

SBE TODAY

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Red Hot Markets Fuel Opportunities for Largest Contractors



Photo by Ren Van Rijhoven

Crews with DPR Construction prep rebar on The Lucile Packard Children's Hospital Stanford expansion in Palo Alto, which adds 521,000 sq ft to the existing hospital.

By J.B. Wogan

Contracting firms, propelled by red hot markets in California's major cities, continued to see revenue climb in 2014. The 86 respondents to ENR California's annual survey of contractors reported \$27.4 billion in revenue, a gain of 5.4% over the previous year. In two years, contractor revenue has jumped more than 22%.

"We're in the middle of a record year for securing new work, and have been able to be far more selective with the projects we pursue than in recent years," says Jack Sample, California buildings district manager at PCL Construction Enterprises, which topped \$1 billion in revenue during 2014.

Seven other firms reported more than \$1 billion in revenue last year, double the amount in 2013. Swinerton Inc. spent its second year atop the ranking, bringing in more than \$1.5 billion on projects such as the \$350-million Trinity Plaza in San Francisco. Webcor Builders, last year's ENR California Contractor of the Year, propelled its revenue skyward by nearly 40% in 2014.

Firms Diversify

Contractors on both the civil and building sides have benefited from the current boom. "In the past five years, our work throughout California has

become increasingly diverse—the most it's ever been in the nearly 100 years we have been building infrastructure in the state," says Mike Aparicio, executive vice president at Skanska USA Civil, a division of Skanska USA Inc. The firm has seen revenue from projects in the state nearly triple in just two years thanks to multiple transit projects such as the \$791-million Westside Subway Purple Line Extension. Revenue from the transportation sector as a whole rose 11% in 2014.

Water supply projects helped fuel growth among contractors as well. The sector grew by 35% during 2014. In the coming years, Aparicio sees even more investment flowing to the sector "as the drought has underscored another area that must be addressed for California to thrive for generations to come."

Residential construction exploded in downtown Los Angeles and other urban centers. Multifamily revenue spiked more than 110% in the past two years alone. "We see this multifamily trend continuing at least through 2017," says Steve Pellegren, executive vice president at Bernards. "Similarly, hospitality projects abound in Southern California."

While opportunities expand, contractors keep a wary eye on potential pitfalls. "We have to be vigilant with regard to the subtrades and their ability to handle the ever increasing workload," Sample

says. "A subcontractor's financial health, experience and availability of work crews is important in this active construction climate."

Recruiters must also work harder to fill permanent positions with employees that mesh well with a contractor's culture and values. "We are putting a lot of focus on retaining and recruiting top talent and maintaining a great workplace to ensure that we stay ahead of our clients' needs," says Richard Walker, chief operating officer with XL Construction.

Despite the healthy slate of projects, contractors such as DPR Construction still look for ways to "work more collaboratively and make a bigger impact on driving the efficiency of project delivery," says Jody Quinton, the firm's Bay Area regional manager. "Integrated team approaches are proving to have a positive effect on the industry and helping teams provide more predictable outcomes to customers."

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

SMALL BUSINESS EXCHANGE

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**Publisher of
Small Business Exchange
weekly newspaper**

California Sub-Bid Request Ads

ATKINSON CONTRACTORS, LP

Requests

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

Caltrans Contract No. 08-3555V4

Construction on Rte 15 in San Bernardino County
in Victorville

from 0.5 Mile North of Mojave Drive to 1.5 Mile
North of Stoddard Wells Road Overcrossing

Bids Thursday, August 27, 2015

Description of Work and Material Supply (but not limited to):

