

Key Takeaways from the AGC and Autodesk 2021 Workforce Survey

[Article was originally posted on Autodesk Construction Cloud Blog. <https://construction.autodesk.com>]

By Niyati Desai,

With 2022 rapidly approaching, the construction industry is taking stock of upcoming challenges and opportunities in the market. The effects of the COVID-19 pandemic are still at play as firms look for ways to navigate a difficult labor market, overcome supply chain obstacles, and work more efficiently.

Each year, the Associated General Contractors of America (AGC) and Autodesk survey a broad cross section of construction firms to find insights on today's workforce. Findings from the 2021 Autodesk and AGC Workforce Survey shed light on many of the relevant challenges to be aware of in the coming year, such as labor shortages, project delays, and the rising costs of materials. It also highlights positive emerging trends, including an increased focus on training and development as well as a rise in technology adoption.

Over 2,100 construction professionals participated in the 2021 Autodesk and AGC Workforce Survey from July to August of this year. Represented firms provide building, highway and transportation, federal construction, and utility infrastructure services. Revenue sizes range from under \$50 million to over \$500 million. This broad sampling of organizations provides a comprehensive look into the industry's current obstacles and opportunities.

Firms continue to face workforce shortages

Respondents from across the country revealed that labor shortages still remain a challenge—reporting difficulty in filling nearly every type of position. In fact, there are more openings for craft and salaried positions than there were a year ago.

In last year's survey, 76% of firms that employ hourly craft workers reported having at least one craft position unfilled. Today, the statistic has increased to 90%. The need to fill salaried positions has also increased, with 62% of firms reporting having openings for these roles. Last year, 42% reported the same.

■ Continued on page 12



Prices For Construction Materials Continue To Outstrip Bid Prices Over 12 Months, Despite Dip In September, Amid Increasing Supply-Chain Problems

[Article was originally posted on www.agc.org]

The prices contractors pay for construction materials far outstripped the prices contractors charge in the 12 months ending in September, despite a recent decline in a few materials prices, while delivery problems intensified, according to an analysis by the Associated General Contractors of America of government data released today. Association officials urged Washington officials to end tariffs on key construction materials and take steps to help unknot snarled supply points.

“Construction materials costs remain out of control despite a decline in some inputs last month,” said Ken Simonson, the association's chief economist. “Meanwhile, supply bottlenecks continue to worsen.”

The producer price index for new nonresidential construction—a measure of what contractors say they would charge to erect five types of nonresidential buildings—rose 5.2 percent over the past 12 months, despite a decline of 0.9 percent in the latest month. From September 2020 to last month, the prices that producers and service

providers such as distributors and transportation firms charged for construction inputs jumped 17 percent, Simonson noted.

There were double-digit percentage increases in the selling prices of most materials used in every type of construction with the exclusion of lumber and plywood, which fell 12.3 percent during the past 12 months.

The producer price index for steel mill products increased by 134 percent compared to last September. The index for copper and brass mill shapes rose 39.5 percent and the index for aluminum mill shapes increased 35.1 percent. The index for plastic construction products rose 29.5 percent. The index for gypsum products such as wallboard climbed 23 percent. The index for insulation materials rose 19 percent, while the index for prepared asphalt and tar roofing and siding products rose 13.1 percent.

In addition to increases in materials costs, transportation and fuel costs also spiked. The index for truck transportation of freight jumped 15 percent. Fuel costs, which contractors pay directly to operate their own trucks and off-road equip-

ment, as well as through surcharges on freight deliveries, have also jumped.

Association officials added that many contractors are experiencing extreme delays or uncertainty about delivery dates for receiving shipments of many types of construction materials. The association officials urged the Biden administration to immediately end tariffs on key construction materials. In addition, they asked for an all-out effort to help ports and freight transportation businesses move goods more quickly

“The tariffs on lumber, steel, aluminum, and many construction components have added fuel to already overheated prices,” said Stephen E. Sandherr, the association's chief executive officer. “Ending the tariffs would help immediately, while other steps should be taken to relieve supply-chain bottlenecks.”

SOURCE:

<https://www.agc.org/news/2021/10/14/prices-construction-materials-continue-outstrip-bid-prices-over-12-months-despite-0>

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BUSINESS TOOLKIT

6 Keys to Better Construction Communication

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

By Kendall Jones,

Effective communication is vital to the successful completion of any construction project. Good communication can improve teamwork and lead to better project collaboration. Poor communication can result in misunderstandings, delays, and issues down the road.

Communication is simply the exchange of information in order to convey a message and good communication involves being able to transmit your message so it is received and understood by the intended recipients. Seems simple enough, right? If you've ever played the Telephone Game you know it's not always that easy. The game involves communicating a message to a large group of people.

The trick to the game is that the message must be passed by whispering it into the ear of the next person in line who whispers it into the next person's ear, and so on until everyone has heard it. The messenger cannot repeat the message and the last person in line must say aloud what they heard.

The message usually gets misheard a few times, so by the time it gets around the room, "I like lazy Sunday afternoons the best" gets turned into something like "I saw an alien walking my neighbor's dog yesterday."

The Telephone Game is a great way to demonstrate how poor and ineffective communication can lead to misunderstandings and confusion. Being a good communicator is a skill that can be improved upon with practice and training. Here are some simple tips to improving your communication skills:

1. Establish a Communication Chain of Command

It's important to determine a chain of command for communication on a construction project. These are typically spelled out in the contract documents and usually require the owner and general contractor to communicate with each other through the architect.

The architect is responsible for communicating with its consultants and the general contractor is responsible for communicating information to the suppliers and subcontractors. The superintendent on a project is typically the main point of contact for the general contractor.



The contract documents, including the drawings, specifications, change order forms and requests for information establish the basis for all construction communication. It is important that any direct communication not outlined in the contract documents receives proper authorization and any changes to the scope or schedule that need to be made are documented and reported through the proper channels.

I overheard a conversation a while back between a superintendent and a subcontractor. Apparently, the subcontractor was not going to be able to start work on a project the following week as scheduled. Some issue or another had arisen and it would probably be a month before they could start on that project, and insisted they had told "someone" at the general contractor's office.

The superintendent was understandably upset by this news, not only would this cause a major delay in the project, but the subcontractor had not followed the established communication chain of command.

I don't know what the final outcome of the conversation was, but it's probably safe to assume that the superintendent had to scramble around to find another subcontractor to do the work and that the initial subcontractor probably won't be invited to work with the contractor again.

Establishing a clear line of communication that includes identifying points of contact with contact information for key team members is vital to ensuring that information is getting to the right people in a timely manner.

2. Choose the Right Communication Method for the Message

We communicate in a number of ways every day, both verbally and nonverbally and construction communication is no different. We text, we talk on the phone and in person, we send emails and some of us in this digital age inexplicably still use the old fax machine. On the construction site, we communicate through signs, drawings, hand signals, and meetings. We compile daily reports, take photos, create requests for information (RFIs) and review change orders.

All methods of communication have their advantages and disadvantages. Choosing the right method of communication can expedite and simplify the exchange of information. Sometimes a quick email is all that's necessary while other instances may call for a meeting of all key personnel on the project.

Items like RFIs, change orders and daily reports are usually laid out in the contract documents with their own specific forms and submittal procedures that have to be followed. For example, if you can't communicate your email message in one or two short paragraphs, or if there ends up being a lot of back and forth, it may be time to pick up the phone or schedule a quick face-to-face meeting.

There is also a host of project collaboration software solutions available that will allow you to quickly share and disseminate information to all stakeholders on a project. All changes and project documentation can easily be stored and up-

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ACCESS TO CAPITAL - READY TO GROW YOUR BUSINESS?

How to Gain Access to Capital for Your Small Business

[Article was originally posted on <https://spoton.com>]

By SpotOn Staff Contributor

As a small business owner, you want to grow your business into a brand that customers know and trust. But that kind of cred doesn't come cheap. Getting access to capital to fuel your growing business can be tough, but there are several ways you can get the funds you need.

Start at home.

Bootstrapping—using your own money to fund your small business—can be an effective way to fill your coffers, *business.com* notes. Many successful small business owners have broken open their piggy banks to get their businesses off the ground. Consider dipping into your savings or taking out a home equity line of credit to grow your business. If your credit limit is high enough, you could use your credit cards for growth funding.

Just make sure that you document any money you put into your business as a loan or owner's equity, *Fit Small Business* cautions. A certified public accountant or a tax adviser can show you how to record these transactions for tax purposes. They can also tell you what is and isn't tax-deductible, too.

Find money within your business.

To make your finances lean and mean, take a good, hard look at how you're spending cash. Trimming expenses can free up more cash that you can invest into growing your business, and there are ways to cut costs without cutting your staff, *business.com* notes.

