

SBE TODAY

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DIVERSITY IN ACTION - Published by SBE, certified SBE/DBE/MBE

How to finance your new startup

By Alyssa Gregory

After painstaking deliberation, you have decided that your business idea is worth pursuing and now is the time to make that dream come true. Now there is one significant challenge that you need to overcome...where will you get the money to make it happen?

The first step you should take is to develop your business plan. A business plan is a critical tool that will be required for creditors or investors if you apply for some types of financing. But regardless of what path of financing you go down, your business plan should act as a roadmap that guides you to success.

Review some of the options below and consider the size and scope of your proposed business, as well as your own personal financial situation as you determine which option is best for you.

Self-financing

Self-financing is a method in which the business owner provides his or her own capital to launch the venture. The capital comes from the entrepreneur investing and risking his or her personal assets. The most common sources of personal assets used to finance a business are savings, home equity, stocks, bonds, 401k/retirement accounts, personal credit cards and cash-value life insurance policies.

This type of financing is the most popular form of business startup funding and typically carries the most risk for the entrepreneur. The benefits of self-financing are that the entrepreneur retains total ownership of the business, and there is complete personal accountability for the success or failure of the venture.

Bank loans

While most of us have utilized banks to conveniently finance our homes, automobiles and lines of credit, obtaining funds for a startup is not quite as streamlined. Even with a solid business plan, securing funds from a bank is a difficult proposition

because they require collateral or proof of income to guarantee they will be paid back.

Many financial institutions, however, participate in SBA loan programs. The loans are not supplied by the SBA, but are guaranteed through them, making a business loan easier to obtain. If you meet the criteria specified for a particular type of funding, such as 7(a), Microloan, or CDC/504, you are more likely to secure funding.

Family and friends

Family and friends can be a low-cost and relatively easy source for financing a new business. This is typically a more viable solution when the amount being borrowed is \$100,000 or less.

For this type of funding, the terms of the agreement should be written down and made into a binding legal document. This helps to protect both borrower and lender financially while potentially limiting the amount of damage caused to an otherwise loving and trusting relationship if the startup were to fail.

Investors

Finding investors to finance your venture is another viable option given the right circumstances. Unlike borrowing money from family and friends who are looking to recover their loan and possibly some modest interest, investors will exchange financial resources for ownership in the venture. Investors also expect the entrepreneur to make a significant capital contribution in the startup.

Startups that are viewed as potentially high-growth, high-risk and capital intensive are more attractive to and better served by venture capitalists (VCs). Keep in mind that most VCs will require a controlling stake in the venture with the ultimate goal of selling their interests for much more than their initial investment.

Vendors and Customers

In some cases, you may be able to let vendors finance your startup. Although your startup doesn't have established credit, if you have good personal credit and are will-

ing to pledge a personal guarantee, many vendors will supply equipment, inventory and supplies on net terms.

The same is possible with customers. If you are able to sell your products and services before you have fully created them, you can use those funds to cover your startup expenses.

There are several other financing options available such as small business grants and crowdfunding, so it's important to do your research and explore all of your options before you choose a path. Consider the advantages and disadvantages of each option and keep your business plan in-hand to make sure you're staying in line with what you set out to accomplish.

Alyssa Gregory is a small business consultant, writer, speaker and collaborator who has been helping start and grow small businesses for 13 years. She is also the founder of the Small Business Bonfire, a free social, educational and collaborative community for small business owners.

Source: © 2013 U.S. Bank Member FDIC

SMALL BUSINESS EXCHANGE

SBE OUTREACH SERVICES

With half a 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

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Targeted mailings sent to businesses per your criteria.

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

Call Toll FREE for more information: 800-800-8534

REQUESTS FOR BIDS & SUB-BIDS

DeSilva Gates Construction-Robert A. Bothman A Joint Venture

REQUEST FOR QUALIFIED SBE'S
SUBCONTRACTORS AND SUPPLIERS
FOR:

**Civil and Station Improvements Contract,
Santa Clara - Alum Rock Bus Rapid Transit
Project Contract C830 (13058)**

**Owner: SANTA CLARA VALLEY
TRANSPORTATION AUTHORITY
3331 North First Street, Building A,
San Jose, CA 95134**

Bid Date: August 27, 2013 @ 3:00 pm.

