

SBE TODAY

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US Ports Peg 'Landside' Needs at \$28.9 Billion



Ports on the Gulf of Mexico, including the Port of New Orleans, said they will require more than \$4.13 billion over the next decade to handle increasing container volumes, according to a new survey. (Port of New Orleans)

By Tom Ichniowski

U.S. ports say they need \$28.9 billion in upgrades to roads, rail, bridge and tunnel links over the next 10 years to handle the heavy volume of freight they expect, according to a new American Association of Port Authorities report.

The AAPA State of Freight survey, whose results were released on April 21, says, "Investment in America's port-connection infrastructure is a critical national priority."

AAPA says that, from 2000 to 2013, the container volume that moved through U.S. ports rose by about 50%, to 44.6 million 20-ft equivalent units, increasing the load on their rail and highway infrastructure.

The more than 75 ports that responded to the survey—a 95% response rate—said they had 135 freight-related "landside" projects as priorities through 2025.

Of the 28.9-billion total, north Pacific ports report needs of \$6.9 billion, and south Pacific ports requirements are \$6.5 billion, followed by north Atlantic ports, at \$6.4 billion; south Atlantic ports, \$4.6 billion; Gulf ports, \$4.1 billion; and Great Lakes ports, \$333 million.

Looking at project categories, the largest share is \$19.5 billion for 34 projects with national or regional importance.

The list also includes 46 intermodal projects, valued at \$7.5 billion, and 35 projects, worth \$1.9 billion, that are potential candidates for federal Transportation Investment Generating Economic Recovery (TIGER) grants.

About a third of the ports responding to the AAPA survey said they each need at least \$100 million to improve intermodal links; 18% said they require a minimum of \$50 million, and 30% estimated their minimum need at \$10 million.

Ports are looking to the federal government for help in funding these landside projects.

The study notes that a 2012 AAPA survey showed that ports planned \$45 billion over five years for improvements to piers, container-handling equipment and other core infrastructure. But the group says, "This investment is not being adequately matched by a federal government commitment to improve the corresponding connecting infrastructure."

AAPA says the 2012 MAP-21 surface-transportation law made some port landside projects eligible for federal highway funds, but it adds that competition for that money is rough because many other types of road projects also are eligible for that aid.

Ports have had some success in winning U.S. Dept. of Transportation TIGER grants for maritime or related projects, but competition for those

dollars—which go for a range of surface transportation types—has been extremely intense.

Ports have another crack at TIGER money: U.S. DOT on April 2 launched its latest round of the popular grants, the seventh since the program began in 2009. Congress appropriated \$500 million for this year's TIGER round. DOT set a May 4 deadline for pre-applications. Final applications are due on June 5.

Another federal resource is DOT's Transportation Infrastructure Finance and Innovation Act (TIFIA) program, which offers low-interest federal loans to help finance projects. But the AAPA report says only 8% of ports responding to the survey used TIFIA loans on projects.

The report adds, "Many ports have reported having experienced difficulty with how U.S. DOT interpreted their TIFIA applications, concluding that U.S. DOT doesn't encourage port-supported TIFIA projects."

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SMALL BUSINESS EXCHANGE

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Publisher of
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weekly newspaper

California Sub-Bid Request Ads

**REQUEST FOR CERTIFIED DBE SUBS AND SUPPLIERS FOR:
Riverfront Reconnection Project – Phase 1
EE: \$10,104,690
City of Sacramento
Federal Aid Project No. STPCLM-5002(177)
City Project No T15998100
BID DATE: May 6, 2015 at 2:00 PM
DBE GOAL: 10%**

We are soliciting quotes for the following items of work, including, but not limited to: Traffic Control, Joint Seal, SWPP Plan, SWPPP Materials, CAS/Roadside Signage, Bridge Demo, Clear & Grub, Erosion Control, Landscaping & Irrigation, Striping & Markings, AC Paving/Cold Plane AC, CIDH 96" (Qualifications Required for CIDH), Rebar, Overhead Signs, AC Dike & Curbs, Underground Utilities, Fencing, Metal Railing, Bridge Concrete Barrier, Electrical, Misc. Minor Concrete, Masonry, Clean and Treat Deck, Slurry Seal, Asphalt Membrane Waterproofing, Polyester Concrete (Furnish & Place), Micro Surfacing, Track Work, Dewatering, Const. Material Suppliers, Misc Metals/Iron & Steel, Welded Steel Pipe (Casing), Bridge Bearings, Underground Precast, Trucking, HAZ Mat Trucking, Street Sweeping, Ready Mix Concrete, Concrete Pumping, Underground Pipe Products (RCP, PVC, Ductile Iron), Geotextile Materials, Aggregates Supply including: Class 2 AB, Formliner, Surveying and Post Tensioning.

