

Why Your Construction Company Needs a Payments Strategy



Photo by www.constructconnect.com

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

By Brent Meyers,

I've written about the importance of a vendor payments strategy for companies in today's business climate. But the reality is it's twice as imperative for construction companies to implement this process because the industry's payment challenges are bigger—and so is the opportunity. Payments are at the center of two critical areas of the construction business—vendor relationships and job progress. So getting strategic about how you pay can make a big impact.

What exactly is a payments strategy? In the check-centered world of the past, it meant managing float, capturing early-pay discounts, and/or shifting some payments to credit cards in order to get rebates. Today it means using intelligent payments automation to get the most leverage from every payment you make.

Beyond Replacing Checks

It starts with eliminating paper checks—but it doesn't end there. You have to think strategi-

cally about how you're going to replace them.

First, you want to encourage as many vendors as possible to take virtual card payments. Designed specifically for accounts payable (AP), virtual cards offer the convenience and rebates of credit cards along with an extra level of security.

You can sign up any vendors that won't accept a credit card for automated clearing house (ACH) payments. After that, only holdouts that absolutely won't take any form of electronic payment should get a paper check.

Sounds easy, right? It's not, for two reasons—workflow and vendor enablement.

Workflow Changes Can Mean Extra Work

For years, businesses have tried to eliminate paper checks, with only moderate success. Simply adding a card product or bank-provided ACH hasn't gotten them across the finish line because those solutions only move money electronically. They don't help reduce the necessary front-end work to get to the point of payment. Ironically, introducing payment types like card and ACH solutions on their own can actually add more workflows and complexity to the process.

That's one reason construction companies are still mostly check-based. They're already managing lien releases, progress payments and job-cost accounting on top of the usual AP process. Adding more workflows for electronic payments is the last thing they need.

The Vendor Enablement Challenge

The other factor that's kept businesses from going electronic is the task of vendor enablement. All you need to pay any vendor by check is their name and address. But electronic payments require you to know who will accept a card or ACH—and getting that information is a lot of work.

Besides that, in order to pay vendors who agree to accept ACH, you need to collect, securely store and maintain their banking information. Most AP departments don't have the resources to add comprehensive, ongoing vendor enablement and data security to their workload.

Construction companies face even bigger vendor-enablement challenges. Every job is almost like a mini-company, with different owners and different business entities, localized vendors, and an ever-

■ Continued on page 7



California Sub-Bid Request Ads



Requests quotes from qualified and certified DBE Subcontractors and Suppliers for the following (but not limited to) work:

Landscaping, Irrigation, Tree Removals, Erosion Control, Asphalt Paving, Asphalt Dike, Concrete Sitework, Concrete Structures, Fencing, Rebar, Guard Rail, Striping & Signage, Electrical, Traffic Signals, Survey, Construction Area Signs, Retaining Walls, CIDH (Cast in Drilled Hole Concrete Piling), Concrete Pipe, RCP, Trucking, Street Sweeping

CITY OF SAN MARCOS

CREEK DISTRICT INFRASTRUCTURE PROJECT

San Marcos, San Diego Co., California
CIP CONBID 19-01

BID DATE June 6 16, 2019 @ 2:00 p.m.

Sub & Supplier Quotes Due by 12:00 Noon on June 5, 2019

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Bahnsen

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

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

Sukat Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Please note DBE participation on your quote including DBE name, address, DIR and CSLB numbers.

Subcontractors must note annual gross receipts (sales) on quotes as this info is required on bid forms.

Sukat Construction, LLC
An Equal Opportunity Employer

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621

Phone (510) 777-5000 • Fax (510) 777-5099

Subcontractor/Supplier Bids Requested For:

**East Bay Municipal Utility District
Maloney Pumping Plant, Greenridge Pumping Plant, La Honda Rate Control Station,
and Sobrante Water Treatment Plant Improvements**

Specification 2135

BID DATE: May 15, 2019 at 1:30 p.m.

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

Requesting certified Subcontractor and Supplier Quotes on: Clear & Grub, Concrete-Building, Coring, Demo, Dewatering, Drill-Bond, Earthwork, Electrical, Environmental, Erosion Control, Fence, Flatwork, Instrumentation, Landscape, Masonry, Mechanical, Paint-Stain, Paving, Rebar, Shoring, Signs, Survey, Trucking, Utility Work, Waterproof, Aggregate, Mechanical Equipment, Misc. Metal, Pipe-Steel, Precast-Utility, Pump, Ready Mix, Trench Shoring, Utility Pipe-Steel, Valves & Fittings.

Shimmick Construction welcomes bidders of all Race, Sex, and Ethnicity.

Project information, including plans, specifications, plan holders list, bid results, etc., can be found at <http://www.ebmud.com/current-construction-bids>.

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.



Looking for
Subcontractors, Vendors,
and Suppliers?

Call 1-800-800-8534

or visit us at www.sbeinc.com

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

**With a monthly readership of 75,000,
SBE reaches a diverse audience, cutting across
ethnic and gender lines as well as traditional
industry segments.**

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**



California Sub-Bid Request Ads



Requests quotes from qualified Department of General Services (DGS) certified Small Businesses and Micro Businesses Subcontractors/Vendors/Suppliers for the following (but not limited to) work:

Furnish and Install Chain Link Fabric Mesh, Hydroseeding Including Three (3) Year Maintenance, Cold Plane Asphalt, Hot Mix Asphalt, Crack Treatment, Slurry Seal, Striping, Furnish Class 2 Agg Base, Non-Native Tree Removal, Furnish & Install Shoulder Backing, Furnish & Install Topsoil

SANTA CLARA VALLEY WATER DISTRICT UVAS CREEK LEVEE REHABILITATION PROJECT PHASE 2

Gilroy, Santa Clara Co., California

PROJECT NO. 62084001 CONTRACT NO. C0648 SBE GOAL 30%

BID DATE May 15, 2019 @ 2:00 p.m.