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

**DESILVA GATES CONSTRUCTION -
Estimator: Grant Rhodes - Phone No. 925-829-
9220 Fax No: 925-803-4263:**

CLEARING AND GRUBBING/DEMOLITION, MINOR CONCRETE STRUCTURE, STREET ELECTRICAL, PCC GRINDING, CONSTRUCTION AREA/ROAD SIGNS, SLURRY SEAL, STRIPING, SWPPP, UNDERGROUND, QC/QA, TRUCKING, CLASS 2 AGGREGATE BASE MATERIAL SUPPLIER, CLASS 4 AGGREGATE BASE MATERIAL SUPPLIER, HOT MIX ASPHALT (TYPE A) MATERIAL SUPPLIER, CLASS 3 AGGREGATE BASE MATERIAL SUPPLIER, GEOTEXTILE WRIP SUPPLIER, SURVEY AND COMMUNITY RELATIONS OFFICER

**ROBERT A. BOTHMAN -
Estimator: Michael Maldonado -
Phone No. 408-279-2277 Fax No: 408-279-2286:**

SAW CUTTING, DRILLING (PIERS), ELECTRICAL (STATIONS), REBAR, GUARD RAIL/METAL RAILING, CAULKING/SEALANTS, ANTI GRAFFITTI/PAINTING, METAL FABRICATION (BUS SHELTERS), TRUCKING, MASONRY, CONCRETE PUMPING, FENCING (ORNAMENTAL FENCING), LANDSCAPING AND CONCRETE READY MIX

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates-Robert A. Bothman, A Joint Venture of DeSilva Gates Construction and Robert A. Bothman Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates-Robert A. Bothman 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.

DeSilva Gates Construction-Robert A. Bothman A Joint Venture

11555 Dublin Boulevard
P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Website: www.desilvagates.com

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SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

**PALM AVENUE GRADE SEPARATION
San Bernardino Associated Governments
Contract No.: C13108
DBE Goal: 9%**

Bid Date: August 20, 2013 - 2:00PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Plans and Specifications are available for view at our main office in Riverside or may be obtained from A&I Reprographics at (909) 514-0704.

Quotes requested for contractors, suppliers and service providers include, but are not limited to: Biological Monitor, Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Fencing, Erosion Control, Temporary Pavement Marking, Temporary Traffic Stripe, Plastic Traffic Drum, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Plane Concrete Pavement, Remove Concrete, Concrete Barrier, Clearing and Grubbing, Roadway Excavation, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Erosion Control, Fiber Rolls, Class 2 Aggregate Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Minor Concrete, Joint Seal Assembly, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish Single Sheet Aluminum Sign, Roadside Sign, Install Sign, Reinforced Concrete Pipe, Plastic Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Precast Concrete Pipe, Slope Paving, Minor Concrete, Rock Slope Protection, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Wrought Iron Fence, Chain Link Fence, Survey Monument, Chain Link Railing, Concrete Barrier, Cable Railing, Transition Railing, Terminal System, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Pavement Marker, Waterline, Street Lighting

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 1%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509
Ph: (951) 684-5360 • Fax: (951) 788-2449 • Email: jerome.dipadova@skanska.com

Sub Bids Requested From Qualified MBE, WBE, DBE, UDBE Subcontractors & Suppliers for

**City of Lincoln
Regional and Reclamation Pipelines
Location: Lincoln, CA
Bid Date: August 29, 2013 @ 2:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: electrical & instrumentation; tree removal/clearing; saw cutting; grinding; rebar; bore & pipe jacking; rock drilling & blasting; fencing; hydroseeding and revegetation; painting & coating; striping; horizontal directional drilling; traffic control; surveying; and trucking.

We will pay up to and including one and one half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans & specs.

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603
Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Don Crivello

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REQUESTS FOR BIDS & SUB-BIDS



Sub-Bids Requested From Qualified DBE
Subcontractors & Suppliers

**Regional Connector Transit Corridor
Design-Build Project**

Owner: LACMTA

RFP No.: C09080

DBE Goal: 20% Design & 18% Construction

Subcontractor Proposal Due Date:

August 5, 2013, 2:00PM

Website: www.teamrcc.com

Team RCC, lead by Skanska, is interested in soliciting in Good Faith all subcontractors as well as certified DBE subcontractors related to the scopes of work below for the Regional Connector Transit Corridor Project. Quotes will be requested from Subcontractors, Vendors, Professional Service and Trucking companies. Please visit our website for the RFP documents and addenda, Subcontracting Requirements, Sample Contracting Documents, Project Announcements, Outreach and Contact Information. **If you are interested in joining our team for this project, please visit our website, fill out and return the Invitation to Bid form to the fax number below. All Quotes are due Aug. 16th, 2013.**

Requested scopes include, but are not limited to the following:

Subcontractors: Demolition, Clear & Grub, Excavation Earthwork and Support Systems, Shoring & Lagging, Temp. Tunnel Ventilation, AC Paving, Concrete Curbs, Gutters and Sidewalks, Pavement Striping & Marking, Cast-In-Place and Prestressed Concrete, Exposed Concrete Finishes, Arch. Pavers, Stone, Granite, Masonry, Misc. Metal, Welding, Steel Rail, Fencing, Rough Carpentry, Sheet and Pre-Applied Sheet Waterproofing, Painting & Coatings, Fire Protection, Suppression & Stopping, Metal Doors, Frames & Hardware, Glazing, Equipment, Mechanical Piping & Materials, Ventilation Fans & Equipment, Plumbing, Electrical & Electrical Supply, Low Voltage Systems, Hazardous Material Remediation & Hauling, Trucking