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

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

Project documents are available for free download on the City of Sacramento Planet Bids Website at the following link <http://www.planetbids.com/portal/portal.cfm?CompanyID=15300> You will need to "login" or "register" to access the plans and specs for free on Planet Bids. Contact me for assistance with the plans and specs for this site. Project documents may also be viewed in our office by appointment only. Email: LiSimon@flatironcorp.com for appointment to view/access plans and specs in our office.



FLATIRON WEST

2100 Goodyear Rd Benicia, CA 94510
Phone 707-742-6000 Bid Fax 707-746-1603
Email quotes to: FWNCBID@flatironcorp.com
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REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Richmond Transit Village Phase 2
Nevin Avenue Improvements, BART – 19th Street
City of Richmond
BID DATE: May 7, 2015 @ 3:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, Traffic Control, Temp. Pedestrian Access and Signs, Stormwater Pollution Control, Clearing & Grubbing, Concrete, Tree Removal, Electrical, Geotextile Fabric, Retaining Wall, Elevator, Elevators Tower Structure & Enclosure, Fire Alarm, HVAC, Fire Protection System, CCTV Systems, Shelter Structure, Signs, Traffic Control Signs, Underground, Minor Concrete, Detectable Warning Surface, Striping & Marking, Handrail, Guardrail, Planting & Irrigation, Bike Rack, Trash Receptacle, Pedestrian Pavers, Fencing, Site Security, and Construction Materials

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

Sub-Bids Requested From Qualified
MBE & WBE Subcontractors & Suppliers

**EBMUD
Hydraulic Modeling and Calibration Services,
RFP No. INF 001
Location: East Bay Municipal
Utility District Service Area
Bid Date: 5/7/2015**

Seeking the following services:
**Hydrologic and Hydraulic Modeling;
I/I Analysis; Continuous Simulation Analysis;
GIS and Data Management;
Radar Rainfall Analysis and Calibration**

RMC Water and Environment

2175 North California Blvd., Ste. 315
Walnut Creek, CA 94596
Phone: 925-627-4100 • Fax: 925-627-4101
Contact: Tamara Simbirdi, Marketing Coordinator
Email: TSimbirdi@rmcwater.com

We will assist interested firms in obtaining bonds,
lines of credit and/or insurance if necessary.
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Gallagher and Burk, Inc. is soliciting for
SBEs for the following project:
**POTRERO AVENUE ROADWAY IMPROVEMENTS,
Contract No. 2127J**

**OWNER:
CITY AND COUNTY OF SAN FRANCISCO
1155 Market Street, 4th Floor
San Francisco, CA 94103**

BID DATE: May 13, 2015 @ 2:30 P.M.

We hereby encourage responsible participation of local Small 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, ELECTRICAL, LANDSCAPING AND IRRIGATION, MINOR CONCRETE, OVERHEAD CONTACT AND TRACTION POWER, RAILROAD TRACK REMOVAL, STRIPING, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL.

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Gallagher and Burk, Inc. Gallagher and Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher and Burk, Inc.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601
Phone: (510) 261-0466 • FAX (510) 261-0478
Estimator: STEVE LIPPIS
Website: www.gallagherandburk.com

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California Sub-Bid Request Ads

RGW Construction Inc. is seeking all qualified Small/Micro Businesses Enterprises for the following project:

**Lower Berryessa Creek Flood Protection Project Phase 1
Santa Clara Valley Water District
Project No. 40174004**

**Engineer Estimate: \$17,000,000 - 1460 Calendar Days
Bids: May 13th, 2015 @ 2:00 PM**

Requesting Sub-quotes for (including but not limited to): Clear and Grub, Landscaping, Aggregate Base, CIDH Piles, Reinforcing Steel, Signs Roadside, Rock Slope Protection, Fencing, Surveyor, SWPPP, Water Truck, Sweeper, Trucker, Articulated Concrete Blocks, Biologists, Waterline, and De-watering.

