

SBE TODAY

Vol 30, Edition 155

MARCH 6, 2015

Diversity in Action Publish by SBE certified SBE/DBE/MBE

Some Cities May Soon Make Contractors Hire Local for Transportation Projects



Photo credit: AP/Julie Jacobson

Construction crews use barges and cranes to repair the Tappan Zee Bridge.

By Daniel C. Vock

Cities and states will be able to require contractors on federally funded transportation projects to hire local workers for those projects, U.S. Transportation Secretary Anthony Foxx announced Tuesday.

The move, hailed by many mayors as a way to help create jobs, would also allow the localities to require the construction companies to hire veterans or low-income workers.

Federal law currently requires that bids be awarded to the lowest bidder, in most cases.

"We are developing a pilot that will help us learn about how having a more robust hire provision at the federal level would actually work and what some of the challenges actually are. It's been 40 years since this has been tested," Foxx said.

The changes would give the cities and states that participate in the program "maximum flexibility" to determine who would qualify as local residents, or whether to also include low-income residents or veterans, Foxx said.

But the one-year pilot program only applies to money received from the Federal Highway Administration and the Federal Transit Administration. Federal transportation officials will de-

termine whether the extra requirements "unduly limit competition." If they find the restrictions do not substantially affect competition for bids, they could further loosen restrictions in the future.

Los Angeles Mayor Eric Garcetti praised the move.

"Out here in L.A., if we had no money in, we could get creative and talk about local hires. But as soon as we had a dollar of federal money in, we could not put in there, 'You're going to hire locals,'" he said. "That was taking one of our most important tools away in exchange for a dollar or more from the feds."

Garcetti's predecessor, Antonio Villaraigosa, pushed the federal government four years ago to allow municipalities to include workforce requirements when they asked for bids. Villaraigosa had been looking for a way to rekindle the local economy at a period of high unemployment, and he wanted to make sure local residents got a larger share of the estimated 166,000 transportation jobs in the region. Villaraigosa raised the issue when he headed the U.S. Conference of Mayors, and the group later endorsed the concept.

William Bell, the mayor of Birmingham, Ala., said his city launched apprenticeship programs to train new construction workers after the recession.

"It would all be for naught if we did not have the jobs to support those young men and women who go through this training process," he said. "The changes that have been made in the rules today would allow us to help create those job opportunities for our citizens and to put us on a stronger footing for growth in the future."

Atlanta Mayor Kasim Reed said the new pilot project would help his city be "more bold" in its efforts to employ local residents, especially as the city leads a \$6 billion effort to upgrade Hartsfield-Jackson Atlanta International Airport.

"To the extent that we can focus on local residents, low-income individuals and, of course, our veterans, cities are going to thrive and our country is going to do better," Reed said.

Source: <http://www.governing.com>

SMALL BUSINESS EXCHANGE

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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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Contact Info:

703 Market Street, Suite 1000

San Francisco, CA 94103

Email: sbe@sbeinc.com

Website: www.sbeinc.com

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Fax: (415) 778-6255

Publisher of
Small Business Exchange
weekly newspaper

California Sub-Bid Request Ads

Balfour Beatty Construction

2335 Broadway, Suite #300 • Oakland, CA 94612
(510) 903-2054

Contact: Chet Brians • cbrians@balfourbeattyus.com

PROJECT: Transbay Block 9

LOCATION: San Francisco, CA

BID DUE DATE: March 26, 2015 at 2:00 PM

OCII project and 50% SBE / LBE goal

SCOPE OF WORK: Bid Package Group 1:

- Mechanical Systems – Design/Build
- Plumbing – Design/Build
- Electrical – Design/Build
- Fire Protection – Design/Build
- Curtainwall Systems – Design/Build
- Elevators – Design/Build
- Shoring Systems – Design/Build
- Excavation, Remediation and Demolition
- Dewatering Systems

Proposing Subcontractor/Supplier

You are hereby invited to submit a bid proposal to provide labor, material and equipment as necessary to perform the Work according to the your respective discipline per the corresponding Bid Package(s) listed above for the **Transbay Block 9** located in San Francisco, California. Your bid is to be based on the Contract Documents, as prepared by SOM, and other Bid Instructions, Contract Appendices, and Attachments.