Another way to access capital: generate more revenue. Figure out how you can move more merchandise (but without growing so fast you have fulfillment issues). How you'll do it will depend on the business you're in. Research the

best revenue growth strategies in your field and network with successful business owners to pick their brains for advice.

Organizations such as SCORE and the Small Business Development Center can also help you find money in your business that you can use as growth capital. They offer free services and training on how to access capital and how to enhance your small business operations.

Once you've tapped your internal options, the next step is to look outside your business for growth capital. But to get that money, your finances and records need to be in order, your credit score needs to be healthy, and you need to be organized.

Apply for a small business grant.

A small business grant could be a big boon if your revenue is limited. Better yet: you don't have to pay back the money you get through a

grant, but you usually have to pay taxes on it.

Grants might provide free money, but they're not easy money. Grants are most often available from government organizations, nonprofits, and corporations—but only if you meet the grant's requirements. They're also highly competitive. Consider hiring a grant writer for those more competitive grants (or the ones that offer big bucks).

The Balance offers some guidance on securing grants, but it isn't exhaustive. And be careful when you're searching for grants online. Try to find a free grant database before paying for access to one, and be on the lookout for potential scams.

Visit this link for the full article:

<https://spoton.com/blog/gain-access-to-capital-for-your-small-business/>



CALIFORNIA SUB-BID REQUEST ADS

DRAGADOS SUKUT CONSTRUCTION

Is requesting quotes from certified and qualified SB, HUBZone SB, WOSB, VOSB, SDVOSB, and ANCs Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

BID PACKAGES

Ready Mix Supply
Metal Fabrication
Precast Structures
Dewatering
Erosion Control
Fences & Gates
Noise & Vibration
Paleontologist, Biologist, Archaeologist
QA/QC
Reinforcing Steel
Demo
Security Guards
Hydroseeding
Supplies
4000 gallon 6x6 water truck rental (operated)

Temp. Power
Traffic Lane Markings
Field Office Delivery & Installation
Field Office Maintenance
Traffic signs
Concrete Saw Cutting
Asphalt Concrete Paving
Construction staking/survey
Sand and gravel
Trucking
Pipe & Appurtenances
Pipe Abandonment
Geotechnical Instrumentation
Geotextile Fabric
Equipment Rental
Misc. Materials

B.F. Sisk Dam is a 382-foot-high zoned compacted earthfill embankment located on the west side of California's Central Valley about 12 miles west of Los Banos, California.

The dam is over 3 1/2 miles long and impounds San Luis Reservoir, which has a total capacity of more than 2 million acre-feet.

Solicitation No. 140R2021R0004

CERTIFIED PARTICIPATION GOAL 50% of subcontracted work

BID DATE: November 19, 2021 @ 2:00 p.m.

All Quotes Due Prior

Dragados Sukut Joint Venture

555 Anton Blvd., Suite 1000 • Costa Mesa, CA 92626

Phone: (949) 490-1800 • Email: acale@dragados-usa.com

Plans/specs and bid packages are available through Building Connected. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Dragados/Sukut Joint Venture will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign in to Building Connected and sign a Non-Disclosure agreement.

Turner

Request for Qualification (RFQ)
RFQ Period: October 14, 2021 – October 28, 2021

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:

Bid Packages 5-8: Subcontractors who meet pre-qualification criteria to perform work on their respective trades will be invited to submit a proposal

Group	Bid Package #	Trade Package
2	5	Fire Protection - Design/Build
2	6	Shoring / Dewatering - Design/Build
2	7	Elevators - Design/Assist
2	8	Low Voltage - 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: 2f018962.tcco.onmicrosoft.com@amer.teams.ms

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

Fire Sprinkler / Solar Photovoltaic
180 JONES - REMAINING TRADES
180 Jones Street, San Francisco, CA

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

BID DATE: 10/29/21 @ 2PM

Voluntary Virtual Pre-Bid Meeting: 10/18/21 @ 10AM

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

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



CALIFORNIA SUB-BID REQUEST ADS

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested
This project has HUBZone SB, SDB, WOSB, VOSB, SDVOSB Concerns

Skanska is interested in soliciting in Good Faith all subcontractors and suppliers as well as certified HUBZone SB, SDB, WOSB, VOSB, SDVOSB subcontractors and suppliers related to the scopes of work below for the:

B.F. Sisk Dam SOD Modifications, Phase I
Merced County, California

Owner: Bureau of Reclamation
Solicitation No. 140R2021R0004

Please Submit Proposals By: November 19, 2021 – 2:00 PM

If interested, please email your category of work to bids.socal@skanska.com. An invitation to Building Connected will be provided where Plans and Specifications can be accessed and downloaded.

Requested scopes include, but are not limited to the following and should be based on the Contract and its amendments: Site Security, Traffic Control, Signs, Fence, SWPPP, Concrete Reinforcing, Concrete, Concrete Removal, Saw Cutting, Metal Fabrications, Electrical, Well Points, Dewatering, Clearing and Grubbing, Strip-ping, Excavation, Riprap, Cold Plane Existing Asphalt Pavement, Aggregate Base Course, Asphalt Concrete Pavement, Traffic Lines and Markings, Topsoil, HDPE Pipe, Blasting, Material Processing, Biologist, Geotextile, Revegetation, Weir boxes.

Requirements: Skanska will assist qualified subcontractors and suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a HUBZone SB, SDB, WOSB, VOSB, SDVOSB Company, please provide your certification letter with your proposal. If you are a Non HUBZone SB, SDB, WOSB, VOSB, SDVOSB, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist HUBZone SB, SDB, WOSB, VOSB, SDVOSB subcontractors and suppliers, we will divide the work into smaller packages, tasks or quantities, 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 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. 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 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

W.A. Rasic Construction Company

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

City of San Diego

Pure Water Program (PWP)

Morena Conveyance South, Morena Pipeline and Morena Conveyance Bike Lanes (BL)

Bid No. K22-1797-DBB-3

Bid Date: November 9, 2021 @ 2:00 PM

Engineer's Estimate: \$ 101 Million

Outreach: DBE/MBE/WBE

Senior Estimators: Mark Setzer / Ben Sebat Phone: (562) 928-6111

Email: msetzer@warasic.com &

bsebat@warasic.com

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

Electrical including Fiber Optic Cable & Conduit, AC Cold Milling / Demolition, Asphalt Cap Paving & Crack Seal, Traffic Signals / Loop Detectors & Signal Modifications, Slurry Seal (Type 1,2,3), Minor Concrete, Pre-Construction Video, Landscaping, Temporary Highline, Sawcutting, Potholing, Ground Improvements, Striping, Welding, Install 12", 16", 30", 36" & 48" Pipeline including Appurtenances, Fencing, Furnish Steel & PVC Pipe, Furnish Valves & Appurtenances, Furnish Sand & Gravel, Furnish CSLM / PCC and Asphalt, Traffic Control Signs & Equipment, Cathodic Protection, Trucking, SWPPP Development, Dewatering (Hazardous & Non-hazardous), Contaminated Soils (Monitoring, Hauling & Disposal), Traffic Control Plans / Engineering, Equipment Rental, Shoring Equipment.

Plans and Specifications are available at no cost to interested firms by either contacting W.A. Rasic Construction, downloading from the City of San Diego's Planet Bids Portal or by utilizing the following FTP link <https://www.dropbox.com/sh/c6xg8x8vi3axkp7/AAB7MvresJQfL8Lr-IBfjeAa?dl=0>

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

W.A. Rasic is an equal opportunity employer and Union signatory Contractor.

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested
Owner: County of Riverside Transportation Department
Project No. B2-04723

Proposal Due Date: November 3, 2021

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors as well as certified DBE subcontractors related to the scopes of work below for the

Clinton Keith Road Construction Project- Phase 3
Leon Road to State Route 79 Including French Valley Creek Bridge
In the City of Murrieta and French Valley Ara

Plans & Specs can be accessed and download online at:

<https://app.buildingconnected.com/public/59b1c0096ab4570007e09292/projects/6167358c36d14400bfe85eb4>

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

Building Demolition, Pre/Post Const. Surveys, Office Trailers, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Prepare Storm Water Pollution Prevention Plan, Water Pollution Control, Temporary Fence, Remove Fence, Cold Plane Asphalt Concrete Pavement, Remove Concrete, Clearing and Grubbing, Develop Water Supply, Roadway Excavation, Structure Excavation, Imported Borrow, Plant Establishment Work, Erosion Control, Fiber Rolls, Class 2 Aggregate Base, Cement Treated Base, Hot Mix Asphalt, Portland Cement Concrete, Furnish Steel Piling, Drive Steel Pile, Prestressing, Structural Concrete, Precast Concrete Arch, Minor Concrete, Coatings, Fractured Rib Texture, Joint Seal Assembly, Bar Reinforcing Steel, Reinforced Concrete Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Rock Slope Protection, Minor Concrete, Miscellaneous Iron and Steel, Structural Steel (Drainage Headwall), Miscellaneous Metal (Bridge), Fence, Guardrail, Roadside Signs, Railings, Concrete Barrier, Striping, Pavement Markers, Signals & Lighting, Street Sweeping, Trucking.

