-the-

cuff, then the demolition industry might not be the industry for you.

Much of our work looks chaotic, but there's a careful order to the process that anyone in the business understands.

But your attention to detail shouldn't end at the boundaries of the job site.

Instead, bring that same fervor into your office work.

After all...

Accurate quotes come from accurate people—you should know your costs inside and out and be willing to account for them.

Let your great work and happy clients justify the expense of thorough, generous accounting; it's the only way to sustain your demolition business.

Chris Galloway is the owner of US Hammer Jackhammers and Postdrivers. He's been a contractor his whole life, owns a rental equipment company, and runs it all out of Woodland, California.

## SOURCE:

<https://www.constructconnect.com/blog/how-to-calculate-accurate-cost-estimation-for-demolition-sites>

## THE BUSINESS OUTREACH COMMITTEE (BOC) A CONSORTIUM OF BAY AREA TRANSPORTATION AGENCIES

FREE

## MEET THE PRIMES NETWORKING EVENT 2019

TUESDAY, NOVEMBER 5, 2019

Joseph P. Bort MetroCenter  
 (Conveniently located across from Lake Merritt BART Station)  
 101 8th Street, Oakland, CA 94607



**Registration:** 12:30 p.m. – 1:00 p.m.



**Networking:** 1:00 p.m. – 3:00 p.m.

**RSVP AT:** <https://boc2019meettheprimes.eventbrite.com/>



Plan to market your products and services to BOC agencies and primes in the areas of construction, professional services, architecture, engineering and other businesses. Bring your business card, capability statement, resume and project experience. Plan to make a connection with one or more prime contractors!

Receive valuable information from resource partners including **FREE DBE Supportive Services**.

**PARTICIPATING PRIMES / Please see the RSVP page for a full list of exhibitors.**

|                              |                          |                  |
|------------------------------|--------------------------|------------------|
| AECOM                        | Hill International, Inc. | STV Incorporated |
| Balfour Beatty               | HNTB Corporation         | The Dutra Group  |
| Granite Construction Company | McGuire & Hester         | WSP              |
| Hatch Mott MacDonald         | Swinerton                |                  |

## RESOURCE PARTNERS



SBA's participation is not an endorsement of product, service or entity.

PRESENTED BY



The BOC serves our disadvantaged and small business communities. It is the policy of the member agencies participating in the Business Outreach Committee that small businesses owned and controlled by socially and economically disadvantaged individuals are provided equal opportunity to participate in the construction, professional service and procurement activities of their agencies.

# Tutor Perini/O & G Joint Venture (TPOG)



## SEEKING DBE FIRMS

FOR SUBCONTRACTING OPPORTUNITIES ON THE WESTSIDE  
PURPLE LINE EXTENSION SECTION 3 STATIONS PROJECT

**OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)**



### SCOPES CURRENTLY AVAILABLE:

Security Guards • Dewatering • Community Relations



### INTERESTED IN WORKING WITH TPOG?

TPOG issues Notice of Interest (NOI) Emails to all Tutor Perini/O & G Joint Venture registered vendors notifying them of upcoming 1st tier opportunities on the project. All CUCP certified DBEs vendors based in Southern California are already registered with TPOG. Please contact us if your firm is not receiving TPOG Notices of Interest by sending a note to:

**[Nareg@moderntimesinc.com](mailto:Nareg@moderntimesinc.com)**

### BONDING, LINES OF CREDIT, AND INSURANCE SUPPORT SERVICES:

TPOG is willing to assist DBE Subcontractors and suppliers in obtaining access to bonds, lines of credit and insurance. Please email Nareg Bostanian for your requests for assistance.

TPOG is soliciting in good faith all interested subcontractors as well as certified DBE firms. If you are interested in bidding or have any questions in relation to the scope, please email DBE Project Coordinator: Nareg Bostanian or visit the website below. <http://www.tpojv4purpleline.com/index.html>

# Public Legal Notices



**CITY & COUNTY OF SAN FRANCISCO  
DEPARTMENT OF PUBLIC WORKS**

**JOHN YEHALL CHIN SCHOOL  
SAFE ROUTES TO SCHOOL  
Sourcing Event ID No. 000002271  
Contract No. 1000011945**

**PW JOHN YEHALL CHIN SCHL SRTS**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on November 20, 2019**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at [www.sfpublishworks.org/biddocs](http://www.sfpublishworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublishworks.org](http://www.sfpublishworks.org) for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located at the intersections of Kearny St & Bush St/Jackson St, Pacific Ave & Battery St/Stockton St, and Washington St & Battery St in San Francisco, California and includes curb ramp installation, sewer, AWSS, electrical and structural work, traffic routing and all related work. The time allowed for completion is 180 consecutive calendar days. The Engineer's estimate is approximately \$1,900,000. For more information, contact the Project Manager, Marcia Camacho at 415-558-4015.