Sub & Supplier Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Jerry Pabbruwee

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

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

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Please note SBE participation on your quote including SBE name, address, Certification ID, DIR, and CSLB numbers.

**Sukut Construction, LLC
An Equal Opportunity Employer**

REQUESTING DVBE COMPANIES

FOR THE FOLLOWING PROJECT:

PROJECT: CCC AUBURN CAMPUS - KITCHEN & MULTI-PURPOSE ROOM & DORM REPLACEMENT

OWNER: STATE OF CALIFORNIA - DGS REAL ESTATE DIVISION

LOCATION: AUBURN, CA

BID DATE: MAY 7, 2019 @ 2:00 p.m.

&

PROJECT: LEASE-LEASEBACK INDUSTRIAL ARTS MODERNIZATION & EXPANSION @ OAKMONT HS

OWNER: ROSEVILLE JOINT UNION SCHOOL DISTRICT

LOCATION: ROSEVILLE, CA

BID DATE: APRIL 29, 2019 @ 5:00 p.m.

Bids should be sent to:

estimating@carterkelly.com and faxed to 530-621-2344

CARTER-KELLY, INC.

P.O. BOX 1477 • PLACERVILLE, CA 95667

PHONE: 530-621-0950 • FAX: 530-621-2344

CONTACT: JIM CARTER

Carter-Kelly, Inc. is proud to be an EEO and requests quotations from Disabled Veterans, Small Business, Minority and Woman Owned businesses.

Any questions please call Robyn Kelly 530-621-0950 or email: robynk@carterkelly.com

CAHILL CONTRACTORS LLC requests bids from Certified SBE Subcontractors and Suppliers for the following DESIGN BUILD trade:

Fire Sprinkler

**MIDTOWN PARK APARTMENTS -
SELECT DESIGN BUILD TRADE**

1415 Scott Street, San Francisco, CA 94115

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

BID DATE: 5/13/19 @ 2 PM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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

D'Arcy & Harty Construction, Inc
(415) 822-5200 Phone • (415) 822-0747 (Fax)

Estimator: willie@darcyharty.com

**Bay Point Sewer Repairs,
Phase IV PN 18119**

Bids: May 21, 2019 at 2:00 pm

**UDBE sub-bids requested for :
Saw-cutting, Concrete sidewalk,
Trucking & Traffic Control, Paving**

Ghirardelli Associates, Inc.
(a DBE/SBE/WBE certified
Construction Management firm)
1225 Central Avenue, Suite 10,
McKinleyville, CA 95519
(707) 273-1004 • outreach@ghirardelliasoc.com

We are requesting qualifications from all DBE subconsultants for the following:

**Caltrans, District 1 On-Call Construction
Claims, Scheduling Review, and
CPM Services, RFQ No. 03A2942
Proposal Due Date: April 30, 2019 @3PM**

We are seeking teaming partners with Scheduling and Claims Analysis as it relates to State of California DOT infrastructure and facilities projects.

If you are interested, email outreach@ghirardelliasoc.com with Subject Line "Caltrans D1, 03A2942 Opps" to receive an email with our request to evaluate your qualifications and a link to download the RFQ.

Ghirardelli Associates, Inc. is an Equal Opportunity Employer. Plans and Specs are available to view at our office. We will assist interested DBEs with obtaining insurance, equipment, supplies, materials, and related services





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

Estimator: **VICTOR LE**

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:

**THE RESURFACING OF PORTIONS
OF VARIOUS ROADWAYS IN
THE CASTRO VALLEY AREA OF
ALAMEDA COUNTY, CALIFORNIA
Specification No. 2379,**

**Minority/Women-Owned Business Enterprise
Goal Assigned is 15% MBE and 5% WBE**

**OWNER: COUNTY OF ALAMEDA
951 Turner Court, Room 300,
Hayward, CA 94545**

BID DATE: APRIL 30, 2019 @ 2:00 P.M.

We hereby encourage responsible participation of local Minority/Woman-Owned Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

**ADJUST IRON, COLD PLANE, CONSTRUCTION
SITE MANAGEMENT, ELECTRICAL, PAVING
FABRIC, ROADSIDE SIGNS, STRIPING,
SURVEY/STAKING, SWPPP/WATER POLLUTION
CONTROL PLAN PREPARATION,
TRAFFIC CONTROL SYSTEMS, TRUCKING,
WATER TRUCKS, STREET SWEEPING,
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 at www.ipdservices.com/clients/eastbay/index.html?alco&Show=Planroom

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 M/WBE 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 M/WBE 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

Estimator: **JIM YACKLEY**

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:

**TAXIWAY R PAVEMENT REHABILITATION
(EASTERN) SOUTH FIELD
OAKLAND INTERNATIONAL AIRPORT
AIP 3-06-0170-080-2019**

**OWNER: PORT OF OAKLAND
Board of Port Commissioners, 530 Water
Street, Room 629, Oakland, CA 94607**

BID DATE: MAY 1, 2019 @ 12:00 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:

**COLD PLANE, STRIPING, SURVEY/STAKING,
SWPPP/WATER POLLUTION CONTROL PLAN
PREPARATION, TESTING, TRUCKING, WA-
TER TRUCKS, STREET SWEEPING, CLASS 2
AGGREGATE BASE MATERIAL, HOT MIX AS-
PHALT (TYPE A) MATERIAL, ASPHALT OIL.**

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 at <http://www.portofoakland.com/Bids>

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.

