

Construction Tech Activity Bodes Well for Future Construction

[Article originally appeared in www.constructionexec.com]

By Chris Skubic,

The pandemic may have conspired to bet against construction—from supply chain issues to workforce shortages and uncertain demand—but the industry has adapted and has been growing at a surprisingly strong pace in 2021. Expectations are that brisk activity will continue in the near term, with forecasts of 10.8% growth per year over the next five years.

More construction activity tends to support innovation, as project developers and managers seek new opportunities to optimize resources and maximize profits. The construction technology sector is already benefiting in the current environment, and today's developments should have a clear impact on the industry tomorrow.

Investor interest persists in construction tech

Mergers and acquisitions activity and private-equity investment in the construction tech sector has accelerated in terms of deal volume with 127 deals executed as of mid-December 2021, up

23.3% (year-over-year), according to PitchBook. In general, M&A activity has been going strong across many industries, as PE firms and public corporations have amassed significant cash and are being highly strategic about its deployment to ensure the desired results for shareholders.

Given the amount of activity and buyers in the market, companies positioning themselves for acquisition have no shortage of opportunities to find the right match. Larger corporations tend to be seeking platforms that will enhance their portfolio of offerings, giving their construction industry clients a wider breadth of solutions to address unique or niche issues. Many PE firms, on the other hand, appear to be favoring more vertically focused solutions with the potential to scale for a strong ROI.

Innovations tackle traditional issues

For construction industry players, all this investment activity bodes well for the future, as investments are flowing into innovation geared toward preserving high-value assets and introducing



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Mayor London Breed Releases New Climate Action Plan to Make San Francisco a Net-Zero Emissions City by 2040

[Article originally appeared in <https://sfmayor.org>]

Mayor London N. Breed and the San Francisco Department of the Environment today released the City's highly anticipated 2021 Climate Action Plan. The data-driven, community-informed, and people-focused Plan contains implementable strategies to achieve net-zero emissions by 2040 while building a more just and equitable future.

"With global climate change rapidly accelerating and affecting us now, we must address this urgent challenge and work together to create a future where we can all thrive," said Mayor

London Breed. "San Francisco's Climate Action Plan takes our ambitious goals and lays out the strategies and actions we need to take to turn those goals into reality. There's a lot of work ahead, but I'm hopeful for the future. If our response to the COVID-19 pandemic has shown us anything, it is that when San Franciscans stand together, we can meet any challenge."

San Francisco's Plan takes a comprehensive approach to eliminating greenhouse gas emissions in the City by identifying strategies and actions in six key areas: energy supply, building operations, transportation and land use, housing, responsible production and consumption, and healthy ecosystems. In total, the Plan identifies

31 strategies and 159 supporting actions to help achieve the new environmental commitments codified this summer in Mayor Breed's climate legislation: reducing emissions 61% below 1990 levels by 2030 and reaching net-zero emissions by 2040. In San Francisco, net-zero emissions is defined as reducing emissions 90% below 1990 levels and sequestering the rest in natural solutions like trees and green spaces.

Each of the actions included in the Plan were identified and evaluated based on their potential for reducing emissions and uniquely meeting the parallel goals of building greater racial and social equity, protecting public health, increasing community resilience, and fostering a more just economy. Of those strategies and actions, those with the most promising impacts are:

- Increase density and mixed-use land near transit;
- Accelerate adoption of zero emission vehicles and expansion of public charging infrastructure;
- Utilize pricing levers to reduce private vehicle use and minimize congestion; and
- Implement and reform parking management programs.
- Housing: Increase compact infill housing production near transit.
- Responsible Production & Consumption: Reduce food waste and embrace plant-rich diets.
- Healthy Ecosystems: Enhance and maintain San Francisco's urban forest and open space.

- Energy Supply: Use 100% renewable electricity by 2025 and phase out all other fossil fuels.
- Building Operations: Electrify existing buildings.
- Transportation & Land Use:
- Invest in public and active transportation projects;

To celebrate the Plan's release, the Department of the Environment will host a series of curated talks by local leaders, activists, artists, and youth this evening, December 8 at 5:30pm. The launch event is hosted in partnership with TEDx Countdown, a global initiative that aims to accelerate solutions to the climate crisis.

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WORKFORCE DEVELOPMENT

Construction Adds 22,000 Jobs In December, Jobless Rate Falls To 5 Percent As Ongoing Nonresidential Recovery Offsets Rare Dip In Residential Total

[Article originally appeared in www.agc.org]

Construction employment increased by 22,000 jobs between November and December as non-residential construction firms added workers for the fourth month in a row while residential construction employment slipped, according to an analysis by the Associated General Contractors of America of government data released today. Association officials said the new employment figures are consistent with the results of a new outlook survey they will be releasing on January 12.

“Nonresidential contractors are increasingly busy and are eager to hire even more workers,” said Ken Simonson, the association’s chief economist. “But the low rate of unemployment and record job openings in construction show how

difficult it is bringing enough workers on board.”

Simonson noted that the unemployment rate among former construction workers in December was 5.0 percent, which tied the lowest December rate since at least 2000 and was down from 9.6 percent a year earlier. He added that industry job openings totaled 345,000 at the end of November, an all-time high for November data.

Construction employment in December totaled 7,560,000, an increase of 22,000 for the month and 160,000 or 2.2 percent for the year. However, industry employment still trails the pre-pandemic peak, set in February 2020, by 88,000 positions.

Nonresidential construction firms added 27,000 employees in December, following a pickup of 25,700 in November. The category comprises nonresidential building contractors, with a gain

of 3,700 employees; specialty trade contractors, with 12,900 more workers than in November; and heavy and civil engineering construction, which added 10,400 employees. But nonresidential employment remains 169,000 below the February 2020 level. The sector has regained only 74 percent of the jobs lost at the outset of the pandemic.

Residential construction employment dipped for only the second time in 2021, by 4,100 employees in December. Residential building contractors, such as homebuilders and general contractors that concentrate on multifamily construction, added 700 workers during the month, while residential specialty trade contractors shed 4,800 employees. Residential employment in December remained 82,000 above the February 2020 mark.

Association officials said the jobs figures reflect the industry optimism indicated in the annual Outlook survey they will be releasing during a virtual media briefing on Wednesday, January 12. But they cautioned that labor shortages continue to challenge contractors who are struggling to hire enough workers to keep pace with demand.

“The industry appears well poised for a strong recovery in 2022, but there are certainly clear challenges, including labor shortages, that could undermine construction this year,” said Stephen E. Sandherr, the association’s chief executive officer.

SOURCE: www.agc.org/news/2022/01/07/construction-adds-22000-jobs-december-jobless-rate-falls-5-percent-ongoing-nonresidential-recovery



TECHNOLOGY EQUITY

What’s New in Civic Tech: Grants Power Grassroots Digital Equity

[Article originally appeared in <https://greenlining.org>]

By Zack Quaintance and Julia Edinger,

The nonprofit organization The Greenlining Institute has announced grants for 10 grassroots organizations in Oakland, Calif., that are working on digital equity projects and initiatives.

The grants are being made through a program called The Town Link, which is a partnership between Greenlining and the city. The overarching goals of the initiative are to increase Internet adoption among residents while also bolstering digital literacy for members of communities that have traditionally lacked Internet access.

This work comes following a Greenlining report that found a connection between communities in the East Bay area that lack broadband and neighborhoods that were redlined starting back in the 1930s.

“As an incubator of innovative policy ideas and an advocate for transformative change, Greenlining exemplifies the values of an Oakland Un-

divided leadership partner,” said Oakland Mayor Libby Schaaf in a statement. “Together, our collective impact will ensure that all Oakland public school students have access to the tools at home necessary for a 21st century education: a personal computer, reliable Internet, and culturally responsive tech support.”

In Oakland, 10 community groups will receive \$10,000 each, funded by the city. Those groups are El Timpano, Center for Empowering Refugees and Immigrants (CERI), Allen Temple Baptist Church, Building Opportunities for Self-Sufficiency (BOSS), Homies Empowerment, Oakland Workers Fund, The Unity Council, Roots Community Health Center, St. Mary’s Center, and the Vietnamese American Community Center of the East Bay.

The funding will primarily enable these groups to put computers and tablets in the hands of residents who lack the devices. In addition, it will also go toward training and educational workshops around digital literacy in their communities.

This — and other efforts like it — is part of a growing trend of local government partnering across sectors to address digital literacy. While the work has existed and been important for some time, the COVID-19 pandemic emphasized the importance of having all residents connected to the Internet and able to use it for vital services. As a result, there has been increased support across sectors — from local government to nonprofits to philanthropies to private companies — for digital inclusion. (Zack Quaintance)

NATION’S MOST POPULOUS COUNTY CONSIDERS WIDE-SPANNING DIGITAL EQUITY REPORT

Los Angeles County, which is the most populous county in the nation, is considering a wide-spanning digital equity report that might have the potential to lead to rapid large-scale deployment of solutions aimed at bringing Internet access to every resident in the county.

The report comes from the internal services department, and it is titled Utilizing Existing Infrastructure and Resources to Accelerate Digital

Equity. It’s a public report, submitted late last month, and it includes options for a county-owned municipal broadband service, as well as public-private partnerships, and a set of RFI proposals received from service providers that could lead to new access for as many as 300,000 households that currently lack Internet.

The intention behind all of this is to find effective options that could lead to bolstered Internet access throughout Los Angeles County by the end of the calendar year. (Zack Quaintance)

SAN JOSE, CALIF., TO USE CRYPTOCURRENCY TO HELP RESIDENTS PAY FOR INTERNET

San Jose, Calif., has launched an initiative that will pilot the use of cryptocurrency to help residents pay for Internet over the course of six months.

For this initiative, HNT cryptocurrency tokens will be mined through Helium Hotspot devices in partnership with the California Emerging

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NEW ORLEANS RTA

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BUSINESS TOOLKIT

How To Scale A Small Business

By Susan Guillory

Every startup and small business dreams of rocketing growth. But without a little planning, business owners may stay mired in focusing on daily tasks and to-dos and may not take time to come up for air to work on their business strategy for growth.

If you dream of expanding your business, get a plan for scaling it smartly and sustainably over time.

What Makes a Business Scalable?

Scaling a business means growing it slowly and steadily so that it can sustain that growth over time. A business is scalable if it can handle an increase in demand from customers without heavily increasing its expenses to accommodate that demand.

Scaling a tech company is easier than scaling other types of businesses. For example, a software as a service (SaaS) brand could easily handle a significant increase in customers simply by adding more servers to its system. On the flip side, a business that trades time for money, such as a consultancy, is one that may be more dif-

icult to scale because, in this example, a consultant can only work with one client at a time, so is limited in how many customers she can serve.