Aggregate Base, Architectural Treatment, Asphalt Paving, Biologist, Clear & Grub, Concrete Barrier, Concrete Paving, Construction Area Signs, Demolition, Drainage, Earthwork, Drilled Piling, Driven Piling, Electrical, Environmental Services, Erosion Control, Fencing & Railing, Flatwork, Guardrail, Imported Borrow, Irrigation, Joint Seal, Landscaping, Pavement Marking, Maintenance of Traffic, Minor Concrete, Misc Iron & Steel, Overhead Sign Structures, Painting, Pipe Supply, Precast Prestressed Concrete Girders, Rebar, Retaining Wall, Road Barrier, Roadway Joint Seal, Roadway Sign, Rock Slope Protection, Sewer, Shotcrete, Signal and Lighting, Soil Nail Wall, Soundwall (Masonry Block), Street Sweeping, Structural Concrete, Structural Steel, Survey, SWPPP, Traffic Control System, Traffic Monitoring Stations, Trucking, Tubular Handrailing, Wireless Vehicle Detection System (Refer to project specs and addenda for complete bid item list). **This project has a 12% DBE Goal.**

Atkinson Contractors, LP

18201 Von Karman Ave, Suite 800, Irvine, CA 92612

socal.estimating@atkn.com

Phone: 949-855-9755 / 949-382-7145 • NEW FAX # 949-553-0252

Contact: Andrew Nelson

Atkinson is a union contractor and an Equal Opportunity Employer. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors greater than \$100,000. Atkinson will pay the cost of bonds up to 1.5%. Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (refer to project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. 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. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote.

TO DOWNLOAD PLANS, SPECS, ADDENDA AND SUPPLEMENTAL INFORMATION:

Please go to http://www.dot.ca.gov/hq/esc/oe/project_ads_addenda/08/08-3555V4/

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

SPECIFICATION NO. 1197S

TEMECULA VALLEY REGIONAL WATER RECLAMATION FACILITY
23 MGD EXPANSION

Owner: Eastern Municipal Water District

Location: Temecula, CA

Bid Date: September 10, 2015 @ 10:00 A.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91788-0489

Phone: (909) 595-4397 • Fax: (909) 444-4268

Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Demolition, Geotextile, Reinforcing Steel, Ready-Mix Concrete, Masonry, Welding, Structural Steel, Steel Decking, Miscellaneous Metals, Insulation, Roofing, Sheet Metal, Sealants, Metal Doors/Frame/Hardware, Overhead Coiling Doors, Glazing, Louvers, Gypsum Board, Painting & Coatings, Signage, Portable Fire & Safety Equipment, Metal Building & Canopy Systems, HVAC, Equipment, Electrical & Instrumentation, Fiber Optic Communication System, and Overhead Cranes.

Plans and Specifications are available from: www.emwd.org – free download. Please complete the Planholder Registration form to receive email notification of addenda issued. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.

REYES CONSTRUCTION, INC.

State License Number 507561

1383 South Signal Drive, Pomona, CA 91766

Phone: 909-622-2259 • Fax: 909-622-3053

Contact: Estimating • Mon-Fri 8am-5pm

REQUESTING SUB & SUPPLIER BIDS

From All Qualified

Disadvantaged Business Enterprises (DBE)

Subcontractors/Sub-consultants/Suppliers/

Vendors registered as a DBE for:

La Palma Recharge Basin

Contract No. LPRB-2015-1

Owner: Orange County Water District

Reyes Construction is requesting bids for:

SUBCONTRACTORS: Traffic Control, SWPPP, Surveying, Shoring, Dewatering, Earthwork, Structural Excavation & Backfill, Trucking, Wet Utilities, Monitoring Well, Minor Concrete Structure, Structural Concrete, Reinforcing Steel, Structural Steel, Masonry, Roofing, Doors, HVAC, Mechanical, Fiber Optics, Cathodic Protection, Electrical, instrumentation & Controls, Guardrail, Fencing, Paint & Coating, Landscaping.

SUPPLIERS: Traffic Control Material & Equipment, BMP Materials, Steel Pipe, Waterworks Material, Ready Mix Concrete, PVC Pipe & Fittings, Misc. Metals, Precast Catch Basin, Sluice Gates, Reinforced Concrete Pipe (RCP), Vertical Turbine Pump, Aggregate, Rip Rap, Misc. Concrete Materials & Supplies, Valves, Meters.