KEY DATES/INFORMATION

PRE-BID MEETING: March 5, 2015 at 2:00PM
LOCATION: San Francisco Branch Library
Park Meeting Room
 1833 Page Street, San Francisco, California
LAST DAY FOR RFI'S: March 18, 2015 at 4:00PM
FINAL ADDENDA: March 20, 2015 at 4:00PM
BID PROPOSALS DUE: March 26, 2015 at 2:00PM

Bid Documents and other pertinent information can also be downloaded directly from Balfour Beatty Construction's **Egnyte** site at the following link:

Link to bid documents:
<https://bbcus.egnyte.com/fl/3wucv14z2>

Link to prequalification site:
www.balfourbeattyus.com

Plans and Specs. are also available at Balfour Beatty Construction office.

RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

State Highway in Santa Clara and San Mateo Counties in Palo Alto and East Palo Alto from Oregon Expressway Overcrossing to 0.3 Mile South of University Avenue Overcrossing

Contract No. 04-235624 • Federal Aid Project ACNHP-000C(366)E

Engineer Estimate \$14,000,000 - 700 Working Days • Goal: DBE 9%

Bids: March 18, 2015 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Construction Area Signs, Traffic Control, Cold Plane, Demolition/Bridge Removal, Clear & Grub, Hydroseeding, Erosion Control, Pile Driving, CIDH Piles, Concrete Block & Masonry Retaining Wall, Joint Seal, Reinforcing Steel, Sign Structure, Signs Roadside, Concrete Curb & Sidewalk-Misc., Fencing, Object Marker, MBGR, Metal Railing, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Signal & Lighting, SWPPP Planning, Water Truck, Sweeper, Trucker.

Scope of Work: Bridge Replacement, HMA paving, drainage, concrete barrier

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list. Plans and Specs are available to view and copy at our office or the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact David Aboujudom 925-606-2400 david@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

An Equal Opportunity Employer



19 PAMARON WAY, NOVATO, CA 94949
 PHONE: (415) 382-1188 FAX: (415) 883-7529

CONTACT: ADRIANNE LEWIS

Email: Adrienne@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL CERTIFIED DVBE/SBE/DBE/WBE/MBE/LBE and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

VISITACION VALLEY MIDDLE SCHOOL

MODERNIZATION

SFUSD PROJECT NO. 11517

SAN FRANCISCO, CA

BID DATE: March 19, 2015 at 2:00PM

ESTIMATE: \$15,100,000

Trades needed but not limited to: Selective Demo, Site Prep & Planting, Trenching Backfilling & Compacting, Earthwork, Subgrade Prep & Base, Underground, Grading & Paving, Site Concrete, Chain Link Fence, Site Furnishings, Surface Restoration, Structural Concrete, Concrete Rehab, Structural Steel & Metal Fab, Ornamental Metals, Expansion Joint Covers, Rough & Finish Carpentry, Architectural Woodwork, Building Insulation, Under Slab Vapor Barrier, Building Envelope Underlayment, Thermoplastic Polyolefin, Flashing & Sheetmetal, Firestopping, Joint Sealers, Steel Doors & Frames, Integrated Metal Door Opening System, Wood Doors, FRP Doors, Access Doors & Panels, Overhead Counter Doors, Aluminum Storefronts, Aluminum Windows, Hardware, Glass & Glazing, Canopy, Lath & Plaster, Tile, Suspended & Adhered Acoustical Ceilings, Wood Gym Flooring, Linoleum, Resilient Base & Flooring, Concrete Floor Sealer, Tectum Wall Treatment, Fiberglass Wall Panels, Painting, Tackable Wall Panels, Visual Display Boards, Toilet Accessories & Compartments, Signage, Lockers, Fire Extinguishers & Cabinets, Assistive Listening Sys, Food Service Equip, Science Equip, Lab Furniture, Entrance Floor Mats & Frames, Manual & Electric Window Shades, Water Based Fire Suppression Sys, Hydraulic Elevator Mod, Wheelchair Lifts, Evacuation Chairs, HVAC, Plumbing & Electrical.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLANROOM. 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

California Sub-Bid Request Ads

Project: PROJECT: RTE 8- WEST OF WARING ROAD TO WEST OF COLLEGE AVE, CALTRANS 11-405504

****THIS PROJECT HAS A 12% DBE Goal ****

BID DATE: Wednesday, March 11, 2015 @ 2:00 P.M.