**On July 1, 2014, the registration program under section 1725.5 of the California Labor Code went into effect. The program requires that all contractors and subcontractors who bid or work on a public works project register and pay an annual fee to the California Department of Industrial Relations ("DIR").**

**No contractor or subcontractor may be listed in a bid or awarded a contract for a public works project unless registered with the DIR as required by Labor Code section 1725.5 [with limited exceptions from this requirement for bid purposes only under Labor Code section 1771.1(a)].**

This Project shall incorporate the required partnering elements for **Partnering Level 1**. Refer to Section 01 31 33 for more details.

Pursuant to San Francisco Administrative Code ("Administrative Code") Section 6.25 and Chapter 25 of the Environment Code, "Clean Construction" is required for the performance of all work.

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state ("Covered State") with laws that perpetuate discrimination against LGBT populations or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items With Unit Prices basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsible responsive bidder.

A bid may be rejected if the City determines that any of the bid item prices are materially unbalanced to the potential detriment of the City.

Bid discounts may be applied as per Administrative Code Chapter 14B. **LBE Subcontracting Participation Requirement is 25%**. Call Selormey Dzikunu at 415-554-8369 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith

efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

**A pre-bid conference will be held on November 5, 2019; 10:00 a.m., at 30 Van Ness Ave, 5th Floor, Main Conference Room.**

For information on the City's Surety Bond and Finance Program, call 415-986-3999 or [bond@imwis.com](mailto:bond@imwis.com).

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. Administrative Code Section 6.22(a) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

**Class "A" license required to bid.**

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with Administrative Code Chapter 12P, Minimum Compensation Ordinance.

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction ("Policy") as set forth in Administrative Code Section 6.22(g). Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

Bidders are hereby advised that the Contractor to whom the Contract is awarded must be certified by the Contract Monitoring Division as being in compliance with the Equal Benefits Provisions of Chapter 12B of the Administrative Code within two weeks after notification of award.

If a bidder objects on any ground to any bid specification or legal requirement imposed by this Advertisement for Bids, the bidder shall, no later than the 10th working day prior to the date of Bid opening, provide written notice to the Contract Administration Division, San Francisco Public Works, setting forth with specificity the grounds for the objection.

Right reserved to reject any or all bids and waive any minor irregularities.

**10/31/19  
CNS-3308888#  
SMALL BUSINESS EXCHANGE**

## Outreach November 2019

**Get free, trusted help with your citizenship application!**

The San Francisco Pathways to Citizenship Initiative provides free legal help from community immigration service providers at our free workshops. Resources for the citizenship application fee are available onsite. Learn more at [sfcitizenship.org](http://sfcitizenship.org)

When: Sunday, November 24, 2019. Registration is open from 9:30 am - 12:30 pm. No appointment needed!

Where: Chinatown YMCA, 855 Sacramento Street, San Francisco, CA 94108

**Apply to become a census taker!**

Every 10 years, the U.S. Census Bureau is responsible for conducting the nationwide census. The Census Bureau is recruiting now to fill important temporary positions with great pay (\$30/hour) and flexible hours for Spring 2020. Be a Census Taker and make a difference in your community! Apply online NOW at [2020census.gov/jobs](http://2020census.gov/jobs).

Child support matters can be complicated, stressful, and confusing. The Department of Child Support Services helps parents understand the process so they know their rights and options for making and receiving support payments. Call us today at (866) 901-3212 or visit our office at 617 Mission Street to learn how we can help you. Information is also available online at [www.sfgov.org/dcss](http://www.sfgov.org/dcss).

