

5 Tips for Increasing Your Specification Rate

[Article was originally posted on
www.constructconnect.com]

By Kendall Jones,

As a building product manufacturer, getting your products specified is key to getting them sold. You need to understand how architects are researching and selecting the products they specify. To get inside the mind of an architect, you need to answer these questions:

- What role do architects expect BPMs to have in the design and specification process?
- What resources and information are architects looking at when specifying products?
- What drives the decision-making process for specifying building products?
- What expectations are there when it comes to advising about products and writing specifications?

In the American Institute of Architects' report, *The Architect's Journey to Specification 2019*, members were surveyed to answer those questions and more regarding how architects select the products they specify. Based on the responses to this study, we've put together five tips for increasing your specification rate and building better relationships with architects.

Key Takeaways

Since the last *Architect's Journey to Specification* in 2016, there have been some notable trend shifts in how and why architects go about specifying products, including who they are getting advice from, where they are learning about new products, and changing digital needs.

Key takeaways from the 2019 report include:

- Consultants are seeing their role as an architect's trusted advisor rise while BPM's role is decreasing.
- Architects are using social media more to learn about new products.
- Architects are becoming more willing to experiment with what products they specify rather than just relying on brands they are familiar with from past projects.
- Architects are copying and pasting specs from past projects more than they were three years ago.
- Architects feel that BPMs are not meeting their needs during the specification stage.



- Architects are most likely to specify a manufacturer brand even when specs aren't closed.
- Younger architects are relying more on digital product libraries and less on digital product descriptions and product specifications.

Update & Optimize Your Website

Architects are still primarily responsible when it comes to researching new products and building materials at their firms. The top sources of information they turn to for researching products are your website, continuing education offering, and your reps. It's important you make it easy for them to navigate and search your website to conduct research. Your site should be optimized for search so architects can quickly find your site when doing web searches.

Make your website easy to navigate, architects don't want to spend hours on your site trying to find the info they need. If they can't find what they are looking for quickly, chances are they'll go somewhere else. Contact information should be located on every page of your website, either in the footer or header.

Each product you offer should have its own page. At the very least, your product pages should have downloadable product specifications, high-

quality images or video of the product, product descriptions, downloadable digital models and digital libraries of your products such as CAD and BIM, and CSI formatted specifications.

Warranty information, environmental ratings, technical product descriptions, installation instructions, availability and lead time, pricing information, design guides, and case studies are also pieces of information architects feel BPMs should do a better job of providing.

Other information that might help architects select your products include product comparison charts, building product declarations such as environmental product declarations (EPDs) and health product declarations (HPDs), quantity calculators, and online tools.

Promote Your Products on Social Media

While still not a primary source of learning about new products, architects are turning more to social media for design information and to research new building materials. Use images and videos to showcase your products on social media, highlight projects using your building materials, and focus on key selling points when describing your products. Make sure you include links back to your website or product pages so architects can



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SELECT DESIGN-BUILD TRADES ONLY:

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(Design-Assist) / Fire Sprinkler / Plumbing /
HVAC / Electrical

4TH & FOLSOM - EARLY TRADES
4th & Folsom Street, San Francisco CA

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

BID DATE: 9/18/20 @ 2 PM

BID DOCUMENTS: Please contact Colby for
access to documents on BuildingConnected.

CONTACT: Colby Smith at
estimating@cahill-sf.com, (415) 677-0611.

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requests bids from Certified SBE Subcontractors
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SELECT TRADES ONLY:

Fire Sprinkler / Solar Photovoltaic

180 JONES - DESIGN BUILD TRADES
180 Jones Street, San Francisco CA

This is an SFCMD project with construction
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BID DATE: 10/9/20 @ 2 PM

Voluntary Virtual Pre-Bid Meeting: 9/23/20 @ 10AM

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FRANCIS SCOTT KEY - EARLY TRADES
1351 42nd Avenue, San Francisco CA

This is an SFCMD project with construction
workforce and prevailing wage requirements.

BID DATE: 10/19/20 @ 2 PM

Voluntary Virtual Pre-Bid Meeting: 10/1/20 @ 10AM

BID DOCUMENTS: Please contact Colby for
access to documents on BuildingConnected.

CONTACT: Colby Smith at
estimating@cahill-sf.com, (415) 677-0611.

TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE,
VENTURA, CA 93003
Phone: (805) 642-0121 • Fax: (805) 650-9015
Contact: Arnold Tostado
Email: atostado@taftelectric.com

Invites sub-bids from qualified
MBE, DVBE, DBE, WBE
businesses for the following project:

TDS0001694

**Palmdale Boulevard at
90th Street East**

Location: Los Angeles County

BID DATE: 09/29/2020

Scope of work/Trades:

**Traffic Control; Concrete curb, Gutter,
Ramps; AC Paving; Traffic Signal Material;
Striping & Signage**

We are an Equal Opportunity Employer and intend to
seriously negotiate with qualified Minority Business
Enterprise, Disabled Veteran Business Enterprises,
Disadvantaged Business Enterprise, Woman-Owned
Business Enterprise subcontractors and suppliers for
project participation.

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as a "GENERAL CONTRACTOR" is requesting
proposal on "ALL TRADES" from all subcontractors
& suppliers, including DVBE, LBE, DBE, SBE,
MBE, WBE firms for the following project:

**PROJECT TITLE: MCLAREN PARK JERRY GARCIA
AMPHITHEATER IMPROVEMENT PROJECT**
BID DATE & TIME: 10/1/2020 @2:30PM

PROJECT LOCATION:

**Jerry Garcia Amphitheater in McLaren Park
40 John F Shelley Drive, San Francisco, CA 94134**

**Owner: San Francisco Recreation
and Park Department**

NBC Construction & Engineering Inc.

850 South Van Ness Avenue
San Francisco, CA 94110

Phone # 925-324-2727 • Fax # 800-622-9144

All Bidders are hereby notified that the District
has a Labor Compliance Program (LCP) -Prevail-
ing Wages in effect on this Project and all contrac-
tors and subcontractors bidding this project will
be required to comply with the LCP. In addition,
All the Certified Payrolls (CPR) must be reported
through Elation System and DIR website. Bid-
der is responsible for all shipping and handling
fees. Digital files of Bid Documents and Addenda
can be viewed online at: sfcitypartner.sfgov.org.
Or contact us.

