

SBE TODAY

Volume 28, Edition 799 DIVERSITY IN ACTION - SBE is a certified DBE publication SEPTEMBER 6, 2012

SMALL BUSINESS EXCHANGE

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

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The Los Angeles, CA DWP is a Supporter of Supplier Diversity

"Our suppliers come from all over the country as well as many parts of the world," says Albert Stephens, director of supply chain services

The Los Angeles Department of Water and Power (LADWP) is a municipally-owned utility. In 1983, then-mayor Tom Bradley issued Mayoral Directive 1-B, followed by Mayoral Directive 1-C in 1989, establishing the groundwork for the City's current supplier diversity program.

Albert Stephens, director of supply chain services, explains that as a municipally-owned utility, LADWP relies on certification from the City of Los Angeles Department of Public Works' bureau of contract administration, which is the central certifying agent for diverse vendors for the City of Los Angeles. "Our suppliers come from all over the country as well as many parts of the world," Stephens says. He notes that LADWP now also accepts certification by reciprocal Phyllis Palomino is compliance officer and manager of supplier diversity, certifying agencies.

Phyllis Palomino, compliance officer and manager of supplier diversity, administers and oversees the program at LADWP. She and her staff ensure that LADWP managers and contract administrators as well as potential M/WBE suppliers understand the goals of the LADWP program.

Doing business

"At the beginning of the outreach program we had no specific goals, we just did it," Stephens says with a smile. When the first goals were set, they called for 12 percent MBE and 4 percent WBE participation, but soon they were raised to the current 15 percent MBE and 7 percent WBE.

How does LADWP seek out diverse suppliers? There's an extensive outreach program that includes supplier diversity expos and networking receptions for potential diverse firms, and connections with the Southern California Minority Business Development Council (SCMBDC), the local branch of the National Minority Supplier Development Council (NMSDC).

Stephens has served on the board of the SCMBDC for a number of years.

LADWP also has relationships with other trade associations, and takes advantage of a database managed by the bureau of contract administration and the mayor's office of minority business opportunity.

Promoting debundling

The business world in general tends to favor larger contracts with fewer contractors. "It's a natural kind of industry occurrence," Stephens says. But not so much for LADWP: "Over the last decade or so our board of commissioners has consistently promoted debundling larger contracts into smaller portions. We want to make bidding more attractive to small and medium size firms that may have a limited capacity for bonds and insurance.

"Once capability and capacity to perform are defined and specified, we look for firms that can fill that need. Our work is open to MBEs, WBEs, and in some cases small business enterprises in general, depending on the scope of the engagement."

Engineering their own

A lot of the work on construction projects is not contracted out at all, Palomino notes. "LADWP is essentially an engineering company as well as a public works company. We have a substantial base of professional engineers at various levels, so a lot of design and engineering work is done in-house. We're also a collective-bargaining-impacted utility and just about everyone here is represented by some employment association." So a lot of the hardcore construction work of a new substation or transmission line would be done by the utility's own employees.

For example, Stephens points out, "We are soon going to commission our first wind farm.

That project was done partially in-house and partially by outside contractors, with labor forces brought in through the local unions." In general, he says, "There are

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REQUESTS FOR BIDS & SUB-BIDS

SKANSKA

is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for the following project

Construction on Route 395 in San Bernardino County from 7.9 miles North of State Route 18 to 10.4 miles South of State Route 58

District 8 on Route 395

Contract No.: 08-0C1214

DBE Goal: 7%

Bid Date: Sept 13, 2012 – 2:00PM

Plans and Specifications are available for view at our main office in Riverside, at the California Department of Transportation website or by calling 916/654-7028.

Quotes requested for supplies and services including, but not limited to:

Biological Monitor, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Fencing, Erosion Control, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Portable Changeable Message Signs, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Erosion Control, Fiber Rolls, Class 2 Aggregate Base, Roadside Sign, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Traffic Stripe, Pavement Marker, Temporary Soil Binder, Temporary K-Rail, Cold Plane Asphalt, Erosion Control Bonded Fiber Matrix, Transplant Joshua Trees, Ground-in Rumble Strip

All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Plans and Specifications are available for view at our main office in Riverside, at the California Department of Transportation website or by calling 916/654-7028

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers' Comp. Endorsements or waivers required are Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 1%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to Operating Engineers, Laborers, Cement Masons Carpenters unions and Teamsters. Subcontractors must provide weekly, one (1) original and (1) copy of all certified payrolls, including non-performance, and fringe benefit statement if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible.