Please respond by 5:00 p.m., March 10, 2015

We are seeking sub-bids from DBE subcontractors/subconsultants, and material and/or equipment suppliers in the areas of work included in, but not limited to: Lead Compliance Plan, Construction Area Signs, Striping & Marking, PCMS, Prepare SWPPP, Cold Plane Asphalt Concrete, Clear & Grubbing, Landscape/Irrigation, Hot Mix AC, Fog Seal, Crack Treatment, AC Dike, Drill & Bond (Dowels Bar/Tie Bars), Grind Concrete, Joint Seal, Misc Iron & Steel, CL Fence, Guard Railing Delineator, Midwest Guardrail System, Concrete Barrier, Electrical, Trucking, Sweeping, Aggregates.



9685 Via Excelencia, Ste 200 • San Diego, CA 92126

Phone: (858) 536-3100 • Fax: (858) 586-0164

e-mail inquiries to: estimating@coffmanspecialties.com

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.

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. We will provide assistance/advice with obtaining Bonds/Insurance/Credit. Waiver of Subrogation will be required. Plans are available through CALTRANS and our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms. Non-DBE Subs/Suppliers: Indicate 2nd tier DBE participation offered on your quotation as it will be evaluated with your price.



Proven Management, Inc.

2000 5th Street, Berkeley, CA 94710

Phone: 510-671-0000 • Fax: 415-421-9600

Requests proposals/quotes from all qualified and certified SBE/MBE/WBE/DBE subcontractors, suppliers, and truckers for the following project:

BART EARTHQUAKE SAFETY PROGRAM

BAY FAIR STATION & ASHLAND AVENUE UNDERPASS

BART Contract No. 01RQ-120-2014

Bids: March 17, 2015 @ 2pm

SUBCONTRACTING GOALS – MBE-23% - WBE-12%

Trades include but not limited to: Selective Demolition; Asbestos Abatement; Lead-Based Paint Abatement; Concrete Work; Metal Welding; Structural Steel Framing; Metal Fabrications; Metal Stairs/Railings; Decorative Metal; Thermal & Moisture Protection; Metal Doors/Frames; Overhead Coiling Doors; Tile Replacement & Restoration; Architectural Work; Tiling; Acoustical Ceiling Panel; Painting; Bird Control Devices; Plumbing & HVAC Insulation – Raceways for Facility Services; Electronic Circuits, Wires & Cables; Fire Suppression; Restoration of Facility Services; Storm Drainage; Electrical Work; Telephone Systems/PA System; CCTV; Fire Protection & Alarm System; Earthwork; Clearing & Grubbing; Slope Protection; Shoring & Underpinning; AC Paving; Concrete Paving; Concrete Curbs, Gutters & Walks; Parking Bumpers; Excavation; Chain Link Fences & Gates; Planting & Irrigation; Utility Structures; Trenching & Backfilling for Utilities.

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 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



Proven Management, Inc.

2000 5th Street, Berkeley, CA 94710

Phone: 415-421-9500 • Fax: 415-421-9600

Requests proposals/quotes from all qualified certified MBE/WBE/DBE subcontractors, suppliers, and truckers for the following project:

Restoration of San Leandro Creek (Line P) between Hegenberger Road & 75 feet upstream of 98th Avenue in Oakland, Spec No. FC 12D-182

Bids: March 11, 2015 @ 2pm

Lines K and K-1 Floodwall & Levee Improvements Upstream of Seward Drive in Fremont, Spec No. FC 5-215

Bids: March 17, 2015 @ 2pm

Zone 3A Line D6 RUUS Road Pump Station Discharge Pipe Improvements in Hayward, Spec No. FC 3A-117

Bids: March 17, 2015 @ 2pm

Alameda County Flood Control & Water Conservation Subcontracting Goal: MBE-15% WBE - 5%

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

Seeking MBE, DVBE, DBE, WBE, SBE, SBRA, LSAF, HUB subcontractors and suppliers for AGUA HEDIONDA SEWER LIFT STATION, VISTA/CARLSBAD INTERCEPTOR SEWER REACHES VC11B-VC15 AND RECYCLED WATER LINE; CONTRACT NO. PWS13-40UTIL