When Should You Scale a Business?

A business that is established and has steady cash flow is one that can scale to greater heights.

On the other hand, a company that has unsteady revenues or too much debt is one that may not be secure enough to successfully launch a scaling strategy. And a new business may be focused on establishing roots and may not be ready to scale.

Entrepreneurs considering scaling should carefully consider whether their companies are truly ready for growth since it's going to require time, money, and effort to get there.

7 Ways to Scale Your Business

Now let's look at a few of the ways you can scale your business.

Expand Your Business Model

You've made a name for yourself by offering certain products or services. It's time to consider offering new products to better deliver what your customers want.

Consider related services or products that your customers might want. For example, if you sell home decor in your retail shop, you could start offering live plants. If you are a business coach who works one-on-one with clients, you could start offering group coaching programs.

Invest in Partnerships

There's no reason you have to do all the heavy lifting when it comes to scaling. Consider potential partners you could work with to score more customers. With your home decor store, you could partner with an interior designer who offers in-person decorating classes in your shop. She can promote the event to her contact list, exposing your brand to a wider audience.

Hire Employees

Scaling happens from all sides: as your customers grow in numbers, you'll need new employees to help serve them. Look to hire team members with skillsets that complement your own so that you have experts in every area—from customer service to marketing.

Automate Processes

One overlooked aspect of scaling a business is simply improving operations, workflows, and internal processes. If you leverage automation to handle, for example, your email marketing, you save time and can put that toward other areas of your business.

Business growth relies on establishing solid processes, especially if you hire more employees. Document every task in your business so that new hires can easily ramp up and get to work. You'll make training easier and save time.

Constantly Market Your Biz

To attract more customers on a regular basis, you'll need to leverage marketing tools like social media, content marketing, podcasts, advertising, and more. The better you establish your brand as a leader in your industry, the easier it will be to attract new customers.

As you market, keep an eye on results. Which marketing avenues are bringing in the most traffic to your website and sales? These are the ones

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CALIFORNIA SUB-BID REQUEST ADS



Turner Construction, San Jose Evergreen Valley College (EVC) and Gilbane-Cordoba, formally announce the upcoming bidding opportunity on the project listed below. Bidders are encouraged to participate in achieving the overall project anticipated results for LBE, SBE, IBE, VBE, MBE, and WBE percentages as outlined below.

- LBE - Local Business Enterprise, SBE- Small Business Enterprise, or IBE Intradistrict Business Enterprise (combined target of 25%)
- VBE - Veteran Business Enterprise (1% anticipated results)
- MBE - Minority Business Enterprise (8% anticipated results)
- WBE - Women Business Enterprise (4% anticipated results)

EVC Sequoia Upgrades/ Nursing Addition
 Approximate Construction Value: \$21,000,000
 Owner: San Jose Evergreen Valley College District

This project consists of renovation of the existing Sequoia nursing building and demolition of existing Sequoia Lecture Hall to be replaced by a new (2) story building (~16,000 sf) at the Evergreen Valley College campus. The new (2) story building includes a high fidelity simulation suite and flexible skills and assessment lab, classrooms, and restrooms. The renovation scope in the existing Sequoia building includes upgrades to interior finishes and accessible restrooms. There will also be new landscape and sitework including upgrades along the path of travel and extension of utility lines to service the new building.

Trade Package Awards will be based on a Best Value Selection. Proposal will be reviewed and awarded based on complying with the following criteria: Pricing, Quality, Schedule, PSA/PLA/CCA Acknowledgement and Commitment to Outreach & Project Anticipated Results.

Trade Package #	Trade Package Name
001	STRUCTURAL STEEL
002	METAL DECKING
003	MISCELLANEOUS METALS/ STAIRS
004	CURTAIN WALL/ GLAZING
005	ELEVATORS
006	FIRE PROTECTION
007	PLUMBING
008	MECHANICAL
009	ELECTRICAL
010	DRYWALL AND FRAMING + FIBER CEMENT SIDING + PLASTER

Plans and Specifications:

Plans, Specifications, Requirements, and other bid documents will be available 1/12/2022. Please request access to Building Connected by contacting Turner at norcalprocurement@tcco.com

Pre-Bid Meeting/Job-Walk:

INFORMATIONAL Pre-Bid Virtual Meeting:
Date: MONDAY, JANUARY 17TH @ 10am
 Virtual Call information will be publishing via Building Connected

Requests for Information: Prequalification

Pre-Bid Requests for Information (RFIs) are due January 24, 2022 by 2:00pm Bidders interested in working with Turner on this project will be required to prequalify before being awarded the work. Submit prequalification packages online at www.turnerconstruction.com/sub-contractors. Contractors are encouraged to submit a prequalification package by January 21.

Bids are due not later than 2:00 p.m., WEDNESDAY, FEBRUARY 9, 2022
SUBMITTED THROUGH: BUILDING CONNECTED ONLY



Request for Qualification (RFQ)
RFQ Period: January 12, 2022 – January 25, 2022

Turner Construction Company (Turner) is seeking qualified Subcontractors for the following project:

Gateway – University of California, Berkeley
UCB Project No. 12785A

Turner has been awarded the UCB Gateway project designed by Weiss Manfredi, Executive Architect Gensler and MEP by Interface, located at the former Tolman Hall site, bounded by Hearst Avenue to the north, Koshland Hall to the west, and Morgan Hall and Wellman Courtyard to the east. The project gateway will span over Morgan Bikeway with new paving and planting to invite visitors into campus. This is a new 5-story, 380,000 square feet building hosting Berkeley's data science classrooms, seminar and core spaces on the lower level, while the upper five levels are dedicated to a mix of research labs, faculty and staff offices, workstations and collaborative meeting spaces. This project is seeking either LEED Gold or Platinum certification.

Trade Subcontractors who do not submit the pre-qualification information and are not pre-qualified will not be allowed to propose on the project.

Turner is currently seeking RFQs for the following Trade Packages:

Group	Bid Package #	Trade Package
2A	6	Earthwork / Demo / Shoring / Dewatering - Design/Build

Turner has a 20% UBE [MBE/WBE/DVBE/LGBTQ+] goal for this project.

University Project Reference: <https://capitalstrategies.berkeley.edu/gateway>

For information on how to Pre-Qualify with Turner, please contact Tim Galvin – Subject: UCB Gateway at the following email address: projectoutreach@tcco.com

Looking for Subcontractors, Vendors, and Suppliers?

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

With a monthly readership of 26,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.

Call **1-800-800-8534** or visit us at **www.sbeinc.com**





CALIFORNIA SUB-BID REQUEST ADS

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested
 Owner: California Department of Transportation
 Caltrans Contract Number: 12-0J34U4
 Proposal Due Date: February 10, 2022 – 2:00 PM
 DBE 24%

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors, material suppliers, service consultants, and vendors, as well as certified DBE firms related to the scopes of work below for the

CONSTRUCTION ON STATE HIGHWAY IN ORANGE COUNTY IN IRVINE, SANTA ANA, AND TUSTIN ON ROUTE 5 AT NEWPORT AVENUE UNDERCROSSING AND ON ROUTE 55 FROM 0.4 MILE NORTH OF ROUTE 55/405 SEPARATION TO 0.1 MILE SOUTH OF ROUTE 5/55 SEPARATION
 In District 12 On Route 5, 55
 12-Ora-5, 55-29.6, R6.4/10.3

Plans & Specs can be accessed and download online at: Caltrans Office of Engineer
<http://ppmoe.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php>

And on Building Connected at
<https://app.buildingconnected.com/projects/61bbbe156f3d3600c752691d/info>

Requested scopes include, but are not limited to, the following and should be based on Contract and its amendments: Aggregates, Bridge Bearing Pads, BMP Materials, Geotextiles, Joint Seal Material, Miscellaneous Metals, PCC Dowel & Tie Bars, Tie Bars, PCC Materials, Precast Concrete Girders, Pipe Materials, RCP Pipe, Ready Mix Concrete, Formliner, Traffic Control Materials, Asphalt Paving, AC Dike, Construction Area Signs, CIDH piles, Clearing & Grubbing, Concrete Barrier – Bridge, Concrete Barrier – Roadway, Cold Plane Asphalt Paving, Concrete Ditch, Minor Concrete Flatwork, Furnish and Place Polyester Concrete, Demolition & Removals, Drill & Bond Dowel, Driven Pile, Erosion Control, Electrical, Fencing & Railing, Guardrail, Grind Existing PCC, Ground Anchors & Structural Concrete, Landscape & Irrigation, Masonry Soundwall, Minor Structures, Overhead Signs, PCC Paving, F&E Precast Girders, Noise & Vibration Monitoring, Pre / Post Construction Survey, Quality Control, Reinforcing Steel, Roadside Signs, Rock Slope Protection, Saw & Seal Concrete, Striping, Treated Wood Waste, Underground, Concrete Pump, Sweeping, Trucking, and Water Truck.

Requirements: Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedules which will permit maximum participation when feasible. 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 and waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & 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 the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Please note that all Contractors and Subcontractors must register with The DIR (Department of Industrial Relations) in order to bid on public works projects. Include CSLB License Number and DIR Number on all quotes submitted.

Skanska USA Civil West California District is an Equal Opportunity/Affirmative Action Employer
 EEO/AA/Vet/Disability Employer

Estimating Department: 1995 Agua Mansa Rd, Riverside, CA 92509
 Phone: (951) 684-5360, Fax: (951) 788-2449 • Email: bids.social@skanska.com



1395 Evans Avenue, San Francisco, CA. 94124
 Phone: (415)227-1040 Fax: (415)227-1046

Contact: Don Hart – dhart@mitchell-engineering.com,
 Scott Tilley – stilleym@mitchell-engineering.com or
 Kathy Streblov – kstreblov@mitchell-engineering.com

All Qualified AND/OR Certified Disadvantaged Business Enterprise (DBE) including WBE & MBE are invited to forward bids/quotes. All Subcontractors, Truckers and Material/Equipment Suppliers are requested to forward their bids/quotes for the following Project:

Delaware Street Relief Sewer, City Project No.: 46S003-46S17-0553-46320
 Location: San Mateo, California **Revised Bid Date: January 18, 2022, at 2:00 PM**

The project is also subject to have all subcontractors listed in the bid with a DIR Number.

Mitchell Engineering is seeking qualified subcontractors and suppliers for the following:

Trucking/Hauling, SWPPP, Traffic Control, PVC Material, Micro-tunneling, Geotechnical Instrumentation & Monitoring, Manholes, CCTV Inspections and Sidewalks.