Scope of Work: Control of water, channel excavation, channel embankment, construction of maintenance roads, cast-in-place concrete floodwall, new steel pipe casing, shoring and other miscellaneous associated construction work

RGW is willing to breakout any portion of work to encourage SBE/Micro participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or SCVWD website: <http://www.valleywater.org/Programs/Construction.aspx>. Phone 408-630-3068. RGW contact John Pitsch 925-606-2400, johnp@rgwconstruction.com for any questions, including bonding, lines of credit, insurance or equipment and material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

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**REQUEST FOR MBE, WBE, DVBE, SBE, LBE, OBE
SUBCONTRACTORS AND SUPPLIERS FOR:**

**Contra Costa County Public Works Dept.
255 Glacier Drive, Martinez, CA**

Project: Buchanan Field Airport East Ramp

Hangar Taxi Lane Reconstruction

Project No.: 4853-4651-fas-6x5323

Working Days: 65

Engineer's Est.: \$1,360,000

BID DATE: May 19, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Airfield Safety and Traffic Control, Water Pollution Control Program, Slope Stabilization, Lime Treated Subgrade, Pavement Marking, Fencing, Cast-In-Place Concrete Drainage Ditch & Wall and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Jean Sicard

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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 MBE, WBE, DVBE, SBE, LBE, OBE participation. Plans & Specs are available for viewing at our office or at the Contra Costa County Public Works Dept. 255 Glacier Dr., Martinez, CA (925) 313-2000, and are available online at www.cccounty.us/pwprojects.

REQUEST FOR LBE, SLBE & DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

Fruitvale Elementary School Paving

3200 Boston Avenue, Oakland

Project No. 13125

Oakland Unified School District

BID DATE: May 6, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Building Demo, Staking, Fencing, Electrical, Site Concrete, Underground and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Mike Crowley

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 LBE/SLBE/DVBE Participation. Plans & Specs are available for viewing at our office.

Before You Export: 5 Tips for Gathering Market Intel



Did you know that more than 95 percent of the world's consumers live outside the United States? That's a staggering number – and perhaps even more so is this figure: only one percent of U.S. small businesses are selling to those consumers.

The benefits abound when it comes to selling Made-in-America goods and services internationally. In addition to the cultural exchange inherent when developing global relationships, U.S. businesses – including small, minority- and women-owned businesses – can grow faster, hire more employees and pay higher wages.

There's a huge global market for your small business offerings, so here are a few insights from experienced exporters to consider as you go about gathering international market intelligence.

1. Explore the commercial side as well as the cultural and economic aspects of the new prospective market – You'll want to get a full picture of doing business here, which goes beyond the walls of the workplace and business processes.
2. See what your products are up against – Be aware of the competition to determine if this is really a place for you and, if so, strategize accordingly to maximize your business' success.
3. Check out your prospective customers – Research the market thoroughly through online data, published material and reviews in addition to conversations you'll have with them directly.
4. Commercial Service's catalog shows – Get your name in front of prospective customers at a low cost with help from U.S. Commercial Service trade specialists located in international markets. They'll translate your company profile into the local language, display your marketing materials, collect sales leads from interested local buyers and assist you as you follow up with local contacts.
5. Be prepared to show your product(s) at trade shows – Put your product on display and your best business face forward at trade shows, which you can do successfully with these 35 tradeshow essentials.

Source: <http://www.mdba.gov>

California Sub-Bid Request Ads

PROJECT: RTE 11/125/905 SEPARATION - FREEWAY TO FREEWAY CONNECTORS
****THIS PROJECT HAS A 15% DBE Goal****
BID DATE: Thursday May 21, 2015
BID TIME: 2:00 P.M.
Please respond by 5:00 p.m., May 20, 2015

We are seeking sub-bids from DBE Subcontractors/subconsultants, and material and/or equipment suppliers in the areas of work included in, but not limited to: Lead Compliance Plan, Construction Area Signs, Traffic Control, PCMS, K-Railing, SWPPP, Crash Cushion, Drainage Inlet Protection, Erosion Control, Sweeping, Temp Concrete Washout, Fence/Gate, Striping & Marking, Roadside Signs, Clearing & Grubbing, Dust Palliative, Structure Excavation, Gravel Bedding, Imported Borrow, Plant Establishment, Landscape/Irrigation, Electrical, Plastic Pipe (Supply Line), Aggregate Sub Base, Asphaltic Emulsion (Fog Seal Coat), Asphalt Dike, Tack Coat, JPCP, Joint Seal, Isolation Joint, Grind Concrete Pavement, Furnish & Drive Pile, CIDH Pile, Prestressing CIP, Approach Slab, Minor Concrete, Bar Reinforcing Steel, Sign Structures, Sign Panels, Aluminum Signs, Alternative Pipe Culvert, Jacked Reinforced Concrete Pipe, Filter Fabric, Flared End Section, Sidewalk Underdrain, Ditch Lining, Misc Iron & Steel, Guard Railing, Cable Railing, Sweeping, Trucking (Haul)


9685 Via Excelencia, Ste 200 • San Diego, CA 92126
Phone: (858) 536-3100 • Fax: (858) 586-0164
e-mail inquiries to: estimating@coffmanspecialties.com

For any bid proposal submitted on or after March 1, 2015 and any contract for public work entered into on or after April 1, 2015, the following registration requirements apply: Every Subcontractor is required to be registered to perform public work pursuant to Section 1725.5 of the Public Contract Code. No Contractor or Subcontractor shall be qualified to bid on, be listed in a bid proposal pursuant to Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, unless currently registered to perform public work pursuant to Section 1725.5. No bid shall be accepted nor any subcontract entered into without proof of the Subcontractor's current registration to perform public work pursuant to Section 1725.5. If used in our Bid, Coffman Specialties requires this proof be submitted w/in 24 hours of Bid Date.

