

Life as a subcontractor



By Jill Odom,

Working as a subcontractor

Many landscaping companies will turn to subcontractors to help them on a project that features an element that is out of their depth. Likewise, general contractors can often turn to your landscaping company when they are in need of someone with your expertise.

Similar to hiring subcontractors, finding work as a subcontractor depends a lot on who you know in the industry. TurfCreek, based in Loganville, Georgia, not only employs subcontractors, but also often serves as a sub to general contractors.

“We work our way up so that we get referred,” said Enzo Parilli, owner of TurfCreek. “You also get referred because you do a quality job and they know they’re getting quality so they don’t have to worry as much.”

Aside from standing out from the competition with quality craftsmanship, you can also find subcontracting jobs by bidding on projects that have already been contracted through a general contractor. When these relationships are cultivated, they can soon become a dependable source of revenue.

“We work with them on future projects, almost becoming an arm of their company,” said Taylor Boyle, general manager for Purlieu Landscape Design + Build, based in San Luis Obispo, California.

According to Boyle, one of the biggest benefits of working as a subcontractor is the fact that the general contractor is the company

that handles all the marketing and is the lead for the client relationship.

“Your team is just responsible for the success of the project,” Boyle said.

Parilli’s favorite aspect of subcontracting is how the projects are generally very large, providing months of work.

Yet it’s not all roses as a subcontractor, as scheduling and pay are the two common challenges landscaping businesses face. Aside from having to schedule around your regular customers’ needs, working for a general contractor can mean having to cooperate with a number of other subcontractors all trying to finish their own jobs.

“You could be grading and getting ready to install sod, but there’s people working outside on the house doing brickwork or concrete or painting, so you have to work with the other contractors,” Parilli said. “Schedules interfere a lot.”

As for payment, it is a common complaint from subcontractors that they do not get paid in a timely manner.

“We have a weekly payment system for our subcontractors, we pay as we go, but when we’re subcontracting it could be a 30 to 60-day turnaround when working with a large builder,” Parilli said. “I wish it was the same way on both ends. It doesn’t matter how big you get, you still want to get paid as soon as possible.”

Boyle agreed that timely compensation is the hardest part and it is important to find

good general contractors where this is not a problem. Jobs can often go to the lowest bidder, but by becoming exceptional in certain areas, your company can be a more expensive, but trustworthy option.

For example, TurfCreek has worked for a number of different builders and is known for its drainage work, and it is the reason why many businesses seek them out.

“We’re a very custom company and we have three levels of supervision,” Parilli said. “I’m on site making sure it’s done right. I want to make sure every person is doing their job right.”

Purlieu Landscape Design + Build focuses on offering incredible customer service to the client and being responsive to the general contractor as its method to stand out from the competition.

“These two things build the reputation of the general and makes the general’s job easier, which creates a team environment and helps encourage peaceful dealings and future projects,” Boyle said.

SOURCE: www.totallandscapecare.com

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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: February 7, 2018 @ 2:00 PM

DBE GOAL: 10%

CONTACT:

Robert Rosas
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 PAVING
- BRIDGE DEMOLITION
- CONCRETE BARRIER
- CONCRETE PAVING
- CONCRETE MATERIALS – CURE, DOWELS, ETC
- CONCRETE STRUCTURES
- CONSTRUCTION AREA SIGNS
- EARTHWORK/GRADING/ROADWAY EXCAVATION
- ELECTRICAL
- EROSION CONTROL – PERMANENT AND TEMPORARY
- 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
- SAW AND SEAL
- TRAFFIC CONTROL
- AGGREGATES SUPPLY – AGGREGATE BASE, RAW AGGREGATES, ETC.
- TRUCKING
- ASPHALT OIL
- JUST-IN-TIME TRAINING
- SERVICE PATROL VEHICLE
- WATER TRUCK

For the complete list of the Actual Project Bid Items go to:
<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.



O.C. Jones & Sons, Inc.
1520 Fourth Street • Berkeley, CA 94710
Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Greg Souder
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REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Pavement rehabilitation and ramp metering Hwy 680 Fremont • Caltrans #04-3G6034

BID DATE: December 20, 2017 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Progress Schedule, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Clearing & Grubbing, Temporary Erosion Control Measures, Roadway Excavation, Structure Excavation, Structure Backfill, Pervious Backfill Material, Imported Borrow, Cement Treated Base, Rapid Set LCP, Lean Concrete Base, Crack and Seat, Crack Treatment, Geosynthetic Pavement Interlayer, AC Dike, Tack Coat, Cold Plane AC, Precast Jointed Concrete Pavement, Individual Slab Replacement, Furnish & Drive Pile, Concrete Gutter Lining, CIDH Pile, Structural Concrete, Minor Concrete, Paving Notch Extension, Fractured Rib Texture, Clean Expansion Joint, Joint Seal, Bar Reinforcing Steel, Sign Structure, Underground, Adjust Utilities, Culvert Slurry-Cement Backfill, Rock Slope Protection, Misc. Iron & Steel, Pavement Marker, Barrier Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Temp K-Rail and Crash Cushion, Concrete Barrier Type 60s & 736s, Striping & Marking, Rumble Strip, Electrical, 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 DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.



