

Interested in 2020 Contracting Opportunities? Follow Government Studies Underway Now!



[Article was originally posted on www.constructconnect.com]

By: **Mary Scott Nabers,**

When public entities commission a study, it's safe to assume that one or more, usually large, projects will follow. For some companies, following government studies is how they manage to get ahead of their competitors.

Most large government projects require a study of some sort – project feasibility, projected population growth, transportation patterns, public transit ridership, water usage, user demand projections, flooding trends, environmental assessments, etc. Companies with expertise conduct the studies, and their work is detailed and time consuming. Interestingly enough, studies don't have a long shelf life so project decisions are usually made quickly when a study ends.

Here are a few examples of current studies that will definitely lead to contracting opportunities.

New York

A \$16.9 million study that began in 2018 should be completed by the end of December, and opportunities will be available in early 2020. The study was designed to provide an in-depth look at the cost and best options for making the Metropolitan

Transit Authority's (MTA) subway system accessible to people with disabilities. MTA has proposed \$5 billion, as part of its \$51.5 billion capital spending plan, to make 66 subway stations more accessible by adding elevators or ramps. The proposed 2020-2024 capital plan also will fund the first phase of the Second Avenue Subway - a cost of \$3.8 billion per mile for a 1.5-mile extension. The East Side Access project connecting Grand Central to the Long Island Railroad will be extremely large. Cost projections have been stated at upwards of \$11 billion. Due to the extremely high costs of these projects, the MTA is expected to request a study to examine other transit projects in cities comparable to New York.

The city of Saratoga Springs will issue a request for proposals (RFP) very soon for a comprehensive downtown parking management study. Each year, parking becomes scarcer and angry business owners are forced to move their vehicles every few hours because of parking time constraints. A new pay-to-park garage is currently under construction, but the new 3,000 public parking spaces it will provide will not remedy the parking problem. City officials plan to develop a city-wide parking plan, and after the study is concluded, new contracting opportunities will be in abundance.

South Carolina

With traffic congestion and safety concerns at the forefront of residents' minds in Georgetown County, government officials will authorize a Grand Strand Area Transportation Study to address issues on the US 17 Corridor. The study will analyze traffic operations, growth patterns, history of accidents on the 19-mile stretch, and strategies to improve safety on the roadway. The study will provide options and recommendations for short-term, mid-term, and long-term projects. The study began in June and is expected to be completed early in 2020.

Washington

Grays Harbor County officials are considering a teaming agreement with Mason County for a regional facility to replace the small and inefficient Grays Harbor Correctional Facility. The current 33,000-square-foot building provides 176 beds for inmates and has multiple floors. A jail study is underway to provide recommendations related to another larger facility with more beds. The study will look at other correctional facilities with similar concepts, seek public input, identify the best location, and recommend funding options. A public-private partnership engagement may be the recommendation.

 **Continued on page 5**



California Sub-Bid Request Ads

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:
**REGIONAL WATER RECYCLING PLANT NO. 5 (RP-5) LIQUIDS TREATMENT EXPANSION
 TO 22.5 MGD AND SOLIDS TREATMENT FACILITY**

PROJECT NOS. EN19001 & EN19006

Owner: Inland Empire Utilities Agency

Location: Chino, CA

Bid Date: February 20, 2020 @ 2:00 P.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789

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, Erosion Control, Geotextiles, Microtunneling, AC Paving, Aggregates, Ready-Mix Concrete, Reinforcing Steel, Precast Concrete, Masonry, Structural Steel, Miscellaneous Metals, Steel Deck, Plastic Paneling, Waterproofing, Metal Wall Panels, Roofing, Sheet Metal, Sealants, FRP Doors/Frames, Hardware, Access Doors, Overhead Coiling Doors, Aluminum Storefront, Skylights, Glazing, Metal Framing & Drywall, Resilient Tile Flooring & Base, Perforated Metal Acoustic Panels, Painting and Coatings, Louvers, ID Devices, Fire Protection Specialties, Toilet Accessories, Aluminum Clarifier Cover, Equipment, Jib & Davit Cranes, Hoists, Monorails and Bridge Cranes, Truck Scale, HVAC, Electrical and Instrumentation

Plans and Specifications: Please email your request to elizabeth.schmid@jfshea.com

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.