BID DATE: August 27, 2015 @ 2:00 PM

Assistance will be available for obtaining Bonds, Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

Plans and Specifications can be viewed online at no additional cost at

- 1.) <http://www.bidmail.com/Sublogin.aspx>
(To request an invite please email estimating@reyesconstruction.com)
 - 2.) Via email by requesting to estimating@reyesconstruction.com
 - 3.) ocwdplanroom.com – registration required
- Please fax quotes to: 909.622.3053

CAHILL CONTRACTORS, INC.

Contact: Julie Park

estimating@cahill-sf.com, (415) 986-0600

Bid Requests from Certified
LBE Subcontractors and Suppliers
for ALL trades EXCEPT Exterior Building
Maintenance & Solar Hot Water System.
O'Farrell Towers

This is a SF MOH CMD project with
construction workforce and prevailing wage,
LBE & local workforce hiring goals.

O'Farrell Towers

477 O'Farrell Street

San Francisco, CA 94102

Bid Date: 9/1/15 @ 2 PM

Voluntary Pre-bid Meeting & Job Walk on

8/13/15 at 10:00 AM at

O'Farrell Towers, located at

477 O'Farrell Street, San Francisco, CA 94102.

California Sub-Bid Request Ads

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603 • Phone: (510) 632-7676 • Fax: (510) 562-5209
Contact: Keith Ones • An Equal Opportunity Employer

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for
Department of Transportation - Center Street & Union Street Bridge Repair
Location: Stockton, CA • Project No. 10-1C0904

Bid Date: August 18, 2015 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors/suppliers in the following trades: construction area signs; traffic control; SWPPP; asbestos monitoring & sampling; concrete sawing & coring; electrical/signal; reinforcing steel; joint seal; polyester overlay/removal; surveying; concrete pumping; bearing pads; seismic restrainers; steel plates; trucking; temporary supports; and precast concrete.

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 and specs.

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 Employer

DeSilva Gates Construction, L.P. is soliciting for DBEs for the following project:

CALTRANS ROUTE 65 – CONSTRUCTION ON STATE HIGHWAY IN PLACER AND YUBA COUNTIES, IN AND NEAR WHEATLAND, FROM BEAR RIVER BRIDGE TO 0.10 SOUTH OF MAIN STREET AND FROM GRASSHOPPER SLOUGH BRIDGE TO 0.8 MILES NORTH OF SOUTH BEALE ROAD,
Contract No. 03-4F0404,
Federal Aid Project ACSTP-P065(102)

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

BID DATE: August 18, 2015 @ 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:

AC DIKE, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, GRIND CONCRETE PAVEMENT, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE STRUCTURE, MISC. IRON AND STEEL, OBJECT MARKERS, RUMBLE STRIP, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, DEVELOP WATER SUPPLY, IMPORTED BORROW MATERIAL, CLASS 2 AGGREGATE BASE MATERIAL, SHOULDER BACKING MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

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 Construction. DeSilva Gates Construction will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction'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.



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

Survey, Dewatering, Trucking, Shoring, Traffic Control, SWPPP, Fence, Landscape, Retaining Walls, Electrical and Instruments, Fire Fighting Devices, Welded Steel Pipe, RCP, Reinforcing Steel, Misc. Metals, Steel Roof Deck, Structural Steel, Sheet Metal, Sealants, Metal Doors/Frames & Hardware, Ready-Mix Concrete, Pre-Cast Concrete Vaults, Masonry, Painting & Coating, Louvers

La Palma Recharge Basin
Anaheim, CA

Orange County Water District
Contract No. LPRB-2015-1

BID DATE August 27, 2015 @ 2:00 p.m.

Sub & Vendor Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704
Contact: Ryan Prokop
Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available from HB Digital at www.ocwdplanroom.com or you may email your request to estimating@sukut.com for access. You may also view them at our office by appointment. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut Construction for assistance in responding to this solicitation.

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.