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit. Waiver of Subrogation will be required. Plans are available through CALTRANS and our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms. Non-DBE Subs/Suppliers: Indicate 2nd tier DBE participation offered on your quotation as it will be evaluated with your price.

 REQUESTING BIDS FROM DBE/MBE/WBE/
DVBE/SBE/LBE/OBE

Subcontractors and Vendors

**Project: 2015 Asphalt Rubber Cape Seal,
East Richmond Heights & Shadow Creek Area**
Owner: County of Contra Costa
Bid Date: 5/12/2015

Please submit quotes at least one day prior to bid American Pavement Systems, Inc. (APSI) is requesting bids for above referenced project from the following trades and suppliers: TRUCKING - CONSTRUCTION AREA SIGNS - TRAFFIC CONTROL SYSTEM - BMP INSTALLATION - LEAD COMPLIANCE PLAN - PCMS BOARDS - SLURRY SEAL - STRIPING - PAVEMENT MARKINGS - WEED ABATEMENT - SWEEPING or any other item of work or material you are qualified to perform or furnish.

For questions regarding the project, contact David Pimley at American Pavement Systems, Inc. via email to dpimley@americanpavementsystems.com or call 209.275.7031. If interested in bidding this project, APSI is willing to assist all qualified subcontractors/suppliers in obtaining bonding, required insurance, materials, equipment, supplies or lines of credit if requested. Quotations must be valid for same duration as specified by Owner for contract award. APSI IS SIGNATORY TO OPERATING ENGINEERS. All contractors must be registered with Dept. of Industrial Relations.

Plans and specifications can be viewed at our office in Modesto (by appointment only), or can be obtained at the Contra Costa County Public Works Dept, 255 Glacier Drive, Martinez, CA 94553 or are available for purchase at <http://www.cccounty.us/pwprojects>.

APSI is committed to working with qualified DBE/MBE/WBE/OBE subcontractors and suppliers who respond, and will analyze and consider each quote submitted. Delivery schedules will be accommodated and categories of work broken down into economically feasible units to facilitate maximum participation. Please include any certification from you may have when submitting bids. Self Certification is not acceptable.

Obama Cabinet member to hold Town Hall Discussion on May 5th in Los Angeles

Pulitzer Prize-winning journalist Michael Hiltzik to moderate

SBA Administrator Maria Contreras-Sweet will host a Town Hall Discussion at the Dorothy Chandler Pavilion moderated by LA Times Pulitzer Prize-winning journalist Michael Hiltzik on May 5th, 2015 during National Small Business Week. Administrator Contreras-Sweet will discuss global trade opportunities for small business exporters in Los Angeles. Additionally, experienced small business professionals will share their advice and answer questions about current trends in the industry.

For more than 50 years, the Small Business Administration, Los Angeles District Office, has followed the president's proclamation calling for the celebration of National Small Business Week which will be recognized this year from May 4-8.

The SBA is working hard to improve small business exporters' access to the 95% of consumers who live abroad, through a variety of different

programs and services including no-cost counseling via small business development centers, women business centers, and Veterans' business opportunity centers. The SBA also has a number of flagship loan programs, as well as trade specific products that can help small businesses gain access to capital essential to expansion.

The public is invited to attend the free event by registering at: <http://nsbwlosangeles.eventbrite.com>.

Trade Town Hall
Tuesday, May 5, 2015
from 11:30 a.m. to 1:30 p.m. (PDT)
Location:
**Dorothy Chandler Pavilion - Salon A
135 North Grand Avenue
Los Angeles, CA 90012**
Registration is required. Seating is limited.
<http://nsbwlosangeles.eventbrite.com>

US Ports Peg 'Landside' Needs at \$28.9 Billion

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Private-activity bonds, another financing source, is more popular among ports, with 34% saying they have used or plan to use them.

Ports also said congestion has worsened at their landside transportation links, with 15% reporting that the jams have risen to 100% from 50%. Another 18% said the snarls have increased to 25% from 10%.

Source: <http://enr.construction.com>