REQUESTING SUB BIDS FOR ALL TRADES

Including QUALIFIED SBE/SDB-8a/WOSB/
 VOSB/SDVOSB/Hub-Zone
 SUBCONTRACTORS & SUPPLIERS ON
 THE FOLLOWING PROJECT

SCI-CLC Hospital

VA San Diego Healthcare System
 SAN DIEGO, CALIFORNIA

BIDS DUE: Jan. 21, 2020

10:00 am PST



HENSEL PHELPS

Plan. Build. Manage.

(An Equal Opportunity Employer)

18850 Von Karman Avenue, Suite 100

Irvine, CA

(949) 852-0111

(949) 852-0218 (FAX)

To receive an invitation to bid, email Jim Haugsness at jhaugsness@henselphelps.com

Subcontracts awarded on this project will be on the Hensel Phelps Construction Co. stand-ard form subcontract and may include a requirement to provide payment & performance bonds from a T-Listed surety at the subcontractor's expense. HPCC will assist in obtaining bonds, lines of credit or insurances required.

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621

Phone (510) 777-5000 • Fax (510) 777-5099

An Equal Opportunity Employer

SBE and DBE Subcontractor/Supplier Bids Requested For:

San Francisco Bay Area Rapid Transit
 Concord Yard Wheel Truing Facility Project
 Contract No. 03QJ-110

BID DATE: January 7, 2020

Fax all quotes to 510-777-5099 or email to northwest.esteeming@shimmick.com

Requesting certified SBE and DBE Subcontractor and Supplier Quotes on:

Architectural, Concrete-Building, Contaminated Soil, Demo, Earthwork Electrical, Erosion Control, MBGR, Mechanical, Paint-Stain, Paving, Railroad, Rebar, Roofing, Shoring, Signs, Steel-Erection, Stripes-Markers, Survey, Trackwork, Trucking, Utility Work, Welding, Aggregate, Doors, Fabric, Misc. Metal, Pipe-PVC, Pipe-Steel, Precast-Utility, Railroad Products, Ready Mix, Steel-Fab, Trench Shoring, Utility Pipe-Steel, Valves & Fittings

Please visit www.bart.gov/about/business/procurement for more information. You may also contact Natasha Inglis at ninglis@shimmick.com for access to the documents.

Plans may be downloaded free of charge via BART's Portal. Please visit www.bart.gov/about/business/procurement for more information and to register. Documents may also be viewed in person during business hours (7am - 4pm) at Shimmick Construction's office located at 1 Harbor Center, STE 200, Suisun City, CA 94585.

Please call Natasha Inglis at (707) 759-6858 or email at ninglis@shimmick.com to make an appointment.

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.

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



Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534
Attn: Victor Molina • norcal.bids@kiewit.com
Fax: 707-439-7301

Requests bids from certified San Francisco Contract Monitoring Division (CMD) Small and Micro-LBEs, CUCP DBE's and Small Business Enterprises (SBEs) Subcontractors, Consultants, and/or Suppliers seeking to participate in the SFPUC, Mountain Tunnel Improvements Project in Tuolumne and Mariposa Counties, CA.

<http://www.sfgov.org/cmd>
<http://www.epa.gov>
<http://www.sba.gov>
www.californiaucp.org

Subcontractors and Suppliers for the following project:

Mountain Tunnel Improvements Project Contract No. HH-1000

Owner: San Francisco Public Utilities Commission
Bid Date: January 16, 2020 @ 2:00 P.M.

**SF Small/Micro Local Business Enterprises (LBEs) /
Disadvantaged Business Enterprises (DBEs)**

Minority Business Enterprises (MBE), Women Business Enterprises (WBE), Small Business Enterprises (SBE), Small Businesses in a Rural Area (SBRA), Labor Surplus Area Firms (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Aggregates, AC Paving, Blasting, Concrete Supply, Concrete Pumping, Concrete Reinforcement Supply & Install, Concrete Forming & Accessories, Concrete Paving, Cast in Place Concrete, Precast Concrete, CIDH, Demolition, Drilled Concrete Anchors & Dowels, Drilled Micropiles, Equipment, Electrical, Erosion Control, Fencing & Gates, Hoists & Cranes, HVAC, Hydroseeding, Instrumentation & Controls, Joint Sealants, Tunnel Grouting, Masonry, Metals, Openings, Painting & Coatings, Piping & Valves, Pumps, Propane Storage Tanks, Retaining Walls, Roof Decking, Sheet Metal, Signage, Structural Steel, Steel Doors & Frames, Shotcrete, Shoring, Slope Protection, Street Sweeping, Survey & Tunnel Stationing, SWPPP, Tunnel Invert Paving, Thermal & Moisture Protection, Trucking & Hauling, Utility Boring, Water Truck and Welding.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested SF CMD certified, Small/Micro SB LBE and CUCP, MBE, SBE, SBRA, LSAF OR HUB certified DBE suppliers and subcontractors. Please visit SFPUC website: <http://sfgov.org/cmd/surety-bond-assistance-program-1> for their Bond Assistance Program. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Scopes are due January 10, 2020 and Quotes NO LATER THAN January 15, 2020 at 5 PM.