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:

**CALTRANS ROUTE 20 –
CONSTRUCTION ON STATE HIGHWAY
IN SUTTER COUNTY
NEAR YUBA CITY FROM SUTTER BYPASS BRIDGE
TO LYTLE ROAD**

**Contract No. 03-1A9204,
Federal Aid Project No. ACSB1NH-P020(184)E
Disadvantaged Business Enterprise Goal
Assigned is 18%**

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

BID DATE: MAY 15, 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:

AC DIKE, ASBESTOS COMPLIANCE PLAN, BIOLOGIST CONSULTANT, BRIDGE, BRIDGE REMOVAL, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FENCING, K-RAIL SUPPLIER, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, RUMBLE STRIP, STAMPED/TEXTURED PAVING, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, 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 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 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 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.



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
 Estimator: **ERIC ALLRED**
 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:

**CALTRANS ROUTE 880 – CONSTRUCTION
 ON STATE HIGHWAY IN ALAMEDA COUNTY
 IN OAKLAND FROM 5TH AND 6TH STREET
 VIADUCT TO EAST BAY VIADUCT**

**Contract No. 04-0P5304,
 Federal Aid Project No. ACIM-880-1(247)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**

BID DATE: MAY 2ND, 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:

**COLD PLANE, CONSTRUCTION AREA SIGNS,
 ELECTRICAL, LEAD COMPLIANCE PLAN,
 STRIPING, TESTING, TRAFFIC CONTROL SYSTEMS,
 TRAFFIC CONTROL MATERIAL SUPPLIER,
 TRUCKING WATER TRUCKS, STREET
 SWEEPING, RUBBERIZED HMA (OPEN GRADE)
 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 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 Eric Allred. 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
 Estimator: **ERIC ALLRED**
 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:

**CALTRANS ROUTE 130 – CONSTRUCTION ON
 STATE HIGHWAY IN SANTA CLARA COUNTY
 IN AND NEAR SAN JOSE FROM WHITE ROAD
 TO 1.0 MILE EAST OF THREE SPRINGS ROAD**

**Contract No. 04-3J5004,
 Federal Aid Project No. ACST-P130(005)E
 Disadvantaged Business Enterprise Goal
 Assigned is 12%**

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

BID DATE: MAY 9, 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:

**AC DIKE, CLEARING AND GRUBBING/DEMOLITION,
 COLD PLANE, CONSTRUCTION AREA SIGNS,
 ELECTRICAL, EMULSION SUPPLIER,
 LEAD COMPLIANCE PLAN, STRIPING, TRAFFIC
 CONTROL SYSTEMS, TRAFFIC CONTROL
 MATERIAL SUPPLIER, TRAFFIC CONTROL/
 ENGINEER, TREE REMOVAL/TRIMMING,
 TRUCKING, WATER TRUCKS, STREET SWEEPING,
 HOT MIX ASPHALT (TYPE A) MATERIAL,
 RUBBERIZED HMA (GAP GRADE) 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 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 Eric Allred. 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: Eric Allred
 Website: www.gallagherandburk.com

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

**CONTRA COSTA COUNTY LOCAL STREETS
 AND ROADS PRESERVATION PROJECT
 COUNTY PROJECT No. 0662-6R4138
 Federal Project No. STPL-5928(148)
 DISADVANTAGED BUSINESS ENTERPRISE
 GOAL ASSIGNED IS 10%**

**OWNER: CONTRA COSTA COUNTY
 255 GLACIER DRIVE, MARTINEZ, CA 94553**

BID DATE: April 30th, 2019 @ 2:00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

**Adjust Iron, Cold Plane, Construction Area
 Signs, Electrical, Emulsion Supplier, Minor
 Concrete, Slurry Seal, Striping, Testing, Traffic
 Control Systems, Traffic Control Material
 Supplier, Trucking, Water Trucks, Street Sweeping,
 Rubberized HMA (Gap Grade) 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%25gallagherburk.com:f7pa55wd@pub.gallagherburk.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) 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 Eric Allred. 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.



California Sub-Bid Request Ads



SWINERTON

PROJECT NAME:

Crane Cove Park – Building 49 - Contract No. 2814
Port of San Francisco

Pier 70 – Illinois & 18th Streets, San Francisco

BID DATE: April 25, 2019 at 2:00 PM.

Include completed Swinerton Bid Form &
Fully Detailed Scope / Bid Letter

Swinerton is requesting quotations from
certified LBEs. Participation requirement is 23%.

Note that SBA LBE and PUC LBE subcontractors
WILL NOT be accepted toward the 23% requirement.

Trades: All Trades needed. Note all long lead
items & the anticipated lead times on scope letter.

RFIs Due: April 19, 2019 by 5PM.

Project Description:

The proposed project is to repair a 7,800 sf building's core and shell, and install public restrooms. Work will include demolition; grading adjacent to the building; AC paving; utilities work; HVAC; plumbing; replacement of exterior and interior wall covering and doors; new bituminous roofing; restroom installation; concrete foundation work involving installation of concrete grade beams and 27 steel pipe piles; new structural framing; and electrical work.

PROJECT SCHEDULE: Port of San Francisco's construction will start July 2019, substantial completion May 2020 and final completion July 2020. This project site has other contracted work occurring at the same time and requires some coordination with the other projects.

PLANS & SPECIFICATIONS:

Available upon request

WE REQUEST BIDS FROM ALL SUBS

Contact: Sandi Gessin

Tel: (415) 617-1478

EMAIL TO: sgessin@swinerton.com

- This is a Port of San Francisco Public Works project. Subcontractor must be registered with the CA Department of Industrial Relations before submitting a bid. Application and renewal are completed online with an annual, non-refundable fee.
- The project is subject to Office of Economic and Workforce Development (OEWD) requirements (applies to ALL Subcontractors) – Local Hire (San Francisco only) 30% for every trade and Local Hire for 50% of Apprentice Hours for every trade.
- This is a Prevailing Wage project.
- All LBE subcontractors, sub-subcontractors, suppliers, equipment rentals and truckers shall be certified LBEs before the bids are due.