**Let Your Career Take Off at SFO  
Discover Why SFO is a Great Place to Learn, Earn, Grow and Thrive**

With jobs in all parts of the airport, from cargo and security, to airlines and concessions, companies at SFO are always hiring!

Visit [flysfo.com/careers](http://flysfo.com/careers) or call 650.821.5242 to learn about job openings and the benefits of working at the Bay Area's largest airport.

Come see your local government at work!  
**Board of Supervisors Regularly Scheduled Board Meetings  
November and December Meetings**

The Board of Supervisors hold weekly meetings most Tuesdays at 2:00 p.m. in Rm. 250 of San Francisco City Hall.

• Nov. 5 • Nov. 12 • Nov. 19 • Dec. 10 • Dec. 17

LANGUAGE INTERPRETATION AVAILABLE UPON REQUEST

CHINESE.... SPANISH.... FILIPINO

Requests must be received 48 hours in advance required for interpretation. For more information see the Board of Supervisor's website [www.sfbos.org](http://www.sfbos.org), or call 415-554-5184.

**CNS-3305927#**

Visit [www.sbeinc.com](http://www.sbeinc.com)  
to download the latest SBE  
Newspaper and Newsletter





# California Sub-Bid Request Ad



431 Payran Street, Petaluma, CA 94952  
Phone: 707-835-2900 • Fax: 707-835-2994

REQUESTS QUOTATIONS FROM ALL STATE OF CALIFORNIA DGS CERTIFIED DVBE SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**FINISHING KITCHENS AT BROWNS AND VICHY ELEMENTARY SCHOOLS  
NAPA, CA**

**BID DATE: November 14, 2019 @ 2:00pm**

**ESTIMATE: \$1,100,000**

**CONTACT:**

**Kelsey Godfrey [bid@arntzbuilders.com](mailto:bid@arntzbuilders.com)**

Trades needed but not limited to: Building Demolition, Concrete, Metal Fabrications, Stainless Steel Wall Panels at Drinking Fountains, Rough Carpentry, Roof Repairs, Thermal Insulation, Flashing and Sheet Metal, Firestopping, Joint Sealants, Hollow Metal Doors and Frames, Wood Doors, Overhead Coiling Doors, Door Hardware, Louvers, Plaster Patching, Gyp Board, Tiling, Acoustical Ceilings, Resinous Kitchen Flooring, Wall Covering, Fiberglass Wall Panels, Painting and Coating, Signage, Toilet Accessories, Fire Extinguisher Cabinets, Metal Lockers, Food Service Equipment, Plumbing, HVAC, Electrical, Earthwork, Sanitary Sewerage Utilities

All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS AN EQUAL OPPORTUNITY EMPLOYER



431 Payran Street, Petaluma, CA 94952  
Phone: 707-835-2900 • Fax: 707-835-2994

REQUESTS QUOTATIONS FROM ALL STATE OF CALIFORNIA DGS CERTIFIED DVBE SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**CULINARY ARTS MODERNIZATION AT JOHN O'CONNELL SCHOOL OF TECHNOLOGY  
SAN FRANCISCO, CA  
SFUSD Project #12017**

**BID DATE: November 12, 2019 @ 11:00am**

**ESTIMATE: \$1,700,000**

**CONTACT:**

**Kelsey Godfrey [bid@arntzbuilders.com](mailto:bid@arntzbuilders.com)**

Trades needed but not limited to: Concrete, Reinforcing Steel, Structural Steel, Rough Carpentry, Interior Finish Carpentry, Sheet Metal Flashing & Trim, Joint Sealers, Aluminum Fire Frames, Steel Frames, Louvers, and Doors, Door Hardware, Glass & Glazing, Gypsum Wallboard, Acoustical Ceiling, Wall Coverings, Painting, Concrete Coating, Signage, Marker Boards, Louvers and Vents, Fire Extinguishers, Access Panels, Audio Visual Equipment, Food Service Equipment, Modular Casework, Plumbing, HVAC, Electrical, Hazmat

All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.