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509
Ph: (951) 684-5360 • Fax: (951) 788-2449 • Email Tom.Mehas@skanska.com

Intercare Holdings Insurance Services, Inc. is requesting Sub-bids from Minority Business Enterprise (MBE) and Women's Business Enterprise (WBE) Subcontractors/Vendors for:

Copy Service, Court Reporters, Ergonomic Specialists, Interpreters, Transportation Companies for the **Housing Authority of the City of Los Angeles RFP#7567 for Workers' Compensation Third Party Claims Administration**
Bid Due Date: 09/21/2012

For submission of bids and information on the availability of plans and specifications and Intercare's policy concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please contact

Jill McEntire, jmcentire@intercareins.com
PH: (916) 677-2105 • FX: (916) 781-5579
PO Box 579 • Roseville, CA 95661

Best Contracting Services, Inc.
Is requesting sub bids from all DVBE, Suppliers, Subcontractors for:

**ReRoofing Project of Nourse Auditorium
SFUSD Project No. 11365**

**Owner: San Francisco Unified School District
Bid Date: September 12, 2012 at 2:00 p.m.**

Trades needed but not limited to: Concrete Rehabilitation, Concrete Rehabilitation Epoxy Injection, Traffic Coating, Thermoplastic Membrane Roofing, Sheet Metal Flashing and Trim, Portland Cement Plaster, Exterior Painting and Storm Drainage Piping-Roof Drains.

Please contact **Rosalia Robles**
for plans and specs (510) 886-7240 ext 404
rrobles@bestcontracting.com

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SBE/LSBE/DBE Bidding Opportunities
**Exposition LRT Project Phase 2 for Metro Exposition
Line Construction Authority (EXPO)**

Opportunities to provide sub-quotes include:

- Traction Power Substation Ductbank
- Traction Power Substation Site Grounding
- Traction Power Substation Utility switchgear
- Furnish Communication Cable
- General Electrical Supply

**Time Frame: Work is expected to begin in
November 2012 and go through February 2014**

**Notice of Interest Response Deadline:
September 7, 2012**

**Contact Information:
Kyle Speck (972-505-4700)**

Mass. Electric Construction Co.
Is an Equal Opportunity Employer

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

**Alameda County in Livermore from 0.1 Mile
West of Greenville Road Undercrossing to
0.5 Mile West of 84/580 Separation**

Contract No. 04-2908C4

Federal Aid Project No. ACIM-5801-1(055)E

DBE Goal: 7%

Engineer Estimate: \$63,200,000

520 Working Days

Bids: September 19th, 2012 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): AC Dike, Cold Plane, Crack Seal, Electrical, Fencing, Hydroseeding, Rebar, Sign Structures, Striping/Markers, Trucking, Sweeper, Soundwall/Masonry Precast, Joint Seal, Concrete Barrier, Concrete Minor, Demolition/Bridge Removal, Fabric and Oils, Guard Rail, Landscaping, Limetreatment, Pile Driving, Clear & Grub, Roadside Signs, Structural Concrete and Traffic Control.

Scope of Work: Roadway Widening and Rehabilitation

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550

Phone: 925-606-2400 • Fax: 925-961-1925

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 Karim Massoud 925-606-2400 for any questions, including bonding, lines of credit, insurance, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

An Equal Opportunity Employer

REQUESTS FOR BIDS & SUB-BIDS

REQUESTING BIDS FROM QUALIFIED DVBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

Rt. 99 Ashlan Ave.

Contract # 06-442624

Fresno and Madera Counties

Bids: September 7, 2012 at 10:00 a.m.

This is a highway project with the typical items of work associated, but not limited to: Aggregate, Rip Rap Material, Bridge Deck Overlay, CIDH Pile, Clear and Grubbing, Concrete Barrier, Concrete Crack Sealing, Construction Area Signs, Consult - Enviro Compliance, Core and Saw, Demo Bridge, Demo Minor, Earthwork and Base, Imported Borrow, Electrical H'Way, Fence & MBGR, Minor Flat Concrete, Joint Seals, K-Rail, Landscape, Erosion Control, Metal Bridge Rail, Minor Concrete Structure, Pavement Grinding, Paving PCC, Plane A C, Paving ASPH Concrete, A C Dike and Misc, Pile Drive, Pipe - Coor Steel, Precast Concrete Pipe, Prestress Concrete, Ready Mix Concrete, Rebar, Rock Slope Protect, Sign Structures, Signs Roadside, Stripe and Mark, Structure Excavate Bridge, Structure Excavate Site, Traffic Control, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DVBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from Caltrans at: www.dot.ca.gov/hq/esc/oe.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



C.C. Myers, Inc.