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”**



SWINERTON

PROJECT NAME: Presidio Tunnel Tops

BID DATE: May 17th, 2019 at 5:00 PM

Swinerton is requesting quotations
from certified SDB's and SWB's.

These Trade Packages have varying
SDB/SWB goals.

Reference each specific Trade Package
for Requirements

Building Construction Estimate is: \$85M

Scopes: Site Utilities, Concrete, Structural Steel, Waterproofing, Plumbing, Mechanical, Electrical, Misc Metals, Masonry, Framing, Building Finishes, Doors-Frames-Hardware, Abatement, Appliances, Window Coverings, Surveying, Archeological Monitoring, Signage, Interior Demolition,

Pre-Bid Meeting: Friday April 26th, at 1 PM, 260 Townsend Street San Francisco.

Contact Elizabeth Messana,

emessana@swinerton.com, for call-in information.

Project Description:

swinertontunneltops.com

The Presidio Tunnel Tops, located in the Presidio of San Francisco, is a project to create 14 new acres of national park land over the recently completed Doyle Drive tunnels between Lincoln and Mason street. In addition to landscaped open areas, the project will include about 4 acres that will become an expanded youth education center. One historic building will be renovated and turned into classrooms, and two new buildings will be constructed. One existing (non-historic) building will be renovated and The Outpost, a nature play and learning landscape, will be constructed.

Overall project to start October 2019

PLANS & SPECIFICATIONS:

Contact Jorge Rabanal,

jrabanal@swinerton.com,

(415) 471-4360 for on-line access to digital files

WE REQUEST BIDS FROM ALL SUBS

Contact: Elizabeth Messana

Tel: (415) 517-6358

EMAIL TO: emessana@swinerton.com

Please submit your bid

to Elizabeth Messana via SmartBid or by email.

SGDM, LLC

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

**San Francisco Unified School District
Chinese Immersion School
Asphalt Replacement**

SFUSD Project No.: 12063

Bid Date: May 3, 2019 @ 11:00AM

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

SGDM, LLC

100 Clement St., 2nd Fl. San Francisco, CA 94118

Contact: Henry Mak

Tel: (415) 688-9869 Fax: (415) 226-1123

We Are An Equal Opportunity Employer

American Pavement Systems, Inc.

1012 11th Street #1000, Modesto, CA 95354

Phone: 209-275-7031 • FAX: 209-408-0427

Email: dpimley@americanpavementsystems.com

CA License # 943792

An Equal Opportunity Affirmative Action Employer

REQUESTING BIDS FROM DBE/MBE/WBE/SBE/
LBE/DVBE/OBE Subcontractors and Vendors

**Project: 2019 Asphalt Rubber Cape Seal
& Micro-surface Seal Project,
Contra Costa Co., CA**

Reference #: 0672-6U2184/2183

Owner: County of Contra Costa

Bid date: May 7, 2019

American Pavement Systems, Inc. (APS) is bidding the above referenced project as a Prime Contractor and is requesting bids for the following trades and/or material suppliers:

Lead Compliance Plan, Traffic Control, Portable Changeable Message Signs, Sweeping, Tree Trimming, Trucking (Haul Slurry Aggregate to Stockpile), Trucking (Transfers with Chip Bars), Asphaltic Emulsion, Slurry Aggregate, Chip Seal Screenings, PG 64-16 Asphalt, Trucking (Tankers hauling Asphalt and/or Emulsion), Adjusting of Monument Covers, Set New Survey Monuments, Thermoplastic Striping Removal and Installation.

Plans and specifications can be obtained from County of Contra Costa by calling (925) 313-2338. Alternatively, please contact David Pimley at American Pavement Systems, Inc. at (209) 275-7031 or email dpimley@americanpavementsystems.com to make an appointment for viewing or for assistance.

American Pavement Systems, Inc. (APS) is signatory to Operating Engineers and Laborers Unions, and will assist with obtaining bonds, line of credit and/or insurance if requested. Please submit quotes at least one day prior to bid date and include any certification document(s) you may have. Please contact David Pimley at 209-275-7031 or email

dpimley@americanpavementsystems.com

with any questions or for assistance. APS intends to work cooperatively with all qualified responders for this project. Quantities of work can be broken down into economically feasible units and delivery schedules will be accommodated to facilitate maximum participation. Quotations must be valid for the same duration as specified by Owner for contract award.

Poor Planning Could Lead To 5 Big Retirement Problems

Ideally, retirement is a time someone anticipates eagerly – a reward for a lifetime of hard work and solid financial planning. But nearly half of workers who haven't reached retirement yet aren't that excited about the so-called golden years. In fact, they have big concerns.

A Gallup poll showed 46 percent of those not yet retired expect they'll be financially strapped when they do retire. Gallup's tracking of that metric has reflected persistent concerns with retirement through the early 21st century. Fifteen years ago, only 36 percent of workers said they wouldn't have enough money to be comfortable in retirement.

"A lack of sufficient retirement savings is a common problem, but there's a lot more to the pie chart of a comfortable retirement," says Chris Hobart, (www.hobartfinancialgroup.com), a financial professional and CEO of Hobart Financial Group. "Even people who have saved and invested wisely don't factor in enough of the costs in retirement, from health care to single living and taxes."

Hobart notes five common retirement-planning mistakes:

Underestimating health-care costs. It's estimated that the average 65-year-old couple will need \$280,000 in today's dollars for health-care costs, and that number doesn't include long-term care. "Typically, we look at longevity as a blessing, but the longer we live, the more likely we are to have health-care issues," Hobart says. "The No. 1 solution is being intentional about segmenting a portion of money to address long-term health-care issues and studying the applicable insurance products. Many Americans ignore this problem and hope they don't have to deal with it, and then when they do, it's too late."