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431 Payran Street, Petaluma, CA 94952  
Phone: 707-835-2900 • Fax: 707-835-2994

REQUESTS QUOTATIONS FROM ALL STATE OF CALIFORNIA DGS CERTIFIED DVBE SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**TULE ELK PARK EARLY EDUCATION SCHOOL  
MODERNIZATION  
SAN FRANCISCO, CA  
SFUSD Project #11904**

**BID DATE: November 19, 2019 @ 2:00pm**

**ESTIMATE: \$11,500,000**

**CONTACT:**

**Kelsey Godfrey [bid@arntzbuilders.com](mailto:bid@arntzbuilders.com)**

Trades needed but not limited to: Tree Protection, Selective Structure Demo, Concrete, Reinforcing Steel, Shotcrete, Post Installed Anchors, Structural Steel and Miscellaneous Iron, Metal Fabrication, Finish Carpentry Restoration, Rough Carpentry Landscape Wood Structures, Architectural Woodwork, Building Insulation, Roof Insulation, Modified Bitumen Roofing, Sheet Metal Flashing and Trim, Firestopping, Hollow Metal Doors and Frames, Wood Doors, Access Doors, Coiling Counter Doors, Aluminum-Framed Entrances and Storefronts, Aluminum-Framed Folding Doors, Aluminum Windows, Door Hardware, Glass & Glazing, Metal Framing, Gypsum Board, Ceramic Tile, Acoustical Tile Ceilings, Resilient Flooring, Resinous Epoxy Flooring, Painting, Visual Display Surfaces, Signage, Toilet Compartments & Accessories, Metal Storage Shelving, Flagpoles, Bird Control, Residential Appliances, Roller Window Shades, Entrance Floor Mats, Hydraulic Elevator, Fire Suppression, Plumbing, HVAC, Electrical, Earthwork, Drilled Piers, Concrete Paving, Chain Link Fences, Site Furnishings, Planting Irrigation, Site Utilities, Hazmat

All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.

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WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS AN EQUAL OPPORTUNITY EMPLOYER



# California Sub-Bid Request Ads

Requesting Project Assistance from DBE/MBE/WBE and Other Business Enterprises:

DMZ Builders is bidding the following project as a Prime Contractor and is seeking subcontractors and vendors to assist with the project by submitting quotes for their trades or products.

**Project: A65 and A75 Interlocking Improvement**  
Contract: 15CQ-125

**Owner: San Francisco Bay Area Rapid Transit District (BART)**

**Bid Date: November 26, 2019 @ 2:00pm**

Services Needed: Construction Survey, Construction Area Signs, Traffic Control, SWPPP, Temporary Erosion Control, Site Security, Janitorial, Trucking, Earthwork, Sitework, Underground Utilities, Fencing, Electrical, Traction Power, Train Control, Trackwork, Quality Control, Testing.

Plans and specifications are available to interested firms via BART's on-line procurement portal or can be viewed at DMZ Builders Concord, CA office by contacting the DMZ office to make an appointment.

DMZ Builders is a union contractor. Subcontractors must provide their active CSLB license number and DIR registration number with their quote. Subcontractors will be required to execute DMZ Builders standard subcontract terms and conditions or purchase order agreement (for suppliers), both available for review upon request, and meet insurance requirements, including waiver of subrogation. Subcontractors, at DMZ's discretion, may be required to provide payment and performance bonds for 100% of the subcontract value. DMZ will reimburse bond premium at actual cost, not to exceed 2.0%. Project requires paying prevailing wages and submitting certified payrolls. All subcontractors must sign BART's project stabilization agreement prior to participating in the project.

For assistance in obtaining bonding, lines of credit, insurance, equipment, supplies and materials, technical assistance, or any other coordination required for the project, please contact Richard Zito by phone at (925) 826-5387, by fax at (925) 826-5766, or by e-mail at [estimating@dmzbuilders.com](mailto:estimating@dmzbuilders.com). DMZ will work with interested subcontractors and suppliers to identify opportunities to divide the work into economically feasible packages and intends to cooperate with all qualified firms seeking work on the project.

#### DMZ BUILDERS

4070 Nelson Avenue, Ste A,  
Concord, CA 94520

Phone 925-826-5387 • Fax: 925-826-5766

An Equal Opportunity Employer

Requesting Project Assistance from DBE/MBE/WBE and Other Business Enterprises:

DMZ Builders is bidding the following project as a Prime Contractor and is seeking subcontractors and vendors to assist with the project by submitting quotes for their trades or products.