Plans and specs are available at no cost to interested firms. Please contact our office @ (415)227-1040 or email: stilleym@mitchell-engineering.com

Stronger Building Services
 Is requesting sub bids from Certified DVBE Subcontractors and Suppliers for:
John Muir Elementary School Reroofing Project
 SFUSD Project No. 12291

380 Webster St., San Francisco, CA 94117

Bid Date: January 27, 2022 • Bid Time: 11:00 a.m.

Trades Needed (but not limited to): Rough Carpentry, Demolition, Roofing

Brief project description:

Removal and replacement of existing built-up tar and gravel roof at flat roof areas and asphalt shingles at sloped roof areas with new thermoplastic-polyolefin (TPO) singly ply roofing and asphalt shingles, respectively where noted. Other work involves roof insulation, sheet metal flashing and trim, gutters downspouts and some wall repairs and elastometric coatings.

Plans and Documents are available at: e-arc.com

Stronger Building Services

580 Harlan St. San Leandro, Ca 94577 • Phone: (510) 487-8363 Fax: (510) 487-8246

Contact Ismael Avila • PLEASE INCLUDE A COPY OF YOUR DVBE CERTIFICATION LETTER WITH YOUR BID.

CAHILL CONTRACTORS LLC
 requests bids from Certified
 SBE Subcontractors and Suppliers
 for ALL REMAINING trades EXCEPT:

abatement, demolition/earthwork, shoring,
 exterior building maintenance, fire sprinkler,
 elevators, PV system & tower crane.

**SHIRLEY CHISHOLM VILLAGE –
 ALL REMAINING TRADES**

1360 43rd Avenue, San Francisco, CA

This is an SF CMD project. Union Labor required
 for carpenters, laborers, operating engineers only
 / Prevailing Wage / Local hiring requirements.

BID DATE: 01/25/22 @ 2PM

**Voluntary Virtual Pre-Bid Meeting:
 01/12/22 @ 10AM**

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

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



11555 Dublin Boulevard • P.O. Box 2909
 Dublin, CA 94568-2909
 (925) 829-9220 / FAX (925) 803-4263

Website: www.desilvagates.com

ESTIMATOR: **DAVID CZECH**

An Equal Opportunity/ Affirmative Action Employer

DeSilva Gates Construction (DGC) is preparing a bid as a
 Prime Contractor for the project listed below:

**CALTRANS ROUTE 101 – CONSTRUCTION ON
 STATE HIGHWAY IN MARIN COUNTY IN AND NEAR
 NOVATO FROM 0.1 MILE SOUTH OF FRANKLIN AV-
 ENUE OVERHEAD TO 0.5 MILE SOUTH OF
 SAN ANTONIO CREEK BRIDGE,
 Contract No. 04-264724,
 Federal Aid Project No. CML- 6204(132) N
 Disadvantaged Business Enterprise Goal Assigned
 is 23%**

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

REVISED BID DATE: FEBRUARY 15, 2022 @ 2:00 P.M.

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

**AC Dike, Box Culvert, Bridge, Clearing and Grubbing/
 Demolition, Concrete Barrier, Construction Area Sign,
 Crack Sealing, Electrical, Emulsion supplier, Erosion
 Control, Fencing, Irrigation, Metal Beam Guardrail,
 Micro-Surfacing, Minor Concrete, Minor Concrete
 Structure, Pavement Milling, Roadside Signs, Sign
 Structure, Soil Nail & Shotcrete, Striping, SWPPP
 Prep/ Water Pollution Control Plan Prepare, Tempora-
 ry Erosion Control, Temporary Reinforced Wall Sup-
 plier, Testing, Traffic Control System, Underground,
 Vegetation Control, Trucking, Water Trucks, Street
 Sweeping, Hot Mix Asphalt (Type A) Material, Rub-
 berized HMA (Open Grade) Material, Rubberized HMA
 (Gap Grade) Material.**

Plans and specifications may be reviewed at our of-
 fices located at 11555 Dublin Boulevard, Dublin, CA and
 3855 North Freeway Boulevard, Suite 100, Sacramento,
 CA or at your local Builders Exchange, or reviewed and
 downloaded from the dropbox site at https://www.dropbox.com/sh/5rvc1b1wfbasgl9/AABbrd0ba51_kN3GtAESfBUoa?dl=0

or from the Owner's site at http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Esti-
 mator David Czech. If you have questions for the Estima-
 tor, call at (925) 829-9220. When submitting any public
 works bid please include your DUNS number and DIR
 number. For questions regarding registration for DIR use
 the link at www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DBE support services and assistance in ob-
 taining bonding, lines of credit, insurance, necessary
 equipment, materials and/or supplies or related assis-
 tance or services, for this project call the Estimator at
 (925) 829-9220, or contact your local Small Business
 Development Center Network (<http://californiasbdc.org>)
 or contact the California Southwest Transportation Re-
 source Center (www.transportation.gov/osdbu/SBTRCs).
 DGC is willing to breakout portions of work to increase the
 expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Performance
 bonds may be required as a subcontract condition. This
 will be a PREVAILING WAGE JOB. DGC is an Equal Op-
 portunity/Affirmative Action Employer.



PROJECT NAME: Los Banos Police Station
BID DATE: January 24, 2022 at 3:00 PM

Scopes: Structural Steel, Metal Decking

Project Description:

BIDS FOR THE ABOVE SCOPE ONLY AT THIS TIME. The
 City of Los Banos has awarded Swinerton Builders the
 design and construction of a new police station. The
 new police station includes a 28,000 SF main building, a
 3,000 SF impound building on a 2.8-acre site. The main
 building will be a 1-story Type I-B building with a steel
 and concrete structure.

PLANS & SPECIFICATIONS:

<https://swinerton.com/subcontractors/current-bid-opportunities/>

Contact: Karina Schulz
 Tel: (415) 516-4174

Email To: karina.schulz@swinerton.com

Please submit your bid to Karina Schulz via Building
 Connected or via email.

We reserve the right to require all subcontractors to fur-
 nish 100% performance and payment bonds from a U.S.
 Treasury-listed surety. Premium cost to be included as a
 separate item. At our discretion, a bid bond and/or letter
 of bondability from a U.S. Treasury-listed surety may be
 required within 48 hours of demand.

**"Swinerton is an Equal Employment Opportunity,
 Minority, Women, Disability, and Veteran Employer"**

Sub-Bids Requested from
MBE, DBE, WBE, SBE, DVBE
 Subcontractors and Suppliers
Oro Loma Sanitary District
**Sewer Collection System Pipeline
 Rehabilitation & Replacement Project
 Phase 3**

Bid Date 02/14/22 @ 2:00 P.M.

For Subcontractors & Suppliers in the
 area of Trucking, Supply of Pipe &
 Fittings, Striping

Precision Engineering, Inc.
 1939 Newcomb Ave
 San Francisco, CA 94124
 Ph: (415) 621-4882 x 100
 Fx: (415) 621-4812
 Contact: Finbar Brody

For assistance with bonding, lines of credit,
 insurance, or anything else regarding bidding
 on this project, contact

Precision Engineering, Inc. via phone
 An Equal Opportunity Employer

CAHILL CONTRACTORS LLC
 requests bids from Certified
 SBE Subcontractors and Suppliers
 for ALL trades EXCEPT:

Earthwork / Shoring & Underpinning /
 Elevators / Fire Protection

POTRERO, BLOCK B - Remaining Trades
1801 25th Street, San Francisco, CA 94107

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

BID DATE: 2/15/22 @ 2:00 p.m.

Voluntary Pre-Bid Meeting:
 1/26/22 @ 10:00 a.m.

(This meeting will be held on site.)

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

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

SMALL
BUSINESS
 EXCHANGE



CALIFORNIA SUB-BID REQUEST ADS



Kiewit Infrastructure West Co.
4650 Business Center Drive • Fairfield, CA 94534
Attn: Krista Christensen at norcal.bids@kiewit.com
Fax (707) 439-7301

Requests quotes from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate for the following project in Stanislaus & San Joaquin Counties, CA:

San Joaquin Pipeline Valve and Safe Entry Improvements: Phase 1A
Contract No. HH-1005

Owner: City and County of San Francisco
Bid Date: January 20, 2022 @ 2:00 P.M.

Subcontractor and Supplier Scopes are due January 13, 2022 and
Quotes NO LATER THAN January 19, 2022 at 5 PM.

Kiewit requests City & County of San Francisco Small and Micro (LBE) and SF Contract Monitoring Division (SFPUC-LBE) certified businesses for, but not limited to, the following scopes:

Concrete Pumping • Concrete Supply • Electrical • Electrical Supply • Electrical Testing • Erosion Control • Excavation/Grading • Fences & Gates • Integrator • Miscellaneous Metals • Piping & Valves • Rebar • Shoring • Structural Steel Framing • Water Truck • Welding

Certified thru the following agencies: www.sfgov.org ; www.sfwater.org

Plans are available for viewing through SmartBidNet (SBN). All companies already registered in our SBN database will receive an invitation to bid. Please email norcal.bids@kiewit.com to have your company added to our SBN database 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. Bond requirement can be waived on a case-by-case basis. **Bond premiums are reimbursable by Kiewit.** Please contact Kiewit for any assistance in bonding, insurance, equipment, materials and/or supplies. Subcontractors must possess & provide current California contractor's license number & DIR Registration number.

Each subcontractor must comply with the terms of the Project Labor Agreement (PLA). Non-signatory subcontractors providing labor on site will be required to sign an agreement for trades covered under this Project Labor Agreement (PLA).

Subcontractors and Suppliers will be required to execute Kiewit standard agreements and agree to Kiewit standard general terms and conditions. Copies are available for review through our SmartBidNet (SBN) site.

FEMA Funding Requirement apply
Davis-Bacon and California prevailing wage rates apply

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



Kiewit Infrastructure West Co.
4650 Business Center Drive • Fairfield, CA 94534
Attn: Krista Christensen at norcal.bids@kiewit.com
Fax (707) 439-7301

Requests quotes from qualified Subcontractors, Service Providers, Consultants, and/or Suppliers seeking to participate for the following project in Orinda, CA:

Orinda, Lafayette & Walnut Creek WTPs
Carbonic Acid Storage & Feed Control Systems
Specification No. 2137

Owner: East Bay Municipal Utility District
Bid Date: January 19, 2022 @ 1:30 PM

Subcontractor and Supplier Scopes are due January 12, 2022 and
Quotes NO LATER THAN January 18, 2022 at 5 PM.