Not having a plan for the surviving spouse. On average, women outlive men. "But for either spouse, the main factors to consider for a surviving spouse plan are the potentially reduced income, taxes as a single filer, where they'll live, and paying for the deceased spouse's final expenses," Hobart says. "Another problem results if the surviving spouse was never engaged much in the couple's financial planning. It pays for both spouses to have a good working knowledge about it."

Counting on Social Security to cover expenses. The monthly Social Security check usually won't pay the bills, especially if you still have mortgage payments. "You'll need to make up the shortfall with other sources of income," Hobart says. "The important thing to look at here is, in a world where few people have pensions anymore, the onus on saving is on the individual retiree. It's more important than it's ever been."

Thinking you can dictate when you retire. One study showed that 51 percent of retirees retired earlier than they planned – and less than half did so by choice. "You have to expect the unexpected and plan for it well ahead of time," Hobart says. "Many things can happen – downsizing, health issues, taking care of a family member."

Signing up late for Medicare. The initial enrollment period is three months leading up to your 65th birthday, during the birthday month, or three months later. But if you don't enroll, your Medicare premiums can increase by 10 percent for each year you were eligible and didn't enroll. "Whether you like Medicare or not, you don't want to pay more for something when you didn't have to," Hobart says.

■ Continued on page 7

Why Your Construction Company Needs a Payments Strategy

■ Continued from page 1

changing roster of local and specialty subcontractors. I've sold AP solutions for over a decade, and I've never seen an industry with as much payment complexity as construction.

At the same time, construction also faces low profit margins and scarce IT resources, and sees fit to spend most technology investment on field operations. Further, with many construction companies run by founding families, the tradition of the owner signing every check dies hard.

Not Just for Consumers

Here's the good news: just as they did with consumer payments, technology companies have stepped up to go beyond moving money electronically. Automated payment solutions enable you to make every type of payment from a single interface. There's just one workflow—deciding which invoices to pay and clicking the "pay" button.

You don't even have to know how a vendor wants to get paid. Solution providers now use cloud-based networks to handle vendor enablement and information management at scale—and a lot of your vendors are probably already part of their networks. Plus, the cloud lets providers integrate their solutions into your ERP or accounting system with just a few hours of IT time. These new

fintech systems can help most businesses reach 80 percent or more electronic payments. It's a project that pays for itself quickly and frees up AP time for other initiatives.

Early electronic-payment adopters in construction have found that being able to pay vendors on time consistently with full remittance data helps them attract top subcontractors to bid on their jobs. They can also enable field supervisors to approve payments in the cloud while on their jobsites, which saves tons of time and really helps keep jobs moving.

Positioning for the Future

Although construction lags other industries in adopting technology in general, it's not far behind in terms of payment automation. Many companies are often slow to adopt electronic payments because they're simply unaware of new automation solutions. For years, bank and card products have been the only game in town, even though they haven't solved for all the complexity surrounding payments. Things have changed, and there's a lot coming down the pike, including innovations in accounts receivable, trade finance, and dynamic discounting.

As payments become automated in the cloud, companies are gaining enough visibility and

speed in invoicing and payments to leverage these advanced programs. Even if you're still heavy into checks, you're not a long way from being able to capitalize on new technology solutions.

So it's time to start thinking strategically about payments—not just as paying bills or shifting from paper to electronic. Think about payments as an area where you can leverage technology to increase value and get out on the leading edge of back-office innovation.

Brent Meyers is the Vice President of National Sales for Nvoicepay. His extensive knowledge of the accounts payable industry includes regulation compliance and expense reporting solutions. Brent has held positions in accounts payable, claims, and credit cards, both on the merchant and issuing side. He is an accredited Payables Solutions Consultant through The Accounts Payable Network and a Certified Purchasing Card Professional through the National Association of Purchasing Card Professionals.

SOURCE:

<https://www.constructconnect.com/blog/operating-insights/construction-company-needs-payments-strategy/>



California Sub-Bid Request Ads

ATKINSON CONSTRUCTION

Requests

Sub-bids from All Qualified & Certified DBE Subcontractors/Suppliers for:

Caltrans Contract 07-301104 Construction on State Hwy 40

in Los Angeles and at Avocado Heights

from 0.5 mile west of Rte 60/710 Separation to Rte 60/605 Separation
and on Rte 710 from 0.5 mile south of Rte 710/60 Separation to
0.5 mile north of Rte 710/60 Separation

Bids Thursday, May 16, 2019

Seeking Subs, Services & Supply for (but not limited to): Aggregate Base, Bar Reinforcing Steel, Base Bond Breaker, CIDH Concrete Pile – 60", Class 3 Aggregate Base, Class 4/5 Permeable Material, Clear and Grub, Concrete Barrier (Type M/60MF/60R/60R Modified/60MA Modified/60SD Modified/7365V Modified), Corrugated Steel Pipe (0.79" thick – 12"/18"), Demolition, Formed Panel Sign (Overhead) for Retroreflective Sheeting (Type XI), Furnish/Install Sign Structure (Truss), Grind Existing Concrete Pavement, Hot Mix Asphalt (Type A), Isolated Joint Seal, Jointed Plain Concrete Pavement, Jointed Plan Concrete Pavement (RSC), Landscaping, Lean Concrete Base, Lean Concrete Base Rapid Setting, Midwest Guardrail System (7' Wood Post), Minor Concrete (Curb and Gutter/Driveway/Sidewalk/Curb Ramp/Retaining Curb), Misc Iron and Steel, Modify Existing Electrical System, Pavement Marking / Pavement Striping, Paving Supply, Perforated / Non-Perforated Plastic Pipe Underdrain (6"), Plants (Groups H, B, U), Plastic Pipe (12"/15"), QA/QC, Reinforced Concrete Pipe (18"/24"), Retroreflective Sheeting (Type K), Roadway Excavation, Rubberized Hot Mix Asphalt (Gap Graded), Slotted Corrugated Steel Pipe (0.79" thick – 18"), Street Sweeping, Structural Concrete, Subgrade Enhancement Geotextile - Class A1, Survey, Temporary Concrete Washout, Temporary Construction Entrance, Temporary Crash Cushion, Temporary Fiber Rolls, Temporary Railing (Type K), Traffic Control System, Trucking, Type III Barricade, Water Trucks.

REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.

ENGINEER'S ESTIMATE is \$130,000,000

13% DBE Project Goal

****Lower Tier DBE participation is greatly encouraged****

Guy F. Atkinson

License # 1004388

18201 Von Karman Ave, 8th Floor, Irvine, CA 92612

socal.esteeming@atkn.com | Phone: 949-382-7145 | Fax: 949-553-0252

Guy F. Atkinson is a union contractor and an Equal Opportunity Employer. Atkinson is signatory to the Carpenters, Cement Masons, Laborers and Operating Engineers Unions. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors with contract value greater than \$100,000. Atkinson will pay the cost of bonds up to 2.0%. We will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (see project specs for full list of bid items) and provide assistance in obtaining bonding, lines of credit and insurance where needed. Prices must stay firm through subcontract and purchase order execution. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. Please provide your contractor's license #, DBE cert # and DIR # with your quote. Atkinson requests that subs and vendors register and prequalify in our online system at <https://www.atknex-tranet.com> prior to bidding.

TO DOWNLOAD PLANS, SPECS, THE INFO HANDOUT, ANY ADDENDA, ETC and VIEW Q&A:

Please go to the Caltrans Contracts web site -

<http://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=07-301104>

Or contact Atkinson TO VIEW AND DOWNLOAD ALL BID DOCUMENTS
through our online service, BuildingConnected.

Please contact Atkinson with any questions or for help with your bid.

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

Public Legal Notices



COMMENCEMENT OF THE REQUEST FOR PROPOSAL PROCESS FOR THE TERMINAL 2 EMPLOYEE CAFÉ LEASE AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the Terminal 2 Employee Café Lease (Lease). This Lease is for the operation of an employee cafeteria style service at San Francisco International Airport. Annual Rent shall be 1% of Gross Revenues achieved up to \$3,000,000.00, plus 2% of Gross Revenues achieved over \$3,000,000.00. The Proposal Bond Amount for this Lease is \$35,000.00. The Term is seven years with one 2-year option to extend, exercisable at the sole discretion of the Airport Commission.

An **Informational Conference** will be held on **Wednesday, May 8, 2019, at 1:30 p.m.** (San Francisco Time) in the Louis A. Turpen Aviation Museum and Library, International Terminal, at San Francisco International Airport. This is a time when Staff will discuss desired concept, minimum qualification requirements, address any questions relating to the Lease and receive comments from participants. Small, local and disadvantaged businesses are encouraged to participate.

Please see website <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call Mr. Obinna Onyenedum, Assistant Property Manager, Revenue Development and Management, at (650) 821-4500.

CNS-3246449#

Poor Planning Could Lead To 5 Big Retirement Problems

Continued from page 7

"There is no reason you should trip over these things that you can avoid early on," Hobart says.

About Chris Hobart

Chris Hobart (www.hobartfinancialgroup.com) is CEO and founder of Hobart Financial Group. A graduate of the University of North Carolina, where he earned a bachelor's degree in business administration, Hobart is a nationally-recognized financial commentator, an Investment Advisor Representative (IAR), and a licensed insurance agent. Senior Market Advisor Magazine named Hobart one of the nation's top independent financial advisors. He's been a featured guest on CNBC and Fox Business and a regular guest on WCNC's "Charlotte Today." Hobart has also appeared in The Wall Street Journal, Reuters, The Associated Press, MSN Money, The Charlotte Observer, Men's Health, Kiplinger, Market Watch, The Street, The New York Times, USA Today and Forbes.

SOURCE: News & Experts

5 things SDI carriers want to see from general contractors

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

By Brent Meyers,

Since TradeTapp's inception, we've studied the subcontractor default insurance (SDI) marketplace with an eye towards policy changes, loss trends, or topics that have become hot button issues. With our deep relationships with the SDI carriers — including our partnership with AXA XL — we've gained a unique perspective into what matters most to insurers when they are underwriting prospective clients.

Today, our users represent all the major SDI insurers and brokers in North America. Based on everything we've learned, here are the top five things SDI carriers are focused on when underwriting accounts today.

1. Financial assessment: if you don't do it, it's time to start

SDI carriers need to see a formalized approach toward financial vetting. Solvency issues are a primary contributor in many subcontractor default claims, and the vast majority of these losses might have been preventable if a basic financial assessment took place. Access to capital, or liquidity, remains the most important area to focus on in analysis, especially on projects where slow pay cycles and cash flow could become a major concern. Understanding a subcontractor's capacity, both from a single and aggregate basis, is key.

The financial assessment will also reveal some important clues into how a company manages its assets. In cases where the subcontractor's company is behaving largely as a pass-through entity (think LLC or S-Corp), it's important for general contractors to recognize this as exposure and review who they are signing the agreement with. An additional guarantee from a parent company or individual may be appropriate.

2. Aggregation: understand their exposure

This is the topic we hear about the most in the SDI space, from carriers and contractors alike. Subcontractor aggregation, otherwise described as the concentration of awards made to the same contractor or vendor (usually within a particular region), is hugely important because it represents the total amount of exposure to a single company.

We have made several product enhancements to TradeTapp to help track exposure and monitor subcontractor aggregation, both internally as well as across the marketplace. Carriers view aggregation across their multiple clients as compounded risk, and it's important to understand a subcontractor's committed backlog, including the breakdown of projects by type and region. This

may have a profound effect on work quality, manpower, or production in the field.