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 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.

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EEO/AA/Vet/Disability Employer

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Phone: (951) 684-5360

Lead Estimator: Jerome DiPadova • Email: bids.socal@skanska.com

6 Keys to Better Construction Communication

Continued from page 2

dated so everyone has access to the most up-to-date information. These software solutions and mobile applications can be a great tool for effective communication as long as all stakeholders have access to it, have been properly trained, and are committed to using it.

Methods of communication for specific tasks and information sharing should be established early on in the project and agreed upon by all stakeholders. Any deviations from the prescribed methods of communication could result in messages not being received by the intended parties in a timely manner causing delays in the project.

3. Be an Active Listener

When you engage in oral communication, whether in person or over the phone, you want to be an active listener. Don't just sit there and absorb the information like a digital recorder, that's passive listening at best. Try to understand what the speaker is trying to communicate from their point of view.

Take notes on key points, don't just transcribe every word they utter, and make notes on details you may need clarification on. Make eye contact and provide nonverbal signals such as head nods to show that you are actively listening.

Don't interrupt the speaker or try to talk over them. Concentrate on what the speaker is saying and avoid forming a response in your mind until they are through. You could miss a vital piece of information that answers your question if you are focusing solely on what you are going to say when it's your turn to speak. Once the speaker has finished is the time to ask questions and get clarification on any points that remain unclear. Try and rephrase what you've heard and understood in order to verify the information provided.

If in a meeting, seek feedback and ask questions when you have the floor. The whole point of project meetings is to communicate and make sure everyone has a clear understanding of their roles and responsibilities.

Visit link for the full article:

<https://www.constructconnect.com/blog/6-keys-better-construction-communication>



CALIFORNIA SUB-BID REQUEST ADS



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

**REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Excavation, HMA, structural concrete, minor concrete and drainage
Hwy 80 Berkeley and Albany
Caltrans #04-0A7724**

REVISED BID DATE: November 4, 2021 @ 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, Surface Movement Monitoring, Construction Area Signs, Traffic Control System, Type II & III Barricade, Portable Delineator, Plastic Traffic Drums, Portable Changeable Message Sign, Alternative Temporary Crash Cushion, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis and Report, Sweeping, Temporary Active Treatment System, Treated Wood Waste, Noise Monitoring, Temporary High Visibility Fence, Clearing & Grubbing, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Structure Excavation, Structure Backfill, Lean Concrete Backfill, Lightweight Cellular Concrete Backfill, Decorative Boulders, Rock Blanket, Rock Surfacing, Planting & Irrigation, Hydroseed, Compost, AC Dike, Tack Coat, Cold Plane AC, Steel Soldier Pile, Permanent Steel Casing, CIDH Concrete Pile, High Density Polyethylene Pipe, Ductile Iron Pipe, Wrought Iron Fence, Structural Concrete, Fractured Granite Texture, Bar Reinforcing Steel, Sign Structure, Pedestrian Barricade, Timber Lagging, Underground, Imported Biofiltration Soil, Trash Barrier Rack, Geocomposite Drain, Geomembrane (Water Barrier), Drainage Inlet Marker, Adjust Utilities, Rock Slope Protection, Minor Concrete, Detectable Warning Surface, Guard Shack Pad Minor Concrete, Pre/Post Construction Surveys, Misc. Iron & Steel, Isolation Casing, Misc. Metal, Signal & Lighting, Remove Sanitary Sewer, Monument, Prepare & Paint Concrete, Concrete Star Nosing, Fencing, Gates, Delineator, Pavement Marker, Roadside Signs, Midwest Guardrail System, Handrailing, Cable Railing, Concrete Barrier, Striping & Marking, Maintain Existing Traffic Management System Elements During Construction, Modify Ramp Metering Systems, Modify Traffic Monitoring Systems, Modify Camera Systems, and Construction Materials

Jean Sicard (510-809-3411 jsicard@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 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: Greg Souder and Jean Sicard

**REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Highway widening, overhead signs, and electronic toll system
Hwy 80 Fairfield and Vacaville
Caltrans #04-4G0804**

BID DATE: November 10, 2021 @ 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, Traffic Control System, Stationary Impact Attenuator Vehicle, Type III Barricade, Portable Delineator, Plastic Traffic Drums, Portable Radar Speed Feedback Signs, Portable Changeable Message Sign, Portable Beacons, Temporary Radar Speed Feedback Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis, and Report, Sweeping, Temporary Fencing, Temporary Dewatering and Non-Storm Water Discharge Control System, Water Quality Sampling, Analysis, and Monitoring Report, Temporary Creek Diversions, ADL Burial Location Report, Treated Wood Waste, Clearing & Grubbing, Subgrade Enhancement Geotextile Class B2, Geosynthetic Reinforcement, Planting & Irrigation, Lean Concrete Base, AC Dike, Tack Coat & Prime Coat, Cold Plane AC, CIDH Concrete Piling, Structural Concrete, Minor Concrete, Paving Notch Extension, Drill & Bond Dowel, Clean Expansion Joint, Precast Prestressed Concrete Girder, Joint Seal, Bar Reinforcing Steel, Structural Concrete, Asphalt Membrane Waterproofing, Structural Steel, Sign Structure, Abutment Lumber Blocking, Sound Wall (Masonry Block), Clean & Paint Steel Structures, Core and Pressure Grout Dowel, Bridge Removal, Column Casing, Carbon Fiber Reinforced Polymer Strip, Underground Storm Systems, Edge Drains, Concrete Backfill, Bioretention, Sand Backfill, Concrete, Rock Slope Protection, Minor Concrete, Misc. Iron & Steel, Misc. Metal, Electrical, Prepare & Paint Concrete, Fencing, Delineator, Pavement Marker, Treatment Best Management Practice Marker, Object Marker, Concrete Barrier Marker, Roadside Signs, Remove Guardrail, Guardrail Systems, Vegetation Control (Minor Concrete), Alternative Crash Cushion System, Concrete Barrier, Striping & Marking, Rumble Strip, Contrast Stripe Paint, Traffic Stripe Tape, Traffic Monitoring System, Electronic Toll System/Lighting System (BAIFA), Camera Systems, Fiber Optic Cable Systems, Lighting Systems, Ramp Metering Systems, Modify Traffic Monitoring Stations, and Construction Materials

Greg Souder (510-809-3430 gsouder@ocjones.com) and Jean Sicard (510-809-3411 jsicard@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. 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.

Sub-Bids Requested from qualified MBE/WBE Subcontractors and Suppliers For:

SAN JACINTO VALLEY RAW WATER CONVEYANCE FACILITIES – EM-25 SERVICE CONNECTION AND EM-25 FLOW CONTROL AND CHLORINATION FACILITY, SPECIFICATION NO. 1383W

**Owner: Eastern Municipal Water District
Location: San Jacinto, CA**

REVISED BID DATE: December 1, 2021 @ 5:00 P.M.



667 Brea Canyon Road, Suite 30 • Walnut, CA 91789
Phone: (909) 595-4397, Fax: (909) 444-4268
Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Demolition, Chain Link Fencing, Aggregates, AC Paving, Ready-Mix Concrete, Reinforcing Steel, Masonry, Structural Steel, Miscellaneous Metals, Sealants, Vault Access Doors/Frames, Rolling Service Doors, Painting & Coatings, ID Devices, Equipment, Prefabricated Steel Building, Electrical and Instrumentation

Plans and Specifications: Available at www.emwd.org. To view and download these documents, navigate to Doing Business, Construction, and select Construction Bid Opportunities. You must register online to receive email notifications of Addendums. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested MBE/WBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.