**Project: 34.5kV Cable Replacement and Fiber Optic Cable Installation, A-Line, ACO to AUC**  
Contract: 15EJ-180

**Owner: San Francisco Bay Area Rapid Transit District (BART)**

**Bid Date: December 3, 2019 @ 2:00pm**

Services Needed: Construction Survey, Construction Area Signs, Traffic Control, SWPPP, Temporary Erosion Control, Site Security, Janitorial, Trucking, Earthwork, Sitework, Drainage, Underground Utilities, Fencing, Concrete Foundations, Reinforcing, AC Paving, Electrical, Communication, Fiber Optic, Traction Power, Train Control, Trackwork, Quality Control, Testing.

Plans and specifications are available to interested firms via BART's on-line procurement portal or can be viewed at DMZ Builders Concord, CA office by contacting the DMZ office to make an appointment.

DMZ Builders is a union contractor. Subcontractors must provide their active CSLB license number and DIR registration number with their quote. Subcontractors will be required to execute DMZ Builders standard subcontract terms and conditions or purchase order agreement (for suppliers), both available for review upon request, and meet insurance requirements, including waiver of subrogation. Subcontractors, at DMZ's discretion, may be required to provide payment and performance bonds for 100% of the subcontract value. DMZ will reimburse bond premium at actual cost, not to exceed 2.0%. Project requires paying prevailing wages and submitting certified payrolls. All subcontractors must sign BART's project stabilization agreement prior to participating in the project.

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4070 Nelson Avenue, Ste A,  
Concord, CA 94520

Phone 925-826-5387 • Fax: 925-826-5766

An Equal Opportunity Employer

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

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

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



Call 1-800-800-8534  
or visit us at [www.sbeinc.com](http://www.sbeinc.com)



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industry segments.**

## How to Build a Relationship with Homeowners

■ Continued from page 5

tions to Acuity including carpentry, welding, project management, contract negotiation, and much more. Also, I founded my own commercial general contracting firm specializing in building grocery stores. Over the years I've worked closely with architects, civil engineers, and developers. I've found it instrumental to build solid relationships with all involved in the construction project, including insurance companies. This is why I am here, I want to help you the contractor better understand insurance and help Acuity to offer products and services that meet your unique needs. I feel a close connection to construction and with my background I feel that I can make sure contractors have a better insurance experience.

**SOURCE:** <https://www.acuity.com/acuity-focus/2019/contractor-focus/how-to-build-a-relationship-with-homeowners>



# California Sub-Bid Request Ads

**Portrait Construction, Inc.**  
INVITATION TO BID FOR  
JORDAN DOWNS RESIDENTIAL, AREA H  
LOS ANGELES, CA

Portrait Construction, Inc., General Contractor, is seeking qualified **Section 3 Businesses and/or Non-SBE with SBE participation** and qualified **M/WBE** Subcontractors to submit bids.

**This project is subject to Commercial Prevailing Wages.**

**Scope of work:** Includes, but is not limited to **New Construction** of:

5 story affordable residential apartment building with 80 units and 4 stories of type VA over 1 story of type IA podium. All building trades and CSI code trades are being requested to bid.

Bid assistance and splitting of trade work is available for Section 3 and M/WBE business concerns. Please contact our office for more information.

**Schedule**

Construction is expected to commence around December 2019. Construction duration is estimated to be 18 months.

**Local Hire and HUD Section 3 Requirements**

The project goal is to provide at least thirty percent (30%) of all construction and post-construction jobs generated by the redevelopment to be set aside first for residents of Jordan Downs, second to residents from other HACLA public housing developments in Watts, and third to residents of the City of Los Angeles (the City) to the maximum extent feasible.

Contractor and Subcontractors shall strive and use best efforts to set aside at least **ten percent (10%)** of all construction work hours for Disadvantaged Workers, as defined below.

A Disadvantaged Worker, for purposes of the MDA, means an individual whose primary place of residence is in the City, and who, prior to commencing work on the Site, either: (a) has a household income of less than fifty percent (50%) of Area Median Income or (b) faces at least one of the following barriers to employment: (i) is homeless, (ii) is a custodial single parent, (iii) is receiving public assistance, (iv) lacks a GED or a high school diploma, (v) has a criminal record or other involvement with the criminal justice system, or (vi) suffers from chronic unemployment.