Services/Vendors: Monitoring: Sound, Vibration, Geo, and Air Quality, Security, Office Supplies, Reprographics, Sweeper Truck, Water Trucks, Jobsite Sanitation, Janitorial, SWPPP, Progress Photography, Catering

Team RCC will assist qualified subcontractors, vendors, and suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. Please visit our website listed above for detailed contracting requirements

Team RCC is an Equal Opportunity Employer

Estimating Dept: 1995 Agua Mansa Rd,
Riverside, CA 92509

Ph: (951) 684-5360 Fax: (951) 788-2449

Email: info@teamrcc.com

SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

Replace and Widen Genesee Bridge at Route 5

District 11 on Route 5

Contract No.: 110223U4

DBE Goal: 8 %

Bid Date: September 12, 2013 – 2:00 PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Plans and Specifications are available for view at our main office in Riverside or on the Caltrans website: http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php

Quotes requested from Subcontractors, Suppliers and Service Providers include, but are not limited to: Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Type III Barricade, Fencing, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Plane Concrete Pavement, Remove Concrete (Structure), Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Rock Blanket, Soil Nail, Erosion Control, Fiber Rolls, Class 2 Aggregate Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joint, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Structure Concrete (Box Culvert), Minor Concrete, Shotcrete, Treat Bridge Deck, Joint Seal Assembly, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish & Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Roadside Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Rock Slope Protection, Slope Paving, Minor Concrete, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Chain Link Fence, Pipe Handrail, Cable Railing, Transition Railing, Terminal System, Crash Cushion, Concrete Barrier, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Signal & Lighting, Lighting & Sign Illumination, Fiber Optic Conduit, Electric Service (Irrigation, Traffic Monitoring Station) Closed Circuit TV System, Ramp Metering System, Slope Inclinometer, Landscape and Irrigation

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 1%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

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Skanska Estimating Dept:

1995 Agua Mansa Rd, Riverside, CA 92509 – Ph: (951) 684-5360, Fax: (951) 788-2449

Email: joe.sidor@skanska.com

Hunters Point Shipyard Opportunity to Provide Architectural Consulting Services

HPS Development Co, LP is requesting qualified, interested Companies to respond to a public request for proposals through the Successor Agency to the Redevelopment Agency of the City and County of San Francisco.

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=7066>

Proposals must be submitted by September 6, 2013.

REQUESTS FOR BIDS & SUB-BIDS

DBE SUBCONTRACTORS/SUPPLIER BIDS REQUESTED

CONTRACT NO. C0980

REGIONAL CONNECTOR TRANSIT CORRIDOR DESIGN/BUILD PROJECT

(Construct the underground stations, guide-ways and tunnels from Alameda and First Street (Gold Line) to the existing 7th Street Metro Center Station (Blue Line) located at 7th and South Flower Street.)

BID SUBMITTAL DATE: AUGUST 30, 2013 AT 2:00 PM

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (Metro) PERFORMANCE/PAYMENT/SUPPLY BOND WILL NOT BE REQUIRED

ALL WORKERS' COMPENSATION AND GENERAL LIABILITY INSURANCE IS PROVIDED BY THE CONTRACTOR CONTROLLED INSURANCE PROGRAM (CCIP)

THIS ADVERTISEMENT IS IN RESPONSE TO Metro's DBE PROGRAM. SHEA/WALSH/PTG JOINT VENTURE INTENDS TO PROVIDE AN EQUAL OPPORTUNITY AND CONDUCT ITSELF IN "GOOD FAITH" WITH DBE FIRMS REGARDING PARTICIPATION ON THIS PROJECT. DRAWINGS AND SPECS MAY BE REVIEWED IN OUR OFFICE MONDAY THROUGH FRIDAY, 8:00 AM TO 5:00 PM. QUOTES ARE REQUESTED NO LATER THAN AUGUST 21, 2013 SO THAT ALL BIDS CAN BE FAIRLY EVALUATED. PLEASE SUBMIT BIDS FOR THE FOLLOWING WORK (BUT NOT LIMITED TO):

Soil and rock excavation, hauling, excavation support systems, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, curb and sidewalk, fencing, landscaping, geotechnical and structural instrumentation, asbestos and hazardous materials handling and disposal, secant piles, soldier piles, shoring, traffic decking, traffic control, cast-in-place concrete structures, reinforcing steel, ground stabilization, tunnel construction, cross-passage construction, directional grout hole drilling, soil-nails, rock-bolts, steel dowels, steel arch support, shotcrete, concrete pumping, placing and finishing, concrete sealants, masonry, waterproofing, service utilities, grouting, electrical services, mechanical, plumbing and fire protection, architectural finishes, doors and hardware, track works, signals, pest control, IT Services, waste disposal and cleaning services.

