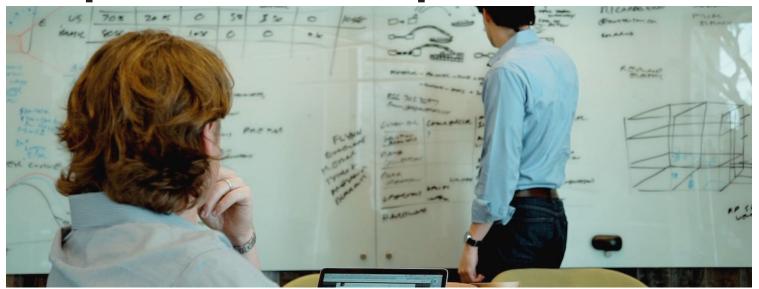
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5 ways subcontractors can improve communication during the preconstruction process



[Article was originally posted on https://blog.buildingconnected.com]

"Poor communication and data cost the U.S. construction industry \$31.3 billion in 2018.

- PlanGridConstruction Disconnected 2018 Industry Report

By Tony Faccenda,

Communication is a critical part of any construction project and impacts far more than just the bottom line. This is especially true during the preconstruction phase, where communication breakdowns can delay projects, cause departments to work in silos, and make budgets go awry — impacting everyone on the proverbial construction ladder. According to PlanGrid's Construction Disconnected 2018 Industry Report, 52 percent of all construction rework globally is caused by poor data and miscommunication, costing the construction industry \$31.3 billion in 2018 alone.

The main cause of project delays is poor communication among stakeholders. What's more, good communication helps you stand out from the competition and is one of the three qualities general contractors look for in their subcontractors. To build lasting relationships with general contractors and ensure open communication at all levels during preconstruction, follow these five best practices.

Let general contractors know if you intend to bid or not

Proper communication is vital from the very beginning of a project. If you receive a bid invite from a general contractor, it's because they see you as a quality subcontractor and are considering you for a job — and sometimes even megaprojects.

When a general contractor sends a bid invite, it's important to communicate to them whether or not you intend to bid. Often, general contractors need a set number of subcontractors to bid on a project, so if they know you're not bidding, they can then send additional bid invites out. If you are bidding, then the general contractor knows they can count on a bid from you and can compare it against competing bids to find the best subcontractor for the project.

Keep track of important due dates

Deadlines can dictate how a general contractor views a subcontractor. If you're not keeping track of important dates and all of the other moving parts, then you could miss a due date, double up on a job walk, or even worse — miss a bid entirely.

Keeping your calendar up-to-date promotes stronger, longer-lasting relationships with general contractors. Missing an important due date or bid is a form of miscommunication. It never hurts to over-

Image by https://blog.buildingconnected.com

communicate with the general contractor. Was there a late addendum and you need more time to submit your bid? Let them know ahead of time.

Double-check details and addenda

Project details are always shifting, whether it's a change in architecture, floor plans, or specific trades a project will need. Addenda to bids can easily get lost, especially when you're managing dozens of bids at a time.

To make sure you're sending the most accurate, up-to-date bid, double-check details with the general contractor and let them know that you've seen the addenda and are going to send a new bid. Miscommunication can cause inaccurate bids to be submitted, meaning that even if you hit the deadline, it might not be considered, or you submitted a bid that's too low or too high.

Follow-up on submitted proposals

After you've submitted a bid, you probably want to know if you've won the job or not, right? It's important to schedule and be on top of follow-ups after you've sent a proposal so that you stay top of mind for the general contractor. Follow-ups help you stand out from the competition and let you know where you stand on a proposal, allowing you to make changes to your bid if necessary and accurately track your hit rate.



California Sub-Bid Request Ads



5225 Hellyer Avenue, Suite #220 San Jose, CA 95138 Phone (408) 574-1400 Fax (408) 365-9548 Contact: Bryan Jones Email: estimating@graniterock.com

REQUESTING SUB-QUOTES FROM QUALIFIED DBE Firms SUBCONTRACTORS/SUPPLIERS/ TRUCKERS FOR:

Rebid –
Light Rail Track Intrusion Prevention
Contract C19003F
Owner: Santa Clara Valley
Transportation Authority
Engineers' Estimate: \$3,500,000.