**Davis-Bacon and Prevailing Wage Requirements**

Contractor shall comply with all applicable labor standards, including but not limited to the Davis-Bacon Act (40 U.S.C. § 276a et seq.), State prevailing wage laws, and City of Los Angeles "living wage" laws, as applicable. The Developer and Contractor shall be responsible for determining the applicability of prevailing wages.

This project is subject to **SB-854** - proof of registration with DIR is required to be submitted with your bid to be considered. For more information visit: <http://www.dir.ca.gov/public-works/PublicWorksSB854.html>

**OCIP Insurance**

The project will be required to maintain an Owner Controlled Insurance Program (OCIP) to provide general liability insurance to qualified subcontractors. Please provide your OCIP deduct as a separate line item in your bid.

**Green Building**

Jordan Downs is a LEED-ND designated neighborhood; the Developer has committed to achieving LEED Silver certification at minimum. Per LEED requirements, all buildings must exceed Title 24 by 10%; Subcontractors should propose cost effective systems that will improve building performance to meet this requirement.

**DUE DATE:** **Bids are due on or before Friday, November 22, 2019**

**Send Bids to:** David Day at [dday@portraitconstructioninc.com](mailto:dday@portraitconstructioninc.com)  
Mike Coats at [mcoats@portraitconstructioninc.com](mailto:mcoats@portraitconstructioninc.com)

**Prevailing Wage/Section 3 Questions:**

Kelsey Day at [kday@portraitconstructioninc.com](mailto:kday@portraitconstructioninc.com)

**PLANS/SPECS:** Available in Portrait's Corona office and via download link upon request.

**Portrait Construction, Inc.**  
265 N. Joy Street, Suite 200 • Corona, CA 92879  
(951) 520-8898 • (951) 520-8878 fax  
[www.portraitconstructioninc.com](http://www.portraitconstructioninc.com)

Portrait Construction, Inc. is an equal opportunity employer. Applicants are considered for positions without regard to race, religion, sex, national origin, age, disability or any other consideration made unlawful by applicable federal, state, or local laws.

**Proven Management, Inc.**

**225 3rd Street, Oakland, CA 94607 • Phone: 510-671-0000 • Fax: 510-671-1000**

PMI requests proposals/quotes from all qualified and certified Local Small Business (LSB), Minority Business Enterprise (MBE) Women Business Enterprise (WBE) subcontractors, suppliers, and truckers for the following project:

**34.5 KV CABLE REPLACEMENT & FIBER OPTIC CABLE INSTALL A-LINE, ACO TO AUC**

**BART CONTRACT NO. 15EJ-180**

**Bids: 12/3/2019 @ 2pm**

**LSB GOAL - 8%**

The work includes but is not limited to: Demo; PCC, CIP, and Precast Concrete; Rebar; Concrete Restoration; Mtl Welding; Struct. Stl Framing; Mtl Fab; Metal Railings; Rough Carpentry; Plastic Structural Assemblies; Joint Protection; Expansion Control; Door Hdwr; Painting; Sump Pumps; Facility Services; Electrical; Communications Cables; Earthwork; Clearing & Grubbing; Dewatering; Controlled Fill; Slope Protection; Driven Piles; Ground Screw Anchors; Drilled Concrete Piers & Shafts; Utility Structures; Storm Drainage Utilities; Subdrainage; Asphalt & Concrete Paving; Traffic Barriers; Chain Link Fences & Gates; Ballasted Track; AC Isolation Disconnect Switches; Traction Power Cables; Grounding & Bonding for Traction Power; Hi-Rail Vehicle.

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 LSB/ MBE/ WBE certified suppliers & subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested LSB/MBE/WBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

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

## The 7 Best Free Small Business Resources, EverShoestring Budget

### 1. SBA

The Small Business Association's Create Your Business Plan section of its website is an excellent place to start when drafting your business plan. If you're not sure how to write a business plan, this free resource will walk you through each section, telling you what to include and how to make it stand out.

### 2. Your State's Small Business Development Center

Each state runs its own small business development center, a valuable free resource for small business owners and entrepreneurs. For example, the California Small Business Development Center offers a handy business startup checklist on its website along with a variety of other tools. It also provides access to business advisors and special events. Check out the SBA's list of small business development centers by state here.