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit SmartBidNet to complete the SFPUC Confidentiality Agreement, register your company and to receive bidding information, view plans and specifications.

You can view the plans in our office during regular business hours by appointment.

Performance Bond and Payment Bonds may be required for subcontractors and a supplier bond for suppliers, where applicable.

Drinking Water State Revolving Fund (DWSRF) Provisions apply

Project Labor Agreement applies
Davis Bacon Act applies

An Equal Opportunity Employer

CA Lic. 433176

DIR# 100001147



O.C. Jones & Sons, Inc.
General Engineering Contractor

O.C. Jones & Sons, Inc.

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

REQUEST FOR DBE

SUBCONTRACTORS AND SUPPLIERS FOR:

**Replace PCC slabs, resurface AC,
place curb ramps and guardrails**

Hwy 280 Los Altos Hills and Menlo Park

Caltrans #04-3J3204

BID DATE: January 7, 2020 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Noise Monitoring, Temporary High-Visibility Fence, Hydromulch, Fiber Rolls, Base Bond Breaker, Intelligent Compaction, AC Dike, Tack Coat, Cold Plane AC, Drill and Bond Dowel (Dowel Bar), Individual Slab Replacement (RSC), Grind Concrete Pavement, Structural Concrete Approach Slabs, Remove Unsound Concrete, Haul and Dispose Type Z-2 and Type Com Fill, Storm Drain Pipe and Inlet, Paving Notch Expansion, Clean Expansion Joint, Joint Seal, Roadside Signs, Rapid Setting Concrete, Class 1 Permeable Material (Blanket), Minor Concrete, Detectable Warning Surface, Pre/Post Construction Survey, Misc. Iron & Steel, Guard Railing Delineator, Pavement Marker, Object Marker, Midwest Guardrail System, Vegetation Control (Minor Concrete), Double Midwest Guardrail System, Transition Railing, Alternative Crash Cushion, Concrete Barrier, Striping & Marking, Electrical, and Construction Materials

Greg Souder (510-809-3430 gsouder@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

"ATTENTION LBE'S, DBE'S, SBE'S, MBE'S, WBE'S OBE'S"

Michels Tunneling, a Division of Michels Corporation is preparing bids for **Mountain Tunnel Improvements in San Francisco, CA** which bids on **January 30, 2020.**

We are seeking quotes from subcontractors and/or suppliers in the areas included in, but not limited to, those listed below:

Clearing and grubbing/tree removal, earthwork, slope stabilization & retention, rock scaling, rock bolting/anchoring, grouting, excavation & grading, paving, gabion & MSE wall installations, shotcrete wall stabilization, in tunnel repairs, reinforced concrete slabs and foundations, cast in place shaft lining, membrane waterproofing, masonry buildings, metal building roofs, electrical installations, instrumentation & controls, mechanical & valve installations, HVAC for structures, metal products installations including bulkhead doors, stairs & railings, steel pipe fit-up and welding, temporary water treatment installations & supplies, Trucking & hauling, concrete supply & delivery, reinforcing steel supply & delivery, explosives supply, delivery, installation & detonation, well drilling, caisson drilling, land & aerial surveying, traffic control, geotechnical instrumentation & monitoring, SWPPP compliance work, waste disposal facilities & removal, temporary field offices, and porta johns.

****Bidding documents & plans are available upon providing Company Name, Representative, and current CA License No.****

Please express your interest via email or phone:
Bill Monville at bmonville@michels.us or
262-814-9057 for access to plans.