Project Owner: City of Carlsbad, CA

Project Location: Carlsbad, CA

Bid Date: Wednesday April 1, 2015

Trades: SWPPP, Dewatering/Sewer Bypassing, Shoring/Shafts/Piling, Landscaping & Irrigation, Fencing, AC Paving/Curbs/Stampcrete, Striping/Pavement Markings, Horizontal Directional Drilling, Microtunneling, Reinforcing Steel, Misc. Metal/Structural Steel, HVAC, Electrical & Instrumentation, Supply of Pipe and Valves, Aggregates, Redi-Mix Concrete.

Plans are available to download on City of Carlsbad Bids & Contracts website

Pulice Construction, Inc.

591 Camino de la Reina, Suite 1250 • San Diego, CA 92108

Phone: (619) 814-3705 • Fax: (619) 814-3770

Contact: **Arinda Cale**, acale@pulice.com; **Kimberly Bell**, kbell@pulice.com

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Sub Bids Requested From Qualified LBE Subcontractors & Suppliers for

City of Pinole - Pinole Skate Park - Location: Pinole, CA

Bid Date: March 10, 2015 @ 10:00 AM

McGuire and Hester is seeking qualified subcontractors in the following trades: concrete ready-mix; sand & gravel; trucking; storm drain pipe; rebar; fencing; electrical lighting; electrical security camera; and erosion control. We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603 • Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: **Andy Vasconi** • An Equal Opportunity Employer

California Sub-Bid Request Ads

Kiewit Infrastructure West Co.

Request for Subcontractors, Consultants, Professional Service Firms, and Material Vendors/Suppliers Quotes from Minority Business Enterprise (MBEs), Women Business Enterprises (WBEs), Small Business Enterprises (SBEs), Small Businesses in a Rural Area (SBRA), Labor Surplus Area Firms (LSAF), Historically Underutilized Business (HUB) Zone Small Businesses, and all Other Business Enterprises (OBEs).

Project Owner: Carlsbad Municipal Water District

Project Name: Design Build Services for the Carlsbad Water Recycling Facility Phase III Expansion

Project Location: Carlsbad, California

Project Bid Date: April 9, 2015 @ 2:00PM PST

Subcontractor/Supplier Quotes Due: April 3, 2015 @ 2:00PM PST

Project will be funded in whole or in part by funds from the Clean Water State Revolving Fund (CWSRF) Program and the Project is subject to the guidelines for Meeting the Clean Water State Revolving Fund (CWSRF) Program Disadvantaged Business Enterprise (DBE) Requirements

The Carlsbad Water Recycling Facility (CWRF) currently produces up to 4.0 MGD of tertiary recycled water using 2 treatment trains that consist of microfiltration and granular media filtration. This Project generally involves design, construction, start-up and commissioning of treatment facilities to expand the capacity of the CWRF with an additional 3.0 MGD of tertiary recycled water. The main elements of the project include the supply and installation of 3.0 MGD of pressurized MMF units, 3 MMF feed pumps, a chlorine contact basin, buried piping and enhancements to the existing GMF system to improve filtration.

Kiewit is requesting quotes in the areas described, but not limited to:

Piping Supply, AC Paving, Ready-Mix Concrete, Concrete Pumping, Saw Cutting, Rebar Installation, Miscellaneous Metals, Metal Roofing, Instrumentation/Electrical Subcontractors, CMU/Masonry, Demolition, Process Equipment Supply, Aggregates, Excavation Support and Protection, Paintings and Coatings, Quality Control, Survey, Trucking and Hauling, Dumpster/Trash Service

All responsive Subcontractors must possess a valid California Contractor's license and provide acceptable insurance. Responsible bidders will be expected to provide bonding for 100% of their contract value. Bond premium will be reimbursed by Kiewit. Firms performing on-site work must be signatory to the appropriate union labor agreements that govern their work. Subcontractors, Consultants, Professional Service Firms, and Material Vendors/Suppliers must be able to accept all terms and conditions of the project under its resultant agreement.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For further information or questions regarding this DB project, to discuss your specialty or scope of work, the requirements of the contract, licensing, project scheduling, insurance or bonding, please contact our staff below. Copies of all project documents are available for review at the address listed below or through SmartBidNet by contacting Kiewit.