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: November 2nd, 2021, 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

With SBE you can:

FIND
Subcontractors, Vendors,
and Suppliers

REACH
Diverse Audiences

ADVERTISE
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Public Legal Notices
Job Listings

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



CALIFORNIA SUB-BID REQUEST ADS

FLATIRON

REQUEST FOR QUOTES FROM CERTIFIED DBE/MBE/WBE/SBE/SBRA/LSAF/HUBzone
SUBS AND SUPPLIERS FOR:

Union Sanitary District ("USD")
Enhanced Treatment & Site Upgrades Program, Phase 1A
District Project No. 800-532
REVISED BID DATE: November 16, 2021 at 11AM

California State Revolving Fund Programs, Clean Water & Drinking Water SRF
(CASRF/CWSRF/DWSRF) Project with DBE Requirements and Participation Encouraged

CA Water Board/EPA DBE Participation Forms Required from Certified Subs/Suppliers

We are soliciting quotes for the following Divisions and items of work:

For Divisions 01 thru 46, including, but not limited to: Quality Control, Temporary Pumping Systems, Demolition, Hazardous Materials Remediation, Concrete Repairs, Concrete Formwork, Precast Concrete, Joint in Concrete, Rebar, Metal Materials, Structural Steel, Metal Fabrications, Rough Carpentry, Glass, Fiber and Resin Fabrications, Building Insulation, Built Up Bituminous Roofing, Joint Fillers, Sealants & Caulking, Skylight Protection Screen, Louvers, Painting & Coatings, Epoxy MIC Coating Systems, Polyurethane MIC Coatings, Pre-Fabricated Equipment Centers, Cathodic Protection System, HVAC, Electrical, Earthwork, Aggregate Material Supply, Dewatering, AC Paving and Surfacing, Pipe Supports, Process Piping, Misc. Valves, Instrumentation and Controls, Cranes & Hoists, Pumps, Blower Package, Odor Absorption System, Vertical Turbine Mixers, Single Prop Air Diffusers and Fine Bubble Diffused Aeration Equipment.

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

100% performance and payment bonds will be required for the full amount of the subcontract price. Please contact us for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor and supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all scopes/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 Operators, Laborers, Cement Masons, Carpenters & Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. We intend to work cooperatively with subcontractors/suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. We 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 us for any assistance required by your firm. Subcontractors will be required to execute our standard subcontract agreement and agree to the standard general terms & conditions. Please contact us by email if you would like copies for review prior to bid day.

Contract Documents and related project information is available and can be downloaded from the Union Sanitary District website at the following link: [Projects Out to Bid - Union Sanitary District](#) for FREE. These documents will have a watermark. You can also purchase a set from the owner for \$300. Project documents may also be downloaded for FREE from our Box ftp site by email request. These documents will also contain a watermark. Please send the email request to NORCALBIDS@flatironcorp.com for access to plans & specs on our BOX ftp site. Due to Covid-19 & Social Distancing requirements, we are not currently scheduling appointments to review project docs or meet with estimators in our office. When the current 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

FLATIRON

REQUEST FOR CERTIFIED DBE SUBCONTRACTORS AND SUPPLIERS

Caltrans Contract 03-3F0604
Construction on State Highway Rte 162 in Glenn County at Butte City, CA
Remove & Place Structural Concrete Bridge and CISS Pile
DBE Goal 15%

Bid Date: November 9, 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, AC Paving, Cold Plane AC, AC Dike/Curbs, Clean out Pile, Joint Seal Assembly, Post Tensioning, Rebar, Steel Painting, Fencing, Metal Railing, MBGR, Striping & Markings, Electrical, Welding, Aggregates, Ready Mix, Concrete Pumping, Steel Pipe Pile, Misc. Metals, SWPP Plan, SWPP Materials, Lead Compliance Plan, PTFE Bearings, Traffic Control, Hydro Acoustic Monitoring, Asbestos Monitoring (Abatement), QC Testing, Biologist and Storm Water Sampling.

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: 03-3F0604. 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



PROJECT NAME:
Dublin Transit Center Parking Garage
Campus Drive and Martinelli Way, Dublin, CA 94568
REVISED BID DATE: October 26, 2021 at 12:00 PM.

Swinerton is requesting quotations from certified SBE, MBE, WBE, Alameda County SLEB/LBE.

Trades For Bid: Design/Build MEPF (Partnerships with Alameda County SLEB design firms strongly encouraged) Precast / GRFC Panels, Metal Stairs, Glazing, Elevators, Parking Management System, Site Demo, Earthwork, Asphalt Paving, Site Concrete, Chain Link Fence, Rebar, Landscape, Striping, and Site Utilities.

RFIs Due: October 19, 2021.

Project Description:

County of Alameda is developing a 5-level above grade parking structure on a 2.4-acre County owned property (Parcel D-1) located at the Dublin Transit Center. This parcel is currently undeveloped, with a three-story residential building to the North, a five-story mixed-use building to the West, and the existing Dublin/Pleasanton BART Parking Garage to the South. The proposed parking structure will provide 525 parking spaces. This project shall achieve Parksmart Silver Certification.

PROJECT SCHEDULE: Construction is estimated to start on Q1 2022 with a total duration of 578 CD.

PLANS & SPECIFICATIONS:
<https://swinerton.com/subcontractors/current-bid-opportunities/>
Contact: Zulma Figueroa
Tel: (415) 527.6569
EMAIL TO: zulma.figueroa@swinerton.com

- This is a Public Works project. Subcontractor must be registered with the CA Department of Industrial Relations before submitting a bid.
- This is a Prevailing Wage project.
- Project Stabilization Agreement / Community Workforce Agreement.
- Alameda County LBE 60% - Alameda County S/LBE 20% - MBE 15% - WBE 5% - SBE 5%
- Alameda County Contractor Technical Assistance Program (CTAP) to support businesses with bonding and insurance assistance included in bid documents.

We reserve the right to require all subcontractors to furnish 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"



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 Union City, CA:

Enhanced Treatment and Site Upgrade – Phase 1A Aeration Basin Modifications
Project No. 800-532
Owner: Union Sanitary District

Bid Date: November 16, 2021 @ 11:00 AM

Subcontractor and Supplier Scopes are due November 8, 2021 and Quotes NO LATER THAN November 15, 2021 at 5 PM.

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

Asphalt Paving • Aggregates • Cathodic Protection • Concrete Pumping • Concrete Supply • Cranes & Hoists • Demolition • Dewatering • Electrical • Electrical Supply • Electrical Testing • Erosion Control • Hazardous Material Remediation • HVAC • Mechanical Equipment • Miscellaneous Metals • Painting & Coating • Pipe Insulation • Piping & Valves • Pre-Fabricated Equipment Center • Quality Control • Rebar • Trucking & Hauling

Certified thru, but not limited to, any of the following agencies:

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

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.

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.

California Clean Water State Revolving Fund (CWSRF) applies

US Environmental Protection Agency (USEPA) grants

American Iron and Steel requirements applies

Davis-Bacon Act and California prevailing wage requirements applies

Disadvantages Business Enterprises

(40 CFR Part 33) applies

An Equal Opportunity Employer

CA Lic. 433176 // DIR #: 100001147



CALIFORNIA SUB-BID REQUEST ADS

DESILVA GATES CONSTRUCTION

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

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

**CALTRANS RTE 80
IN SOLANO COUNTY IN FAIRFIELD AND VACAVILLE
FROM 1.0 MILE WEST OF RED TOP ROAD
UNDERCROSSING TO 0.4 MILE EAST OF
LEISURE TOWN ROAD OVERCROSSING
CONTRACT NO. 04-4G0804
FEDERAL AID PROJECT NO. ACIM-0802(375)E
Disadvantaged Business Enterprise Goal Assigned
is 15%**

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

BID DATE: NOVEMBER 10TH, 2021 @ 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, BRIDGE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS/CHANNELIZER/MARKERS & DELINEATION, ELECTRICAL, EROSION CONTROL, FENCING, LANDSCAPING & IRRIGATION, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, LEAN CONCRETE BASE, PIPE LINING, ROADSIDE SIGNS, RUMBLE STRIP, SIGN STRUCTURE, GROUND ANCHOR WALL, SOUNDWALL (MASONRY), PAVER & TEXTURED CONCRETE, STRIPING, SWPPP PREP/ WATER POLLUTION CONTROL PLAN PREPARE, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEM, EDGE DRAIN/HORIZONTAL DRAIN, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 & 3 AGGREGATE BASE MATERIAL, CLASS 4 AGGREGATE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, ASPHALT TREATED PERMEABLE BASE, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 3855 N. Freeway Blvd, Suite 100, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the DROP BOX Link:

https://www.dropbox.com/sh/5rvc1bwfbasgl9/AABbrd-0ba51_kN3GtAESfBUoa?dl=0 or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator Victor Le. If you have questions for the Estimator, 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 obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance 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 Resource 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 Opportunity/Affirmative Action Employer.

DESILVA GATES CONSTRUCTION

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 20 – CONSTRUCTION ON STATE
HIGHWAY IN COLUSA COUNTY 1.7 MILES
EAST OF COLUSA FROM NIAGARA AVENUE TO
0.3 MILE WEST OF STEIDLMEYER ROAD
Contract No. 03-0H6504
Federal Aid Project No. ACHSNH-P020(197)E
Disadvantaged Business Enterprise Goal Assigned
is 22%**

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

BID DATE: OCTOBER 26, 2021 @ 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:

BIOLOGIST CONSULTANT, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, METAL BEAM GUARDRAIL, ROADSIDE SIGNS, RUMBLE STRIP, SAWCUTTING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TESTING, TRAFFIC CONTROL SYSTEMS, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our offices 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/5rvc1bwfbasgl9/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 Estimator David Czech. If you have questions for the Estimator, 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 obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance 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 Resource 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 Opportunity/Affirmative Action Employer.