Kiewit requests proposals/quotes from Local Subcontractors, Service Providers, Consultants, and/or Suppliers located in the counties of Alameda, Contra Costa, San Joaquin, Calaveras, Amador, and other counties for the following scopes, but not limited to:

Asphalt Paving • Acoustical Panels • Aggregates • Cathodic Protection • Clearing & Grubbing • Concrete Pumping • Concrete Supply • Demolition • Divers • Electrical • Electrical Supply • Electrical Testing • Electronic Safety & Security • Erosion Control • Fences & Gates • Fiber Optic Cable • Integrator • Joint Sealants • Lead Abatement • Louvers • Mechanical Equipment • Metal Building System • Miscellaneous Metals & Structural Steel • Painting & Coating • Pipe Insulation • Piping & Valves • Rebar • Sawcut & Core Drill • Signage • Survey • Sweeper Truck • Trucking & Hauling • Water Truck • Welding

Plans are available for viewing through SmartBidNet (SBN). All companies already registered in our SBN database will receive an invitation to bid. Please email norcal.bids@kiewit.com to have your company added to our SBN database 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. Bond requirement can be waived on a case-by-case basis. Please contact Kiewit for more information. Bond premiums are reimbursable by Kiewit.

Interested firms may contact Kiewit for any assistance in bonding, insurance, equipment, materials and/or supplies.

Subcontractors must possess & provide current California contractor's license number & DIR Registration number.

EBMUD's Contract Equity Program and Equal Employment Opportunity Guidelines applies to this pursuit. EBMUD's Contract Equity Program were established to enhance equal opportunities for all business owners regardless of race, ethnicities, genders, and sexes.

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



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:
CIP bridges, construct roadway, retaining walls, and modify electrical
Hwy 101 Novato, Marin County
Caltrans #04-264724
REVISED BID DATE: January 20, 2022 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Develop Water Supply, Construction Area Signs, Traffic Control System, Stationary Impact Attenuator Vehicle, Type III Barricade, Portable Radar Speed Feedback System, Temporary Crash Cushion, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis, and Annual Report, Temporary Fencing, Sweeping, Temporary Active Treatment System, Water Quality Monitoring Report, Temporary Creek Diversion Systems, Temporary Reinforced Embankment, Asbestos Compliance Plan, Electrical Equipment Containing Hazardous Material Disposal, ADL Burial Location Report, Treated Wood Waste, Noise Monitoring, Temporary High Visibility Fence, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Structure Excavation, Structure Backfill, Subgrade Enhancement Geotextile Class B2, Crack Treatment, Data Core, AC Dike, Tack Coat, Cold Plane AC, Soil Nail, Steel Casing, CIDH Concrete Piling, Precast Concrete, Micro-Surfacing, Segment Corrections, Material Testing, Prestressing Cast-in-Place Concrete, Structural Concrete, Manhole, Fractured Fin Texture,

Dry Stack Rock Texture, Drill and Bond Dowel, Bar Reinforcing Steel, Structural Shotcrete, Asphalt Membrane Waterproofing, Sign Structure, Public Safety Plan, Bridge Removal, Column Casing, Underground, Concrete Backfill, Imported Biofiltration Soil, Gross Solids Removal Device Linear Radial Type LR-2(6), Trash Net, Geocomposite Drain, Adjust Utilities, Cap Inlet, Sand Backfill, Small-Rock Slope Protection, Gravel Filter, Slope Paving, Rock Slope Protection, Slope Paving – Brick Pavers, Demolition, Minor Concrete, Misc. Iron & Steel, Lighting (City Street), Anti-Graffiti Coating, Obliterate Surfacing, Fencing, Delineator, Pavement Marker, Object Marker, Roadside Signs, Vegetation Control (Minor Concrete), Chain Link Railing, Single Thrie Beam Barrier, Guardrail, Transition Railing, Alternative In-Line Terminal System, Concrete Barrier, Thermoplastic Striping & Marking, Painted Striping & Marking, Traffic Stripe Tape with Contrast, Lighting Systems, Modify Ramp Metering Systems, Modify Traffic Monitoring Stations, and Construction Materials

Jean Sicard (510-809-3411 jsicard@ocjones.com) is the estimator on this project and 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 12:00 PM 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. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. OCJ is available to help obtain necessary equipment, material and/or supplies. 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: Jean Sicard

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
HMA, roadway excavation, structural concrete, and modify lighting systems
Hwy 29 and 221 Napa County
Caltrans #04-281204
BID DATE: February 1, 2022 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Construction Area Signs, Traffic Control System, Type III Barricade, Plastic Traffic Drums, Portable Radar Speed Feedback Signs, Portable Changeable Message Signs, Crash Cushion, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis, and Annual Report, Sweeping, ADL Burial Location Report, Treated Wood Waste, Noise Monitoring, Clearing & Grubbing, Dust Palliative, Roadway Excavation Type R-1 & R-2 Aerially Deposited Lead), Structure Excavation, Structure Backfill, Imported Borrow, Subgrade Enhancement Geogrid, Decorative Boulders, Rock Blanket, Irrigation, Lean Concrete Base, AC Dike, Tack Coat, Cold Plane AC, Structural Concrete, Prestressing Cast-In-Place Concrete, Concrete Surface Texture, Joint Seal, Bar Reinforcing Steel, Sign Structure, Underground, Rock Slope Protection, Minor Concrete, Temporary Shoring for Embankment (HSE), Prime Coat, Geosynthetic Pavement Interlayer, Detectable Warning Surface, Misc. Iron & Steel, Undercut Anchors, Survey Monument, Prepare & Stain Concrete, Obliterate Surfacing, Delineator, Pavement Marker, Treatment Best Management Practice Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Tubular Handrailing, Alternative In-Line System, Alternative In-Line Terminal System, Concrete Barrier, Thermoplastic Striping, & Marking, Painted Striping & Marking, Traffic Stripe Tape, Maintaining Existing Traffic Management System Elements During Construction, Traffic Monitoring Station System, PTZ Camera Systems, Highway Advisory Radio Systems, Electrical, and Construction Materials

Jean Sicard (510-809-3411 jsicard@ocjones.com) is the estimator on this project and 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 12:00 PM 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. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. OCJ is available to help obtain necessary equipment, material and/or supplies. 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.



CALIFORNIA SUB-BID REQUEST ADS



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

SUBS/SERVICE PROVIDERS

Asphalt Concrete, Clearing & Grubbing, Crash Cushion, Ground Anchor, Hydroseeding, Lead Compliance, Minor Concrete Structures, Portland Cement & Concrete Pavement, SWPPP Planning, Reinforced Concrete Pipe, Remove Concrete, Temporary Erosion Control

SUPPLIERS/SERVICE PROVIDERS

Aggregate Base

**CALTRANS STATE OF CALIFORNIA DEPARTMENT OF TRANSPORTATION
CONSTRUCTION ON STATE HIGHWAY IN CITY AND COUNTY OF LOS ANGELES FROM 0.2
MILES NORTH OF RINALDI STREET UNDERCROSSING TO ROUTE 5/405 SEPARATION**

Contract No. 07-343204

DBE GOAL 19%

BID DATE: January 27, 2022 at 2:00 p.m.

All Quotes Due Prior

**Sukut Construction, LLC
4010 W. Chandler Avenue, Santa Ana, CA 92704
Contact: Lawrence Damore**

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 Eric Bodyfelt 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.

Sukut Construction, LLC An Equal Opportunity Employer



REQUEST FOR CERTIFIED DBE SUBCONTRACTORS/SUPPLIERS/SERVICES

Caltrans Contract 04-281204

**Construction on State Highway in Napa County near Napa, CA on Rte 29
(General Work Description: HMA, rdwy ex, structural concrete & modifying lighting systems)**

DBE Goal 22%

Bid Date: February 1st, 2022 at 2:00 PM

****This is an Electronic bid submittal****

****Quotes not received by 11:00 AM on bid day may not be reviewed/evaluated****

Flatiron West, Inc. requests DBE subcontractor/supplier/service participation for the following items of work, but not limited to: CAS/Roadway Signs, Clear & Grub, Erosion Control, Landscaping/Irrigation, AC Paving, Cold Plane AC, AC Dike/Curbs, Post Tensioning, Rebar, Overhead Signs and Structures, Painting/Concrete Staining/Anti-Graffiti, Underground Utilities, Fencing, Metal Railing, MBGR, Bridge & Roadway Concrete Barrier, Striping & Markings, Electrical, Minor Concrete, Saw & Seal PCC, PCC Paving, Trucking & Aggregates (CL2 AB, CL2 SB & CL4SB), Ready Mix, Concrete Pumping, Welded Steel Pipe, Underground Pipe Products including APC & RCP, Misc. Metals, Iron & Steel, SWPP Plan, SWPP Materials, Lead Compliance Plan, Paving Oil, Bridge Bearings, Formliner, Underground Precast, Street Sweeping and Traffic Control.

Non-DBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request. are lifted, we will offer these services again in our office by appointment only. Thank you for your understanding.

To view and download projects docs for FREE from the Caltrans website you will need to "Create an Account" with Caltrans Connect. Use the following link <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php> to enter the Advertised Projects page and scroll to Contract number: 04-281204. Sign in is required to access project plans.

To access **FREE** project documents from our Flatiron BOX ftp site, please send an email request to NorCalBids@flatironcorp.com

You will be provided with a BOX link to view & download plans and specs for FREE from our BOX.com ftp site. Due to Covid-19 & social distancing requirements still in place in some areas, we are not currently scheduling appointments to review project docs or meet with estimators in our office. When all pandemic restrictions are lifted, we will offer these services again in our office by appointment only. Thank you for your understanding

Please email ALL Scopes/Quotes to: NorCalBids@flatironcorp.com

Flatiron West, Inc.
2100 Goodyear Rd Benicia, CA 94510 • Phone 707-742-6000 • Bid Fax 707-746-1603
An Equal Opportunity Employer
Contractor License 772589



REQUEST FOR CERTIFIED DBE SUBCONTRACTORS AND SUPPLIERS

Caltrans Contract 04-264724

**Construction on State Highway in Marin County in and near Novato, CA
CIP Bridges, Construct Roadway, Retaining Walls and Modify Electrical
DBE Goal 23%**

Revised Bid Date: January 20, 2022 at 2:00 PM

****This is an Electronic bid submittal****

****Quotes not received by 11:00 AM on bid day may not be reviewed/evaluated****

Flatiron West, Inc. requests DBE subcontractor/supplier/service participation for the following items of work, but not limited to: CAS/Roadway Signs, Bridge Demo, Clear & Grub, Erosion Control, Landscaping/Irrigation, AC Paving, Grinding & Cold Plane AC, AC Dike/Curbs, AC Crack Sealing, CIDH, Joint Seal Assembly, Post Tensioning, Rebar, Shotcrete, Soil Nail Walls, Overhead Signs and Structures, Painting/Concrete Staining/Anti-Graffiti, Underground Utilities, Fencing, Metal Railing, MBGR, Bridge & Roadway Concrete Barrier, Striping & Markings, Electrical, Minor Concrete, Pavement Fabric, PCC Demo, Trucking/Haz Trucking & Aggregates, Ready Mix, Concrete Pumping, Corrugated Pipe, Misc. Metals, Iron & Steel, SWPP Plan, SWPP Materials, Lead Compliance Plan, Geotextile Materials, Bridge Bearings, Formliner, Underground Precast, Street Sweeping, Traffic Control, Noise Monitoring, Asbestos Monitoring (Abatement), Survey, and QC Testing.