**Please Submit & Fax all proposals
to 800-622-9144**

**For more information,
Please call Mike Schalchi at (925)-322-7473**

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weekly newspaper

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Comprehensive Modernization Project
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Michelle Keyser,

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Subcontracts awarded on this project
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may include a requirement to provide
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pense. HPCC will assist in obtaining bonds,
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California Sub-Bid Request Ads



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

SUBS/SERVICE PROVIDERS

Blasting, Clear & Grub, Conc Barrier, Core & Saw, Consult - Enviro Comply, Fence & MBGR, Landscape, Erosion Control, Plane A C, Paving Asph Conc, A C Dike & Misc., Recycle A C - Disposal, Rebar, Rock Slope Protect, Signs Roadside, Stripe & Mark, Struct Conc - Wall, Tie Back Anchors, Traffic Control, Trucking Dirt Haul, Trucking High/Low Haul, and Underground Drainage

SUPPLIERS

Aggregate, Rip Rap Mat'l, K-Rail, Misc. Iron & Steel, Ready Mix Conc, Ready Mix Portable, and Traffic Control Supply

FOR CONSTRUCTION ON STATE HIGHWAY IN RIVERSIDE COUNTY NEAR LAKE ELSINORE FROM ORANGE COUNTY LINE TO MONTE VISTA STREET ON ROUTE 74

Contract No. 08-1C8504

Federal-aid No. ACHSST-S074(071)E

DBE GOAL 11%

BID DATE: OCTOBER 8TH, 2020 at 2:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

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

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

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all 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.

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Zuckerberg San Francisco Building 5 General Seismic Upgrade & Renovation Project

Pankow Builders is seeking subcontractors to participate in a prequalification process to identify Trade Subcontractors interested in bidding on the below listed trade scopes for the **Zuckerberg San Francisco General (ZSFG) Building 5 Seismic Upgrade & Renovation Project located in San Francisco, California**. All Trade Subcontractors who are interested in bidding on the listed trade scopes must be prequalified by Pankow Builders and San Francisco Public Works by successfully completing the Request for Qualifications (RFQ).

Pankow Builders is seeking to pre-qualify Subcontractors for the following Trade Scopes: Scaffolding; Construction Surveying; Demolition; Hazardous Material Abatement; Fiber Reinforced Polymer; Structural/Misc. Steel/Metal Decking; Architectural Woodwork; Waterproofing; Roofing and Insulation; Sheet Metal & Flashings; Fireproofing; Joint Sealants; Expansion Control; Doors, Frames & Hardware; Coiling Doors & Grilles; Fire Doors & Smoke Curtains; Storefronts & Curtain Walls; Interior Glass & Glazing; Metal Stud, Gypsum Board, & Plaster; Tile & Terrazzo; Ceilings; Flooring; Epoxy Flooring; Painting & Wall Coverings; Signage; Toilet Partitions & Accessories; Fire Extinguisher Cabinets; Window Blinds; Pneumatic Tube; Fire Sprinklers; Plumbing; HVAC; Building Automation Systems; Electrical; Communications and Security; Fire Alarm; Landscaping & Irrigation; Underground Site Utilities; Final Cleaning.

RFQ's can be obtained from Pankow by contacting Laurie Kaminski at LKaminski@Pankow.com, or (415) 271-7012. Subcontractors that are interested in bidding on the project will be provided access to the **Request for Qualifications (RFQ) Application, and Drawings, Specifications, etc.** thru Building Connected. RFQ responses are due to Pankow by **September 22, 2020**.

General Contractor - Charles Pankow Builders Ltd., 1111 Broadway, #200, Oakland, CA 94607 (510) 893-5170.

W.A. Rasic Construction Company

Our firm is preparing a bid for the following project as a prime contractor and we are interested in receiving subcontractor quotations for items of work or materials required below from interested Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE) and Women Business Enterprise (WBE).

City of San Diego

Morena Conveyance North
Bid No. K21-1848-DBB-3

Bid Date: October 6, 2020 @ 2:00 PM

Engineer's Estimate: \$ 99 Million

Outreach: DBE/ MBE/WBE

Senior Estimator: Mark Setzer

Phone: (562) 928-6111 | Email: msetzer@warasic.com

W.A. Rasic is requesting bids for the following trades and/or material supplies:

Electrical, AC Cold Milling / Demolition, Asphalt Cap Paving & Crack Seal, Traffic Signals & Loop Detectors, Slurry Seal (Type 1,2,3), Minor Concrete, Tunneling, Pre-Construction Video, Landscaping, Street Sweeping, Sawcutting, Potholing, Striping, Welding, Install 30" & 48" WSP, Install Plug Valves, Install Air Vacs and Blow-Offs, Furnish Steel Pipe, Furnish Valves & Appurtenances, Furnish Sand & Gravel, Furnish CSLM / PCC & Asphalt, Traffic Control Signs & Equipment, Cathodic Protection, Trucking, SWPPP Development, Scheduling, Survey, Dewatering, Contaminated Soils (Monitoring, Hauling & Disposal), Geotechnical Instrumentation & Monitoring, Traffic Control Plans, Munitions Survey & UXO Identification, Training & Reporting, Equipment Rental, Shoring Equipment

Plans and Specifications are available at no cost to interested firms by either contacting W.A. Rasic Construction, downloading from the City of San Diego's Planet Bids Portal or by utilizing the following FTP link <https://www.dropbox.com/sh/ynefq3bj4en-kxqx/AAAOVkmDXIE3fxiB7R4PHCt0a?dl=0>

W.A. Rasic will assist in obtaining bonds, lines of credit, insurance, equipment, supplies and materials upon request. W.A. Rasic will consider each DBE, MBE, and WBE quote, including those that are broken down into economically feasible units as well as arrange delivery schedules to facilitate and encourage maximum bidding participation. W.A. Rasic also encourages a consortium of DBE / MBE / WBE firms when a contract portion is too large to handle individually. Subcontractors must have a valid California Contractors License and must be registered with the Department of Industrial Relations (DIR) as required by Section 1725.5 of the Public Contract Code. Subcontractors will be required to execute W.A. Rasic's standard subcontract agreement and general insurance requirements. A copy of our subcontractor agreement and insurance requirements is available in electronic format upon request. W.A. Rasic reserves the right to require each subcontractor to provide payment and performance bonds in the amount of 100% of the subcontractor's bid. Bond Premium will be reimbursed up to a cost not to exceed 2.5%. W.A. Rasic is an equal opportunity employer and Union signatory Contractor.