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Website: www.desilvagates.com
ESTIMATOR: **JIM YACKLEY**
An Equal Opportunity/ Affirmative Action Employer

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

**FOLSOM BOULEVARD COMPLETE STREETS
PHASE 1
CONTRACT NO. 4511
Federal Aid No. ATPSB1L-5924(242)
DBE Goal is 16%**

**OWNER: COUNTY OF SACRAMENTO
9660 Ecology Lane, Sacramento, CA 95827**

REVISED BID DATE: NOVEMBER 4TH, 2021 @ 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:

BIOLOGIST CONSULTANT, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, FENCING, IRRIGATION, LANDSCAPING, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PAVING STONE, ROADSIDE SIGNS, ROADWAY EXCAVATION, SLURRY SEAL, STRIPING, UNDERGROUND, WALL (BLOCK), TRUCKING, WATER TRUCKS, WATERPROOFING, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, ASPHALT BINDER.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA, or at your local Builders Exchange, or reviewed and downloaded from the dropbox:

https://www.dropbox.com/sh/5rvc1bwfbasgl9/AABbrd-0ba51_kN3GtAESfBUoa?dl=0, or from Owners website: <https://www.publicpurchase.com/gems/browse/home>.

Fax your bid to (925) 803-4263 to the attention of Estimator Jim Yackley. If you have questions for the Estimator, 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 obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance 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 Resource 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 Opportunity/Affirmative Action Employer.



Gallagher & Burk, Inc.
344 High Street • Oakland, CA 94601
Phone: (510) 261-0466 • FAX (510) 261-0478
Estimator: **VICTOR LE**
Website: www.gallagherandburk.com

Gallagher & Burk, Inc. (GBI) is preparing a bid as a Prime Contractor for the project listed below:

**CALTRANS ROUTE 80 – CONSTRUCTION
ON STATE HIGHWAY AND CITY STREET IN
ALAMEDA COUNTY IN BERKELEY AND
ALBANY FROM 0.6 MILE NORTH OF
UNIVERSITY AVENUE OVERCROSSING
TO 0.3 MILE SOUTH OF EL CERRITO
SEPARATION AND OVERHEAD**

**Contract No. 04-0A7724
Federal Aid Project No. ACIM- 0801(121)E
Disadvantaged Business Enterprise Goal
Assigned is 17%**

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

**REVISED BID DATE:
NOVEMBER 4, 2021 @ 2:00 P.M.**

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

AC DIKE, ADJUST IRON, BRIDGE, CELLULAR CONCRETE, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, DELINEATION, CRACK SEALING, ELECTRICAL, EROSION CONTROL, FENCING, HAZARDOUS MATERIAL, LANDSCAPING/IRRIGATION, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, SIGN STRUCTURE, STAMPED/TEXTURED PAVING, STRIPING, SURVEY/STAKING, SWPPP/ WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 3 AGGREGATE BASE MATERIAL, CLASS 4 AGGREGATE SUBBASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the Dropbox site at

<https://www.dropbox.com/sh/m5i7d8y5irrma1s/AAAgGa-tcqZV8hFik9fw5Qofa?dl=0> or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (510) 261-0478 to the attention of Estimator Victor Le. If you have questions for the Estimator, call at (510) 261-0466. 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 obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (510) 261-0466, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). GBI 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. GBI is an Equal Opportunity/Affirmative Action Employer

Visit www.sbeinc.com to download a PDF version of the latest **SBE Newspaper** and **SBE Newsletter**

Requesting Sub-bids from Qualified **SBE/DVBE/MBE/WBE/OBE** Subcontractors:

**KUBOTA EARTHQUAKE RESISTANT
DUCTILE IRON PIPE (ERDIP) AND
APPURTENANCES FOR CITY TRUNK LINE
NORTH (CTLN) (CTLN) UNIT1 (U1) PROJECT
Los Angeles
Department of Water and Power
Bid No. 7930
BID DATE: November 1, 2021 @ 2:00 PM**

For information on the availability of plans and specifications and the bidder's policy concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please contact our office.

KUBOTA MEMBRANE USA CORPORATION
Contact: Kotaro Wakahara
3460 Torrance Boulevard, Suite 302
Torrance, CA 90503
Phone: (424) 358-5200 Office
kotaro.wakahara@kubota.com

SMALL **BUSINESS** EXCHANGE



WASHINGTON STATE SUB-BID REQUEST AD

ArtSEA: The Seattle monorail ride that was all a blur

[Article was originally posted on <https://crosscut.com>]

By Brangien Davis,

Like many longtime Seattleites, I am an unabashed fan of the monorail. The truncated train is emblematic of local culture — our World’s Fair history, sure, but also our reputation as a high-tech hub, our perpetual striving to become a “world class city,” our patchwork attempts at car-free infrastructure.

Before we began working remotely, I was a regular passenger. The vestigial route is perfectly placed for trips between the Crosscut offices at Seattle Center and downtown gallery visits, doctor appointments and movie nights at Cinerama (sigh).

I love the monorail’s retro-futuristic vibe, and the fact that it has remained largely unchanged since 1962. So when I learned a \$6.6 million monorail makeover would be completed in time for Climate Pledge Arena’s grand opening (Oct. 22, with Coldplay), I approached with some wariness.

After parking at Seattle Center, I purchased my ticket from the handy new self-serve kiosks and hopped aboard ... The Pepsi Zero Sugar Express. So says the garish new black, red and blue branding wrap. I didn’t so much mind the Seattle Kraken tentacles unfurling across the co-branded image, but riding The Pepsi Zero Sugar Express left a bad taste in my mouth. (Also: shouldn’t there be a hyphen in there somewhere?)

Reader, that wasn’t the worst of it. Taking my seat on a red vinyl bench, I realized the branding wrap obscured an essential aspect of the

monorail: the view. Looking out the windows of The Pepsi Zero Sugar Express, I felt like I forgot to put my contacts in. Trees were green smears, buildings just brownish suggestions. The whole experience was like being inside a pointillist painting.

Unlike Metro buses, where riders maintain laser focus on their phones, the monorail is all about looking out those big windows and seeing the city from this unusual carriage — a chrome caterpillar trundling along an elevated track. I used to love watching tourists enjoy the quaint charms of the monorail, seeing kids scramble toward the bulbous front window and parents capturing video of the city passing by. (And I always answered gently when they asked, “How do I know when it’s my stop?”)

I reached out to monorail staff to find out if the branding wrap was a long-term strategy — and heard back just as this newsletter was going to press. “There was a production issue with the windows,” the monorail’s Maya Fraser-Philbin wrote, “and we will be replacing it as soon as possible.” So while the branding wraps will likely keep coming, it sounds like there’s a chance the view will improve.

Here’s hoping that replacement comes very soon indeed, so the train’s new crop of Kraken riders (capacity has been doubled to 6,000 passengers an hour) will be able to view the city from this unique perspective.

Our swiftly changing cityscape also plays a role in a new installation at MadArt studio. Seattle artists (and domestic partners) Leo Berk and Claire Cowie created the large-scale installation Niche Audience (Oct. 14-Nov. 20) using castoffs from nearby construction proj-



All aboard The Pepsi Zero Sugar Express. (Daniel Spils)

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested

Skanska is interested in soliciting in Good Faith all subcontractors and suppliers as well as certified DBE, MBE, WBE subcontractors and suppliers related to the scopes of work below for the

**Eastside Rail Corridor Regional Trail NE 8th Street Crossing
Bellevue, WA**

**Owner: King County, Washington State
No. KC0003461210**

Please Submit Proposals By: November 2, 2021 – 1:30 PM

This project has MBE 10% - WBE 6% Participation

Plans & Specs can be accessed and download online at Building Connected here:

<https://app.buildingconnected.com/projects/615787f2243a2f00c018f7b4/bid-packages>

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

Demolition, Roadway Excavation, Aggregates, Ready Mix Concrete, Bridge Bearing Pads, Erosion Control Materials, Structural Steel, Bridge Cladding, Precast Concrete Fascia Panels, Geosynthetic Retaining Wall, Joint Seal Assembly, Pipe Supply, Rip Rap, Erosion Control, Hazardous Material Hauling, Signs, Bar Reinforcing Steel, Minor Concrete Flatwork, Stairs, Fence and Railing, Electrical, CIDH Concrete Piling, Asphalt Paving, Striping, Landscape, Irrigation, Wet Utilities, Storm Drain, Clear & Grub, Survey, Quality Control, Trucking, and Sweeping.

Requirements: 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/MBE/WBE Company, please provide your certification letter with your proposal. If you are a Non DBE/MBE/WBE, please indicate all lower-tier participation on your quotation as it will be evaluate it with your price. In order to assist DBE/MBE/WBEs subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedule, 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. 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 include Washington License Number on all quotes submitted.