11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909

(925) 829-9220 / FAX (925) 803-4263

Estimator: JIM YACKLEY

Website: www.desilvagates.com

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DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:
CALTRANS ROUTE 680 CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA, IN FREMONT, FROM 0.15 MILE SOUTH OF SCOTT CREEK ROAD UNDERCROSSING TO AUTOMALL PARKWAY OVERCROSSING,
Contract No. 04-3G6034,
Federal Aid Project No. ACIM-680-1(081)E, Disadvantaged Business Enterprise Goal Assigned is 12%

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

BID DATE: January 10, 2018 @ 2:00 P.M.

DGC is soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to:

CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGN, CRACK SEALING, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, K-RAIL SUPPLIER, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PCC PAVING, ROADSIDE SIGNS, ROADWAY EXCAVATION, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, STRUCTURAL BACKFILL, STRUCTURAL EXCAVATION, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TESTING, TRAFFIC CONTROL MATERIAL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, WATERPROOFING, STREET SWEEPING, EROSION CONTROL MATERIAL, FURNISH PRECAST CONCRETE DECK UNIT, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 4 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL, STRUCTURE CONCRETE, RETAINING WALL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator Jim Yackley. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/os-dbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

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



California Sub-Bid Request Ads



Graniterock

5225 Hellyer Avenue, Suite #220
 San Jose, CA 95138
 Phone (408) 574-1400 Fax (408) 365-9548
 Contact: David Kennedy
 Email: estimating@graniterock.com

REQUESTING SUB-QUOTES FROM QUALIFIED SBE / MBE / WBE / Labor Surplus Area Firms SUBCONTRACTORS/ SUPPLIERS/TRUCKERS FOR:

Rubber Dam No. 3 Fishway Construction and Fabric Replacement
ACWD Project No. G-G43.03B, Job 21083
Owner: Alameda County Water District Engineers' Estimate: \$9,780,000.
BID DATE: January 10, 2018 @ 3:00 PM

Items of work include but are not limited to: SWPPP, Signs, Site Security, Erosion Control, Hazardous Material Control, Dewatering, Anode Well, Cast-In-Place Reinforced Concrete, Misc. Metal Work, Chain-Link Fence & Gate, Shoring, Fiber Optic Work, Electrical and Trucking.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

We are an Equal Opportunity Employer

Guy F. Atkinson
Requests

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

Caltrans Contract 07-202124

Construction on State Hwy 710 in Los Angeles County in and near Bell, Vernon and the City of Commerce

from 0.2 Mile South of Slauson Ave Overcrossing to 0.1 Mile North of Third St Overcrossing

Bids Tuesday, January 30, 2018

Description of Work, Services & Supply (but not limited to): PAVEMENT REHAB & BRIDGE WIDENING: Aggregate Base, Architectural Treatment Gunitite Finish, Biologist Services, Chain Link Railing (Various Sizes), CIDH (16"/87"/90") Concrete Piling, Concrete Barrier (Various Types), Construction Area Signs, Demolition, Drill & Bond Dowel, Drilled Piling, Electrical, Erosion Control, Fence/MBGR, Flatwork, Hazardous Waste Removal, HMA, Joint Seals, Furnish Laminated Panel Signs (Various Sizes), Landscape, LCB Rapid Set, Minor Concrete, Paving Supply, Pavement Marking, OHSS, Driven Piling, Polyester Concrete Overlay (Furnish/ Place), Precast Bridge Concrete, Precast Prestressed Concrete Girders (Various Sizes & Types), Rapid Setting Concrete, Rebar, 24" Reinforced Concrete Pipe, Rock Blanket, Furnish Single Sheet Aluminum Signs (Various Sizes) Structural Concrete, Street Sweeping, Structural Steel, Temporary Concrete Washout, Temporary Fiber Roll/ Gravel Bag Bern/Hydraulic Mulch/Hydroseed, Temporary Railing, Trucking.

REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.

ENGINEER'S ESTIMATE is \$85,000,000

11% DBE Project Goal

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

Guy F. Atkinson

18201 Von Karman Ave, 8th Floor, Irvine, CA 92612
socal.estimate@atkn.com
Phone: 949-382-7145 / Fax: 949-553-0252

Guy F. Atkinson is a union contractor and an Equal Opportunity Employer. Atkinson is signatory to the Carpenters, Cement Masons, Laborers and Operating Engineers Unions. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors with contract value greater than \$100,000. Atkinson will pay the cost of bonds up to 2.0%. Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (see project specs for full list of bid items) and provide assistance 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. Please provide contractor's license number, DBE cert # number and Department of Industrial Relations (DIR) registration number with your quote.

Atkinson requests that subs and vendors register and prequalify in our online system at <https://www.atknextranet.com> prior to bidding.