California Sub-Bid Request Ads



McCarthy Building Companies, Inc.
20401 S.W. Birch Street, Newport, CA. 92660
Phone (949) 851-8383 • Fax (949) 756-6841
Luis Giordano at Lgiordano@mccarthy.com

McCarthy Building Companies, Inc. invites qualified subcontractors and suppliers to submit Bid Proposals for **RSCCD - Santa Ana College, Russell Hall Replacement located in Santa Ana, CA.** The project consists of:

56,000 SF, three story building which includes Classrooms, Labs, fully-equipped Auditoriums, Admin & Faculty Office, and Collaborative spaces, as well as an extensive amount of site work, including hardscape and landscape.

Bids are due Wednesday, September 30th by 9:00 a.m.

Bid Proposals will be accepted for the following Work Categories: Earthwork, Demolition Existing site structures; Drilled Piles, Site Utilities, Site Concrete, AC Pavement, Landscape & Irrigation, Structural Concrete, Rebar, Structural & Ornamental Steel; Metal Deck, Finish Carpentry & Millwork, WP, Insulation, Fireproofing, Roofing, Sheet metal & Metal Wall Panels; Doors & HW, Overhead Doors, Smoke Containment System, Curtain Wall and Glazing, Plaster & Drywall, Ceramic Tile, Acoustical Ceilings & Treatment, Resilient Flooring, Painting, Signage, Fire Protection Specialties, , Folding Partitions, Projection Screens, Display Boards, Toilet Accessories & Partitions, , Window Blinds, Elevators, Fire Sprinklers, Plumbing, HVAC, Electrical, Data, Communications, AV.

All bidders wishing to provide a bid on the Work Packages above must be pre-qualified by McCarthy Building Companies, Inc. prior to award of subcontract. Prequalification website: <https://prequalification.mccarthy.com> Contact LeAnn Battle-Laridon at (949) 851-8383 for prequalification instructions.

All bidding subcontractors must provide a Bid Bond (for Contracts above \$ 250,000) and 100% Performance and Payment Bond from an admitted surety. All bidding subcontractors must be able to provide insurance requirements and minimum coverage indicated in the Contract Documents, including but not limited to, Commercial General Liability; Comprehensive Automobile Liability Insurance; Workers Compensation (per state statutes) and Employer's Liability. This Project is subject to the Owner's Controlled Insurance Program (OCIP).

Subcontractors submitting bid proposals for all public works (with the exception of Federal contracts) must be registered with the California Department of Industrial Relations (DIR). (CA labor Code Section 1725.5)

McCarthy is signatory to union agreements with the Carpenters, Laborers, and Cement Masons. Subcontractors will comply with such labor agreements for all of Subcontractor's Work falling within the jurisdiction of such labor agreements. Subcontractor agrees to require its subcontractors and their subcontractors, if any, to be bound in a like manner. This Project is subject to a CSWPA, Community Student Workforce Project Agreement (PLA). **Prevailing wage requirements apply.**

Bid documents can be viewed and downloaded through the McCarthy Box.com website: <https://mbc.box.com/s/l43kq4nruvd6yac0q44xh3ap2tmkqjpm>

McCarthy is an equal opportunity employer and encourages qualified SBE subcontractors and suppliers to participate on this project. We are seeking certified MBE/WBE/DBE/DVBEs (CBEs). Pursuant to Military and Veterans Code #999.2, the District has established a Good Faith Participation Goal for DVBE of Three percent (3%) of the value of the work.

Call **Luis Giordano** - Preconstruction Director at **(858) 255-9222** for more information.

Request for Quotes from Certified DBE/MBE/WBE/SBE Subcontractors and Suppliers

Project: North City Pure Water Facility,
Bid No. K-21-1810-DBB-3-A
Owner: The City of San Diego

Bid Date: October 1, 2020 at 2:00 p.m.

CASRF and EPA Funded Contract
SWRCB 4500-3 DBE Forms are REQUIRED

DBE Participation Encouraged

Quotes requested for Divisions 3, 5, 6, 7, 8, 9, 10, 11, 12, 21, 22, 23, 26, 27, 28, 31, 32, 33, 35, 40, 41, 42, 43, 44 and 46 for the following, but not limited to, scopes of work: Acoustical Ceilings, Aggregate Supply, Asphalt Paving, Bird Deterrents, Cabinets, Concrete Finishing, Concrete Installation, Concrete Supply, Cranes and Hoists, Dampproofing, Decomposed Granite, Dewatering, Doors and Frames, Drilled Concrete Piers, Electrical, Entrances and Storefronts, Fabricated Slide Gates, Fencing and Gates, Finish Carpentry, Fire Protection, Fire Suppression System, Firestopping, Glazing, Grouting, Gypsum Board, HVAC, Instrumentation and Controls, Insulation, Joint Sealants, Landscaping and Irrigation, Louvers, Metal Fabrications, Metal Gratings, Metal Lockers, Metal Shelving and Work Benches, Metal Stairs, Minor Concrete, Mirrors, Overhead Coiling Doors, Painting and Coating, Pipe Supply, Plumbing, Precast Concrete, Process Equipment, Process Mechanical Installation, Process Piping Installation, Quality Control Testing, Railings, Reinforcing Steel, Roofing, Security System, Sheathing, Sheet Metal Flashing, Signage, Skylights, Steel Decking, Storm Drain Structures, Striping, Structural Steel, Survey, Water and Wastewater Equipment, Waterproofing, Welding.

PLEASE SUBMIT QUOTES BY EMAIL TO
socalbids@flatironcorp.com **OR BY FAX TO (760) 471-4860.**

Plans and specifications are available to download, at no cost, from the City of San Diego's PlanetBids website at the following link: <https://www.planetbids.com/portal/portal.cfm?companyID=17950&access> (registration required). The Bid Documents are also available, at no cost, from Flatiron in electronic format or can be viewed at our offices in San Diego or Chino Hills. Please call to request access or to make an appointment to view the documents at one of our offices.