Kiewit Infrastructure West Co.

10704 Shoemaker Ave., Santa Fe Springs, CA 90670

Tel: (562) 946-1816, Fax: (562) 309-8201

Contact **Wilber Chen** at CWRFCarlsbad@kiewit.com

Equal Opportunity Employer

B-Side, Inc. is requesting quotations from all City & County of San Francisco HRC Certified MBE/DBE/WBE/DVBE/SBE/LBE and all qualified Subcontractors/Vendors for the project

Mission Education Center Windows Replacement Project (Project No: 11039)

Owner: SFUSD

Bid date: March 10, 2015 at 3:00 PM

Trades requested are: Exterior Windows Replacement, DEMO, Hazmat

Please submit quotes via fax or email no later than March 10, 2015 before 12:00 pm.

B-Side Construction, Inc.

1940 Union Str. #9; Oakland, CA 94607 • Phone: 510-451-7527; Fax: 510-451-7517

Email: info@bsideconstruction.com

Bid Documents are available at Builder's Exchange of Alameda County.

Please contact our office for plans and specs help.

Pacific States Environmental Contractors, Inc. (PSEC) is preparing a bid as a Prime Contractor for the project listed below:

**Restoration Of San Leandro Creek (LINE P)
Between Hegenberger Road And 75 Feet
Upstream of 98th Avenuein Oakland,
Alameda County California
Zone NO. 12 Project**

**Owner: Alameda County Flood Control
Conservation District Hayward, CA**

BID DATE: March 11, 2015 at 2pm.

We hereby encourage responsible participation of D/M/WBE's Disadvantaged Minority/Women-Owned Enterprises and solicit their subcontractor materials and/or suppliers for the following types of work including but not limited to:

Concrete, Trucking, Fencing, Hydroseeding

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies for this project.

This will be a PREVAILING WAGE JOB.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA, or by purchasing online www.ipdservices.com/clients/easbay?ALCO

Or by contacting: Central Blue Print at 17132 E. 14th Street Hayward, CA 94541 (510) 276-3375, East Bay Blue Print and Supply at 1745 14th Avenue, Oakland, CA 94606 (510) 261-2990 or Custom Blue Print 1944 Mt Diablo Boulevard, Walnut Creek, CA 94596 (925) 932-3113 PSEC is willing to breakout any portion of work to encourage D/M/WBE's Disadvantaged Minority/Women-Owned Enterprises, and solicit their subcontractor or materials and/or suppliers and trucking quotation. If you require any assistance, please contact the Estimator, Keith Donahue email him at kdonahue@pacificstates.net or call (925) 803-4333 and bids may be faxed to us at (925) 803-4334. We are an equal opportunity employer.

**Pacific States
Environmental Contractors, Inc.**
CAL LIC. NO. 723241

11555 Dublin Boulevard • Dublin, CA 94568-2909
Phone: (925) 803-4333 • FAX: (925) 803-4334

ESTIMATOR: Keith Donahue

EMAIL: kdonahue@pacificstates.net

An Equal Opportunity Employer



California Sub-Bid Request Ads

Taber Construction Inc. is requesting proposals from qualified DVEB, DBE, MBE, WBE, SBE, SLBE and all other subcontractors and suppliers for the

**Visitacion Valley Middle School
Location: San Francisco, CA**

**Bid Date: March 19, 2015 @ 2:00 PM
(Sub bids due by 1:00 PM via fax)**

General school modernization and reconstruction, including but not limited to mechanical, electrical, plumbing and other finishes.

Plans and specs can be Viewed in our office during normal workinghours. All subcontractors will be required to execute a standard Taber Construction Inc subcontract agreement without modifications. A copy of the standard agreement will be furnished upon written request. Taber Construction Inc is an equal opportunity employer and signatory to the Carpenters and Laborer's Collective Bargaining Agreements. Subcontractor performance and payment bonds will be required from all subcontractors. For assistance with bonds, insurance, lines of credit, material and equipment procurement contact our office. Taber is willing breakdown larger work items into smallerunits of work.