MICHEL'S is committed to:

- Assisting interested DBE's in obtaining bonding, lines of credit or insurance.
- Providing interested DBE's technical assistance or information related to the plans, specifications, and requirements for work to be subcontracted or supplied.
- Assisting interested DBE's in obtaining necessary equipment, supplies, materials or related assistance or services.
- Sub-dividing bid items into economically feasible work units to allow DBE's every advantage to quoting the project.

MICHEL'S requests that all Sub & Suppliers utilize DBE firms to increase the overall participation on this project.

All quotes require submittal of the **SFPUC Subcontractor Form and the Form 4500-3.** Copies of both forms will be distributed.

We will be accepting quotes **no later than 12:00 PM on January 28, 2020**

We look forward to hearing from you!

Equal Opportunity Employer

Visit www.sbeinc.com to
download the latest
SBE Newspaper and
SBE E-Newsletter





California Sub-Bid Request Ads

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/
Affirmative Action Employer

DeSilva Gates Construction (DGC)
is preparing a bid as a Prime Contractor
for the project listed below:

**HESPERIAN BLVD. CORRIDOR IMPROVEMENT
PROJECT FROM EMBERS WAY TO
WEST A STREET, SAN LORENZO AREA,
ALAMEDA COUNTY**
Specification No. 2385
MBE Goal - 15% WBE Goal 5%

**OWNER:
COUNTY OF ALAMEDA**

951 Turner Court, Room 300, Hayward, CA 94545
BID DATE: JANUARY 7th, 2020 @ 2:00 P.M.

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

**ADJUST IRON, CLEARING AND GRUBBING/
DEMOLITION, CONSTRUCTION AREA SIGNS,
ELECTRICAL, FENCING, HAZARDOUS MATER-
IAL, LANDSCAPING/IRRIGATION, MINOR CON-
CRETE, MINOR CONCRETE STRUCTURE, PAVING
STONE, ROADSIDE SIGNS, STRIPING, SURVEY/
STAKING, SWPPP PREP/WATER POLLUTION
CONTROL PLAN PREP, TEMPORARY EROSION
CONTROL, TRAFFIC CONTROL SYSTEM, UNDER-
GROUND, TRUCKING, WATER TRUCKS, STREET
SWEEPING, CLASS 2 AGGREGATE BASE MATE-
RIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

Plans and specifications may be reviewed at
our offices located at 11555 Dublin Boulevard,
Dublin, CA or 7700 College Town Drive, Sacra-
mento, CA, or at your local Builders Exchange,
or reviewed and downloaded from the ftp site at
[ftp://ftp%25desilvagates.com:f7pa55wd@pub.
desilvagates.com](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](http://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 Victor Le. If you have questions for
the Estimator, call at (925) 829-9220. When sub-
mitting 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 MBE/WBE support services and as-
sistance 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 Develop-
ment Center Network (<http://californiasbdc.org>)
or contact the California Southwest Transporta-
tion Resource Center ([www.transportation.gov/osdbu/
SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout por-
tions of work to increase the expectation of meet-
ing the MBE/WBE goal.

At our discretion, 100% Payment and 100% Per-
formance bonds may be required as a subcon-
tract condition. This will be a PREVAILING WAGE
JOB. DGC is an Equal Opportunity/Affirmative
Action Employer.

DESILVA GATES CONSTRUCTION

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
An Equal Opportunity/
Affirmative Action Employer

DeSilva Gates Construction (DGC)
is preparing a bid as a Prime Contractor
for the project listed below:

**CALTRANS ROUTE 174 - CONSTRUCTION ON
STATE HIGHWAY IN NEVADA COUNTY
NEAR PEARDALE FROM MAPLE WAY
TO YOU BET ROAD**
Contract No. 03-4F3704,
Federal Aid Project No. ACHSST-P174(014)E
Disadvantaged Business Enterprise Goal
Assigned is 18%

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

REVISED BID DATE: January 8, 2020 @ 2:00 P.M.