This is an American Iron and Steel project. Quotations must be valid for same duration as specified by Owner for contract award. Assistance referrals in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request. Flatiron analyzes and considers each DBE quote, including those that are broken down into economically feasible units to facilitate bidding. Flatiron intends to work cooperatively with all DBEs for scopes of work firms are licensed and qualified to perform.

The project is subject to a Project Labor Agreement (PLA). Skilled and Trained Workforce Labor Requirements apply.

Subcontractors are required to possess and maintain a current contractor's license and must also be registered with the Department of Industrial Relations (DIR) as required by Public Contract Code Section 1725.5. Subcontractors will be required to execute Flatiron's Standard Subcontract Terms and Conditions and meet insurance requirements. A copy of our Standard Subcontract Terms and Conditions is available in electronic format upon request.

The City of San Diego has implemented an Owner-Controlled Insurance Program (OCIP) for the project. OCIP Credit Worksheets are due from subcontractors.

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

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

Flatiron West, Inc.
16470 W. Bernardo Drive, Suite 120, San Diego, CA 92127
Phone (760) 916-9100 / FAX (760) 471-4860
Email: socalbids@flatironcorp.com
Point of Contact: Veronica Garcia, Estimating Administrator
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Call **1-800-800-8534** or visit us at www.sbeinc.com

5 Tips for Increasing Your Specification Rate

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do further research.

The AIA report doesn't mention what social media sites architects are using, the top seven in 2020 according to Search Engine Journal are Facebook, Twitter, LinkedIn, Instagram, Snapchat, Pinterest, and Reddit. This doesn't mean you have to be on all of them. Do some research and find out where your competitors are and where the architects you are trying to reach are and focus on those to start with. Facebook might have the most users, but LinkedIn will probably put you in front of more decision makers. With a little experimentation, you'll find the best mix for your company and your products.

Providing Continuing Education

Architects are required to obtain a certain number of continuing education units to maintain their licenses or fulfill (AIA) membership requirements. Architects are turning to continuing education less to learn about a specific BPM but are using them increasingly more to do product research.

Webinars, lunch and learns and other continuing education offerings are a great way to get in front of architects and build brand awareness. These presentations should help educate architects about your product category or provide other information to expand their knowledge base. They should not be glorified commercials about your specific product offerings.

Again, the goal is to establish your company as an expert and be a go-to resource of information for

your product category, not just your products. This keeps you top of mind when decision makers are choosing who gets specified on a project. Make sure your continuing education offerings have been registered and approved by the AIA through their Continuing Education System (CES).

Become a Trusted Advisor

Manufacturers are facing an uphill battle when it comes to having influence over architects during the design and specification stages. Consultants have greater influence over architects when it comes to product selection than they did just three years ago, according to the report. BPM influence is declining as a result of not meeting expectations of architects.

Architects are expecting more from BPMs than they have in the past. In addition to providing advice about products and whole product categories, architects increasingly want BPMs to write specifications for them. There is also a growing demand for BPMs to review and edit specifications for architects.

With architects becoming more experimental and more likely to research products before they specify, BPMs need to take advantage of this opportunity to reestablish themselves as trusted advisors to gain more influence over what products architects specify.

Be Responsive to Architects

We've already covered two of the main areas where architects feel BPMs could improve, websites and support with specifications. Improving

rep responsiveness is the third way that BPMs can improve architect satisfaction.

Reps should be experts on their products and product categories. Your reps don't have to know every technical detail about every product, but they should be knowledgeable enough to speak confidently about your product offerings when meeting with architects. If a rep doesn't have the required information when meeting with architects, they should be able to produce it in a timely fashion. Better yet, they should be able to quickly navigate your website and provide that information.

Final Thoughts on Getting Specified

Trends are changing rapidly at architecture firms when it comes to specifying products. With more architects copying and pasting specifications from past projects, consultants having greater influence, and architects relying heavily on products they are familiar with, it's harder than ever for manufacturers to get their foot in the door to get their products specified.

BPMs need to take advantage of the fact firms are growing more open minded and experimental. Staying on top of these changing trends and improving the areas that architects feel BPMs are falling short of expectations is going to be vital going forward to ensure your products get specified.

SOURCE:

www.constructconnect.com/blog/5-tips-for-increasing-your-specification-rate

Are we ready for “Big Brother” on construction sites?

[Article was originally posted on aec-business.com]

By *Cristina Savian*

I certainly do feel unsettled without my international lifestyle, hopping from one industry event to another. I am very sympathetic to all those working in our 'event industry' and struggling to push through. However, like many working in the digitalisation of the industry, I am as busy as ever, supporting customers through their digital engineering journey by linking them to the best and most innovative technology on the market. In recent months, I have witnessed a different focus and attention towards the adoption of new technology solutions. I am confident this is the ultimate wake up call for our beloved industry to embrace the power of Industry 4.0.

The current coronavirus crisis has, without doubt, accelerated digital transformation in many industries. Construction plays an important economic and essential societal role and often one of the few

activities that have been maintained open during restrictions and being used as a catalyst to restarting economies. But with profit margins being at historical lows, this pandemic has placed even more pressure on the sector which was already struggling and now more than ever it is necessary to bring innovation to the industry. It is now imperative to leverage its benefits through the means we procure, deliver, and maintain our built assets. The need for accurate and reliable 'digital' information that stakeholders can 'trust' to make faster and better decisions throughout the construction lifecycle has never been so critical as highlighted in my previous posts. The adoption of blockchain, machine learning, IoT, and leveraging big data has never been more needed in our industry.

As we are now adapting to a new 'virtual world', utilising conference calls, shared drives, fresh ways to collaborate and working from home, our industry is now fast-tracking the adoption of new ways to procure, deliver and maintain our built assets.