REVISED BID DATE: April 9, 2019 @ 1:00 PM

Items of work include but are not limited to: Traffic Control, Remove Striping & Markings, Concrete Barrier Wall, Slurry Seal, Chain Link Fence & Swing Gate, Metal Picket Fence & Sliding Gate, Signs, Striping & Markings, Electrical, Irrigation and Trucking. Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

We are an Equal Opportunity Employer



5225 Hellyer Avenue, Suite #220 San Jose, CA 95138 Phone (408) 574-1400 Fax (408) 365-9548 Contact: Sheree Schoenherr Email: estimating@graniterock.com

REQUESTING SUB-QUOTES FROM QUALIFIED MBE, WBE, DVBE, SBE, LBE, OBE Firms SUBCONTRACTORS/SUPPLIERS/ TRUCKERS FOR:

Camino Tassajara Bike Lane Gap Closure Project No. 0662-6R4010 Owner: County of Contra Costa Engineers' Estimate: \$1,714,000. BID DATE: April 9, 2019 @ 2:00 PM

Items of work include but are not limited to: Construction Staking, Lead Compliance Plan, Clearing & Grubbing, Cold Plane AC, Survey Monument, Landscape, Construction Area Signs, Traffic Control, PCMS, Water Pollution Control, Seal Coat, Slurry Seal, Roadside Sign, Striping & Markings, Temporary Wildlife Exclusion Fence, Erosion Control including Hydroseed, Minor Concrete, Adjust Utilities, Fencing, Electrical and Trucking.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

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SGDM, LLC

We are requesting bid quotations from all Subcontractors and Suppliers and **DVBE** Subcontract/Supplier for the following

San Francisco Unified School District Spring Valley Elementary School Prop 39 Upgrades SFUSD Project No.: 12005 Bid Date: April 5, 2019 @ 2:00 PM

PLEASE FAX US YOUR BID PROPOSAL
AT LEAST 2 HOURS PRIOR TO THE BID OPENING.
THANK YOU

SGDM, LLC

100 Clement St., 2nd Flr. San Francisco, CA 94118 Contact: Henry Mak Tel: (415) 688-9869 Fax: (415) 226-1123 We Are An Equal Opportunity Employer

SGDM, LLC

We are requesting bid quotations from all Subcontractors and Suppliers and **DVBE** Subcontract/Supplier for the following

San Francisco Unified School District Play Yard Improvements @ Guadalupe Elementary School SFUSD Project No.: 12128 Bid Date: April 4, 2019 @ 11:00 AM

PLEASE FAX US YOUR BID PROPOSAL AT <u>LEAST 2 HOURS PRIOR TO THE BID OPENING</u>. THANK YOU.

SGDM, LLC

100 Clement St., 2nd Flr. San Francisco, CA 94118 Contact: Henry Mak Tel: (415) 688-9869 Fax: (415) 226-1123 We Are An Equal Opportunity Employer

SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at www.sbeinc.com

Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

Telephone follow-up calls that follow a script of 5 questions you create.

Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

Contact Info:

795 Folsom Street, 1st Flr, Room 1124 San Francisco, CA 94107 Email: sbe@sbeinc.com Website: www.sbeinc.com Phone: (415) 778-6250, (800) 800-8534 Fax: (415) 778-6255

Publisher of

Small Business Exchange weekly newspaper

5 ways subcontractors can improve communication during the preconstruction process

Continued from page 1

Continue fostering relationships after projects are done

Construction is a handshake industry built on relationships. General contractors want to work with subcontractors they can trust to deliver high-quality work on time, and vice versa. If you work with a general contractor that you like, keep fostering the relationship even after the project has ended. Touch base with them every once in a while, mes-

sage them about other projects you want to bid on, send a follow-up gift to show your appreciation, or even invite them to drinks and dinner. However you go about it, be thoughtful and give it your own personal touch.

SOURCE:

https://blog.buildingconnected.com/best-practices-to-improve-communication-during-preconstruction/



California Sub-Bid Request Ads

CAHILL CONTRACTORS LLC requests bids from Certified SBE Subcontractors and Suppliers for the following SELECT trades:

Driven Piles / Elevators / Solar Hot Water (Design-Build) / Photo Voltaic (Design-Build) / Fire Sprinklers (Design-Build) / Fire Alarm (Design Only) / Exterior Building Maintenance (Design-Build)

MISSION BAY SOUTH BLOCK 9 - EARLY TRADES 410 China Basin Street, San Francisco, CA 94158

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

BID DATE: 4/19/19 @ 12 PM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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



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

REQUEST FOR **DBE**SUBCONTRACTORS AND SUPPLIERS FOR:

Roadway Excavation and Minor Concrete Paving Hwy 680 San Jose/Milpitas Santa Clara County Caltrans #04-0J6604 BID DATE: April 9, 2019 @ 2:00 PM

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

Trucking, Lead Compliance Plan, Temporary and Permanent Erosion, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Temporary Crash Cushion, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Clearing & Grubbing, Roadway Excavation (Aerially Deposited Lead), Haul & Dispose Type Com, Z-2, & Z-3 ADL, Check and Test Existing Irrigation Facilities, AC Dike, Minor Concrete, Roadside Signs, Maintain Traffic Management Systems, and Construction Materials

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.