3286 Fitzgerald Rd. • Rancho Cordova, CA 95742
(916) 635-9370 • FAX (916) 635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications.

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The Los Angeles, CA DWP

■ Continued from page 1
many opportunities.”

Who does the work may depend on the size and scope of the project and sometimes the level of expertise required in various disciplines.

Mirroring the ratepayers

LADWP is sensitive to the business value of its supplier diversity program. “It goes far beyond just compliance,” Palomino explains. “In many cases our suppliers are also our ratepayers

and we try to mirror that. It's good business to do business with people who are doing business with us.”

Meet Nelson Chui of Vistec Consulting

Nelson Chui, president and CEO, started his Vistec Consulting company in 2000. Nelson Chui is president and CEO of Vistec Consulting (Los Angeles, CA), a company he started in 2000. Vistec offers Southern California quality services in planning, implementing and administering IT. It's currently in the process of getting certified by the Southern California branch of NMSDC.

How the company came to work for LADWP “is a good story,” Chui says with a smile. He was working as a contractor for another consulting company while starting up his own, and was sent to help LADWP design an e-procurement system.

“They really liked my work. I built a team for them and besides design I also did the development part.” It was very successful, but because of contract problems it was never finished.

“So LADWP put the project out to bid again, but they liked my work so much that they put me in touch with all the companies that were bidding on the RFP, nine or ten of them. Eight of them named me specifically in their proposals!”

Today that new contract is in its third year of development. Chui is working as a direct

contractor to LADWP as a technology and business consultant “because they wanted to keep me on the project,” he says, but another sub is doing the actual development.

Going strong

Vistec has about twelve techies on its full-time staff, with more IT pros brought in as needed; the company's principals have about forty-six years of collective IT experience. The firm's prime strengths are technology consulting and development, and Chui adds some management consulting work with private businesses.

Vistec is also working for the Southern California cities of Monterey Park and Calexico, hosting their websites and email, writing some programs and helping them manage their IT.

Starting out

Chui was born in Hong Kong. He moved to Canada for the last two years of high school and went on to Simon Fraser University in British Columbia, Canada. He got his MBA from City University of Seattle (Bellevue, WA).

When he completed the MBA he went to work in Dallas, TX as a business analyst for a Toronto-based distribution company. The firm sent him to California to set up systems back when EDI was first coming in; eventually Chui became VP of ops.

But the job kept him traveling between Dallas, Toronto and California; finally he quit that job and took his IT and business expertise into consulting in California.

Next came his work for LADWP and the after-hours launch of Vistec. His jobs with LA and other Southern California cities have netted him a list of happy clients to give him sparkling references. “But no matter how much business you have,” Chui concludes, “you're not just relying on contacts. You have to establish your own credibility.”

Source: 2012 Diversity/Careers

I-805 North Improvement Design Build Project Caltrans Contract No: 11-2T2004

Current and ongoing procurement opportunities for the I-805 North project are available through Skanska's Procurement website

Please visit: www.usa.skanska.com/I805North

Bid packages will be posted to the site on a continual basis. Plans, Specs and additional information are also available on the site.

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GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for **Contract No. 2013-MD-2, Larkspur Ferry Terminal and San Rafael Transit Center Bicycle Racks and Signage**. Interested Bidders must submit sealed bids to the Office of the Secretary of the District on **Tuesday, September 25, 2012, by 2:00 p.m., PST**, at which time bids will be publicly opened and read.