IoT technology on job sites

Virtual inspection and the use of remote sensors are now a reality where social distancing is a must. As we are adhering to this new rule that our society has mandated due to COVID, it is becoming acceptable to perform virtual inspections using digital devices to video and document progress. Perhaps you are debating like me if a virtual inspection for your tenants is good enough to assess the status of your property. I am on both sides; as a landlady, I am questioning why I am paying inspection fees if it was the tenant doing the inspection video and I can see, as a tenant, how easy is for me to show only what I want the letting agent to see.

But how about construction sites? What can be considered acceptable? Is a virtual inspection fully compliant? Can it fulfil regulatory and legal requirements? Can it replace expert professional eyes? Can it be trusted?

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Columbus, Ohio Sub-Bid Request Ads

Dugan & Meyers Paves Way for New Rental Car Facility at Columbus Airport

[Article was originally posted on www.forconstructionpros.com]

By Minnich Mfg. Inc.

As the number of annual passengers climbed toward 9 million, the John Glenn International Airport established plans to meet the growing demand for nonstop flights.

Columbus, Ohio, is the 14th largest city in the U.S. and continues to grow. Before COVID-19, the city was building the most dynamic economy in the Midwest and was becoming a top travel hub. Millions of travelers from around the world were flying in and out of the city's John Glenn International Airport each year.

The growth of Columbus has created the need for more space to improve the airport's traveler experience. With nearly 160 daily departures, the John Glenn International Airport sees a lot of traffic — not only from aircraft, but also from cars.

As the number of annual passengers climbed toward 9 million, the John Glenn International Airport established plans to meet the growing demand for nonstop flights from Ohio's capital city with the addition of a new concrete rental car facility that would open up about 40 percent more garage parking for travelers.

Built on nearly 10 acres in the center of the airport property, the new, \$140 million, four-level rental car facility will be one of the largest construction projects in the airport's history. The effort includes a group of partners on which Dugan & Meyers is serving as the concrete contractor and the largest contractor on the job.

Since opening in 1935, Dugan & Meyers has delivered a diverse portfolio of high-quality projects. The company enhances its construction reputation by focusing on exceeding the expectations of their clients. Building the concrete structure at the new John Glenn International Airport rental car facility has allowed Dugan & Meyers to exhibit their specialized strengths.

"This is the biggest job that I have ever stepped foot on," says Josh Weddel, concrete assistant supervisor for Dugan & Meyers, a concrete construction contractor based in Columbus, Ohio. "Allowing travelers to drop off and pick up rental cars from a new, centralized location will provide a lot of benefits to the airport and travelers."

Leading with lightweight

The new rental car facility was designed to be developed in phases to support the airport's long-range expansion plan. It was projected to open in

2021 when COVID-19 impacted the area.

Dugan & Meyers faced challenges when COVID-19 regulations became mandatory. Although the contractors have been able to work through the crisis, extra planning and necessary adjustments have been crucial to the jobsite efforts and keeping employees safe.

"We've been fortunate to be deemed essential to work through COVID-19, but we have to social distance as much as possible and wear masks, which can be difficult on a jobsite," Weddel says. "We have documented if a task has taken

longer, but as of right now, we are still on track."

To meet the demands of the project schedule, Dugan & Meyers is using the lightweight and durable Stinger electric flex shaft concrete vibrator from Minnich Manufacturing, an industry leader in concrete vibrators, vibrator monitoring systems and dowel pin drills.

Visit link for the full article:

<https://www.forconstructionpros.com/concrete/article/21139913/minnich-mfg-inc-dugan-meyers-paves-way-for-new-rental-car-facility-at-columbus-airport>

SHEA- TRAYLOR JV BIDDING OPPORTUNITY

City of Columbus, Ohio Certified DBE (MBE and WBE) with the following certifying authority:

Participation of Minority-and Women -Owned Business Enterprises ("MWBE") and Equal Employment Opportunities ("EEO"). Participation by Disadvantaged Business Enterprises ("DBE") in United States Environmental Protection Agency ("EPA") Programs pursuant to 40 Code of Federal Regulations (CFR) Part 33; DBE is a Disadvantaged, Minority, or Woman Business Enterprise that has been certified by an entity from which EPA accepts certifications as described in 40 CFR 33.204-33.205 or certified by EPA. EPA accepts certifications from entities that meet or exceed EPA certification standards as described in 40 CFR 33.202. USDOT DBE certifications accepted. See: City of Columbus, Office of Diversity and Inclusion, 614-645-4764 and www.columbus.gov/odi/.

Inviting qualified contractors, specifically **MBE and WBE firms certified/eligible as listed above**, to contact Shea-Traylor JV (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming tunnel and shafts project. The Work under this contract is in Columbus, Ohio. The Work consists of:

Construction of Tunnel & Shafts: Lower Olentangy Tunnel, Contract 135-2016

Owner: City of Columbus Dept. of Public Utilities
910 Dublin Road - 3rd Floor, Columbus, OH 43215

BID DATE: October 14, 2020 at 3:00 PM EDT (Electronic Bid Only)

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, ground freezing, deep foundation system(secant-piles), underground blasting, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, traffic control, sewer tap and sewer bypass pumping, A/C paving, environmental investigation, utility relocation, paving, fencing and gates, planting and seeding, retaining wall, geotechnical and structural instrumentation, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, mechanical steel pipe, ventilation HVAC, precast concrete shaft covers, temporary office buildings/services, Temporary electrical substation, waterproofing, service utilities, grouting, electrical services, pest control, IT services, waste disposal, cleaning services, and security services.

Any business seeking to participate as a MBE or WBE in the Contract that is not currently certified DBE by the EPA and the requirements set forth above should review **40 CFR 33.204-33.205, certified by EPA or City of Columbus, Office of Diversity and Inclusion at <https://www.columbus.gov/odi/>** as shown above to obtain current certification.

Shea-Traylor JV set up an FTP site where you can view all plans, specifications and addendums for your convenience. Please contact Steve Fiori at (909) 595-4397, Steven.Fiori@jfshea.com, to receive instructions on accessing the FTP Site.