DESILVA GATES

CONSTRUCTION

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

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

JOHN MUIR PARKWAY EXTENSION PHASE II CIP Project No. 336-31683,

Federal ID No. TCSPL 5300 (011)
Disadvantaged Business Enterprise Goal
Assigned is 10%

OWNER: CITY OF BRENTWOOD – 150 City Park Way, 3rd Floor, Brentwood, CA 94513

BID DATE: APRIL 4, 2019 @ 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:

CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, ELECTRICAL, EROSION CONTROL, FENCING, IRRIGATION, LANDSCAPING, MINOR CONCRETE, ROADSIDE SIGNS, SAWCUTTING, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRAFFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site.

Fax your bid to (925) 803-4263 to the attention of Estimator Jack Shewmaker. 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.



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

REQUEST FOR **DBE**SUBCONTRACTORS AND SUPPLIERS FOR:

John Muir Parkway Extension – Phase II CIP Project No. 336-31683 City of Brentwood BID DATE: April 4, 2019 @ 2:00 PM

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

Trucking, Temporary and Permanent Erosion Control Measures, Sawcut, Traffic Control, Clearing & Grubbing, Sawcut & Grind Pavement, SWPPP, Geogrid, Minor Concrete, Roadside Sign, Striping & Marking, Survey Monuments, Storm Drain, Bio Treatment Swale, Water System, Cathodic Protection, Fire Hydrant Assembly, Landscape & Irrigation, Fiber Optic Vaults, Lines and Trenches, Electrical, Fencing, and Construction Materials

An Equal Opportunity Employer

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



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

REQUEST FOR **DVBE & SBE**SUBCONTRACTORS AND SUPPLIERS FOR:

Cold Plane Asphalt Concrete Pavement and A Place HMA (A) Hwy 12 Rio Vista/Solano County Caltrans #04-0P7504 BID DATE: April 11, 2019 @ 2:00 PM

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

Trucking, Temporary and Permanent Erosion, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Noise Monitoring, Crack Treatment, Tack Coat, Cold Plane AC, Pavement Marker, Striping & Marking, and Construction Materials

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DVBE & SBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly ads/index.php.



California Sub-Bid Request Ads

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:

NORTH CITY PURE WATER FACILITY Owner: City of San Diego Location: San Diego, CA Bid Date: May 1, 2019 @ 2:00 P.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 · Walnut, CA 91789 Phone: (909) 595-4397, Fax: (909) 444-4268 Contact: Lori Olivas, Iori.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:

Aggregates, Drilled Concrete Piers, Landscaping, Geotextiles, AC Paving, Decorative Concrete Paving, Curb & Gutter, Fencing, Ready-Mix Concrete, Reinforcing Steel, Precast Concrete, Welding, Structural Steel, Steel Decking, Metal Stud Framing & Drywall, Miscellaneous Metals, Decorative Metal Stairs & Railings, Wire Rope Decorative Metal Railings, Cabinetry, Waterproofing, Insulation, Metal Wall Panels, Composite Wall Panels, Roofing, Sheet Metal, Metal Doors/Frames/Hardware, Wood Doors, Access Doors, Overhead Coiling Doors, Aluminum Storefront, Glazing, Skylights, Louvers, Acoustic Plaster Systems, Ceramic Tiling, Acoustical Panel Ceilings, Flooring, Terrazzo Flooring, Tile Carpet, Metal Faced Acoustical Panels, Sound-Absorbing Wall Units, Painting & Coatings, Signage, Toilet Compartments, Toilet Accessories, Fire Protection Specialties, Metal Lockers, Window Treatments, Lab Casework, Dumbwaiters, Elevators, HVAC, Equipment, Cranes & Hoists, Electrical and Instrumentation, Cathodic Protection.

