

Subcontracting: Both sides of the coin



Subcontractors can be hired when an expert in a certain field is needed.
Photo: Ruppert Landscape

By Jill Odom,

Anyone who has been in the green industry for any time at all can tell you that there is a plethora of specialties your business can go into, but if you're wanting to add extra services without having to learn a new skill set, this is where subcontractors come in.

By definition, a subcontractor is a business or a person who carries out work for a company as part of a larger project. They may be more expensive than regular employees at times, but their expertise is well-worth the price.

Often hired as experts in their field, subcontractors are generally more knowledgeable about their work than a jack-of-all-trades and can also be used to free up a landscaping company's staff.

"They help us when we have a lot of work during the peak season," said Enzo Parilli, owner of TurfCreek, based in Loganville, Georgia. "When we have too many jobs, we use the subcontractors to fulfill demand and help us still create revenue and meet our customers' needs."

When subcontractors are used, landscapers can avoid all the costs associated with hiring and training typical employees as well as the need to outfit them with uniforms or vehicles to get

them to the jobsite. Another benefit of hiring a subcontractor is it frees your company up from buying and maintaining specialized equipment.

"Anything good that a subcontractor does on a job on your behalf has positive ramifications for your reputation with your customer," said Ken Thompson, director of quality and efficiency for the landscape construction division of Ruppert Landscape. "In many cases, the owner or general contractor sees the subcontractor as you. So good (or bad) work or interactions with your sub can help to enhance your reputation with your customer as competent, skilled and responsive."

Working with a subcontractor

The tricky thing about starting a relationship with a subcontractor is first finding one, as a majority of landscaping companies hire one that they already know. If you're just getting started, this is more of a challenge as you know less of who is in the industry. You can reach out to associations like the American Subcontractors Association (ASA) or suppliers and ask who they would recommend.

Over time as you build up your network, you'll soon know former co-workers and people from other trades whose work you trust that you can reach out to for help on a job.

"By treating our subcontractors like they are part of our team (and not their own separate company), we often get referrals of other quality-oriented subcontractors through sphere of influence," Thompson said. "Subs often refer each other to our organization."

While a time crunch may tempt you to hire just about any subcontractor, it's important to remember that your reputation is directly affected by their work. Before hiring any subcontractor, check their references and their work. Thompson advises not to just look at the most recent job as they need to prove they have a track record of success.

Other ways to make sure you are hiring a reputable sub is to visit their work in person, check their accreditation and test their skills. If you're still trying to feel out their abilities, hire them for smaller projects first before trusting them on bigger jobs.

Once you are satisfied with their credentials, it is crucial to have a signed contract that specifies the scope of work, payment rate and deadlines. Includ-

■ Continued on page 4

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

AECOM

300 Lakeside Drive, Suite 400 • Oakland, CA 94612

REQUEST FOR DBE SUBCONSULTANT INTEREST

AECOM is bidding on the following project as Prime Contractor:

Owner: Alameda County Public Works Agency
Request for Qualifications No. R0A20151021
Civil Engineering, Environmental, and Right of Way Professional Services for
Federally Funded Projects
Proposal due date: Friday, September 1, 2017

AECOM is seeking qualifications from Disadvantaged Business Enterprise (DBE) companies for the following work:

- Pedestrian and bicycle design
- Potholing
- Utility relocation and undergrounding
- Air quality
- Noise/vibration
- Visual impact
- Archaeology
- Hazardous materials
- Paleontology
- Floodplain and water quality
- Public outreach and Communication
- Traffic signal and Electrical design
- Surveying and Mapping
- Real Estate & Right of Way Acquisition
- Landscape/Irrigation Design & Aesthetics
- Drainage and Storm Water Quality
- Bridge Structures design independent check

Experience providing similar services to the Alameda County Public Works Agency is preferred. This Statement of Qualifications is in alignment with the Alameda County Public Works Agency DBE Program requirements and certified DBEs are encouraged to respond.

Interested businesses should email a brief overview of Alameda County Public Works Agency or similar experience, along with DBE documentation by Friday, August, 25, 2017, to **TJ Koski** at tj.koski@aecom.com, or by Phone 916.266.4916 or Fax 916.414.5850.

Assistance is available in obtaining any necessary bonding; lines of credit or insurance; information related to the requirements for the work; and necessary equipment, supplies materials, or related services.