**Skanska 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: Jeanine Soriano • Email: bids.socal@skanska.com

ects in South Lake Union. With this insistence on recycled materials, the duo has turned the industrial studio into their own climate pledge arena.

Collaborating on an expansive art project for the first time, Berk and Cowie have made clever use of safety netting, steel studs, sheetrock panels, shipping crates — even a discarded bathtub — to craft a series of architectural niches (built by Berk) inhabited by curious humanoid figures (built by Cowie).

“People have been sticking people in niches forever,” Berk told me on a recent studio visit. He was talking about architectural nooks designed to hold figural sculptures in Greek temples, Roman cathedrals, museums and other buildings.

But niches are also metaphorical. Berk and Cowie conceived of the project during the beginning of COVID-19, when everyone was sheltering in place. During the brief early summer months of 2021, when it felt like the pandemic might be ending, the couple wondered if their concept would seem outdated. But now, Cowie says wryly, “Nope. Still relevant.”

Placed inside Berk’s niches — which include a lumpy rock face made of carpet padding and a Greek philosophers’ nook made of something Styrofoamy — Cowie’s meticulously outfitted figures wear some clothing from Goodwill,

but are mostly adorned in garments made from sandbags, twine, frayed plastic, netting, tubing and a mosaic of broken glass and reflectors.

After all the isolation of the last year, Berk noted, “We like the idea of how these materials have been touched by multiple people.”

You can add your participation to the collaborative mix, too. One niche has been left empty, inviting visitors to step inside and, in another, a figure with hands made of pink swim fins has made room for a new friend to stand close.

No matter which artistic niche you prefer to crawl into, there’s plenty to do this weekend.

In the music realm, Seattle Opera resumes indoor programming with Puccini’s *La Bohème* (Oct. 16-30), the story from which sprang the musical *Rent*, about Parisian artists trying to hustle in an expensive city.

And at MoPOP, the new show, *Contact High: A Visual History of Hip-Hop* (Oct. 16-March 2022), presents iconic photos — and the unedited contact sheets from which they were selected — of musicians including Queen Latifah, Jay-Z, Missy Elliott, Tupac and a few local folks, including Sir Mix-a-lot.

SOURCE:

<https://crosscut.com/culture/2021/10/arts-ea-seattle-monorail-ride-was-all-blur>



FICTITIOUS BUSINESS NAME STATEMENTS

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395095

Fictitious Business Name(s):
al Ajwah Islamic Dawah Learning Center
Address
1010 16th Street #314
San Francisco, CA 94107
Full Name of Registrant #1
Maria Hernandez
Address of Registrant #1
1010 16th Street #314
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 **09-01-2021**

Signed: **Maria Hernandez**

This statement was filed with the County Clerk of San Francisco County on **10-04-2021**

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: **Giselle Romo**
Deputy County Clerk
10-04-2021

10/07/21 + 10/14/21 + 10/21/21 + 10/28/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0394942

Fictitious Business Name(s):
Better Living Through Dentistry
Address
1317 9th Avenue, San Francisco, CA 94112
Full Name of Registrant #1
Natasha Anne Lee
Address of Registrant #1
630 38th Avenue, San Francisco, CA 94121

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02-01-2002**

Signed: **Natasha Lee**

This statement was filed with the County Clerk of San Francisco County on **09-23-2021**

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: **Lynn Khaw**
Deputy County Clerk
09-23-2021

10/07/21 + 10/14/21 + 10/21/21 + 10/28/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0394998

Fictitious Business Name(s):
Boboderma
Address
619 Mount Vernon Avenue
San Francisco, CA 94112
Full Name of Registrant #1
Ume Organics LLC (CA)
Address of Registrant #1
619 Mount Vernon Avenue
San Francisco, CA 94112

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 **Not Applicable**

Signed: **Jenny Tran**

This statement was filed with the County Clerk of San Francisco County on **09-28-2021**

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: **Lynn Khaw**
Deputy County Clerk
09-28-2021

10/07/21 + 10/14/21 + 10/21/21 + 10/28/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395082

Fictitious Business Name(s):
Cosm
Address
45 Bartlett Street, Unit #706
San Francisco, CA 94110
Full Name of Registrant #1
RAC Medical Consulting, LLC (CA)
Address of Registrant #1
45 Bartlett Street, Unit #706
San Francisco, CA 94110

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 **06-01-2021**

Signed: **Rory A. Carrillo**

This statement was filed with the County Clerk of San Francisco County on **10-01-2021**

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
10-01-2021

10/07/21 + 10/14/21 + 10/21/21 + 10/28/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395094

Fictitious Business Name(s):
ebd 100% Black Seed Oil
Address
1010 16th Street #314
San Francisco, CA 94107
Full Name of Registrant #1
Maria Hernandez
Address of Registrant #1
1010 16th Street #314
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 **09-01-2021**

Signed: **Maria Hernandez**

This statement was filed with the County Clerk of San Francisco County on **10-04-2021**

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: **Giselle Romo**
Deputy County Clerk
10-04-2021

10/07/21 + 10/14/21 + 10/21/21 + 10/28/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0394916

Fictitious Business Name(s):
Gelato Classico
Address
576 Union Street, San Francisco, CA 94133
Full Name of Registrant #1
Caffe Classico Foods, LLC (CA)
Address of Registrant #1
2500 Annalisa Dr., Concord, CA 94520

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 **Not Applicable**

Signed: **Daryl Chun**

This statement was filed with the County Clerk of San Francisco County on **09-21-2021**

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: **Lynn Khaw**
Deputy County Clerk
09-21-2021

09/30/21 + 10/07/21 + 10/14/21 + 10/21/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395142

Fictitious Business Name(s):
Heyday Pub
Address
555 Geary Street
San Francisco, CA 94102
Full Name of Registrant #1
Electrocelt Promotions Inc. (CA)
Address of Registrant #1
244 Kearny Street, Floor #7
San Francisco, CA 94108

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: **Brian Sheehy**

This statement was filed with the County Clerk of San Francisco County on **10-08-2021**

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: **Fallon Lim**
Deputy County Clerk
10-08-2021

10/14/21 + 10/21/21 + 10/28/21 + 11/04/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395113

Fictitious Business Name(s):
Impractical Ventures
Address
58 West Portal Avenue #614
San Francisco, CA 94127
Full Name of Registrant #1
Maxwell James Williams
Address of Registrant #1
48 Paloma Avenue
San Francisco, CA 94127

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-27-2021**

Signed: **Maxwell Williams**

This statement was filed with the County Clerk of San Francisco County on **10-05-2021**

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
10-05-2021

10/07/21 + 10/14/21 + 10/21/21 + 10/28/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395134

Fictitious Business Name(s):
Lisa V. Leach Photography, LLC
Address
2424 Vicente Street, San Francisco, CA 94116
Full Name of Registrant #1
Lisa V. Leach Photography, LLC (CA)
Address of Registrant #1
2424 Vicente Street, San Francisco, CA 94116

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 **09-08-2021**

Signed: **Lisa V. Leach**

This statement was filed with the County Clerk of San Francisco County on **10-07-2021**

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
10-07-2021

10/14/21 + 10/21/21 + 10/28/21 + 11/04/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395101

Fictitious Business Name(s):
Principle Salon
Address
3112 24th Street, San Francisco, CA 94110
Full Name of Registrant #1
Principle Salon (CA)
Address of Registrant #1
2906 58th Avenue, Oakland, CA 94605

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 **Not Applicable**

Signed: **Alexandra Nixon**

This statement was filed with the County Clerk of San Francisco County on **10-04-2021**

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: **Fallon Lim**
Deputy County Clerk
10-04-2021

10/07/21 + 10/14/21 + 10/21/21 + 10/28/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395166

Fictitious Business Name(s):
Private Eye
Address
864 Post Street
San Francisco, CA 94109
Full Name of Registrant #1
Rachel Garcia
Address of Registrant #1
710 48th Avenue
San Francisco, CA 94121

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-11-2021**

Signed: **Rachel Garcia**

This statement was filed with the County Clerk of San Francisco County on **10-13-2021**

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
10-13-2021

10/14/21 + 10/21/21 + 10/28/21 + 11/04/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0394957

Fictitious Business Name(s):
Taiyo Kumo
Address
290 Guerrero Street, San Francisco, CA 94103
Full Name of Registrant #1
Christine Kawabata
Address of Registrant #1
290 Guerrero Street, San Francisco, CA 94103

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07-07-2021**

Signed: **Christine Kawabata**

This statement was filed with the County Clerk of San Francisco County on **09-23-2021**

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: **Lynn Khaw**
Deputy County Clerk
09-23-2021

09/30/21 + 10/07/21 + 10/14/21 + 10/21/21

CALIFORNIA SUB-BID REQUEST ADS



Request for Quotes from Subcontractors & Business Enterprise Subcontractors Certified as MBE, WBE, OBE, SBE, LBE, and DVBE Firms

Project: Administration Building and Jail Demolition & Redevelopment Project
Owner: Contra Costa County Public Works Dept. – Capital Projects
Work Packages: Abatement
Location: Martinez, CA
Bid Due Date: November 8th, 2021 – Bid Time: 4:00 PM (PST)

Webcor Builders is currently requesting bid proposals for the **Contra Costa County Administration Building and Jail Demolition & Redevelopment Project** to act as a Subcontractor for the listed Work Packages. Business Enterprise subcontractors and material suppliers must be a business enterprise certified as a MBE, WBE, OBE, SBE, LBE, and DVBE Firm in order to qualify for the contract's business enterprise participation goals on this project. Bid or material quotes are due no later than November 8, 2021, at 4:00 PM.