Shea-Traylor JV, (An EEO Employer)

(J.F. Shea Construction, Inc. - Traylor Bros., Inc.)
667 Brea Canyon Road, Suite 22
Walnut, CA 91789

Phone: 909-594-0990 fax: 909-869-0827

Send Inquiries/Certifications to: **Steven Fiori: Steven.Fiori@jfshea.com**



California Sub-Bid Request Ads



Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534
Attn: Julie Bradhurst at norcal.bids@kiewit.com

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Palo Alto, Primary Sedimentation Tanks Rehabilitation and Equipment Room Electrical Upgrade Project in Palo Alto, CA.

Subcontractors and Suppliers for the following project:

Primary Sedimentation Tanks Rehabilitation and Equipment Room Electrical Upgrade Project
CIP: WQ-1400

Owner: City of Palo Alto

Bid Date: October 20, 2020 @ 3:00 P.M.

Disadvantaged Business Enterprises (DBEs)

www.mbda.gov; www.epa.gov;
www.sba.gov; dot.ca.gov

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Aggregates · Asphalt Paving · Bird Control Devices · Cathodic Protection · Concrete Forms & Accessories · Concrete Pumping · Concrete Reinforcement · Concrete Supply · Concrete, Cast-in-Place · Concrete, Pre-cast · Coring · Crack Injection · Demolition · Disposal · Diving · Drilled Shafts · Earthwork · Electrical · Electrical Supply · Electrical Install · Electrical Testing · Fire Suppression · FRP · Instrumentation & Controls · Lighting · Metals · Minor Concrete · Openings · Paintings & Coatings · Piping & Valves · Potholing · Quality Control · Saw cutting · Scaffolding · Street Sweeping · Surveying · SWPPP · Temp Fencing · Thermal & Moisture Protection · Trucking & Hauling · Water Truck · Welding

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

Subcontractor and Supplier Scopes are due October 13, 2020 and Quotes NO LATER THAN October 19, 2020 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> to register your company to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for permanent material Suppliers on this project.

CA Drinking Water State Revolving Fund (CASRF) applies
American Iron and Steel requirements apply
Davis-Bacon Wages apply

CA Lic. 433176
DIR #: 1000001147
An Equal Opportunity Employer



Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534
Attn: Krista Christensen at norcal.bids@kiewit.com

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Santa Cruz, Graham Hill Water Treatment Plant Concrete Tanks Replacement Project in Santa Cruz, CA.

Subcontractors and Suppliers for the following project:

Graham Hill Water Treatment Plant Concrete Tanks Replacement Project CWO #2019-002
Owner: City of Santa Cruz

Bid Date: October 15, 2020 @ 11:00 A.M.

Disadvantaged Business Enterprises (DBEs)

www.mbda.gov; www.epa.gov;
www.sba.gov; dot.ca.gov

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Aggregates · Asphalt Paving · Building · Building Insulation · Bypass Pumping · Concrete Crack Injection · Concrete Formwork · Concrete Pumping · Concrete Reinforcement · Concrete Supply · Concrete, Pre-cast · Demolition · Dewatering · Drywall · Electrical · Electrical Supply · Erosion Control · Fire Alarm · FRP · FRP Building · HVAC · Instrumentation · Joint Sealant · Lighting · Masonry · Mechanical Equipment · Metal Decking & Roofing · Miscellaneous Metals & Structural Steel · Openings · Paintings & Coatings · Piping & Valves · Potholing · Pre-Stressed Concrete Tanks · Quality Assurance/Quality Control · Segmental Retaining Walls · Signage · Soil Nail Wall · Soldier Pile Wall · Sweeper Truck · SWPPP · Thermal & Moisture Protection · Trucking & Hauling · Water Truck

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

Subcontractor and Supplier Scopes are due October 8, 2020 and

Quotes NO LATER THAN October 14, 2020 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> to register your company to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for permanent material Suppliers on this project.

CA Drinking Water State Revolving Fund (CASRF) applies
American Iron and Steel requirements apply
Davis-Bacon and California prevailing wage rates apply

CA Lic. 433176
DIR #: 1000001147
An Equal Opportunity Employer

Are we ready for "Big Brother" on construction sites?

Continued from page 5

Whereas on one hand, new health and safety guidelines are putting even more pressure on construction projects attempting to adhere to the new safety rules, on the other hand, the adoption of reliable trustworthy technology can relieve the pressure by monitoring the location of people at all time as well as reducing the number of people needed to be present at all time.

This new reality is demanding for more connections between the project site and the office. But all offices and project teams are now in their own homes, it is now more essential than ever to keep all stakeholders up-to-date. The need for shared data, repositories, and digital connectivity is now a must to ensure project success.

An IoT device can be mounted to a hardhat, belt, or materials and communicates with other 'things' within its range to detect close contact interactions. Melbourne based companies like Ynomia converts worksites into a digital warehouse, bringing real-time location of critical building materials, tools, and people across the site in real-time transforming thus the traditional construction processes to build faster and safer. 360° camera and a smartphone or tablet in the field are taking speed enabling to access job site from the comfort of our homes. A well-organized track record of job site activities from design to finish is already available, minimize risk, and eliminate costly reworks. Holobuilder integration with Microsoft Teams enables teams to communicate digitally making remote working and project collaboration within teams easier than ever before.

Furthermore, MACE has recently announced the collaboration with UCL, Imperial College London, and 3D Repo to develop an "AEC Production Control Room" to radically improve project delivery. The concept has the potential to improve decision-making through real-time visibility of data while delivering complex projects and help UK construction clients and contractors to be more efficient and proactive rather than reactive, with a scalable and repeatable 'plug-and-play' construction management and reporting platform.

It seems "Big Brother" is now inevitably going to become the new reality of construction project delivery, bringing new real-time insights, productivity enhancement, passive data collection, and a new transformative futuristic AEC industry. Whether you are a fan or not of being watched and tracked 24/7, I have never been more excited to be able to build a more efficient, productive, safer, trustworthy and innovative construction industry.