Sukut Construction, LLC
An Equal Opportunity Employer

With SBE you can:

FIND

Subcontractors, Vendors,
and Suppliers

REACH

Diverse Audiences of Various
Ethnicity, Race, & Gender

ADVERTISE

Sub-Bid Request Ad

Diversity in Entrepreneurship and Innovation in the Spotlight at White House

By Maria Contreras Sweet,
SBA Administrator

President Obama is hosting the White House's first ever Demo Day, casting a spotlight on inclusive entrepreneurship and the importance of diversity in our economy. Startup founders from diverse walks of life and from across the country will come to the White House to showcase their innovations, products and business models. We need all the talent America can muster to keep pace with a business world moving at hyper-speed. The good news is that the Small Business Administration stands ready with an arsenal of programs to support that talent in every way possible.

America's greatest innovators come from all states, not just from Silicon Valley. They can be students in Boise, a farmer in McMullen, or a single parent in Anchorage. Unfortunately, securing the resources they need is often a daunting task, whether those resources are mentorship, funding or access to markets. Of all firms pitching to angel funders last year, only seven percent were minority-owned. America can reach its full potential only when we leverage the country's full and diverse talents.

On Demo Day, the SBA is announcing several initiatives aimed at expanding entrepreneurship. Recognizing there is no silver bullet to success, the SBA is offering initiatives that address three prevalent issues for underserved entrepreneurs: streamlining the permitting process, accessing capital and providing mentorship. In combination with the SBA's core program offerings, these initiatives provide the essential underpinnings for success.

Start Up In a Day: The cumbersome registration process for licenses and permits is a persistent challenge in the entrepreneurial ecosystem. New business formation in the United States is experiencing a decades-long decline. Entrepreneurs cite state and local red tape as a chief obstacle. A recent study by the World Bank ranked the United States 46th in ease of starting a business.

As technology improves rapidly, this challenge presents an opportunity to increase the efficiency of navigating regulations. This allows business owners – particularly minority and women owners – to setup shop more quickly and easily. As a part of Demo Day, the SBA will announce awards of \$50,000 to 28 winning cities and Native American communities of our Startup-in-a-Day initiative. Startup-in-a-Day encourages cities and Native American communities to take a pledge stating that they will work to make it easier



than ever for entrepreneurs to start a business. This pledge includes developing online tools to allow more of America's entrepreneurs to apply for all permits and manage the application process from a single online interface. SBA will also announce a single prize of \$250,000 to a city or Native American community that wishes to create a replicable "open source" solution.

Growth Accelerator Fund Competition: With greater ease of starting a business comes a greater need for mentorship and capital. The goal of the Growth Accelerator Fund Competition is to get an extra infusion of capital to qualified accelerators, also known as incubators. Supporting these accelerators will boost the startup communities around them. The competition fund, which started last year with \$2.5 million and has now grown to \$4 million in appropriated funds, supports the growth of accelerators, which serve a particular purpose in filling geographic gaps and serving women or other underrepresented groups.

2016 InnovateHER: Innovating for Women Business Challenge and Summit: The need for mentorship and capital is felt especially in the female entrepreneurial community. Women have 80 percent of the purchasing power in this country. Yet of all the firms receiving venture capital, women lead only three percent. And women represent only six percent of partners at venture capital firms. Even with smarter registration processes and more robust incubators, there is a dearth of capital available to female entrepreneurs. This curbs the talent and solutions these talented

women can offer to their communities.

InnovateHer engages entrepreneurs across the country whose products and services impact and empower the lives of women and their families. The InnovateHer program gives women entrepreneurs the opportunity to participate in local business competitions and hackathons, culminating in a national competition in March during Women's History Month. This year the SBA will expand the InnovateHER Women's Business Challenge with a goal of doubling the number of local competitions and the prize money awarded.

Research shows that gender diversity not only benefits women themselves, but also their business counterparts. A 2014 report by Credit Suisse Research Institute, which tracked over 3,000 companies across 40 countries, linked companies with more women to higher returns on equity, higher valuations, and higher payout ratios. Advocating for women benefits the entire economy.

The SBA is proud to be a partner with the White House for Demo Day. It is a chance for us to reaffirm our commitment to every American entrepreneur. If you are looking for relevant resources to pursue your dream, the SBA, yes, your Federal government, is here and can be your answer.

We look forward to celebrating every American innovator and leveraging the full range of America's talents.

Source: www.sba.gov