We are an Equal Opportunity Employer



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

REQUEST FOR LBE
 SUBCONTRACTORS AND SUPPLIERS
 FOR:

**Water Pollution Control
 Plant Dirt Removal 2017**

Project No. 2015.0300

Bid No. 17-18.004

City of San Leandro

BID DATE: September 7, 2017 @ 3:00 PM

We are soliciting quotes for (including but not limited to): **Trucking, Clearing & Grubbing, Jute Mesh and Construction Materials**

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 Participation. Plans & Specs are available for viewing at our office or through the City of San Leandro's website.

Candlestick Point - in San Francisco

Opportunity to Design
 the Yosemite Slough Bridge

Fivepoint is requesting qualified, interested firms to respond to a public request to Provide Design, Permitting, and Preconstruction Contractor Support for the Yosemite Slough Bridge Project

For more information, please visit:
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=12306>

Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for construction firms.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Conference:
August 31, 2017 @ 10:00 AM
1 Sansome Street, Suite #3200
San Francisco, CA 94104

Proposals must be submitted by
September 26, 2017 @ 2:00 PM (PST).

With SBE you can:

FIND
 Subcontractors, Vendors,
 and Suppliers

REACH
 Diverse Audiences

ADVERTISE
 Sub-Bid Request Ad
 Public Legal Notices
 Job Listings

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

SMALL
BUSINESS
 EXCHANGE



California Sub-Bid Request Ads



BROSAMER & WALL, INC.

An Equal Opportunity Employer
is requesting quotations from all qualified

DBE

Professional services, sub-contractors, material suppliers and trucking for the following project:

**02-4G5504 - Reconstruct with HMA and PCC, Widen Structure and Upgrade Rails
In Siskiyou County And Near Dunsmuir**

From Sacramento River Bridge To 0.6 Mile South Of North Mount Shasta Underpass

Bid Closing Date: September 6, 2017 @ 2:00 PM

DBE GOAL: 8%

CONTACT:

Brosamer & Wall Inc.

**1777 Oakland Blvd, Suite 300
Walnut Creek, California 94596**

PH: 925-932-7900 • FAX: 925-279-2269

PROJECT SCOPE:

We are requesting bids for the following trades and/or material suppliers:

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors and suppliers including certified DBE firms for all items of work type, including but not limited to:

- ASPHALT
- BRIDGE DEMO
- CONCRETE BARRIER
- CONCRETE PAVING
- CONCRETE STRUCTURES
- CONSTRUCTION AREA SIGNS
- EARTHWORK/GRADING
- ELECTRICAL
- EROSION CONTROL
- GRINDING (COLD MILL)
- METAL BEAM GUARD RAIL (MBGR),
- MINOR CONCRETE
- PILING
- ROADSIDE SIGNS
- RUMBLE STRIP
- SCHEDULE DEVELOPER
- SIGN STRUCTURES
- STORM DRAIN UNDERGROUND
- STREET SWEEPING
- STRIPING
- SWPPP/WPC
- TRAFFIC CONTROL
- AGGREGATES SUPPLY
- TRUCKING
- ASPHALT OIL
- JUST-IN-TIME TRAINING
- SERVICE PATROL VEHICLE

For the complete list of Actual Project Bid Items, please visit:

<http://www.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=02-4G5504>

Requirements: Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE Participation. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage and worker's compensation for the entire length of the contract.

All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining/waiving insurance, bonding, equipment, materials and/or supplies please call or email Robert Rosas contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at no cost from Caltrans website. B&W will also make plans electronically please email rosas@brosamerwall.com for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.

GOLDEN GATE
CONSTRUCTORS

11555 Dublin Boulevard
Dublin, CA 94568-2909
Phone: (925) 829-9220
Estimator: ALAN MCKEAN
Website: www.desilvagates.com
An Equal Opportunity Employer

**Golden Gate Constructors (GGC) is
preparing a bid as a Prime Contractor for
the project listed below:**

**SOUTH MCDONNELL ROAD
REALIGNMENT – DEMO, GRADING,
PAVING AND AOA BLAST FENCE,
Contract No. 10515.71 TBP 0010,
Local Business Enterprise
Goal Assigned is 20%**

OWNER:

**CITY AND COUNTY OF SAN FRANCISCO
c/o WEBCOR BUILDERS**

**San Francisco International Airport,
676 North McDonnell Road,
San Francisco, CA 94128**

AUGUST 28, 2017 @ 2:00 P.M.

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

BLAST FENCE, CLEARING AND GRUBBING/DEMOLITION, ELECTRICAL, FENCING, HAZARDOUS MATERIAL, CEMENT TREATMENT, SURVEY/STAKING, UNDERGROUND, TRUCKING.

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

Fax your bid to (925) 803-4263 to the attention of Estimator Alan McKean. 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 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://californiasbde.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). GGC is willing to breakout portions of work to increase the expectation of meeting the LBE requirement.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. GGC is an equal opportunity employer.