Non-DBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request.

To view and download projects docs for FREE from the Caltrans website you will need to "Create an Account" with Caltrans Connect. Use the following link <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php> to enter the Advertised Projects page and scroll to Contract number: 04-264724. Sign in is required to access project plans.

To access **FREE** project documents from our Flatiron BOX ftp site, please send an email request to NorCalBids@flatironcorp.com. You will be provided with a BOX link to view & download plans and specs for FREE from our BOX.com ftp site. Due to Covid-19 & social distancing requirements still in place in some areas, we are not currently scheduling appointments to review project docs or meet with estimators in our office. When all pandemic restrictions are lifted, we will offer these services again in our office by appointment only. Thank you for your understanding.

Please email ALL Scopes/Quotes to: NorCalBids@flatironcorp.com

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2100 Goodyear Rd Benicia, CA 94510 • Phone 707-742-6000 • Bid Fax 707-746-1603
An Equal Opportunity Employer
Contractor License 772589



REQUEST FOR CERTIFIED DBE SUBCONTRACTORS AND SUPPLIERS

Caltrans Contract 01-0E0904

**Construction on State Highway Rte 20 in Mendocino County near Ukiah, CA
Construct New Bridge, Remove Two Bridges, Earthwork & Paving
DBE Goal 19%**

Revised Bid Date: January 19, 2021 at 2:00 PM

****This is an Electronic bid submittal****

****Quotes not received by 11:00 AM on bid day may not be reviewed/evaluated****

Flatiron West, Inc. requests DBE subcontractor/supplier/service participation for the following items of work, but not limited to: CAS/Roadway Signs, Bridge Demo, Clear & Grub, Erosion Control, Landscaping/Irrigation, AC Paving, Cold Plane AC, AC Dike/Curbs, Paving Oil, Joint Seal Assembly, Post Tensioning, Rebar, Painting/Concrete Stain, Fencing, MBGR, Bridge Concrete Barrier, Striping & Markings, Electrical, Trucking & Aggregates (CL2 Agg Base & RSP), Ready Mix, Concrete Pumping, Steel H Pile, Welded Steel Pipe, Misc. Metals, Iron & Steel, SWPP Plan, SWPP Materials, Lead Compliance Plan, Geotextile Materials, PTFE Bearings, Bridge Bearings, Formliner, Traffic Control, Hydro Acoustic Monitoring, Biologist, and QC Testing.

Non-DBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request.

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Please email ALL Scopes/Quotes to: NorCalBids@flatironcorp.com

Flatiron West, Inc.
2100 Goodyear Rd Benicia, CA 94510 • Phone 707-742-6000 • Bid Fax 707-746-1603
An Equal Opportunity Employer
Contractor License 772589

CALIFORNIA SUB-BID REQUEST ADS

Shimmick / Disney JV
 1 Harbor Center, Suite 200 • Suisun City, CA 94585
 Phone (707) 759-6858 • Fax (510) 777-5099
 An Equal Opportunity Employer

DBE Subcontractor/Supplier Bids Requested For:

El Dorado County
Mosquito Road at South Fork American River Bridge Replacement
Contract No. 5084 / CIP No. 36105028 (77126)
Federal Aid No. BRLO – 5925(098)
BIDS DUE: Friday, February 11th, 2022 at 2pm
DBE Goal: 14%
Email quotes to jmiranda@shimmick.com

Shimmick / Disney JV is requesting quotes from is requesting quotes from certified DBE subcontractors and suppliers in the following scopes of work:

SUBCONTRACTORS: Landscaping, Sand & Gravel, Steel Soldier Piles, Timber Lagging, Signs, Pilot Car Services, Clear & Grub, Embankment Construction, Imported Borrow, Hydroseeding, Erosion Control, Irrigation System, Aggregate Base and Subbase, Concrete Pumping, Asphalt Concrete, Paving Asphalt, Pavement Reinforcing Fabric, Place Asphalt Concrete Dike & Misc., Recycle, Reclaim Asphalt Concrete, Groove & Grind Pavement, Ground Anchor, Furnish & Drive Piling, Soil Stabilization, Cast-In-Drilled-Hole Concrete Piling, Prestressing Concrete Cast-In-Place, Reinforcing Steel, Alternative Pipe Culvert, Reinforced Concrete Pipe, Welding, Saw Cutting, Paint and Stain Concrete, Fencing, Metal Beam Guard Railing, Metal Railing, Concrete Barrier, Metal Beam Barrier, Crash Cushion, Traffic Control System, Flaggers, Thermoplastic Traffic Striping & Marking, Painted Traffic Striping & Marking, Remove Pavement Marking & Traffic Stripes, Pavement Marker, Message Signs, Lighting & Sign Illumination, Inspection Services, Geotechnical Engineering, Lead Compliance, SWPPP Planning, Biological Resources Studies, Trucking, Asphalt Oil Tankers, Street Sweeping Truck, Construction Equipment Rental, Misc. Construction Equipment Sales

SUPPLIERS: Sand & Gravel, Asphalt, Pavings, Concrete & Cement, Reinforcing Bar, Steel, Lumber, Guard Railings & Barriers, Pavement Markers, Traffic Striping & Marking Materials, Bridge Deck Materials

Plans are available to download on www.questcdn.com. Quest eBidDoc Number: 7267650. You may also contact Jamie Miranda at jmiranda@shimmick.com for a download link to view plans and specifications or to schedule an appointment via WebEx to discuss the documents during regular business hours.

Should you require any assistance, please contact our lead estimator Charlie Marrow at cmarrow@shimmick.com.

All items of work listed above are made available, even items of work normally performed by the JV. Please contact the lead estimator listed above for assistance with breaking down items of work into economically feasible units, with assistance obtaining equipment, supplies, materials, bonding, insurance, estimating, or related assistance. 100% Performance and Payment bonds with a surety company subject to approval of the JV are required of subcontractors for this project. The JV will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. The JV's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. The JV requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact David Walsh at (720) 798-2280.

SKANSKA
Subcontractor/Supplier Bids/Proposals Requested
Owner: City of San Diego
Contract No. K-22-1797-DBB-3-A
Due Date: February 23, 2022 – 2:00 PM
MBE/WBE/DBE 9% Participation

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors as well as certified DBE firms for this project.

Pure Water Program (PWP) Morena Conveyance South & Middle and Morena Conveyance Bike Lanes (BL)

Plans and Specifications are available through registering on our plan site at:
<https://app.buildingconnected.com/projects/61817bad845c1a00c335d399/bid-packages>

Requested scopes include, but are not limited to the following and should be based on the Contract and its amendments: Hazardous material disposal, bar reinforcing steel, ready mix concrete, signage, water-proofing, welding, aggregates, HMA paving, erosion control, striping, electrical, mechanical systems, traffic control materials, concrete pumping, and trucking, minor concrete, CCTV, Video Recording, ground penetrating radar, potholing, SWPPP, cathodic protection, dewatering, slurry seal, concrete paving, CML pipe, PVC pipe, waterline, sewer line, cold mill asphalt, water truck and street sweeping.

Subcontracting Requirements: Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Skanska will assist qualified subcontractors, vendors, and suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE firm, please provide your certification letter with your proposal. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products and completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. 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. 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 the Operating Engineers, Laborers, Cement Masons, and Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. All Contractors and Subcontractors must register with the DIR (Department of Industrial Relations) in order to bid on public works projects. Include CSLB License Number and DIR Number on all quotes submitted. In addition, include a signed Form 4500-3 (DBE Subcontractor Performance Form) with your bid.

Skanska USA Civil West California District is an Equal Opportunity/Affirmative Action Employer
EEO/AA/Vet/Disability Employer
 Estimating Department: 1995 Agua Mansa Rd, Riverside, CA 92509
 Phone: (951) 684-5360
 Lead Estimator: Joe Sidor • Email: bids.socal@skanska.com


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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
NAPA VALLEY VINE TRAIL - ST HELENA TO CALISTOGA
NAPA VALLEY TRANSPORTATION AUTHORITY
BID DATE: January 31, 2022 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control, Construction Area Signs Measures, QC/QA Testing, Construction Staking, Dust Control, Clearing & Grubbing, Tree Removal, Water Pollution Control Program, Wildlife Exclusion Fencing, Environmental Fencing, Tree Protection, Cold Plane AC, Well Abandonment, Minor Concrete, Drain Rock, Permeable Pavers, Biaxial Geogrid, Rock Rip Rap, Water Line Extension, Drinking Fountain, Adjust Utilities to Grade, Retaining Wall, MSE Wall, Cable Railing, Rail, Fencing, Midwest Guardrail System, Concrete Barrier, Rumble Strip, Flashing Beacon System, Path Handrails with Delineators, Structure Excavation, Structural Backfill, Structural Concrete, Bar Reinforcing Steel, Steel Truss, Metal Railing, CIDH Concrete Piling, Mile Markers, Interpretive Sign, Trail Sign, Lighting, Striping Removal, Striping & Marking, Park Tread, Bollards Landscape, Storm Drain and Storm Drain Structures, and Construction Materials

Jason Martin (510-809-3432 jmartin@ocjones.com) and Donat Galicz (510-809-3498 dgalicz@ocjones.com) are the estimators on this project and are 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 estimators or faxed to 510-526-0990 prior to 12:00 PM 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. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. OCJ is available to help obtain necessary equipment, material and/or supplies. 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.

Mayor London Breed Releases New Climate Action Plan to Make San Francisco a Net-Zero Emissions City by 2040

Continued from page 1

“Leaders saw firsthand at COP26 that people are justifiably demanding real change now,” said Debbie Raphael, Director of the Department of the Environment. “We can’t just set lofty goals-cities around the world must take bold, aggressive action to reduce their carbon emissions. Our Climate Action Plan serves as a model to other municipalities looking to take concrete steps towards a more sustainable future.”