Measuring and managing aggregation is a function of monitoring your own awards made to a single subcontractor, as well as staying up to date on their backlog position. Like a bonding company, you should consider each subcontractor's backlog commitments in comparison to their capital position when evaluating their ability to meet the demands of current and future projects. It may make sense to hold back on giving one contractor more work until they've completed some of their existing pipeline.

Aggregation is of further concern as the current economic marketplace continues to indicate increased construction spending, while the availability and supply of qualified bidders continue to decrease. Evaluating personnel, project team, and individual experience of your contractors is equally important when backlog becomes a concern.

3. Quality: find a way to monitor and measure it

Work quality is a major concern for the SDI marketplace because not all defaults occur during the project operations phase. In fact, some of the largest SDI losses on the books have resulted from defective installations which resulted in substantial "rip and tear" rework claims after the project had already been completed. This is why extended coverage — often referred to as the policy "tail" — becomes such a significant factor in premium calculations. Very often, the contractor who installed the defective work has no capacity to repair or fix the issue without being put into default, resulting in an insurance claim.

Coming up with reliable metrics to predict the quality of a subcontractor's work is actually pretty difficult, but as a best practice, we recommend making sure project history and reference checks are part of the qualification process. Consider prior completed work, internal reviews, frequency and volume of change orders on projects they've performed for you in the past, and follow-ups on recently completed work references. Of course, it's best to perform a thorough de-scope during bidding (especially on complex packages), to review personnel and assess the subcontractor's job experience.

4. Timing: "prequal" is dead

Timing is crucial when qualifying subs, so we think it's time to put the term "prequal" to bed. Carriers want to see that you have a continuous annual qualification process in place, and vetting subs should occur before long before the start of a new project and continue at least once per year, even if the sub is still working.

If qualifications become core to your business model, you'll have time to implement an effective risk mitigation strategy and level bids with consideration of the risks subs pose to your projects. If done too late, all leverage is lost, and now you are forced to live with what could be significant risk. Aside from lump-sum projects where awards are strictly based on low bid, it's key to evaluate risk prior to or in parallel with the bidding process.

In addition, "point in time" data like backlog position, financial assets/liabilities, or safety performance can vary greatly on a year to year basis. Using the most up to date information when considering several bids is key towards selecting subcontractors intelligently.

5. Accountability: being consistent

Insurance carriers underwrite prospective clients based on a combination of past performance, key personnel/internal protocols, and market conditions. One of the biggest challenges we've encountered for companies seeking to utilize an SDI policy for the first time is how to create internal protocol for when the award process is handled remotely by project teams.

As a GC entering the SDI space, it's important to consider the following questions:

- What is your internal protocol for reviewing qualification applications?
- Who should review the riskiest subs, and when should these decisions get elevated?

In many cases, centralizing the review process (to a risk management group, a CFO, a controller, etc.) creates a foundation for greater consistency in risk mitigation decisions, less bias or subjectivity, and a clear audit trail of accountability for decisions.

Wrap up

It's important to understand these trends in order to gain favorable treatment from the insurance marketplace. When leveraged into an effective program to manage and mitigate risk, a shared commitment to these five topics can result in a successful SDI program both for you and your carrier.

SOURCE:

<https://blog.buildingconnected.com/5-things-default-insurance-carriers-care-about-most/>



Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

**INVITATION FOR QUOTATIONS
CITY & COUNTY OF SAN FRANCISCO SAN FRANCISCO PUBLIC WORKS
MICRO-LBE SET-ASIDE PROGRAM
Contract No. 1000011162
VARIOUS LOCATIONS CURB RAMPS NO. 9
[MICRO-LBE SET-ASIDE]**

Quotations will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on May 8, 2019**. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at www.sfpublishworks.org/biddocs. Please visit the Public Work's Contracts, Bids and Payments webpage at www.sfpublishworks.org for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located at various intersections in San Francisco, California, and consists of curb ramp construction, sewer and drainage work, settlement monitoring, traffic control, and all associated work. The time allowed for completion is 180 calendar days. The Architect's estimate is approximately \$560,000. For more information, contact the Project Manager, Marcia Camacho at 415-558-4015.

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

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

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state ("Covered State") with laws that perpetuate discrimination against LGBT populations or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

This Project shall incorporate the required partnering elements for **Partnering Level 1**. Refer to Section 01 31 33 for more details.

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

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

Only San Francisco Contract Monitoring Division certified Micro-LBE contractors are eligible to bid on this Set-Aside Contract in accordance with San Francisco Administrative Code Chapter 14B. Bid discounts, LBE Subcontracting Participation Requirement, and Good Faith Efforts are not applicable to this contract. Other CMD requirements shall apply. Certified Micro-LBE prime bidders must perform at least 25% of the contract work. Call Selormey Dzikunu at 415-554-8369 for details.

This project will not have a pre-bid conference.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. Administrative Code Section 6.22(a) requires all construction contracts in excess of \$25,000 to include performance and payment bonds for 100% of the contract award. For information on the City's Surety Bond and Finance Program, call 415-986-3999 or bond@imwis.com.

Class "A" license required to bid.

Minimum requirements of San Francisco Administrative Code Chapter 6 Sections 6.21 and 6.22 requires bidders to include with their quotes information concerning their experience and financial qualifications, San Francisco Business Tax Registration Certificate, participation in an apprenticeship program and compliance with subcontractor listing laws.

Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

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

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

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

4/25/19

CNS-3244803#

SMALL BUSINESS EXCHANGE



Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

**ADVERTISEMENT FOR BIDS
VARIOUS LOCATIONS PAVEMENT RENOVATION NO. 36 AND SEWER REPLACEMENT
Contract No. 1000012288
(PW VL PAVE RENOV NO.36 & SWR)**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on May 22, 2019**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpublishworks.org/biddocs. Please visit the Contracts, Bids and Payments webpage at www.sfpublishworks.org for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is at various locations throughout San Francisco, California and consists of pavement renovation, curb ramp and bulb-out installation, sewer replacement, AWSS settlement monitoring work, traffic control, and all associated work. The time allowed for completion is 385 consecutive calendar days. The Engineer's estimate is approximately \$8,400,000. For more information, contact the Project Manager, Ramon Kong at 415-554-8280.

