

## Working With Women & Minority Business Enterprises in Construction



by Kendall Jones,

So, you're a general contractor bidding a project and the contract requires an MBE participation goal of 8% and you aren't sure where to turn. Maybe you're a minority or woman owned company working in the realm of the construction industry and want to find more work. Today we're going to look at some of the various programs available for contractors, subcontractors and construction suppliers that are women and minority-owned business enterprises. We'll discuss programs from the federal level all the way down to local municipalities.

The US Department of Transportation (USDOT) has established a Disadvantaged Business Enterprise (DBE) Program that was created by the Safe, Accountable, Flexible, Efficient Transportation Act: A Legacy for Users. The program was established to provide opportunities and increase participation for state and local transportation agencies that receive financial assistance from the USDOT which includes the Federal Highway Administration, Federal Aviation Administration and the Federal Transit Administration.

Each agency receiving federal funds for projects are required to set annual DBE participation goals as well as contract-specific DBE subcontracting goals. To fulfill those goals, the DBE subcontractor must provide a commercially useful function. In instances where the participation goal is not met, the prime contractor must prove that they made Good Faith Efforts to meet the goal.

A DBE is classified as a for-profit small business, as defined by the US Small Business Administration, that is at least 51% owned by one or more individuals who are both socially and economically disadvantaged or if it's a corporation, then 51% of stock is owned by one or more such individuals and whose management and daily business operations are controlled by those individuals.

Another item that factors into DBE certification includes the personal net worth of the owner(s) excluding their ownership interest of the business and interest in their primary residence. Minority Business Enterprises (MBE) and Women Business Enterprises (WBE) both fall into this category with an MBE being at least 51% owned and controlled by a minority group and a WBE being at least 51% owned and controlled by women. Net worth limits can vary greatly from agency to agency.

The USDOT also requires that all agencies in a state receiving federal funds must create and maintain a Unified Certification Program (UCP) with mandatory reciprocity throughout all agencies in the given state. The UCP will be responsible for certifying companies and maintaining a DBE directory that will be publicly available electronically, on the internet as well as in print.

The USDOT is not the only federal agency that requires MBE participation. The Small Business Act requires that all contracts solicited that may

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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](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

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# California Sub-Bid Request Ads

## Kiewit / Manson MOTCO, AJV

4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina · norcal.bids@kiewit.com  
Fax: 707-439-7301

Requests quotes/bids from qualified Small Business Concerns (SBC), including SDB, WOSB, HUBZone SB, VOSB & SDVOSB certified by The System for Award Management (SAM).

<https://www.sam.gov/portal/public/SAM>

Subcontractors and Suppliers for the following project:

### Replacement/Upgrade Pier 2 -

Military Ocean Terminal Concord (MOTCO)  
Location: Concord, CA

Solicitation No. W9123817R0065

Owner: U.S. Army Corps of Engineers (USACE)

**Bid Date: October 26, 2017 at 12:00 P.M.**

**Quotes Due: October 20, 2017 at 4:00 P.M.**

Small Business Concerns (SBCs)

Wanted for the following scopes, including, but not limited to:

Asphalt paving, Biological assessment and monitoring, Building Construction, Site Mechanical, Utilities, Concrete Reinforcing, Concrete Repair, Concrete, Concrete Pumping, Underwater Demolition (ordnances), Earthwork/Excavation, Electrical, Marine Fenders, Marine Towing; Piling, Precast Concrete, Quality Control/Assurance, Dynamic Pile Testing, MEC/UXO, Street Sweeping, Trucking/Hauling 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 certified, SBC 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 October 16, 2017 and Quotes**

**NO LATER THAN October 20, 2017 by 4 PM,**

Plans and specifications are available through SmartBid-Net (SBN) or the Government's website at [www.fbo.gov](http://www.fbo.gov)

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 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.