San Francisco’s 2021 Climate Action Plan is distinct from previous plans and many of the climate commitments from other cities because it uses the latest data and science, builds upon previous successes, and above all else, offers a comprehensive blueprint that centers people and equity. This Plan puts a focus on implementation, not aspiration, and is the result of rigorous accounting, analysis, data collection, and modeling. Model projections show that if San Francisco implements the Plan’s comprehensive strategies and actions, the City will achieve about a 61% reduction in emissions by 2030.

Within the Plan is robust analysis to quantify the additional cost and benefits of climate action. These findings reveal that implementing the Plan will save money and lives, and reduce illness and health care costs to residents and businesses. Analysis of just 18 of the 159 actions show a total of \$2.7 billion in benefits, especially due to avoided deaths from eliminating natural gas use in buildings. Examples include improved health and reduced mortality from improved air quality and reduced pollution and increased community resilience from accelerated disaster relief response time. Additionally, achieving the Plan’s

goal of efficient and all-electric buildings alone could support up to 2,900 San Francisco workers in full-time 30-year careers across a range of occupations. Other job creation potentials from climate action implementation are detailed in the full Plan.

“San Francisco’s community-led and collaborative approach has resulted in innovative policy recommendations and program implementation over the years,” said Avni Jamdar, a member of Mayor Breed’s Zero Emissions Building Task Force and Regional Director of Emerald Cities, a non-profit organization working towards a more sustainable and inclusive economy. “This process demonstrates for us all that cities can lead the way and build a future where no one is left behind.”

San Francisco’s Climate Action Plan also builds upon a tremendous track record of environmental success and innovation over the decades:

- As of 2019, San Francisco has already reduced carbon emissions 41% below 1990 levels;
- CleanPowerSF, which is already mostly greenhouse gas-free, is poised to deliver a 100% renewable electricity supply to San Francisco electricity customers by 2025;
- Last year San Francisco passed the most comprehensive ban on natural gas in new construction in the country; and,

Visit the link below for the full article:
<https://sfmayor.org/article/mayor-london-breed-releases-new-climate-action-plan-make-san-francisco-net-zero-emissions-1>



WASHINGTON STATE

Staffing shortages on Washington ferries predate the pandemic

[Article originally appeared in <https://crosscut.com>]

By Andrew Engelson,

When Washington State Ferries canceled more than 50 sailings between Anacortes and the San Juan Islands in September, Ellyn Goodrich nearly missed her final radiation treatment.

“The anxiety of it was really hard to manage,” she recalled.

Goodrich, an elementary school teacher and single parent who lives in Friday Harbor, has received chemotherapy and radiation as part of an experimental clinical trial after being diagnosed with liver cancer earlier in the year.

Luckily, she did end up making it to Seattle, but only after booking a Kenmore Air seaplane flight that cost \$170 and then hiring an Uber — something Goodrich, as an immunocompromised person, wasn’t eager to do during a pandemic.

The causes of the current crisis in the ferry system, part of the Washington State Department of Transportation, are various and complicated. Ever since the passage of Initiative 695 in 1999, which slashed revenue from car tabs, the state’s ferry system has been chronically underfunded. Its fleet of boats is aging and in constant need of repair. In the decade between 2000 and 2010, not a single new ferry was built. And in December, the M.V. Tillikum, which was built in 1959 and serves the San Juans, where Goodrich lives, was

pulled from service for electrical repairs.

As bad as the geriatric fleet is, the ferry system’s dwindling workforce is its most troubling problem — and one that won’t be fixed easily or quickly.

According to the latest figures from Washington State Ferries, 12% of its employees are currently eligible to retire, and within the next five years, 26% will be eligible. This attrition has been exacerbated by a pandemic, which has pushed other staff out the door. And replacing these skilled workers is no fast or simple matter for the ferry system.

“The biggest driver [in cancellations] right now really is the staffing issue,” said Dale Bateman, who leads the Seattle Maritime Academy, a part of the Seattle College system and a common training ground for maritime staff in the state ferry system. “There aren’t enough folks in some of the trained positions to fully staff the total number of runs that would normally be scheduled.”

In addition to usual retirements, a significant number of ferry employees have either quit, retired or been fired because they refused to get COVID-10 vaccinations. According to Ian Sterling, a spokesperson for Washington State Ferries, 139 employees have left for COVID-related reasons. In the course of two years, ferry staffing levels have dropped from about 1,900 to 1,769.



A Washington State Ferries worker sweeps up between booths on the Seattle-Bainbridge Island ferry, Jan. 5, 2022. Staffing shortages have been driving recent ferry cancellations across the state, according to local officials. (Lindsey Wasson for Crosscut)



WASHINGTON SUB-BID REQUEST AD

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested
Owner: Washington State Department of Transportation - WSDOT
Contract No. 20C502
Due Date: January 26th, 2022 – 11:00 AM
DBE 21% Participation

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors as well as certified DBE firms for this project.

**SR 16 and SR 302 (SPUR) Purdy Creek Remove Fish Barriers and Paving
In Pierce County, Washington**

Plans and Specifications are available through registering on our plan site at:
<https://app.buildingconnected.com/public/59b1c0096ab4570007e09292/projects/61d36e091a842300bdd3ca5b>

Requested scopes include, but are not limited to the following and should be based on Contract and its amendments:

Demolition & removal, Asphalt Paving, Clearing & Grubbing, Drilled Shafts, Erosion & Sediment Control, Electrical, Lighting, Fencing, Guardrail, Metal Railing, Landscaping, Planting, Precast Girder Erection, Reinforcing Steel, Rumble Strips, Signage, Shotcrete, Streambed Restoration, Striping, Temporary Diversion, Traffic Control, Temporary Concrete Barrier, Temporary Attenuators, Trucking and Hauling, Surveying, Extruded Curb, Excavation, Earthwork, Aggregate Base Supply, Piping Material Supply, Temporary Office Trailers, Surveying

Subcontracting Requirements: Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE firm, please provide your certification letter with your proposal; Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation, when feasible. **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 and waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. 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 the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract.

**Skanska USA Civil West California District is an Equal Opportunity/Affirmative Action Employer
EEO/AA/Vet/Disability Employer**
Estimating Department: 1995 Agua Mansa Rd, Riverside, CA 92509
Phone: (951) 684-5360
Lead Estimator: Cody Crow • Email: bids.socal@skanska.com

Because many of these jobs are extremely specialized and require extensive training and Coast Guard certification, the prospect of quickly recruiting new crew members is especially daunting. Training for many positions can require up to 360 days of sea time, meaning at least two years of apprenticeship.

Route cancellations in the state ferry system have been rising since April of this year, but reached a peak this fall. In the first half of October, 341 runs were canceled because of crew shortages — an unprecedented number. Cancellations declined to 45 between mid-October to the end of November, but that’s largely due to dramatic reductions in the number of scheduled runs, Sterling said.

The impacts for residents of the San Juans, who have no option other than private boats or flights to get on and off the island, have been immense.

Grocery stores shelves have been bare of even basic necessities such as bread and milk, said San Juan Island resident Meredith Griffith. Griffith, a cancer survivor with chronic medi-

cal issues, said she often has to wake her young children at 4 a.m. and sit in the car for long hours in the hopes of catching a rare ferry run to the mainland for medical appointments or groceries.

“Elderly and ill people in our community are foregoing needed medical care,” Griffith said in an email, “rather than risk having to sleep in their cars in the bone-numbing, bitter winter cold.”

Island businesses have also taken a hit. Andy Derksema, owner of a salmon fishing charter boat company based in Friday Harbor, said the uncertainty of ferry cancellations has caused a precipitous drop in the number of clients. “In the months between May and September we lost over \$10,000 in business,” Derksema said. “It’s a confidence issue for our customers. The whole ferry system is flawed.”

Visit the link below for the full article:

<https://crosscut.com/news/2022/01/staffing-shortages-washington-ferries-predate-pandemic>



PUBLIC LEGAL NOTICE ADVERTISEMENTS



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Sourcing Event ID No.: 000005626 PW MISSION STREET AND GENEVA AVENUE IMPROVEMENT PROJECT (PW MISSION GENEVA INFRA IMPR)

Bids shall be submitted online via ShareFile until **2:30:00 p.m. on February 23, 2022**, after which the bid opening will be conducted live online via Microsoft Teams. Contract Administration will email the Microsoft Teams meeting information to all Plan Holders approximately 24 hours prior to Bid opening. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at <https://bsm.sfdpw.org/ContractAdmin/Login.aspx>. Please visit the Contracts, Bids and Payments webpage at <https://bidopportunities.apps.sfdpw.org> for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

Scope of Work: located along Mission St from Geneva Ave to Ney St, Mission St from Trumbull St to Bosworth St, and Geneva Ave from Mission St to Prague St in San Francisco, California and consists of pavement renovation, curb ramp construction, pedestrian and transit bulb-outs, sewer replacement, settlement monitoring, structural work, traffic signal upgrades, and traffic routing and striping, and all associated work.

The time allowed for completion is **1,100** consecutive calendar days. The estimated construction cost is approximately **\$19,800,000**. For more information, contact the Project Manager Paul Barradas by phone: (628) 271-2580 or email: Paul.Barradas@sfdpw.org.

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

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

This Project shall incorporate the required partnering elements for **Partnering Level 3**. Refer to Section 01 31 33 for more details.

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

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits contracting in states with laws that allow discrimination. The City is prohibited from entering into any Contract with a Contractor that has its United States headquarters in a state on the Covered State List or where any or all of the work on the contract will be performed in any of those states on the Covered State List. Administrative Code Chapter 12X and a list of states on the Covered State List can be found at: <http://sfgsa.org/chapter-12x-anti-lgbt-state-ban-list>.

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

The Contract will be awarded to the lowest responsive bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is **20%**. Contact Ivan Oldenkamp at Ivan.Oldenkamp@sfgov.org or (415) 581-2310 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid meeting will be held by conference call on Thursday, January 27, 2022 starting at 2:30 p.m.

Refer to Section 00 21 13 Appendix B for a guide to joining a Microsoft Teams meeting.

Microsoft Teams Meeting Call in (audio only)

+1 415-906-4659,,28173939#
United States, San Francisco

Phone Conference ID: 281 739 39#

OR

Join on your computer or mobile app Click here to join the meeting

https://teams.microsoft.com/dl/launcher/launcher.html?url=%2F%23%2F1%2Fmeetupjoin%2F19%3Ameeting_MDc4OWUzMTUzZjlyNy00ZTdKlWFkMDYtN2E5ODkwNGZlZDM1%40thre%2F0%3Fcontext%3D%257b%2522Tid%2522%253a%25222d5c2cf-ce3e-443d-9a7fdfc0231f73f%2522%252c%25220id%2522%253a%252244cfaad-ba0a-4bd9-b6c2-68ea0ffca317%2522%257d%26anon%3Dtrue&type=meetup-join&deeplinkId=4809aed4-b05e-4ad1-bd6c-aff58d1a6a93&directDl=true&msLaunch=true&enableMobilePage=false&suppressPrompt=true

For information on the City's Contractor Development Program, call (415) 986-3999 or email cdp@imwis.com.