Work packages:

1. Abatement and Remediation of Hazardous Materials

The project plans and specifications may be found online at Webcor's BuildingConnected Website. Interested Subcontractors please contact Alec Bangs via email at abangs@webcor.com or by phone at (510) 499-1458. 100% Payment and Performance Bonds may be required, and insurance will be required for this project. Assistance is available. Please contact Alec Bangs regarding assistance with these requirements.

Estimated construction start of these Packages: Reference Project Schedule (Exhibit H)
 Estimated completion of these packages: Reference Project Schedule (Exhibit H)

Please contact Alec Bangs and submit your bids/material quotes on or before November 8, 2021, at 4:00pm.
 Webcor Builders is an Equal Opportunity/Affirmative Action Employer.



Request for Quotes from CMD LBE's (small & micro) and Certified DBE's, MBE's and WBE's

Project: Treasure Island C2.4
Work Packages: Please see list below
Location: San Francisco, CA
Bid Due: 11/15/2021 – Bid Time: 1:59 PM (PST)

Webcor Builders is currently requesting bid proposals for the Treasure Island C2.4 project to act as Subcontractors or sub-tier Subcontractors for the following Work Packages. Subcontractors and material suppliers must be qualified CMD Certified LBE's, Small-LBE or Micro-LBEs in accordance with Chapter 14.B, recognized as a Small Business Enterprise or Disadvantaged Business Enterprise by OCII, recognized as an SBE by the Authority in accordance with Section VI.A of the contract documents; or a TIHDI member organization or wholly owned by a TIHDI member organization. A virtual outreach meeting will be scheduled for October 27, 2021 at 1:00 PM PST. Please use the following zoom link to register: <https://webcor.zoom.us/join/91051040000>

Work packages:

1. WP #1: Earthwork, Shoring and Earth Work
2. WP #2: Structural Concrete
3. WP #3: Design/Build Tower Window Wall System
4. WP #3.01: Storefront
5. WP #3.02: Podium Nail Fin Windows
6. WP #6: Misc. Metals and Steel Stairs
7. WP #7: Waterproofing and Roofing
8. WP #12: Exterior Framing & Sheathing
9. WP #14: Metal Stud Framing and Drywall
10. WP #23: Vertical Transportation
11. WP #26: Underground Utilities
12. WP #27: Deep Pile Foundations

The project plans may be found online at Webcor's BuildingConnected site. Interested Subcontractors please contact John Rodgerson via email at jrodgerson@webcor.com or phone at 415-845-2817 or Brian Kearney at bkearney@webcor.com or phone at 510-289-3487 to be added to the project. 100% Payment and Performance Bonds may be required. Assistance is available.

Estimated construction start of this project is March 1, 2022.

Please contact John Rodgerson or Brian Kearney and submit your bids/material quotes on or before November 15, 2021 at 1:59pm.
 Webcor Builders is an Equal Opportunity/Affirmative Action Employer.

FICTITIOUS BUSINESS NAME STATEMENTS

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 2021-0394959

Fictitious Business Name(s):
The Paper Mind
 Address
182 Howard Street #206
San Francisco, CA 94105
 Full Name of Registrant #1
Blake William Feinstein
 Address of Registrant #1
301 Main Street #36B
San Francisco, CA 94105

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

Signed: **Blake Feinstein**

This statement was filed with the County Clerk of San Francisco County on **09-23-2021**

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: **Lynn Khaw**
 Deputy County Clerk
 09-23-2021

10/14/21 + 10/21/21 + 10/28/21 + 11/04/21

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 2021-0394910

Fictitious Business Name(s):
Key Klub
 Address
850 Bush Street, San Francisco, CA 94108
 Full Name of Registrant #1
Peppercorn LLC (CA)
 Address of Registrant #1
22 Euclid Avenue, Los Gatos, CA 95030

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 **09-21-2021**

Signed: **Paria Sedigh**

This statement was filed with the County Clerk of San Francisco County on **09-21-2021**

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
 09-21-2021

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 2021-0395120

Fictitious Business Name(s):
Urban Rural Regional Strategies
 Address
239 Carl Street, San Francisco, CA 94117
 Full Name of Registrant #1
Serena Unger
 Address of Registrant #1
239 Carl Street, San Francisco, CA 94117

This business is conducted by **An Individual**
 The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-04-2021**

Signed: **Serena Unger**

This statement was filed with the County Clerk of San Francisco County on **10-06-2021**

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: **Giselle Romo**
 Deputy County Clerk
 10-06-2021

10/07/21 + 10/14/21 + 10/21/21 + 10/28/21

ABANDONMENT OF FICTITIOUS BUSINESS NAME STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

The registrant(s) listed below have abandoned the use of the fictitious business name(s):

- 1) **The Olympic Cafe**
 Located at **555 Geary Street, San Francisco, CA 94102**
 This fictitious business name was filed in the County of San Francisco on **03/04/2019** under file **19-0385469**

Name and address of Registrants (as shown on previous statement)
 Full Name of Registrant #1
Electrocelt Promotions Inc. (CA)
244 Kearny Street
San Francisco, CA 94108


This business was conducted by a **A CORPORATION**

Signed: **Brian Sheehy**

This statement was filed with the County Clerk of San Francisco County on

Filed: **Fallon Lim**
 Deputy County Clerk
 10/08/2021

10/14/21 + 10/21/21 + 10/28/21 + 11/04/21



Project Name: Mission Bay Block 9A
Location: San Francisco, California
Bid Date: November 15, 2021 @ 2:00pm
Pre-Bid Mtg: November 1, 2021 @ 10:30am
 (Web Ex Call)
Job Walk: November 1, 2021 @ 12pm
 RVSP @ JacquelineL@nibbi.com

Labor Requirements: Prevailing Wage
Project Schedule: Est. Start May 2022

Nibbi Brothers has been selected as the General Contractor for the Mission Bay Block 9A housing project in San Francisco. We are in receipt of the 75% CD set and are currently requesting bid proposals from qualified subcontractors and suppliers including those certified with the Office of Community Investment and Infrastructure (OCII)/Successor to SFRA for DIV 01-33. The Office of Community Investment and Infrastructure (OCII) has established a 50% SBE participation goal for this project, with first consideration to San Francisco-based LBEs located in zip code areas 94124, 94134 and 94107, followed by all other San Francisco-based LBEs. Non-San Francisco based SBEs should only be used to satisfy participation goals where San Francisco-based firms are not available, qualified, or if their bids or fees are significantly higher than those of non-San Francisco-based firms. We strongly encourage LBE/MBE/WBE to participate. Please contact Maria Pecot, OCII Contract Compliance Specialist for additional information at maria.pecot@sfgov.org. The 350 China Basin Street project consists of approximately 179,937 GSF sprinklered Type I-B (concrete superstructure + misc steel posts and beams at rooftop structures & misc. other locations), eight-story mid-rise residential building, 148 affordable for sale condo units including 1, 2, and 3-bedroom configurations. The project will be approximately 89'-4" to the roof structure, as measured from the lowest entry point on the site (along China Basin Street). The proposed project would include new sidewalks & street trees, utility infrastructure and landscaping as well as common, landscaped open space for residents at levels 02 and 09 Roof. The building design will incorporate sustainable building strategies to achieve LEED Silver or Green Point Rated.

For any questions on accessing the bidding documents, please contact Jacqueline Leiva, Precon & Estimating Coordinator via email, JacquelineL@nibbi.com
 For project specific questions please contact Anastasia Scorsone, Assistant Project Manager via email, anastasias@nibbi.com.