Taber Construction Inc.

2278 Pike Court Concord CA 94520
Phone (925) 682-6133 • Fax (925) 682-6122

Taber Construction Inc. is requesting proposals from qualified DVEB, DBE, MBE, WBE, SBE, SLBE and all other subcontractors and suppliers for the

**Daniel Webster Elementary School
Location: San Francisco, CA**

**Bid Date: March 24, 2015 @ 2:00 PM
(Sub bids due by 1:00 PM via fax)**

General school modernization and reconstruction, including but not limited to mechanical, electrical, plumbing and other finishes.

Plans and specs can be Viewed in our office during normal working hours. All subcontractors will be required to execute a standard Taber Construction Inc subcontract agreement without modifications. A copy of the standard agreement will be furnished upon written request. Taber Construction Inc is an equal opportunity employer and signatory to the Carpenters and Laborer's Collective Bargaining Agreements. Subcontractor performance and payment bonds will be required from all subcontractors. For assistance with bonds, insurance, lines of credit, material and equipment procurement contact our office. Taber is willing breakdown larger work items into smaller units of work.

Taber Construction Inc.

2278 Pike Court Concord CA 94520
Phone (925) 682-6133 • Fax (925) 682-6122

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:

City of Yuba City

**Garden Highway Complete Streets Rehabilitation
Contract No. 13-02**

OWNER: City of Yuba City
Department of Public Works
1201 Civic Center Boulevard
Yuba City, CA 95993

BID DATE: March 11, 2015 @ 10:00 A.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to: **Adjust Iron, Cold Plane, Electrical, Fabric, Minor Concrete, Striping, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material**

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction, L.P. DeSilva Gates Construction, L.P. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction, L.P.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

DeSilva Gates Construction

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

Taber Construction Inc. is requesting proposals from qualified DVEB, DBE, MBE, WBE, SBE, SLBE and all other subcontractors and suppliers for the

**Paul Revere Elementary School
Location: San Francisco, CA**

**Bid Date: March 31, 2015 @ 2:00 PM
(Sub bids due by 1:00 PM via fax)**

General school modernization and reconstruction, including but not limited to mechanical, electrical, plumbing and other finishes.

Plans and specs can be Viewed in our office during normal working hours. All subcontractors will be required to execute a standard Taber Construction Inc subcontract agreement without modifications. A copy of the standard agreement will be furnished upon written request. Taber Construction Inc is an equal opportunity employer and signatory to the Carpenters and Laborer's Collective Bargaining Agreements. Subcontractor performance and payment bonds will be required from all subcontractors. For assistance with bonds, insurance, lines of credit, material and equipment procurement contact our office. Taber is willing breakdown larger work items into smaller units of work.

Taber Construction Inc.

2278 Pike Court Concord CA 94520
Phone (925) 682-6133 • Fax (925) 682-6122

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:

2014 OVERLAY PROJECT

Federal Aid Project No. STPL-5029(033)

OWNER: CITY OF REDWOOD CITY
City Hall, 1017 Middlefield Road, Redwood City, CA

BID DATE: March 17, 2015 @ 3:00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to: **ADJUST IRON, LOOP DETECTORS, PAVEMENT REINFORCING FABRIC, MINOR CONCRETE, STRIPING, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL.**

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction. DeSilva Gates Construction will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction's requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

DeSilva Gates Construction

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

Sub Bids Requested From Qualified
MBE, WBE, DBE
Subcontractors & Suppliers for

**Alameda County Public Works - Zone 3A Line
D6 Ruus Discharge Pipe Improvements**

**Project No. FC 3A-117
Location: Hayward, CA**

Bid Date: March 17, 2015 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: water pollution control; concrete demolition; striping (temporary & permanent); construction area signs; and rebar.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603
Phone: (510) 632-7676 • Fax: (510) 562-5209
Contact: Keith Ones
An Equal Opportunity Employer



California Sub-Bid Request Ads

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 12 Repair Pavement/Overlay, Terminous
Caltrans #10-0W5604**

BID DATE: March 11, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Progress Schedule, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Temp. Fencing, Treated Wood Waste, Adjust Monument to Grade, Cold Plane AC, Dust Suppressant, Shoulder Backing, Crack Treatment, Preparing Inertial Profiler, Grinding, AC Dike, Rumble Strip, Data Core, Tack Coat, Jointed Plane Concrete Pavement (RSC), Midwest Guardrail System, Alt. Flared Terminal System, Striping & Marking, Pavement Marker, Channelizers, Crash Cushions, Remove Guard Rail, Prepave Grind, Modify Vehicle Classification System, Electrical and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Greg Souder

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ 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/oc/weekly_ads/index.php.