This Public Works Project consists of, in general, installing bicycle racks and signage at the Larkspur Ferry Terminal, located at 101 East Sir Francis Drake Boulevard, Larkspur CA, and at the San Rafael Transit Center, located at 850 Tamalpais Avenue, San Rafael CA. The Larkspur Ferry Terminal work includes: modifications to existing planters in the paid waiting area of the terminal including removal and disposal of planter soils, reinforced concrete planter walls and braces, concrete leveling slabs, in-deck planter assemblies, metal framed glass panels, irrigation pipes and electrical conduits; installation of new reinforced concrete planter walls and new braces, installation of new irrigation pipes and electrical conduits, and installation of new bicycle racks. The San Rafael Transit Center work includes: installation of map cases,

informational kiosks, signposts, and bicycle racks; and furnishing all additional labor, materials, tools, equipment, services, supervision, and incidental work items as required to complete the Project titled Larkspur Ferry Terminal and San Rafael Transit Center Bicycle Racks and Signage, as shown on the Contract Plans and as specified in the Contract Documents.

A non-mandatory pre-bid conference will be held at the Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA on **Tuesday, September 11, 2012, at 10:00 a.m., PST**.

This is a Public Works contract. Bidders bidding as the prime contractor shall possess either a valid **State of California Class A General Engineering Contractor's License** or a valid **State of California Class B General Building Contractor's License** with minimum of five (5) projects' experience with public agencies in the past five (5) years at the time of Contract award. All subcontractors, if any, shall be properly licensed by the State of California to perform specialized trades.

Bids must be accompanied by a deposit either in the form of cash, a certified or cashier's check, or Bidder's bond, as described in the Contract Documents, which shall be applied to damages sustained by District if the successful Bidder fails or refuses to enter into a contract awarded to it.

The successful Bidder shall furnish a performance bond and a payment bond in amounts equal to one hundred percent (100%) of the total price of the Contract. Pursuant to Public Contract Code Section 22300, the successful Bidder may submit certain securities in lieu of the District withholding funds from progress

payments (retention) during the Project.

In accordance with Section 1720 et seq. of the Labor Code, the general prevailing wage rates as established by the Director of the California Department of Industrial Relations will apply to this Contract. The prevailing wage rates established by the California Department of Industrial Relations can be viewed at the District's Engineering Office, and are available at <http://www.dir.ca.gov/DLSR/#PWD>.

The Bid Documents are available for download on the District's web site. To download the Bid Documents, go to the District's web site home page at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Multiple Division and look for Contract No. 2013-MD-2.

To inspect and obtain Bid Documents, please contact the Office of the Secretary of the District, Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, 94129-0601 by telephone at (415) 923-2223, or by e-mail at districtsecretary@goldengate.org, or by facsimile at (415) 923-2013. There is a non-refundable purchase price of fifty dollars (\$50) for hard copies of the Bid Documents. Full sized Contract Plans, not available for download, will be available for purchase upon request for an additional forty dollars (\$40).

/s/ Janet S. Tarantino,
Secretary of the District
Dated: August 30, 2012
8/30, 9/6/12

CNS-2369162#
SMALL BUSINESS EXCHANGE

CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 2035D-6 (ID No. OCM13024) AS-NEEDED SIDEWALK INSPECTION AND REPAIR PROGRAM (SIRP) NO. 4

Sealed bids will be received at 875 Stevenson Street, Room 420, San Francisco, California 94103 until **2:30 p.m. on September 26, 2012**, after which they will be publicly opened and read. Digital files of Bid Documents may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents download site at <http://bsm.sfdpw.org/contract-admin>, or purchased on a CD format from 875 Stevenson Street, Room 420, San Francisco, California 94103, telephone 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works".

Addenda and other bid changes will be distributed by email only to plan holders with email addresses, and will be posted on the Bids and Contracts page at the City's Office of Contract Administration website address: <http://mission.sfgov.org/OCABidPublication/>

The work is performing sidewalk repair and landscaping on a work order basis; including reconstruction of sidewalk, driveway, curb, curb ramps, replacement of utility boxes and covers; tree and hedge trimming; and other related work at various locations in San Francisco. The work will be given

out in Work Order Packages throughout the term of this Contract. Each Work Order Package will include the scope of work and the maximum time of duration. The Contract will expire within 365 consecutive calendar days. The Engineer's estimate is in excess of \$1,600,000. For more information, contact the Project Manager, Robert Quan at 415-554-5797.

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

The Specifications include liquidated damages. Contract will be on a Unit Price basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call Selormey Dzikunu at 415-558-4059 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to HRC Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held on **September 12, 2012, 10:00 a.m.**, at 875 Stevenson Street, Room 430.

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction contracts awarded by the City and County of San Francisco to include performance and payment bonds for 100% of the contract award.

Class "A or C-8" license required to bid.

In accordance with San Francisco Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

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

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

9/6/12
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