### 3. SCORE

SCORE's Business Plan page is another fantastic and free small business resource loaded with online business workshops and podcasts. Free mentoring is also available – both in person and via email.

### 4. Business Startup Planner

Many aspiring entrepreneurs have an idea, but also have trouble articulating that idea. Navarro College Small Business Development Center in Texas has a free business startup planner questionnaire designed to help you put your ideas into words.

### 5. ShopKeep Small Business 101

ShopKeep's blog has a section called Small Business 101 that is entirely dedicated to planning and executing a new small business launch. This free small business resource is loaded with information and tools for each of the following topics: Inspiration, Planning, Structure, Finance, Regulations, Insurance, Location, Store Design, Equipment, Inventory, Staffing, Marketing, and Growth & Exit Strategies.

### 6. Business USA

Business USA's Start a Business wizard is an online tool that asks you a variety of questions, such as whether you've invented something, plan on opening a restaurant, or will be purchasing an existing business. Based on your answers, the wizard prepares an action plan with steps to take and local resources based on your ZIP code.

### 7. Entrepreneur.com

Entrepreneur's Business Plans Forms and Templates page is loaded with business plan guidelines, checklists, templates, and models. This section also includes links to related categories such as Marketing Forms and Templates, Entrepreneurship, and Finance.

From questionnaires, templates, and interactive business planning tools to in-person mentoring, online workshops and podcasts, these free small business resources contain a wealth of information tailored specifically for small business owners and entrepreneurs.



# Public Legal Notices

## OAKLAND UNIFIED SCHOOL DISTRICT

### REQUEST FOR QUALIFICATIONS & PROPOSALS WORKERS' COMPENSATION CLAIMS THIRD PARTY ADMINISTRATOR (TPA) AND MANAGED CARE SPECIALIZED SERVICES RFQ issued November 1, 2019

The Oakland Unified School District ("District") is requesting proposals for Workers' Compensation Claims Third Party Administrator (TPA) and Managed Care Specialized Services ("Request for Proposal") from qualified firms interested to provide third party administration and managed care cost containment services for the District's self-insured workers' compensation program. Interested firms may submit proposals for: 1) workers' compensation TPA services; 2) managed care cost containment services; 3) both services in total.

The District educates nearly 37,000 students each year at over eighty (80) school sites and educational centers. It employs approximately 4,400 certified and classified staff members to carry out the public education mission in Oakland. The District's current administrative model utilizes the combined skills of District staff in conjunction with the complete services provided by an independent contractor (TPA) to coordinate all aspects of an integrated workers' compensation program, to include, but not be limited to investigating and adjusting claims, arranging medical services and medical referrals, determining compensability of injuries and illnesses, complying with federally mandated CMS reporting, maintaining a medical provider network and a light duty/return to work program for industrially injured employees and other appropriate ancillary and supporting programs as needed.

Currently, there are approximately 295 open indemnity claims, 226 open future medical claims and 64 open medical- only claims. All open workers' compensation claims will be handled by the awarded TPA.

The Oakland Unified School District ("District") is requesting proposals for Workers' Compensation Claims Third Party Administrator (TPA) and Managed Care Specialized Services.

Interested firms are invited to submit Proposals as described below, with one (1) original, two (2) copies and a PDF version on a flash drive of requested materials to:

**Oakland Unified School District  
Rebecca Littlejohn, Risk Management Officer  
Risk Management Department  
Oakland Unified School District  
1000 Broadway, Suite 440, Oakland, CA 94607**

**All Proposals must be received on or before December 17, 2019, no later than 3:00 p.m.**

Interested parties must submit contact name, address, phone number and email by November 1, 2019 to the email addresses below to be eligible to submit a proposal.

All questions regarding this RFP and requests for clarification must also be submitted via email by November 12, 2019 to Rebecca Littlejohn ([rebecca.littlejohn@ousd.org](mailto:rebecca.littlejohn@ousd.org)).

Here is a link to upload a copy of full RFP:

[https://drive.google.com/open?id=0B-W\\_MNDs\\_npVbGFnSDluNWZTZjOzVXFEUzRDcnhtOFI0UFNB](https://drive.google.com/open?id=0B-W_MNDs_npVbGFnSDluNWZTZjOzVXFEUzRDcnhtOFI0UFNB)

The District reserves the right to reject any and all proposals.