**KENNEDY VALVE IN ELMIRA, NY
IS SEEKING A WBE/MBE
FREIGHT SERVICE PROVIDER TO
TRANSPORT IRON GATE VALVES FROM
HOME WAREHOUSE TO
CALIFORNIA DESTINATIONS.
IF YOU ARE A CERTIFIED WBE/MBE
FREIGHT SERVICE PROVIDER AND
INTERESTED IN THIS BUSINESS PLEASE
CALL 607-873-9409**

Sub Bids Requested From Qualified
DBE Subcontractors & Suppliers for

**County of Yuba
Bridge Replacement Along Spring Valley Road
Over Borrows Valley Ditch
Project No. 2014-6016
Location: Marysville, CA**

Bid Date: March 17, 2015 @ 10:00 AM

McGuire and Hester is seeking qualified subcontractors in the following trades: trucking; SWPPP; erosion control; fencing; striping; landscape; reinforcing steel; metal beam guard rail; and concrete barrier.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603

Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Dave Koerber

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REQUEST FOR LBE, SLBE & DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

**955 High Street Paving Phase 2
Oakland Unified School District**

BID DATE: March 17, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Demolition, Class 2 Contaminated Disposal, Concrete, Underground, Surveying and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Mike Crowley

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage LBE/SLBE/DVBE Participation. Plans & Specs are available for viewing at our office.

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 280 Embankment and Roadway
San Jose - Caltrans #04-1SS524**

BID DATE: March 26, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Asbestos Compliance Plan, Treated Wood Waste, Noise Monitoring, Dust Control Plan (Naturally Occurring Asbestos), Core Concrete, Clearing & Grubbing, Erosion Control, Roadway Excavation (Naturally Occurring Asbestos), Structure Excavation, Soil Densification (High Density Polyurethane), Structure Backfill, Controlled Low-Strength Material, Imported Borrow, Geosynthetic Reinforcement, Prime Coat, Geosynthetic Pavement Interlayer, Tack Coat, Structural Concrete Approach Slab, Minor Concrete, Joint Seal, Underground, Rock Slope Protection, Misc. Iron & Steel, Concrete Barrier, Paving Notch Extension, MBGR, Striping & Marking and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Jean Sicard

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ 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/oc/weekly_ads/index.php.

Sub Bids Requested From Qualified
MBE, WBE, DBE

Subcontractors & Suppliers for

**City of Davis - Surface Water Pipelines, Water
Quality Improvement
CIP 8224**

Location: Davis, CA

Bid Date: April 9, 2015 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: trucking; bore & jack; directional drilling; cathodic protection; electrical; slurry seal; grinding; traffic loops; survey; traffic control; painting & coating; striping; SWPPP; shoring; dewatering; and fencing.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603

Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Duane Schulze

An Equal Opportunity Employer

Thinking Strategically About Your Small Business Marketing

By Bridget Weston Pollack

Ask many experts what the key to small business success is and they'll say, "acting strategically." That means not only planning ahead but also reacting to situations and making decisions that drive your business forward in the right direction. Today we're sharing resources for how to think specifically about your marketing initiatives in a smart, strategic way.

Market strategy

Right from the get-go, it's important to bring your business to market in a space that makes sense and as a stronger player against your competitors. In the new on-line workshop, "Creating a Competitive Advantage," we learn that a competitive advantage "is the reason why customers come to you in the first place...and why they keep coming back for more." Identifying and honing a solid competitive advantage is such an important component to creating a lasting business model that will stand the test of time. This workshop teaches small business owners how to:

- Identify your company's competitive advantage
- Determine your strengths, weaknesses and goals
- Devise a strategy to set your company apart from your competitors

Pricing strategy

Once you've determined a business model that will compete successfully in your market space, pricing will be a critical component of not only executing your strategy, but also communicating it to your customers. Bob Goedjen, a mentor with Silicon Valley SCORE, offers his expertise on factors to consider when pricing your products: "the state of the economy, your competitors' pricing and the needs of your target market" to name a few. Bob also provides a few basic rules to follow when setting prices:

Base your price on value, not cost.