ANVIL BUILDERS
 1475 Donner Ave. San Francisco, CA 94124
 Phone: 415-285-5000 • Fax: 415-285-5005

Request for DBE's Subcontractors and Suppliers for Project: City of San Mateo Delaware Street Relief Sewer Project
City Project No. 46S003-46S17-05530-46320
Bid Date: Tuesday, October 5th, 2021
New Bid Date: Tuesday, November 2nd, 2021
Bid Time: 2:00 PM

Installation of a 30-inch diameter relief sewer along the Caltrain ROW between the north end of the Hillsdale Caltrain Station parking lot and the intersection of Delaware St. and Pacific Blvd. in San Mateo, CA. The work includes the following:

- Approximately 435 linear feet of 30-inch PVC sewer installed by open cut less than 18 feet deep.
- Approximately 1,065 linear feet of 30-inch PVC sewer installed by open cut greater than 18 feet deep.
- Approximately 685 linear feet of 30-inch FRPMP sewer installed by microtunneling.
- Approximately 54 linear feet of 30-inch PVC sewer in a steel casing installed by pipe jacking.
- 8 manholes
- 2 microtunnel launching shafts
- 2 microtunnel receiving pits.
- 2 pipe jacking pits
- 1,600 linear foot bioswale with irrigation piping and plants.
- 1,600 linear foot sidewalk
- 1,300 linear foot block retaining walls
- Paving and surface restoration.

Seeking all trades (but not limited to): Trucking, sawcutting, grinding, paving, striping, CCTV, traffic control, survey, microtunneling, jack and bore, and other required work and trades.

Plans, specifications, and requirements can be viewed at our office or by using the link below.
<https://www.cityofsanmateo.org/bids.aspx?bidID=638>

For assistance with bonding, lines of credit, insurance, or anything else regarding bidding on this project, contact Anvil Builders via phone or email.
 Will you be bidding this project?
 Please email or fax your response to estimating@anvilbuilders.com / 415-285-5005.

Small Business Facts

Women-Owned Employer Businesses

August 2021, Victoria Williams, Economist



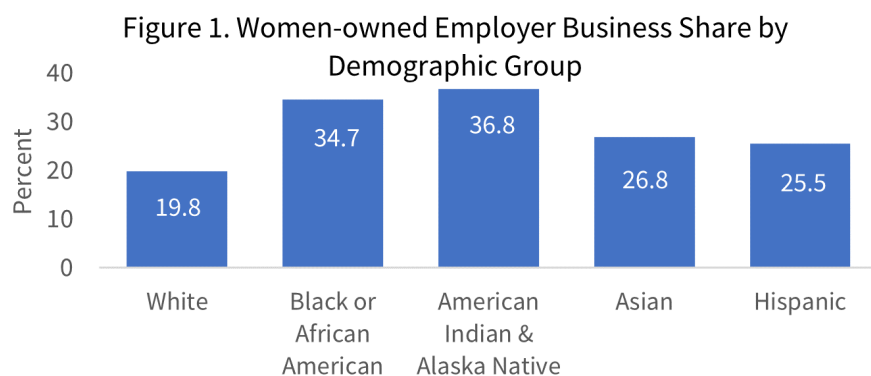
1.1 Million Women-owned Employer Businesses
10.1 Million Employees

\$388.1 Billion Payroll
\$1.8 Trillion Receipts

945,514 Nonminority Women-owned Businesses
285,454 Minority Women-owned Businesses

Overview

There were roughly 12 million women-owned businesses in 2017.¹ According to the 2019 Annual Business Survey, women employer businesses numbered 1.1 million, employed 10.1 million workers, and accumulated \$1.8 trillion in receipts. Women-owned firms make up 20% of all employer firms. Women remain underrepresented in every demographic group (Figure 1). Most women-owned firms are small. 90% of all women-owned businesses have no employees.² Over half of women employers have 1-4 employees.



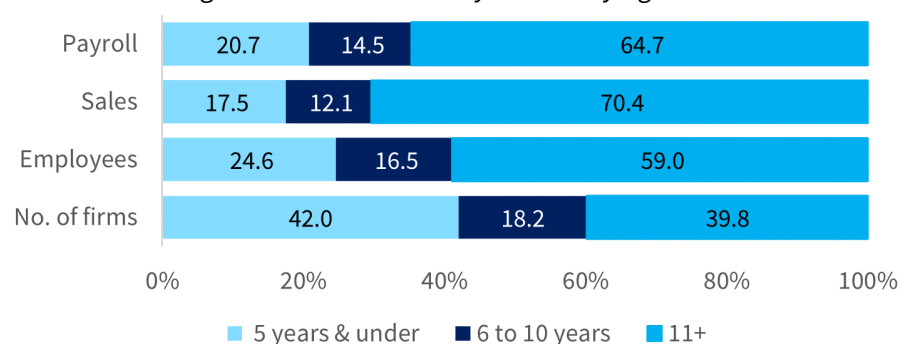
Industry Characteristics and Age

Women businesses are concentrated in professional, scientific, and technical services and health care and social assistance industries. Table 1 shows the industries with the largest number of workers employed by women-owned firms. The top employment industries are health care; accommodation and food services; and administrative and support. These three sectors account for 47% of total industry employment by women-owned businesses.

Table 1. Top 5 Industries by Women-owned employer businesses

Industry	Employees	Firms	Payroll (\$billion)
Health care and social assistance	1,972,252	189,351	\$64.0
Accommodation and food services	1,522,579	108,135	\$27.8
Administrative and support	1,277,280	71,019	\$43.4
Professional, scientific, & technical services	989,099	191,230	\$60.4
Retail trade	871,369	130,203	\$ 25.8

Figure 2. Business Activity of WOB by Age of Firm



42% of women-owned businesses are young firms that have been operating for 5 years or less (Figure 2). These young businesses employed a quarter of workers of women-owned businesses with roughly one-fifth of payroll. About 40% of women-owned firms are mature firms aged 11 years or more, employing 59% of workers, and generating 70.4% in sales with 65% in payroll.

*See the Office of Advocacy publication "[Small Business Facts, Business Ownership Demographic](#)." For more information visit U.S. Census Bureau's [Annual Business Survey](#) and [Nonemployer Statistics by Demographic Program](#) (NES-D, 2017).

Dear Enterprising Women in Business Community:

October is National Women's Small Business Month and at the SBA Office of Women's Business Ownership we know that women entrepreneurs play a key role in our society and economy. This is evidenced by the fact that there were 12 million women-owned busi-

nesses in 2017, with \$388.1 billion in payroll and 10.1 million employees. Yet we know that women still remain underrepresented in a myriad of key indicators including access to capital, contracts and connections.

As the only federal office singularly focused on supporting women entrepreneurs, the Office of Women's Business Ownership and our

vast network of 138 Women's Business Centers across the nation stand prepared to provide assistance and support that women entrepreneurs need.

We invite you to learn more about the contributions of women-led firms by reviewing this fact sheet (see above) developed by the SBA Office of Advocacy.

Please stay connected to learn more about all our upcoming events and announcements.

Regards,
Natalie Madeira Cofield
Assistant Administrator
U. S. Small Business Administration

Key Takeaways from the AGC and Autodesk 2021 Workforce Survey

Continued from page 1

Eighty-nine percent of survey respondents say they have a hard time filling hourly craft positions. The hardest hourly roles to hire for are pipelayers (cited by 91% of firms). Bricklayers, concrete workers, installers other than drywall, or truck drivers follow close behind at 88%.

Eight-six percent of respondents say they struggle to fill open salaried positions. The most difficult to hire salaried roles are project manager and supervisor positions, cited by 79% of firms. On the other hand, fewer than 40% of firms reported difficulty hiring technology and software/database personnel.

What are the drivers behind the labor shortage in the construction industry? Firms report two key reasons: a lack of qualified candidates and unemployment insurance supplements.

Finding employees requires a mix of new and old strategies

As for recalling furloughed employees, the results are mixed. Of the 25% of firms that have attempted to do so, only 40% say all furloughed employees reported when recalled. The lack of recall varies from unemployment benefits to coronavirus concerns and family responsibilities to unknown reasons.

Construction firms are employing different strategies to boost the labor market. Nearly one-third

have increased spending on training and professional development. Seventy-three percent have increased base pay rates. A little over a third have offered hiring bonuses and incentives.

Thirty-seven percent are reaching out to career-building programs at high schools and collegiate or technical programs. Nearly a third of firms are using online strategies such as Instagram Live to engage with young applicants. Others, roughly 25%, are connecting with government workforce development and unemployment agencies to find applicants. One out of every four firms is leaning on software to help track incoming applications.

Project delays and material shortages continue in 2021

Project delays continue to be a problem for construction firms. Eighty-eight percent of firms experience project delays, with 75% citing longer lead times or material shortages and 57% reporting delivery delays. Supply chain challenges have led to project changes, postponements, and cancellations for over half of all firms surveyed.

Even when firms can access materials, they face increasing costs. The rising material prices have affected projects for 93% of construction firms.

Visit this link to read the full article:

<https://constructionblog.autodesk.com/agc-autodesk-workforce-survey-2021/>