California Sub-Bid Request Ads

AECOM

AECOM Energy & Construction, Inc.
P.O. Box 73 • Boise, ID 83729
Phone (510) 777-5000 • Fax (510) 777-5099
An Equal Opportunity Employer

SBE, WBE, MBE Subcontractor/Supplier Bids Requested For:

**U.S. Army Corps of Engineers, Sacramento District
American River Common Features (ARCF) Natomas Basin Reach H Levee Improvement
Solicitation No. W9123817R0049
Bid Date: September 1st, 2017 at 2:00PM
Fax all quotes to 510-777-5099**

Requesting certified SBE, WBE, MBE Subcontractor and Supplier Quotes on: **Clear & Grub, Concrete, Demolition, Earthwork, Environmental, Erosion Control, Fencing, Flatwork, Grinding-AC Concrete, Landscape, Paving, Rebar, Signs, Soil Cement, Soil Mix, Soil Stabilization, Survey, Traffic Control, Trucking, Utility Work, Welding, Aggregate Supply, Fabric Supply, Miscellaneous Metals, Steel Pipe Supply, Ready Mix Supply, Valves & Fittings**

Contract Documents may be obtained online at <http://www.fedbizopps.gov>. Documents may also be provided by AECOM. Please contact Jamie Helmick at jhelmick@shimmick.com.

Subcontractors and Suppliers interested in this project may contact Aron Oshio by email at aoshio@shimmick.com.

100% Performance and Payment bonds with a surety company subject to approval of AECOM Energy & Construction, Inc. are required of subcontractors for this project. AECOM 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 AECOM Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. AECOM'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. AECOM requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. Subcontractors to provide performance and payment bonds upon award. **For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.**



8201 Edgewater Drive, Suite 202 • Oakland, CA 94621
Phone (510) 777-5000 • Fax (510) 777-5099

SBE, VSBE, LIABE, LBABE Subcontractor/Supplier Bids Requested For:

**Port of Oakland
Rail Infrastructure at the Maritime Support Center (MSC)
Contract No. 2017-07-M1
Bid Date: August 30th, 2017 at 12:00PM
Fax all quotes to 510-777-5099**

Requesting certified DBE & SBE Subcontractor and Supplier Quotes on: **Contaminated Soil, Demolition, Earthwork, Electrical, Erosion Control, Flatwork, Grinding-AC Concrete, Horizontal Boring, Railroad, Rebar, Trackwork, Utility Work, Aggregate Supply, Railroad Products**

Bidding Documents may be obtained free of charge from the owner's website at <http://www.portofoakland.com/bids>. Documents may also be provided by Shimmick Construction. Please contact Jamie Helmick at jhelmick@shimmick.com.

Subcontractors and Suppliers interested in this project may contact Clay Cochran by email at ccochran@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.**

Both sides of the coin

■ Continued from page 1

ing quality standards can also circumvent any corner cutting in materials and workmanship.

"It's also important to include a provision allowing your company or the subcontractor to terminate the contact upon giving a certain amount of notice," Thompson said. "Also, check to see if the subcontractor carries an appropriate license for his/her field as well as liability insurance, workers comp insurance, auto insurance and if they are bondable."

After the agreement has been signed, make sure you have quality control measures in place to ensure the work is done accurately and in a timely manner. For Parilli, he hires someone to supervise the sub on site and make sure that they are doing everything that is outlined in the work order.

Without having communicated your standards beforehand, some subcontractors will opt to use cheaper materials or produce substandard work by rushing. One way to avoid the issue with low-quality materials is to buy the materials they will need, saving them in expenses and giving you control over the matter.

The greatest challenge of working with subcontractors is probably scheduling, as they have their own business, and trying to match up their availability with the needs of the client.

"It's worth it," Parilli said. "When you have a lot of business, a customer may like to get things done sooner, but you have to work with the subcontractor's availability."

While scheduling can be a challenge, there are ways to keep it from derailing your timetable. As you work more regularly with a sub, they are more likely to work to meet your deadlines, and paying them promptly can also incentivize them. Smaller subcontractors depend on the cash flow more and will jump at the chance to be paid promptly by a company that respects their work.

After finding subcontractors from each trade you need who you work well with, make a point to keep this relationship strong.

"While it's a balancing act between trying to get the best value for the work being done, it's usually worth paying a little bit more to build a long-term relationship with a subcontractor who aligns well with your company values," Thompson said. "Hiring an untested contractor who doesn't live up to your customer's expectations could end up costing you far more in the long run."

SOURCE; <http://www.totallandscapecare.com/>