Plans and Specifications: Contract Documents may be obtained free of charge by visiting the City's website: http://www.sandiego.gov . 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 DBE 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.

Shimmick Construction Company Inc. 8201 Edgewater Drive, Suite 202 · Oakland, CA 94621 Phone (510) 777-5000 · Fax (510) 777-5099

LBE Subcontractor/Supplier Bids Requested For:

San Francisco Public Utilities Commission
Southeast Water Pollution Control Plant - Power Feed & Primary Switchgear
Contract No. WW-662
BID DATE: April 18, 2019 at 2:00PM

Fax all quotes to 510-777-5099 or email to northwest.estimating@shimmick.com

Requesting certified LBE Subcontractor and Supplier Quotes on:

General Building Contracting, General Engineering Contracting, Structural Steel Contractors, Reinforcing Steel Contractors, Drywall Contractor, Insulation/Accoustical Contractor, Hazardous Materials Contractors, Landscape Contractor, Heating, Ventilation, Air Conditioning, Earthwork & Paving, Electrical Contracting, Plumbing, Painting/Waterproofing Contractor, Roofing Contractor, Concrete/Related Services, Fire Protection Contractor, Glazing Contractor, Concrete Contractor, Doors, Gates, and Activating Devices, Construction Clean-up, Metal Products Contractor, Scaffolding Contractor, Trucking & Hauling, Doors & Door Parts, Glass, Mirrors, & Windows, Construction & Building Materials, Pipes, Valves & Fitting Supplies, Concrete Delivery &/ or Pumping, Surveying (Land & Aerial), Photography Services

Please visit www.sfwater.org/bids/bidlist.aspx for more information. You may also contact Natasha Inglis at ninglis@shimmick.com for access to the documents.

Subcontractors and Suppliers interested in this project may contact Jerry Blazek by email at jblazek@shimmick.com.

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

Zolman Construction & Development, Inc. as a "GENERAL CONTRACTOR"

is requesting quotations on "ALL TRADES" from all qualified subcontractors & suppliers, including LBE, DBE, SBE, MBE, WBE firms for the following project:

PROJECT TITLE: CCSF OCEAN CAMPUS DEMOLITION PROJECT INVITATION FOR BID #243

PROJECT LOCATION: 50 FRIDA KAHLO WAY, SAN FRANCISCO, CA

ESTIMATED CONSTRUCTION VALUE OF THE WORK: \$ 220,000.00

OWNER: CITY COLLEGE OF SAN FRANCISCO

BID DATE/TIME: April 11, 2019 AT 2:00 PM

ZOLMAN CONSTRUCTION & DEVELOPMENT, INC. (Signatory to the Carpenters & Laborers Union) 90 GLENN WAY, UNIT 2, SAN CARLOS, CA. 94070

Please Submit & Fax all proposals to 650-802-9902

For more information, please call Milu Magsombol at (650) 802-9901

Request For Qualified MBE/WBE/DBE/SBE/LBE & DVBE Subcontractors, Consultants, Suppliers, Manufacturers & Truckers For:

Contra Costa County Public Works Department Project No. 0662-6U4134 Jersey Island Road Bridge Repair In Oakley, CA

Bid Date: April 16, 2019 at 2:00 PM

Requesting quotes for but not limited to: Lead Compliance Plan, Construction Area Signs, Temporary Fence (Type ESA), Fiberglass Jacket, Hydroseed, Bar Reinforcing Steel, Miscellaneous Metal (Bridge)

CEC is willing to breakout any portion of work to encourage MBE/WBE/OBE/SBE/LBE & DVBE participation.

Plans and specs are available for viewing at our Pleasanton office or at the Contra Costa Public Works Department 255 Glacier Dr. Martinez, CA 94553 or they Are available for purchase online at www.cccounty.us/pwprojects.

If you are interested in bidding on this project, please contact Jeff Hollfelder at The contact information below

100 % Payment & Performance Bonds will be required from a single, treasury-listed surety subject to our approval. CEC will pay bond premiums up to 1.5%. Subcontractors awarded on any project will be on CEC's standard form for subcontract without any modifications. Please call forassistance in bonding, insurance, lines of credit, technical info, equipment and supplies or if any other assistance is needed.

California Engineering Contractors, Inc. 20 Happy Valley Road, Pleasanton, CA 94566 Phone (925) 461-1500 Fax (925) 461-0510 Email: estimator@cecmain.com Estimator-Jeff Hollfelder

AN EQUAL OPPORTUNITY EMPLOYER