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

Class "A" license is required to bid.

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

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with Administrative Code Chapter 12P, Minimum Compensation Ordinance. In addition, the San Francisco Citywide Project Labor Agreement (PLA) became effective on July 14, 2020. This Contract is a Covered Project and Bidders are advised that the PLA is incorporated into the contract documents. More information about the PLA can be found at:

<https://sfgov.org/olse/citywide-project-labor-agreement>.

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

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

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

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

1/13/22

CNS-3544742#

SMALL BUSINESS EXCHANGE

How To Scale A Small Business

Continued from page 3

you want to invest more in. For any channels that aren't doing the job, cut ties and reinvest your marketing dollars in what's working.

Expand Your Brand's Reach Online

Your scalability depends on how many people can buy your products. Your website is likely where you sell your products, but you're not limited to it. Look into becoming a seller on Amazon or Etsy (depending on your audience) so that you can reach more people with your products.

Get the Funds You Need to Grow

Scaling your business requires capital. You may not have cash on hand to cover the expenses you'll have, such as investing in software, equipment, or payroll, and that's where small business loans come into play. Yes, you'll be taking on debt, but if all goes well, the growth in revenues will more than cover the loan and interest.

You've got many options when it comes to financing, including lines of credit, business cash advances, and invoice financing.

Don't want to take out a loan? Look at business credit cards to help you make purchases for your business, or crowdfunding if you want to generate excitement around a new product and don't want to have to pay back a loan. Startups can also consider venture capital and bring on experienced investors with the right contacts to help them scale.



Mistakes to Avoid in Scaling

Growing businesses often make mistakes when scaling. Be aware of these so you can avoid them.

Scaling Too Fast

Rapid growth may sound like a positive thing, but if your business isn't prepared, you could end up hurting the brand. Consider the small business that made an appearance on Shark Tank or Oprah's program and found their web servers couldn't handle the tens of thousands of views that their websites had as a result. Or the companies who couldn't keep up with orders because they didn't have enough inventory on hand.

Your scaling strategy needs to account for what you will need to accommodate growth. You may need to hire more employees, order more inventory, or step up your technology.

Having Too Many Revenue Streams

While yes, potentially having new revenue streams can increase sales, they can also create havoc if you stray too far from your brand's core offerings. You can't be all things to all people, nor can you sell everything. It's better to own your niche and expand gradually and strategically from there than to slap together too many revenue streams without truly understanding what your audience needs.

Not Updating Your Business Plan

You may not have seen your business plan since you first wrote it all those years ago, but scaling is the perfect opportunity to come back to it and update it to reflect the new direction your business is heading. Writing down your goals and how you will achieve them gets you in the right headspace to understand what scaling truly looks like.

Not Paying Attention to Changing Company Culture

Small business owners sometimes overlook how scaling impacts company culture. If you started your business with just three employees and you've scaled to 50, that changes how your employees experience their jobs and your company.

Your leadership skills may need to adapt as your company grows. You may need to hire managers to oversee employees while you focus on the big picture. Consider working with mentors who can guide you through this process.

Scaling to Success

As your business grows, so do the possibilities for the future. Rather than aiming for overnight success, plan for sustainable growth by carefully planning your scaling strategy, finding the right financing, and updating your plan as it changes.

SOURCE: <https://www.nav.com/blog/how-to-scale-a-business-1199953/>



FICTITIOUS BUSINESS NAME STATEMENTS

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395891

Fictitious Business Name(s):
Afandi Shawarma and Falafel
Address
**533 Sutter Street
San Francisco, CA 94102**
Full Name of Registrant #1
Afandi Shawarma and Falafel LLC (CA)
Address of Registrant #1
**2196 Sweetwater Drive
Sam Leandro, CA 94578**

This business is conducted by
A Limited Liability Company
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above
on **12-29-2021**

Signed: **Kaid Alameri**

This statement was filed with the County Clerk of
San Francisco County on **12-29-2021**

Notice: This fictitious name statement expires five
years from the date it was filed. A new fictitious
business name statement must be filed prior to
this date. The filing of this statement does not of
itself authorize the use in this state of a fictitious
business name in violation of the right of another
under Federal, State or Common Law.

Filed: **Sonya Yi
Deputy County Clerk
12-29-2021**

01/06/22 + 01/13/22 + 01/20/22 + 01/27/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0395980

Fictitious Business Name(s):
Camp Gan Israel
Address
**496 Natoma Street
San Francisco, CA 94103**
Full Name of Registrant #1
Chabad of San Francisco (CA)
Address of Registrant #1
**496 Natoma Street
San Francisco, CA 94103**

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above
on **Not Applicable**

Signed: **Moshe Langer**

This statement was filed with the County Clerk of
San Francisco County on **01-10-2022**

Notice: This fictitious name statement expires five
years from the date it was filed. A new fictitious
business name statement must be filed prior to
this date. The filing of this statement does not of
itself authorize the use in this state of a fictitious
business name in violation of the right of another
under Federal, State or Common Law.

Filed: **Maribel Jaldon
Deputy County Clerk
01-10-2022**

01/13/22 + 01/20/22 + 01/27/22 + 02/03/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395775

Fictitious Business Name(s):
Korizuru
Address
**670 6th Avenue
San Francisco, CA 94118**
Full Name of Registrant #1
Austin Cho
Address of Registrant #1
**670 6th Avenue
San Francisco, CA 94118**

This business is conducted by **An Individual**
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above
on **12-01-2021**

Signed: **Austin Cho**

This statement was filed with the County Clerk of
San Francisco County on **12-16-2021**

Notice: This fictitious name statement expires five
years from the date it was filed. A new fictitious
business name statement must be filed prior to
this date. The filing of this statement does not of
itself authorize the use in this state of a fictitious
business name in violation of the right of another
under Federal, State or Common Law.

Filed: **Melvin Galvez
Deputy County Clerk
12-16-2021**

12/23/21 + 12/30/21 + 01/06/22 + 01/13/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395771

Fictitious Business Name(s):
**1.) SF-Marin Food Bank
2.) San Francisco-Marin Food Bank**
Address
**900 Pennsylvania Avenue
San Francisco, CA 94107**
Full Name of Registrant #1
San Francisco Food Bank (CA)
Address of Registrant #1
**900 Pennsylvania Avenue
San Francisco, CA 94107**

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above
on **Not Applicable**

Signed: **Tanis Crosby**

This statement was filed with the County Clerk of
San Francisco County on **12-15-2021**

Notice: This fictitious name statement expires five
years from the date it was filed. A new fictitious
business name statement must be filed prior to
this date. The filing of this statement does not of
itself authorize the use in this state of a fictitious
business name in violation of the right of another
under Federal, State or Common Law.

Filed: **Melvin Galvez
Deputy County Clerk
12-15-2021**

12/30/21 + 01/06/22 + 01/13/22 + 01/20/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395888

Fictitious Business Name(s):
Syner Connection
Address
**1504 Bryant Street, Suite 123
San Francisco, CA 94103**
Full Name of Registrant #1
Tze Yee Tsang
Address of Registrant #1
**2624 31st Avenue
San Francisco, CA 94116**

This business is conducted by **An Individual**
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above
on **12-27-2021**

Signed: **Tze Yee Tsang**

This statement was filed with the County Clerk of
San Francisco County on **12-28-2021**

Notice: This fictitious name statement expires five
years from the date it was filed. A new fictitious
business name statement must be filed prior to
this date. The filing of this statement does not of
itself authorize the use in this state of a fictitious
business name in violation of the right of another
under Federal, State or Common Law.

Filed: **Melvin Galvez
Deputy County Clerk
12-28-2021**

01/13/22 + 01/20/22 + 01/27/22 + 02/03/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0395946

Fictitious Business Name(s):
Tobias Law Office
Address
**460 Pennsylvania Avenue
San Francisco, CA 94107**
Full Name of Registrant #1
Margaret L. Tobias
Address of Registrant #1
**460 Pennsylvania Avenue
San Francisco, CA 94107**

This business is conducted by **An Individual**
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above
on **07-01-2005**

Signed: **Margaret L. Tobias**

This statement was filed with the County Clerk of
San Francisco County on **01-05-2022**

Notice: This fictitious name statement expires five
years from the date it was filed. A new fictitious
business name statement must be filed prior to
this date. The filing of this statement does not of
itself authorize the use in this state of a fictitious
business name in violation of the right of another
under Federal, State or Common Law.

Filed: **Maribel Jaldon
Deputy County Clerk
01-05-2022**

01/13/22 + 01/20/22 + 01/27/22 + 02/03/22

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What's New in Civic Tech: Grants Power Grassroots Digital Equity

Continued from page 2

Technology Fund and Helium. The tokens will be turned into prepaid cash cards to help approximately 1,300 low-income residents pay their Internet costs for one year.

Twenty Helium-compatible hot spots will be deployed and installed over the pilot period. The devices mine the currency with limited environmental impact, needing only the energy of an LED light bulb. In addition, the devices will contribute to the Internet of Things infrastructure, offering improved air quality monitoring, fire detection and other climate-related opportunities to the city.

San Jose is no stranger to the use of civic tech approaches in the service of fostering digital equity, with recent developments such as a digital platform to connect residents with mental health resources and expanding the city's Digital Inclusion Fund.

Those interested in hosting a Helium hot spot in the city can fill out an online form. (Julia Edinger)

AT&T PLANS TO DELIVER HIGH-SPEED FIBER BROADBAND TO VANDERBURGH COUNTY, IND.

Vanderburgh County, Ind., has announced a \$39 million project with AT&T that aims to bring high-speed fiber broadband to more than 20,000 households and businesses. According to the announcement, about one-third of the people in unincorporated Vanderburgh County do not presently have dependable broadband access.

The project depends on both funding approval by the county and the signing of a final contract between the two parties. When approved, the county is expected to invest \$9.9 million and AT&T would invest \$29.7 million. The network is projected to be completed roughly two years following the final agreement.