We are actively soliciting bids for all trades and material supply quotes from DBE firms certified by the California Unified Certification Program (CUCP) by bid/proposal due date. Proposals submitted should not include any cost for Worker's Compensation or General Liability Insurance. Subcontractors will be responsible for providing vehicle liability insurance only. All contractors and subcontractors must agree to sign the letter of assent agreeing to the terms of the Project Labor Agreement (PLA).

Any business seeking to participate as a DBE for this Contract must be DBE certified by the California Unified Certification Program (CUCP) in accordance with 49 CFR Part 26 by bid/proposal due date.

The Joint Venture has established an FTP site where interested firms can view all plans and specifications for their convenience. Please contact Candice Gill at (909) 594-0990; Via Email: candice.gill@jfshea.com or Jim Honeycutt at (909) 444-4260; Via Email: jimmy.honeycutt@jfshea.com to receive instructions on accessing the FTP Site.

Shea/Walsh/PTG Joint Venture,
An EEO Employer

(J.F. Shea Construction, Inc./Walsh Construction Company/
Parsons Transportation Group, Inc.)

667 Brea Canyon Road, Suite 22; Walnut, CA 91789
Phone 909-594-0990, Fax 909-869-0827

Please visit our website:

<http://www.shea-walsh-ptg-regionalconnector.com>

SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers
City of Lincoln Wastewater Treatment and Reclamation Facility Expansion
Contract No.: 184030298

Encouraged DBE/MBE/WBE/HUB Certified Firm Participation

Bid Date: September 10, 2013 – 2:00 PM

Skanska, an equal opportunity employer, is interested in soliciting in Good Faith all subcontractors as well as certified companies for this project. All interested subcontractors, please indicate all lower tier participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Plans and Specifications are available for view/purchase at the following locations:

- Skanska USA Civil Office, located at 1995 Agua Mansa Rd., Riverside, CA 92509
- Stantec Consulting Services Inc., located at: 3875 Atherton Rd, Rocklin, CA 95765
- For Purchase: ARC Sacramento PlanWell. Please call 916-443-1322

Quotes requested from Subcontractors, Suppliers and Service Providers include, but are not limited to:

Materials: Construction Area Signs, Utility Line Marking, Watering and Water Development, Corrugated Metal Pipe Culvert, Landscape Rock, Structural Steel, Structural Aluminum, Grating, Treads, Floor Plates, Metal Framing, Steel Platforms, Mechanical Identifying Devices, Bio filter Media Replacement, Fiberglass Launder Covers, FRP Weirs and Baffles, Polyethylene Storage Tanks, Davit Cranes, Seismic Equipment Restraints, Seismic Piping Restraints, Temporary Railing, Erosion Control, Fiber Rolls, Class 2 Base, Joint Seal, Plastic Pipe, Reinforced Concrete Pipe, Welded Steel Pipe, Alternative Flared End Section, Misc Metal, Misc Iron and Steel

Works scopes: Survey, Quality Control and Testing, Pipe Chlorination, Pipe Testing, System Startup and Testing, System Training, Clear and Grub, Fence Removal, Excavation Dewatering, Structure Excavation and Backfill, Trenching and Backfill, Storm Water Pollution Plan, Hydroseed, Sheeting and Shoring, Chain Link Fence, Hot Mix AC Paving, Cast in Place Manhole Bases, Minor Concrete Structures, Concrete Saw cutting, Pipe Railing, Overhead Coiling Doors, Painting and Finishing, Mechanical Process Equipment Installation, Pre Engineered Metal Building and Canopy, Cathodic Protection of Underground Pipe, Process Piping, Process Electrical Systems, Site Lighting, Instrumentation and Controls, Thermoplastic Pavement Marking.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 1%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

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Skanska Estimating Dept:

1995 Agua Mansa Rd, Riverside, CA 92509 – Ph: (951) 684-5360, Fax: (951) 788-2449

Email: daniel.hawley@skanska.com



A Joint Venture in Association with LAN | TY Lin

**Santa Clara Valley
Transportation Authority
Design-Build Contract DB1102F
Silicon Valley Berryessa Extension Project C700**

Procurement opportunities through Skanska-Shimmick-Herzog
will be diverse and ongoing.

Please visit: www.sshjv-c700.com

frequently to see procurement opportunities and project contacts in the Bid Packages folder. Plans, specs, drawings, etc. can be found on the procurement web site.

EEO