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

**AC DIKE, BIOLOGIST CONSULTANT, CLEARING
AND GRUBBING/DEMOLITION, CONSTRUCTION
AREA SIGNS, DEVELOP WATER SUPPLY, ELECTRICAL,
EROSION CONTROL, FENCING, HYDRO-
SEEDING, K-RAIL SUPPLIER, LEAD COMPLIANCE
PLAN, MINOR CONCRETE, MINOR CONCRETE
STRUCTURE, MISC. IRON AND STEEL, ROADSIDE
SIGNS, ROADWAY EXCAVATION, COLORED HOT
MIX ASPHALT, STRIPING, SWPPP/WATER POL-
LUTION CONTROL PLAN PREPARATION, TEM-
PORARY EROSION CONTROL, UNDERGROUND,
TRUCKING, WATER TRUCKS, STREET SWEEPING,
CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX
ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA
(GAP GRADE) MATERIAL, ASPHALT OIL BINDER.**

Plans and specifications may be reviewed at
our offices located at 11555 Dublin Boulevard,
Dublin, CA or 7700 College Town Drive, Sacra-
mento, CA, or at your local Builders Exchange,
or reviewed and downloaded from the ftp site at
[ftp://ftp%25desilvagates.com:f7pa55wd@
pub.desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) (if prompted the user-
name is ftp@desilvagates.com and pass-
word is f7pa55wd) or from the Owner's site at
[www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_
projects.php](http://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 submit-
ting 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](http://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 Califor-
nia Southwest Transportation Resource Center
([www.transportation.gov/osdbu/
SBTRCs](http://www.transportation.gov/osdbu/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% Per-
formance bonds may be required as a subcontract
condition. This will be a PREVAILING WAGE JOB.
DGC is an Equal Opportunity/Affirmative Action
Employer.

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: ERIC ALLRED
Website: www.desilvagates.com
An Equal Opportunity/
Affirmative Action Employer

DeSilva Gates Construction (DGC)
is preparing a bid as a Prime Contractor
for the project listed below:

**ANNUAL STREET MAINTENANCE
PROJECT 18-XX
WINCHESTER BOULEVARD STREET
RESURFACING
DBE Goal 16%**

**OWNER:
CITY OF CAMPBELL**

70 N. First Street, Campbell, CA 95008

BID DATE: JANUARY 8TH, 2020 @ 3:00 P.M.

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

**ADJUST IRON, COLD PLANE, CONSTRUCTION
AREA SIGNS, ELECTRICAL, EMULSION SUP-
PLIER, EROSION CONTROL, MINOR CONCRETE,
ROADSIDE SIGNS, STRIPING, TESTING, TRAFFIC
CONTROL SYSTEM, TRUCKING, WATER TRUCKS,
STREET SWEEPING, HOT MIX ASPHALT (TYPE A)
MATERIAL, RUBBERIZED HMA (GAP GRADE) MA-
TERIAL.**

Plans and specifications may be reviewed at
our offices located at 11555 Dublin Boulevard,
Dublin, CA or 7700 College Town Drive, Sacra-
mento, CA, or at your local Builders Exchange,
or reviewed and downloaded from the ftp site at
[ftp://ftp%25desilvagates.com:f7pa55wd@
pub.desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) (if prompted the user-
name is ftp@desilvagates.com and password
is f7pa55wd) or from the Owner's Service site at
QuestCDN, Quest Project No. 6598278,
info@questcdm.com (952) 233-1632.

Fax your bid to (925) 803-4263 to the attention
of Estimator Eric Allred. If you have questions for
the Estimator, call at (925) 829-9220. When sub-
mitting any public works bid please include your
DUNS number and DIR number. For questions
regarding registration for DIR use the link at:
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Center ([www.transportation.gov/osdbu/
SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of
work to increase the expectation of meeting the
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JOB. DGC is an Equal Opportunity/Affirmative
Action Employer.

SMALL
BUSINESS
EXCHANGE

The 8 Rules Franchisees Must Follow

By Joel Libava,

To that end, it's fair to say that if you become the owner of a franchise, it would behoove you to follow the rules. Because doing so is a proven way to increase your chances of success.

That said, if you're thinking about buying a franchise, you need to ask yourself this question:

Are you a rule-follower?

I hope so, because if you're not, your experience as a franchisee is not going to be pretty.

In view of that, let's take a look at the 8 rules all franchisees need to follow.

Note: your life as a franchisee begins the moment you sign your franchise agreement (contract) and pay the franchise fee.

8 Rules You'll Need To Follow

1. You must open your franchise business by the date listed in your franchise agreement. If you don't, you may be penalized.
2. You must attend formal training (which normally takes place at franchise headquarters) before you open for business. What is more, you'll be responsible for paying all of your travel expenses, and if someone from your staff is required to attend training, you'll have to pay their expenses, too. Training usually lasts a week or so.