Buy American Act applies

An Equal Opportunity Employer  
CA Lic. 433176  
DIR # 100001147

PROJECT: RTE. 99 BRADBURY ROAD TO STANISLAUS COUNTY LINE  
CALTRANS - CONTRACT # 10-1C1804  
STANISLAUS COUNTY, CA

**\*\*THIS PROJECT HAS A 9 % DBE GOAL\*\***

**BID DATE: OCTOBER 25, 2017 • BID TIME: 2:00 P.M.**

**Please respond by 5:00 p.m., OCTOBER 19, 2017**

We are seeking quotes from all small business concerns - **CERTIFIED DBE including, but not limited to, the following work items:** Lead Compliance Plan, Construction Area Signs, Traffic Control System, Temp. Railing & Crush Cushion, Temp Erosion Control, Street Sweeping, Treated Wood Waste, Clear & Grub, Dust Palliative, Roadway Excavation, Shoulder Backing, Class 2 Aggregate Subbase, Class 2 Aggregate Base, Prepave Grinding, HMA, Remove & Place Dike & Misc Area, Tack Coat, Cold Plane Asphalt Concrete Pavement, Individual Slab Replacement, Joint Seal, Remove Concrete Pavement, Grind Concrete Pavement, Structural Concrete (Drainage Inlet), Drainage System & Removals, Midwest Guardrail System, Vegetation Control, Concrete Barrier, Rumble Strip, Misc Iron & Steel, Electrical, Material Suppliers and Trucking, Removal & Installation of Striping & Pavement Markers, Rumble Strip

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Plans and specs are available at no cost to interested DBE firms from the CALTRANS WEBSITE using the Project ID # 10-1C1804 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

If you have any questions, Please contact Marty Keane: Phone 858-536-3100, Fax 858-586-0164 or email [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com).

**Non-DBE Subs/Suppliers:** Indicate 2nd tier participation offered on your quotation as it will be evaluated with your price. For any bid proposal submitted on or after March 1, 2015 and any contract for public work entered into on or after April 1, 2015, the following registration requirements apply: Every Subcontractor is required to be registered to perform public work pursuant to Section 1725.5 of the Public Contract Code. No Contractor or Subcontractor shall be qualified to bid on, be listed in a bid proposal pursuant to Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, unless currently registered to perform public work pursuant to Section 1725.5. No bid shall be accepted nor any subcontract entered into without proof of the Subcontractor's current registration to perform public work pursuant to Section 1725.5. If used in our Bid, Coffman Specialties requires this proof be submitted w/in 24 hours of Bid Date.



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

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



## 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 DBE/WBE subcontractors, suppliers, and truckers for the following project:

**MISSION BLVD CORRIDOR IMPROVEMENTS, PHASE 2**

**CITY OF HAYWARD**

**Bids: 10/31/2017 @ 2 PM**

CLEARING/GRUBBING; SWPPP; TRAFFIC CONTROL; STRIPING & MARKING; CONCRETE CURBS & GUTTERS; SIDEWALK; MEDIANS; ROADWAY EXCAVATION; PORTLAND CEMENT CONC; REINFORCED CONC PIPE & CONNECTION; ROADSIDE SIGNS; LANDSCAPE/IRRIGATION; TREE PRESERVATION/PRUNING; SITE FURNISHING & ACCESSORIES; INTERLOCKING PAVERS; DECORATIVE METAL FENCE & PANEL; DECOMPOSED GRANITE PAVING; CONC UNIT MASONRY; MANUFACTURED STONE VENEER; TEMP TRAFFIC SIGNAL & LIGHTING; CIDH CONCRETE PILE FOUNDATIONS; STEEL PEDESTALS & POSTS; ELECTRICAL CONDUIT; PULL BOXES; FIBER OPTICE CABLE & EQUIPMENT; CCTV; LUMINAIRES; IL-LUMINATED STREET NAME SIGNS

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 contact Ben Pearce at [ben@provenmanagement.com](mailto:ben@provenmanagement.com) PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

We are an Equal Opportunity Employer



# California Sub-Bid Request Ads



## Graniterock

5225 Hellyer Avenue, Suite #220  
 San Jose, CA 95138  
 Phone (408) 574-1400 Fax (408) 365-9548  
 Contact: Patrick McDonald  
 Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

REQUESTING SUB-QUOTES FROM QUALIFIED SBE / MBE / WBE / DBE SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:

**2017 Storm Damage Repair, Phase 1**

**Owner: Contra Costa Water District  
 Engineers' Estimate: \$2,600,000.**

**BID DATE: October 17, 2017 @ 10:00 AM**

Items of work include but are not limited to: SWPPP, Trucking, Fence, Traffic Control and Hydroseeding.