SOURCE:

<https://aec-business.com/are-we-ready-for-big-brother-on-construction-sites/>

With SBE you can:

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Contact us at 800-800-8534 or sbe@sbeinc.com



California Sub-Bid Request Ads



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:

Raised bridges, realign ramps and
Construct auxiliary lane
Hwy 99 Lodi - San Joaquin County
Caltrans #10-1C2804

BID DATE: September 30, 2020 @ 2:00 PM

We are soliciting quotes for (including but not limited to):

Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Type III Barricade, Portable Radar Speed Feedback Sign, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis & Annual Report, Sweeping, Asbestos Compliance Plan, Treated Wood Waste, Clearing & Grubbing, Structure Excavation, Structure Backfill, Soil Amendment, Planting & Irrigation, AC Dike, Tack Coat, Cold Plane AC, Raise Bridge, CIDH Concrete Piling, Structural Concrete, Paving Notch Extension, Drill & Bond Dowel, Joint Seal, Bar Reinforcing Steel, Sign Structure, Bridge Removal, Concrete Backfill, Reinforced Concrete Pipe, Geocomposite Drain, Precast Concrete Pipe Manhole, Abandon Culvert, Adjust Utilities to Grade, Slope Paving, Minor Concrete, Detectable Warning Surface, Pre/Post construction Surveys, Misc. Iron & Steel, Water Main, City Water Manhole, Obliterate Surfacing, Fencing, Delineator, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Chain Link Railing, Single Thrift Beam Barrier, Cable Railing, Transition Railing, Alternative In-Line System, Concrete Barrier, Salvage Metal Bridge Railing, Striping & Marking, Rumble Strip, Traffic Monitoring Station System, Modify Lighting Systems, Modify Traffic Monitoring Stations, and Construction Materials

Jean Sicard (510-809-3411 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 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.



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:

Bus Yard Repaving - Antioch, CA
Eastern Contra Costa Transit Authority
IFB #2020-004

BID DATE: October 1, 2020 @ 3:00 PM

We are soliciting quotes for (including but not limited to):

Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Painting, Striping, Health & Safety Plan, and Construction Materials

Terry Zahner (510-809-3479 tzahner@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. 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.



Requesting subcontractor bids for the
Grand View Village Apartments project
in Stockton, CA.

Plans and bid documents are available at:

Sisler and Sisler Construction, Inc.,
2930 Ramona Ave. Suite 600,
Sacramento, CA 95826

(916)852-6488

and

Builder's Exchange of Stockton,
4561 Quail Lakes Drive, Suite B2,
Stockton, CA 95207.

Bids due: Friday, 10/09/2020 by 12:00 p.m.

to Sisler and Sisler Construction, Inc.

Fax bids to: (916)852-6038.

We are an Equal Opportunity Employer.



WESTERN WATER (WW), is seeking quotes from qualified subcontractors, including but not limited to WBE and MBE firms, for the construction of:

EBMUD Orinda WTP - Maintenance and Scouring Air System Upgrade

Due Date: September 26, 2020

Project Location: Orinda, CA

WW has identified the following potential contracting opportunities for qualified subcontractors: **Painting & Coating**

Information regarding bonding, insurance, lines of credit, and any technical assistance or information

related to the plans or specifications and requirements for the work will be made available to all interested firms. Digital copies of the plans and specs can be provided upon request.

For more information or to provide quotes, please contact:

Western Water, 707 Aviation Blvd, Santa Rosa, CA

Ken Leef, Project Procurement Manager

bids@westernwater.com, Phone: (707) 540-9640, Fax: (707) 540-9641

Subcontractors will be required to comply with all subcontract insurance requirements, which include providing a waiver of subrogation endorsement to their worker's compensation insurance.

WW is an AA/EEO/Veterans/Disabled Employer - CA License No. 188068



Public Legal Notices

UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

ADVERTISEMENT FOR DESIGN BUILDER PREQUALIFICATION

Subject to conditions prescribed by the University of California, Irvine Medical Center (“UCIMC”), responses to the University’s prequalification documents for a Design Build contract are sought from proposers for the following project:

B63 Energy Efficiency Retrofit, Project No. 997605

PREQUALIFICATION OF PROSPECTIVE PROPOSERS: The University’s primary objective in utilizing the design build approach is to bring the best available integrated design and construction experience to this project. The University has determined that proposers who submit proposals on this project must be prequalified. Prequalified proposers will be required to have the following California contractor’s license:

C-10 - Electrical Contractor &

C-20 - Warm-Air Heating, Ventilating and Air Conditioning Contractor

DESCRIPTION OF WORK: UCIMC is soliciting proposals from qualified Design Build (DB) teams for the execution of the Building 63 Energy Efficiency Retrofit project. This project will be delivered as an energy brief design-build (EBDB) project. The DB team should anticipate participating in the full project timeline, with responsibilities to include compiling a complete project design package that meets the performance parameters outlined for each energy efficiency measure. The energy efficiency measures include chiller replacement, installation of a dedicated HVAC system, interior/exterior lighting improvements, retro-commissioning, new variable speed motors, and controls upgrade.

PROCEDURES: The prequalification process will result in the selection of finalists who will be prequalified and will be issued proposal documents for this Project. The prequalified proposers will submit price and technical proposals. The technical proposals will be scored according to an established scoring system. The price will be divided by the score to determine a price per technical point. The prequalified proposer submitting the lowest price per technical point will be the apparent low proposer for the Project.

After receipt of the prequalification documents, the University will review and determine a preliminary point score for each submittal. Requests for clarifying information and additional data

will be made at this time, if required. After receipt and review of the clarifications and additional data each prequalification submittal will receive a final point score.

Scoring of proposers will be determined by the application of an established rating system, requirements of which are contained in the Prequalification Questionnaire.

A proposer who receives 70 or more points out of a possible 100 points based on the established rating system will be invited to participate in the Request for Proposal step

Proposers will be notified whether or not they have been prequalified after the University evaluates the prequalification submittals.

PREQUALIFICATION SCHEDULE

QUESTIONNAIRE AVAILABLE: On Wednesday, September 16, 2020 @ 2:00pm, prequalification questionnaires will be available upon request. Contact Kim Kerwin @ khau@uci.edu.

QUESTIONNAIRE DUE: On September 30, 2020 @2:00pm, completed prequalification documents will be received at: UCIMC, Planning Administration, Building 27, Room 136, 101 The City Drive South, Orange, CA 92868. No prequalification documents will be accepted after 2:00pm on 9/30/2020. However, the University reserves the right to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

PROPOSAL SCHEDULE

Following is the anticipated proposal schedule:

1. Proposal Documents available to the prequalified proposers – 10/07/2020.
2. Proposals received – 10/30/2020.
3. Proposals evaluated and the apparent low proposal determined – 11/13/2020.