- Research the competition rigorously and price your product or service higher than the competition.
- Plan to provide room for discounts from your established price in order to give prospective customers the added incentive to place the order.
- Provide your quotations for service type business based on your hourly rate.

- Continue to track your competition, not only for pricing, but also for the features they provide with the product or service that customers value.

Read along as Bob dives deeper into each of these tips and how you can effectively price your products or services. <https://www.score.org/resources/score-tip-week-pricing-your-product-or-service>

Mobile strategy

Our next strategic marketing decision involves reaching customers where they are and how they want to be reached. Surveys now show how incredibly important it is to serve customers effectively via their mobile devices. Did you know that 50% of customers use their smartphone to make buying decisions on the way to the store, 60% use their smartphone in the store and 39% of walkouts are influenced by their smartphones? Check out this month's SCORE Infographic, "Mobile Marketing: Tips to Put Customers in the Palm of Your Hand" for the full picture of how mobile consumption is affecting buying patterns. The infographic also offers tips your business can use to benefit most from these trends including why it's important to capitalize on local search terms and why mobile-friendly ad and email designs are so vital.

It is critical to think about your business from a strategic mindset every step of the way – from planning to implementation to communication. We hear from small business owners that often they are so caught up in the day-to-day "weeds" of running their business that it's hard to step outside of that mentality and see the bigger overall picture of their enterprise. In times like these, seek the perspective of an outsider like a SCORE mentor who can offer objective insight into developing a strategy to achieve your goals. Connect with a SCORE mentor for free today.

About Bridget Weston Pollack

Bridget Weston Pollack is the Vice President of Marketing and Communications at the SCORE Association. She is responsible for all branding, marketing, PR, and communication efforts. She focuses on implementing marketing plans and strategies to facilitate the growth of SCORE's mentoring and trainings services. She collaborates with SCORE volunteers and develops SCORE's online marketing strategy.

Source: U.S. SBA

2015 SMALL BUSINESS

Tips to put customers in the palm of your hand with...



Mobile Marketing

Presented by SCORE.org

Ensure Your Website Is Mobile Optimized:

50%

Use it on the way to the store





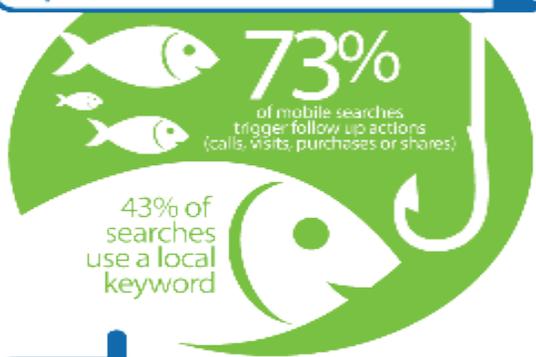
60%

use their smartphone in the store

39% of walkouts are influenced by smartphones

Don't lose them: 48% of mobile visitors who visit a site that is not mobile-friendly felt that the company just didn't care about their business

Capitalize On Local Search Terms



73%

of mobile searches trigger follow up actions (calls, visits, purchases or shares)

43% of searches use a local keyword

64%

of decision makers read email on their phones.



Design Emails And Ads For Mobile

Recipients of email marketing campaigns purchase 28 percent more often and they order 44 percent more!

10x

& mobile ads get 3x the clicks

Mobile ads get 10x the redemption rate of traditional coupons





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SOURCES:
<https://localbusiness.com/news/score-small-business-marketing-statistics/>
<https://smallbusinessjournal.com/marketing/score-exceptional-social-media-marketing-statistics-2014-180216146.html>
<https://www.ellie.com/blog/104/online-statistics-for-small-business-marketing-goals-and-trends-every-business-should-know.pdf>
<https://smallbusinessjournal.com/marketing/score-exceptional-social-media-marketing-statistics-2014-180216146.html>
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