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**



## Graniterock

5225 Hellyer Avenue, Suite #220  
 San Jose, CA 95138  
 Phone (408) 574-1400 Fax (408) 365-9548  
 Contact: Vicki Narciso  
 Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

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

**Main Avenue and Madrone Pipeline  
 Restoration Project**

**Contract No. C0633  
 Owner: Santa Clara Valley Water District  
 Engineers' Estimate: \$12,000,000.**

**BID DATE: October 11, 2017 @ 2:00 PM**

Items of work include but are not limited to: Sawcutting, Clearing & Grubbing, HDPE Pressure Pipe, Traffic Control, Slope Protection, Filter Fabric, Adjust Utilities 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**



## nibbi

**Project Name: Mission Bay Block 3E –  
 SPECIAL INSPECTION**

**Location: San Francisco, California**

**Bid Date: October 12, 2017 @ 2:00 PM**

Nibbi Brothers has been selected as the General Contractor for the Mission Bay Block 3E project in San Francisco. We are in receipt of the bid documents and are currently requesting bids from qualified subcontractors including those certified with the Office of Community Investment and Infrastructure (OCII) for SPECIAL INSPECTION. The Office of Community Investment and Infrastructure (OCII) participation goal has been established for this project 50% SBE/LBE goal with first consideration for San Francisco-based MBEs, WBEs and SBEs located in zip code areas 94124,94134 and 94107 followed by all areas in San Francisco. The Mission Bay Block 3E program goal is to provide a safe and healthy home for families and veterans. In addition, Nibbi Brothers is committed to supporting this goal by achieving a minimum of 5% Disable Veteran Business Enterprise (DVBE) participation. All bidders should visit <https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx> to search for DVBE's and solicit their participation in some capacity with your specific scope of work. Your proposed DVBE participation in your bid will be evaluated along with the bid and scope inclusions. The project consists of new construction of 101 affordable housing units in San Francisco with a total of 123,701 gross square-feet. The 4-story type V over 1-story type I housing project is to provide a safe and healthy home to support spaces for families and veterans. The building is organized into three wings surrounding a large landscaped multi-use courtyard. The project will also include a main lobby, activity rooms, administrative offices, storage, bike parking and an on-grade parking garage with 25 spaces.

To obtain bid documents through Building Connected, please contact Kristin Medwick, Senior Precon and Estimating Coordinator, [kristinm@nibbi.com](mailto:kristinm@nibbi.com). For specific questions regarding this project please contact Joanna Chellino, Preconstruction Manager, [joannac@nibbi.com](mailto:joannac@nibbi.com).

### CAHILL CONTRACTORS, LLC

Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com)  
 (415) 677-0611

**CAHILL CONTRACTORS, LLC  
 requests bids from Certified SBE Subcontractors and Suppliers  
 EXCEPT for the following TRADES:**

Site Clearing & Demo / Windows & Glazing / Shoring & Underpinning /  
 Piles / Drilled Piers & Ground Improvement / Personnel Hoist / Crane Service /  
 Elevators / MEP Design Build /  
 Fire Sprinklers / Exterior Building  
 Maintenance / Signage

**1296 SHOTWELL ST.**

**SENIOR AFFORDABLE HOUSING (REMAINING TRADES)  
 1296 Shotwell Street, San Francisco, CA 94110**

This is CMD project with construction workforce and prevailing wage requirements.

**BID DATE: 10/13/17 @ 2PM**

Voluntary Pre-bid Meeting: 9/26/17 @ 2PM, Cahill's Office  
 425 California St., Suite 2200 • San Francisco, CA 94104  
 Voluntary Job Walk: 9/27/17 @ 10AM

**BID DOCUMENTS:**

Please contact Colby for access to documents on BuildingConnected.