The exact dates, times, and location will be set forth in an “Announcement To Prequalified Proposers.”

The University reserves the right to reject any or all responses to Prequalification Questionnaires and any or all proposals and to waive non-material irregularities in any response or proposal received.

Proposal Security in the amount of 10% of the lump sum price proposal, excluding alternates, shall accompany each proposal. The surety issuing the Bid Bond shall be, on the proposal deadline, listed in the latest published State of California, Department of Insurance, list of “Insurers Admitted to Transact Surety Insurance in this State.”

All insurance policies required to be obtained by Proposer shall be subject to approval by University for form and substance. All such policies shall be issued by a company rated by Best as A- or better with a financial classification of VIII or better, or have equivalent ratings by Standard and Poor’s or Moody’s. The Certificate of Insurance shall be issued on the University’s form.

Prospective proposers desiring to be prequalified are informed that they will be subject to and must fully comply with all of the proposal conditions including 100% payment and 100% performance bonds.

All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Proposer may be required to show evidence of its equal employment opportunity policy. The successful Proposer and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Proposal Documents and to pay prevailing wage at the location of the work.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

No contractor or subcontractor, regardless of tier, may be listed on a Proposal for, or engage in the performance of, any portion of this project, unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5 and 1771.1.

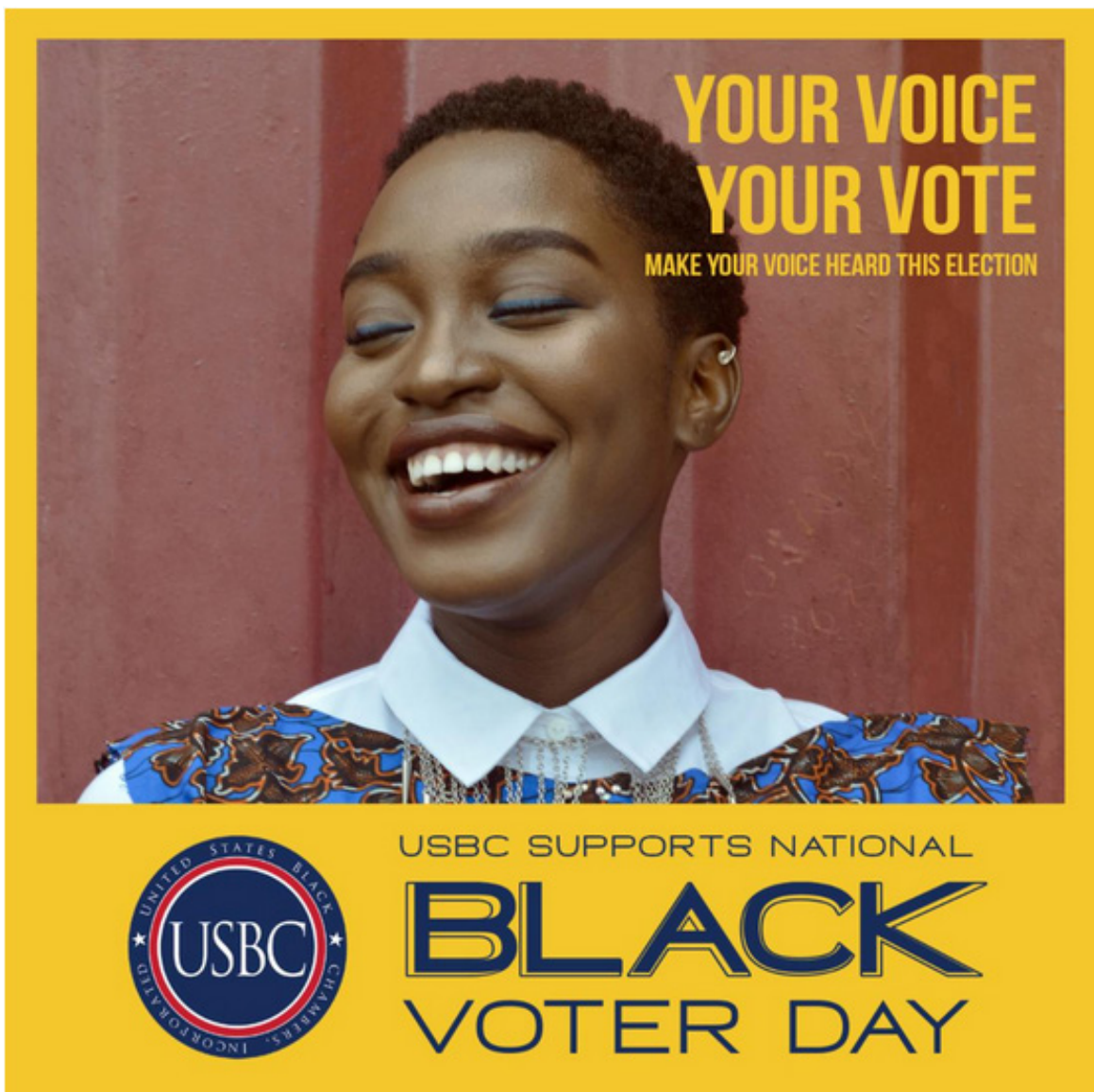
This project is subject to compliance monitoring and enforcement by the Department of Industrial Relations.

The successful Prequalified Proposer shall pay all persons providing construction services and/or any labor on site, including any University location, no less than the UC Fair Wage (defined \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California, Irvine Medical Center
September 14, 2020

USBC Supports
National Black Voter Day
September 18, 2020



Today marks National Black Voter Day: the inaugural day of recognition of Black voters and Black voting power. U.S. Black Chambers' President Ron Busby released the following statement:

"Today we acknowledge the power of the Black vote. As the voice of the nation's Black business owners we will be aggressive and adamant about resources for Black business owners, no matter who becomes the next president.

Black business owners are unique voters with unique hybrid issues that intersect race, social issues, small business policies, and the economy.

The triple pandemic— COVID-19, record Black business closures, and the racist climate of hate are fuel to fire of why we must vote in this year's election; there's too much at stake," said USBC President Ron Busby.