This is not AT&T's first investment in Indiana; between 2018-2020, the company has invested over a billion dollars towards improving connectivity in the state. In addition to helping residents and business owners, that investment has helped improve communications through the FirstNet network. (Julia Edinger)

SOURCE: <https://greenlining.org/press/news/2021/grassroots-digital-equity/>



SUCCESS STORIES

Karim Kaderali, Santa Barbara Axxess

[Article originally appeared in <https://cameonetwork.org>]

Santa Barbara Axxess was founded by Karim Kaderali and a friend in Santa Barbara, California in 1999. By creating an upscale local Membership Program that was unique and trackable, they figured out how to bring local businesses the right local customers. Shortly after launch, they received a startup loan from WEV to print the physical books for their members. WEV also provided business consulting and helped them refine their business plan.

Though Santa Barbara Axxess works with business owners big and small, their expertise comes from being in the trenches with the local business owner thus gaining a true understanding of their needs; what works for them and what doesn't; what's a good use of marketing dollars and what isn't.

Today, Axxess is one of the largest and fastest-growing paid consumer memberships in California, with programs in Santa Barbara & Ventura. Giving back to the community is built into the Axxess business model. For every book an orga-

nization sells, \$10 is donated back to the organization, and since 2004, Axxess has contributed over \$1.2 million to local schools and nonprofits. "Who would've thought a \$15,000 loan from WEV would result in a company with 8 employees that's helped raise over \$750,000 for local schools and non-profits?" said Karim.

Website: <https://axxesscard.com/>

SOURCE: <https://cameonetwork.org/success-story/karim-kaderali-santa-barbara-axxess/>



Karim Kaderali

Don & Jake McPeck, Mess Hall Canteen

[Article originally appeared in <https://cameonetwork.org>]

Don McPeck started his business with only an idea. His gourmet food truck, Mess Hall Canteen, got started thanks to The Food Network. An appearance on the show Food Truck Faceoff gave Mess Hall Canteen a vehicle—in more ways than one.

Don and his son Jake drew on their dreams and goals of starting a business together based on Don's military service and Jake's expertise as a chef. They took their idea for mess hall styled munchies to Food Network's show in 2014 and won the two-day competition against another food truck in Venice Beach.

Their prize was a one-year lease on the custom-built truck provided by the competition. After the lease was up, Don needed financing to purchase the truck. Their truck came from food truck manufacturer Kareem Carts, one of Opportunity Fund's food truck manufacturer and vendor partners. Kareem Carts connected Don to Opportunity Fund to talk financing.

"Opportunity Fund helped us continue our business," Don said. "We didn't have the money to



buy the truck outright. Opportunity Fund made it happen for us."

Their loan consultant Salvador Lopez started working with Don in June 2016 to secure the \$77,000 loan he needed to purchase his truck. Don and Sal-

vador working together was the perfect pairing.

"Salvador made it really easy to get financing," Don said. "It was almost seamless. The next thing we knew, the loan was approved."

Mess Hall Canteen's food speaks for itself, with loaded tater tots and stacked grilled cheese sandwiches that are almost larger than life. Don credits their success not just to Chef Jake's impeccable palate, but also to a social media blitz that put Mess Hall Canteen on the map.

"Opportunity Fund gave us the ability to continue our business. It's nice that organizations like Opportunity Fund take veterans into consideration and help them realize their dreams," Don said.

With his career in public service, Don knows that it's hard for veterans to catch a break. So he and Jake make sure to take care of fellow military veterans. Mess Hall Canteen has a priority to employ veterans and donates their tip jar and t-shirt sales to charities that support service members. Their mission is to "serve over-the-top flavors while bringing recognition to the personal needs of our past and present military members."

SOURCE: <https://cameonetwork.org/success-story/don-jake-mcpeck-mess-hall-canteen/>

Michelle Constant, CONSTANT Associates

[Article originally appeared in <https://cameonetwork.org>]

Michelle Constant founded CONSTANT Associates in 2004 as a disaster and crisis management consulting firm. Their first contract involved the delivery of biological terrorism exercises for the government. But to grow, the firm needed expert help.

Michelle contacted the SBDC at El Camino College for assistance with business operations and to build a growth plan. Business Advisor Lawrence Johnson helped her identify her competitive advantage and create a strategic plan, and reviewed cash flow statements and loan documentation so Michelle could raise capital to grow her business. Lawrence made introductions to help Michelle extend her network, leading to partnerships that resulted in new contract opportunities. He also guided her through the process of becoming 8a certified, which CONSTANT Associates received in the fall of 2019.

Today, the company services both private and public sector clients on local, State, and Federal level. Their diverse client list

includes the U.S. Department of Homeland Security, the U.S. Department of Health and Human Services, the State of California, the County of Los Angeles, and numerous large production companies. Michelle attributes her company's rapid, sustainable growth to the guidance she received from the SBDC.

Since I have had the pleasure of interfacing with the SBDC, my company's topline has nearly doubled, our profit margins have more than doubled, the number of employees we have has grown by 30%, and we have formed two SBA-approved Joint Venture/Mentor Protégé relationships with amazing firms – and these are just the highlights! The crowning achievement thus far is the recent notification that my company has been certified as an 8(a) business, which will provide tremendous positioning for us with Federal clients.

- Michelle Constant

Website: <https://constantassociates.com/>

SOURCE: <https://cameonetwork.org/success-story/michelle-constant-constant-associates/>





PUBLIC HEALTH WORKFORCE & INFRASTRUCTURE

Rebuild our decimated public health workforce and infrastructure

[Article originally appeared in
<https://calmatters.org>]

By Kim Saruwatari, CalMatters,

Vowing that California would never again confront a crisis without a robust public health system in place, the Legislature last year approved a \$300 million annual boost in funding for public health agencies that are our front-lines in countering communicable disease and preventing chronic illness.

There was just one catch: The funding would not begin until this year.

Now, the year to fund public health has finally arrived. And in case anyone thought evidence of the need would be diminished by now, the rise of the omicron variant of COVID-19 has dispelled such thoughts.

It's time for lawmakers and Gov. Gavin Newsom to deliver on their promise to rebuild our decimated public health workforce and infrastructure so that we can continue to combat the spread of COVID – and be prepared for the next public health crisis before it hits.

Last year's budget agreement was a major step toward rebuilding our defenses against disease, but the needs are great. This year, looking at a budget surplus of tens of billions of dollars, lawmakers and the governor must look ahead and plan to provide for Californians a public health system that is not just adequate, but second to none.

The COVID crisis has taught a lesson that must never be unlearned: When our public health infrastructure is allowed to deteriorate, lives are needlessly lost.



The investments that were committed last year – and must be delivered this year – will begin to reverse a decade of decline in funding for local health departments that slowed our response to COVID-19 and allowed devastating health inequities to persist.

While confronting COVID-19 through testing, vaccinations, education, contact tracing and other means remains front and center in delivering public health services, other diseases have not deferred to the virus that dominates the news.

The pandemic has not slowed – and, indeed, as a result of reduced testing may have sped up – a troubling, years-long rise in sexually transmitted diseases, among others. Previously undiagnosed chronic diseases, notably

diabetes, are being revealed as people undergo treatment for COVID-19.

County agencies across the state are being called upon to protect and promote public health in myriad ways: Childhood disease prevention. Maternal and infant health. Tobacco prevention. Chronic disease management and prevention. Lead poisoning detection. HIV/AIDS testing and treatment. None of these can be neglected, even as the public health response to COVID-19 continues.

In addition to revealing the dispiriting results of insufficient past spending on public health, the pandemic has taught us other lessons. In the pursuit of more equitable delivery of services, best practices have been refined.

Local public health departments have conducted outreach and education to populations that have historically been underserved, many in partnership with community based organizations. Local public health departments coordinate efforts and resources to community based organizations to ensure investments are maximized, reach the areas with highest need and eliminate redundancy.

Increased investment will enable local public health agencies that are mandated to provide services and held accountable for performance outcomes to extend and strengthen those partnerships, using data to deploy resources and strategies to address the health needs of all communities.

We know that with the rise of the omicron variant and the devastating impacts of COVID-19 on the unvaccinated, that the COVID crisis is far from over. Local public health agencies, although weary after nearly two years of battling this contagion, are committed to redoubling efforts to slow its spread.

These front-line workers know that no matter what the future course of COVID-19 may be, California can never again let its guard down. The state can no longer afford to invest in public health only during a crisis.

This is the year for state leaders to deliver on the investments that were promised last year. It's time to not just manage this crisis, but to build the framework that will prepare us for the next.

SOURCE:

<https://calmatters.org/commentary/2022/01/rebuild-our-decimated-public-health-workforce-and-infrastructure/>

Construction Tech Activity Bodes Well for Future Construction

■ Continued from page 1

greater efficiency into operations. Some of the most compelling technologies not only solve a problem of today, but have the potential to address ancillary concerns down the road.

Companies with platforms that can track key assets, for instance, from human capital to tools and machinery are also seeing an increase in investments. On the surface, such platforms help companies track equipment and access to construction sites, protecting against theft and liability. Between the pandemic and other jobsite risks, such platforms can also assist with monitoring the health and safety of workers, contractors and other site visitors. Much software is currently niche-focused, but could be later applied to other environments, such as manufacturing and, later, play a role in managing insurance and workers compensation costs.

Managing costs is always a high priority and investors in the construction tech sphere are paying considerable attention to software platforms that can consolidate data from multiple sources—general contractors and subcontractors—and provide real-time updates from a central dashboard. Though seemingly simple, these platforms become quite complex when factoring in the nuances associated with specific subcontracting fields.

Similarly, dollars are also following construction tech companies focused on estimation software. Here, too, the most compelling prospects make accommodations for niche, specialty contractors—such as electricians, plumbers and roofers—and build in open APIs to allow for communication with broader estimation platforms.

As a result of innovation in the construction tech space, project managers and owners should see advances in the user experience. In addition to

building the software or platform, tech companies will be challenged to create native apps that offer the functionality of a browser or desktop experience. The strength and success of new offerings will depend, in large part, on the ease of use on any connected device so that users have a consistent, seamless experience wherever they may be working.

Benefiting from innovation, avoiding disruption

As of mid-December 2021, PitchBook reports 283 deals in the construction tech space have closed and \$3.53 billion has been invested. Those numbers may not be complete, but they are a good indication of robust activity in the market. For most construction project owners and managers, many of these deals have flown under the radar, as few are truly disruptive to day-to-day activities.

Moreover, new software or platforms require careful consideration, as adopting new systems

will inevitably demand time and training. However, owners and managers may begin to see the fruits of current M&A activity and PE investment as their tried-and-true platforms begin introducing desirable new features or collaborations to address the all-too-common pain points associated with managing construction resources.

Deal activity is expected to remain strong into 2022 for the construction tech sector, giving rise to more innovation ahead to support successful construction projects in the years ahead.

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SOURCE: <https://www.constructionexec.com/article/construction-tech-activity-bodes-well-for-future-construction>