# California Sub-Bid Request Ads

## SYBLON REID

P.O. BOX 100 • Folsom, CA 95763

Phone: (916) 351-0457 • Fax: (916) 351-1674 • Contact: Barbara Hirdman

Sub-Bids Requested From SBE and SBE Micro, including MBE, WBE, DBE, DVBE Subcontractors & Suppliers for:

**Calaveras County Water District**  
**Jenny Lind Water Treatment Plant Pretreatment Improvements Project**  
**Location: Calaveras County**  
**BID DATE: October 17, 2017 @ 2:00 PM**

### Trades Solicited:

Concrete, Piping, Electrical, Rebar, Surveying, Metals, Potholing, SWPPP, Earthwork, Tree Removal, Aggregates, Gravity Block Retaining Wall

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 to interested DGS certified small and micro business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested DGS certified small and micro business suppliers and subcontractors.

## Working With Women & Minority Business Enterprises in Construction

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result in an award over \$1 million for construction and \$500,000 for any other contract, the prime contractor must submit a subcontracting plan detailing how they will use MBEs on the project.

Now let's look at a small sample of programs available on the state and local levels. These programs are generally designed to increase the use of MBEs by providing training and networking opportunities, helping agencies identify MBEs that provide services and supplies they procure and in some instances setting participation goals on contracts. They also are responsible for certifying companies and maintaining directories.

The Maryland General Assembly enacted legislation in 1978 to create an MBE program. Currently, it requires state agencies to make every effort to achieve an overall goal of 29% MBE participation on the total dollar amount of all procurement contracts and is overseen by the Office of Minority Affairs.

In North Carolina, the program is overseen by the Office for Historically Underutilized Businesses. The state has verifiable goals of 10% on construction projects and requires local agencies to set goals on projects receiving state funds.

Massachusetts has a similar policy to North Carolina. They have a 10.4% combined M/WBE participation goal for construction contracts and a 17.9% combined goal on design contracts. Massachusetts also requires that local agencies requiring state funds for projects set goals for construction projects.

In New Jersey, the Division of Minority and Women Business Development has recently merged with Department of Treasury and while they don't have specific MBE participation goals

they do have a small business set-aside program with a goal of awarding 25% of contracting dollars to small businesses.

Virginia has a 42% goal for participation through their Small, Women-owned, Minority-owned Businesses Program (SWaM). Some agencies within the state do have separate MBE and WBE participation goals.

Some states have MBE offices to promote and increase the participation but don't have any statewide MBE or WBE goals for construction procurement.

In New York, the Division of Minority and Women-Owned Business Development's mission is to "promote equality of economic opportunities for MWBEs and to eliminate barriers to their participation in state contracts."

The Florida Office of Supplier Diversity has advocacy and outreach initiatives like their Match-Maker Conferences to connect MBE's with state agency purchasing specialists. Consequently, while the state government doesn't have participation goals for contracts, cities like Orlando have goals of 18% for MBEs and 6% for WBEs and the City of Tallahassee has goals based on the types of services being solicited. They also offer a Mentor-Protégé Program to support women, veteran and minority small businesses.

Not all states have an agency or department dedicated to promoting MBEs. The District of Columbia doesn't have anything dedicated solely to minority businesses but they do have a Department of Small and Local Business Development that requires an overall participation goal of 50% by local Small Business Enterprises which covers MBEs and WBEs.

If you are a general contractor you should make sure you understand the rules and regulations regarding MBE participation for the Federal, state or local agency you are submitting bids to, including those on commercially useful functions and Good Faith Efforts. These agencies are also a great source for locating MBE contractors as they are required to keep directories on certified subcontractors.

Other ways to locate MBE subcontractors is to publish advertisements in ethnic and minority publications and with your local minority contractors' associations. Consider attending outreach programs sponsored by state and local MBE Program offices or local contractors' associations.

If you are an MBE contractor and are looking for ways to grow your business, you should ensure your company is certified with your state and local agencies as well as any states where your company is licensed to do work. In addition to certification, these agencies can also assist in training, networking and compliance.

Another excellent source for finding subcontracting opportunities for your MBE are contractors' associations like the National Association of Minority Contractors, National Hispanic Construction Association, National Black Contractors Association, and the National Association of Women in Construction. These organizations have local chapters that are familiar with the construction industry in your area and prove a valuable resource for your company.

**SOURCE: [www.constructconnect.com](http://www.constructconnect.com)**