3. You'll be required to follow all the rules and procedures contained in the 300-500-page franchise operating manual.

As you'll see when you open the manual, there is a procedure for almost everything: from employee orientation and training to the specific steps your staff needs to take when dealing with customer problems and more.

4. As a franchisee, you must use any and all signage required by the franchisor. That means in-store signage along with outdoor signage containing the brand's colors and their logo.

5. You'll only be able to sell products and/or services that are stated in the contract.

For example, if you buy a dry-cleaning franchise, you aren't permitted to sell donuts and coffee to your customers.

6. Your business will need to be open the days and times specified in your franchise agreement.

In other words, you can't close your franchise business on a Sunday just because you feel like it.

7. When you're a franchisee, you're required to pay royalties to your franchisor for the length of your franchise agreement.

That means that once a month, you'll pay a predetermined percentage (4% or more) of your revenue to franchise headquarters.

Additionally, a good number of franchisors require franchisees to pay into a national marketing fund; figure paying 1-2% of your revenue.

8. When it comes time to sell your franchise business, the person you're selling it to must be approved by your franchisor.

That's because your franchisor doesn't want just anyone to become the new franchisee. It needs to be someone who is financially qualified and is a good fit for the business, so they have a reasonably good chance of success as a franchise owner.

So, what do you think about those rules?

Are you comfortable following them?

Do any of them bother you?

Would any of the rules listed prevent you from becoming a franchise owner?

If so, you need to take a step back and decide if owning a franchise is the right thing for you to do.

If not, and as long as you know what all the rules are and are comfortable with them, franchising could be in your future.

SOURCE:

<https://www.sba.gov/blog/8-rules-franchisees-must-follow>

Interested in 2020 Contracting Opportunities? Follow Government Studies Underway Now!

Continued from page 1

Tri-Cities (Pasco, Richland, and Kennewick) officials commissioned a study to analyze the potential of sports facilities. The study not only recommended that the cities move forward to construct sports facilities, but it also listed a number of initiatives to be launched. The cities of Pasco and Richland have publicly owned fields and amenities that are adequate. The study recommended that Richland spend \$20 million to add four baseball/softball fields and eight turf fields at Hanford Legacy Park. It suggested that Pasco spend \$9 million to upgrade its youth soccer complex for multi-sports use. However, because Kennewick lacked similar assets, the recommendation was that the city should consider a public-private partnership and construct a new indoor sports complex. The study further recommended a \$40 million Kennewick facility that would include an ice rink, a number of batting cages, a pitching tunnel, some family entertainment space, and possibly more amenities.

New Hampshire

A study is underway in Carroll County, and the objective is to recommend options for affordable assisted living facilities in the county. Elected leaders are evaluating options and will rely on the study's findings to identify a location for the facil-

ity, determine the best size based on regional demand, and make funding recommendations. The study should be completed early in 2020.

Ohio

Champaign County officials have commissioned a study related to housing. The study will identify current housing challenges in Urbana and in the villages of Mechanicsburg, North Lewisburg, and St. Paris. County leaders are aware of the need to remedy the housing shortage, but they hope to get recommendations from experts about how best to proceed. The study will be completed in January 2020.

Maryland

Baltimore County's school district is the third largest in Maryland, and officials have committed to develop a 10-year plan to upgrade the schools. The study, which will be completed in 2020, will provide a multi-year improvement plan that identifies and analyzes capital improvement projects that will be required. The school system currently has a \$1.3 billion "Schools for Our Future" program that lists a number of construction needs. The school's 2020 budget includes sufficient funding to finish the "Schools for Our Future" projects, including \$15 million for planning and design for renovations at Lansdowne High School

and new facilities to replace Towson and Dulaney high schools. There will be many contracting opportunities in this region in 2020.

All kinds of studies are underway throughout the country. Almost all will lead to contracting opportunities in 2020. Depending on the geographic region of interest and the type of contracting opportunities a company likes to pursue, monitoring studies is an excellent way to find new business opportunities in the coming year.

Mary Scott Nabers is president and CEO of Strategic Partnerships Inc., a business development company specializing in government contracting and procurement consulting throughout the U.S. Her recently released book, *Inside the Infrastructure Revolution: A Roadmap for Building America*, is a handbook for contractors, investors and the public at large seeking to explore how public-private partnerships or joint ventures can help finance their infrastructure projects.

SOURCE:

<https://www.constructconnect.com/blog/interested-in-2020-contracting-opportunities-follow-government-studies-underway-now>