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

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

This Project shall incorporate the required partnering elements for **Partnering Level 2**. Refer to Section 01 31 33 for more details.

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

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state ("Covered State") with laws that perpetuate discrimination against LGBT populations or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

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

The Contract will be awarded to the lowest responsible responsive bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 25%. Call Selormey Dzikunu at 415-554-8369 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement

by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on May 2, 2019; 9:00 a.m., at 1680 Mission Street, 3rd Floor.

For information on the City's Surety Bond and Finance Program, call 415-986-3999 or bond@imwis.com.

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

Class "A" license required to bid.

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

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

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

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

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

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

4/25/19

CNS-3246798#

SMALL BUSINESS EXCHANGE



Public Legal Notices

UNIVERSITY OF CALIFORNIA, IRVINE
MEDICAL CENTER

ANNOUNCEMENT TO PREQUALIFIED BIDDERS

University of California, Irvine Medical Center invites sealed bids for a lump sum contract for the **(UCIMC) B30A, 2nd Fl, Ophthalmology Expansion, Project No. 994647.**

Description of Work: Renovate ~8,325 ASF on the 2nd Floor of Building 30A to create (6) new exam rooms for the Department of Ophthalmology. The project will be phased to ensure clinical operation. The detailed scope includes:

- Converting existing staff work area to exam rooms
- Dividing existing exam and workspaces to create exam rooms
- Creating staff workstations in a renovated waiting area and other in areas on the floor
- Expanding the reception counter to better serve patients and increase workflow
- Construction of a new patient consultation office
- Installation of an elevator lobby smoke fire door to open up the main patient wait area
- Installation of security doors between patient and staff areas

Project completion time: 270 calendar days

Estimated Cost: \$1,000,000

Bid Documents will be emailed to prequalified contractors on Thursday, April 25, 2019 by 4:00 pm.

Prequalified Bidders:

2H Construction, Inc., Signal Hill, CA, (562) 424-5567; **Brascia Builders, Inc.**, Long Beach, CA 90804, (562) 576-0900; **CDG Builders**, Irvine, CA 92614, (949) 892-3510; **D&O Construction Inc.**, Orange, CA 92867, (714) 602-7365, **De La Secura, Inc., dba DLS Builders**, Orange, CA, (714) 998-3790; **Hanna Construction**, Orange, CA, (714) 633-8200; **Harry H. Joh Construction**, Paramount, CA 90723, (562) 879-3079.

License Requirement: Current and active **“B” General Contractor** CA contractor’s license.

Bid Submittal Requirements: Sealed Bids due 2:00 pm, Tuesday, May 28, 2019 at: UCIMC Planning Administration, Building 27, Room 136, UCI Medical Center, 101 The City Drive South, Orange, CA 92868. Bids will be opened at: **2:05 pm, Tuesday, May 28, 2019**, Building 27, Room 134, UCI Medical Center. Contract will be awarded to lowest responsive bidder.

Mandatory Pre-Bid Conference: Friday, May 3, 2019, Pre-Bid Conference and Site Visit **promptly at 9:30 am** at UCIMC Building 27, Conf. Room 116, 101 The City Dr. South, Orange, CA 92868. **ONLY** prequalified bidders attending can submit Bids.

Required Bid Security: 10% bid security. Surety issuing bid bond shall be *an admitted surety insurer (as defined in the CA Code of Civil Procedure Section 995.120)* at bid deadline.

Additional Requirements: Successful Contractor and subs must follow nondiscrimination requirements in Bid Docs and pay prevailing wages at location of Work.

Every effort will be made to ensure that all persons shall have equal access to contracts and other business opportunities with the University, regardless of: race; color; religion; sex; age; ancestry; national origin; sexual orientation; physical or mental disability; veteran’s status; medical condition; genetic information; marital status; gender identity; pregnancy; service in the uniformed services; or citizenship within the limits imposed by law or University’s policy.

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

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

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

The successful Bidder shall pay all persons providing construction services and/or any labor on site, including any University location, no less than the UC Fair Wage (defined as \$13 per hour as of 10/1/15, \$14 per hour as of 10/1/16, and \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

Contact Kim Kerwin at (714) 456-5735, khau@uci.edu or Terri Kalwara at (714) 456-8842, tkalwara@uci.edu.

For other opportunities, <http://www.ucirvinehealth.org/planning-administration>

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA University of California, Irvine Medical Center

Tutor Perini/O & G Joint Venture (TPOG)



SEEKING DBE FIRMS

FOR SUBCONTRACTING OPPORTUNITIES ON THE WESTSIDE
PURPLE LINE EXTENSION SECTION 2 PROJECT

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)



INTERESTED IN WORKING WITH TPOG?

TPOG issues Notice of Interest (NOI) Emails to all Tutor Perini/O & G Joint Venture registered vendors notifying them of upcoming 1st tier opportunities on the project. All CUCP certified DBEs vendors based in Southern California are already registered with TPOG. Please contact us if your firm is not receiving TPOG Notices of Interest by sending a note to:

Nareg@moderntimesinc.com

BONDING, LINES OF CREDIT, AND INSURANCE SUPPORT SERVICES:

TPOG is willing to assist DBE Subcontractors and suppliers in obtaining access to bonds, lines of credit and insurance. Please email Nareg Bostanian for your requests for assistance.

TPOG is soliciting in good faith all interested subcontractors as well as certified DBE firms. If you are interested in bidding or have any questions in relation to the scope, please email DBE Project Coordinator: Nareg Bostanian or visit the website below. <http://www.tpojv4purpleline.com/index.html>