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

Please go to the Caltrans Contracts web site: <http://www.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=07-202124>

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Contact: Barbara Hirdman

Sub-Bids Requested From SBE and SBE Micro, including MBE, WBE, DBE, DVBE Subcontractors & Suppliers for:

Alameda County Water District
ACWD Rubber Dam No. 3 Construction and Fabric Replacement
Location: Fremont, CA
BID DATE: December 20th, 2017 @ 3PM

Trades Solicited:

Concrete, Trucking, Painting & Coating, Metal Fabrication, Electrical, Fencing, Pipe, Fittings, Hangars & Supports, Controls and Instrumentation, Aggregates, Rebar

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.



California Sub-Bid Request Ads



(An Equal Opportunity Employer)

is requesting proposals (RFP) for the UC Hastings – Academic Building Replacement project for the following trades: Auger Cast Piles, Earthwork/Site Demolition, Support of Excavation

• RFP Due Date - December 22nd, 2017

A Pre-Bid Meeting/Site Walk will be held at the project site located at 333 Golden Gate Ave, San Francisco, CA, on December 11th, 2017 at 9:00 am

RFP Documents Can be Downloaded at:

<https://app.buildingconnected.com/public/5579ca47675b720a008b2c5a>

Please contact Greg.seldon@clarkconstruction.com with any questions.

Clark Construction Group- California, LP

Contractor License #839892

180 Howard Street, Suite 1200, San Francisco, CA 94105

Phone: 415-767-7016 • Fax: 415-767-7099

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Smart Ways
TO WORK
by Odette Pollar

Meeting Mania

“We have the most ineffective meetings of any company I’ve ever seen.” “We have so many meetings, but no decisions ever get made.” “We just seem to meet and meet and meet, and we never seem to do anything.” If these echo your feelings, your organization is caught in meeting mania. This is a common lament. Fortunately, there are some relatively easy steps that you can take to transform meetings from time gobblers to time enhancers.

Performance Boosters

Have an agenda. Agendas allow the leader to determine whether there is a sufficient cause for calling the group together. Agendas force some degree of planning, and inhibit the “meeting because it is Tuesday and we have always met on Tuesdays” syndrome. When distributed in advance, they give participants enough time to prepare and bring quality items, thoughts, and suggestions to the table. This is particularly important for people who like to cogitate before speaking, and whose personal communication style is different from the shoot-from-the-hippers, rough-and-tumble, let’s-all-talk-at-once style.

Start and end on time. Develop a reputation for promptness. Starting late punishes those who did arrive on time. Do not recap for latecomers. By taking extra time to rehash what has gone before, in effect you remove the incentive for people to be on time. Stop when you say you will, and if busi-

ness is unfinished, calendar it for the next meeting or ask permission to extend for a specific amount of time. Remember, participants often have other commitments scheduled for after the meeting.

Digression vs. Discussion

There are many kinds of meetings, from extremely formal parliamentary procedure, to completely informal, with four people getting together to “chat about things.” No matter what kind of meeting you call or attend, the objective must be accomplished. A common complaint is that too much time is lost when conversations go off onto tangential issues. Often the tangent is simply a distraction, but what to do when the tangent is an important item that needs to be discussed? In those cases, remember that it is still a tangential item to the regular agenda, and you are now at a decision point. Do you want to change the agenda to the new item, or should it be held and brought up at the next meeting? It is the leader’s responsibility to call attention to these situations in a timely manner, and insure that a decision gets made so that digressions do not become the norm.

In most groups of people, particularly in these ever more diverse workplaces, there will be different personal interactive styles. Some are quieter than others. It is easy for outgoing, talkative people to dominate meetings, and often unintentionally exclude the quieter members. If the meeting is called to gather ideas from everyone, it becomes very important for everyone to participate in one way or another.

Be alert to the interaction in the room. (Periodically invite comments from those you have not heard from.) Similar to an officer directing traffic, the leader needs to stop one stream of cars to let the other cross. Ask talkers to hold that thought for just a moment, and call on someone else to speak. When transitioning to new items, allow silence in the room for a few moments before moving on to the next.

For those who are uncomfortable with participating in larger groups, distributing an agenda in advance gives them an opportunity to provide comments and feedback privately, via email or memo, or in some other manner. Quietness can sometimes be reflective of personal style, a discomfort of speaking in groups, a sore throat, or simply of not having anything cogent to say. Be sure that you encourage a response in every way, but do not force a response.

Happy Endings

There is nothing so frustrating as sitting in a meeting where you discuss a decision that had been made in an earlier meeting, but that nobody remembers. Going repeatedly over old ground is common in cases where meetings do not really end. People may leave, but there is no process for capturing decisions. A good way to conclude a meeting is for the leader to summarize agreements, repeat assignments and responsibilities, and state what the next agenda items are going to be. If this can be followed up with a brief written memo and distributed to those in the meeting as well as to others who may be interested, decisions and deadlines are less likely to be missed. If keeping the decisions and action steps mentally is difficult, try jotting notes throughout the meeting. This makes summarizing quick and painless.

So much business is taken care of via meetings that knowing how to run one and participate well in one will go a long way to helping you succeed.

Odette Pollar is a nationally known speaker, author, and consultant. Her most recent book is Take Back Your Life. President of Smart Ways to Work based in Oakland, CA. She hopes you will share your comments and questions by e-mail: Odette@SmartWaysToWork.com or 1-800-599-TIME.