

# SBE TODAY

Vol 30, Edition 306 DECEMBER 24, 2015

Diversity in Action Publish by SBE certified SBE/DBE/MBE

## Obama Signs Spending-Tax Break Package With Big Gains for Construction



By Tom Ichniowski and Pam Hunter McFarland

The construction industry should get a substantial lift in coming months, thanks to a newly enacted \$1.14-trillion government-wide fiscal year 2016 spending measure that boosts most major federal construction accounts, with General Services Administration and Dept. of Veterans Affairs programs scoring exceptional increases. But there were some funding cuts, such as in Environmental Protection Agency water infrastructure, which was pared slightly.

The giant appropriations bill was part of a package that also included extensions for a long list of tax incentives for individuals and businesses, including construction firms, with some items extended permanently. The "extenders" bill would cost the Treasury \$622 billion over 10 years, the congressional Joint Committee on Taxation estimates.

The last steps to the bill's enactment were quick. President Obama signed the tax-cut and spending measure on Dec. 18, just hours after the Senate cleared it, by a 65-33 vote. The House had dealt with the two elements separately, passing the appropriations provisions early on Dec. 18 and the tax portion one day earlier.

Looking at the measure's construction spending numbers, Jimmy Christianson, director of government affairs for the Associated General Contractors of America's federal and heavy construction division, says, "It will be a much better fiscal year in 2016 for construction than it was in 2015, and even [better] compared to some years prior."

The biggest construction winner in the omnibus spending bill is GSA's construction and acquisition account, which would more than triple, to \$1.6 billion. That total includes \$948 million for new courthouses that rank highest on the federal judiciary's priority list.

What makes the increase even more stunning is that, as Christianson notes, Senate appropriators earlier this year had called for just \$181.5 million for FY 16 GSA new construction and House appropriators recommended zero.

Another surprise was the surge in spending for VA's major construction account, which would more than double, to \$1.2 billion. VA has faced fierce criticism on Capitol Hill for cost overruns on big hospital projects, especially one in Aurora, Colo.

Appropriators did tie a tight string to \$649 million of VA's 2016 allocation, saying the department couldn't use that portion until it enters an agreement with another "federal entity" to manage hospital projects whose cost is \$100 million or more.

Christianson says one factor behind the big increase in VA construction money is that Aurora and other over-

Continued on page 5

**SMALL BUSINESS EXCHANGE**

### 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](http://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](mailto:sbe@sbeinc.com)  
Website: [www.sbeinc.com](http://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 - victor.molina@kiewit.com

Requests sub-bids from qualified Subcontractor, Consultants, and/or Suppliers seeking to participate in the Sacramento Regional County Sanitation District of Sacramento County, Biological Nutrient Removal (BNR) Project in Elk Grove, CA.

<http://www.epa.gov> / <http://www.sba.gov> / [www.californiaucp.org](http://www.californiaucp.org)

Subcontractors and Suppliers for the following project:

**Biological Nutrient Removal Project – Contract No. 4208**  
Owner: Sacramento Regional County Sanitation District  
**Bid Date: February 11, 2016 @ 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

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

Asphalt Paving, Aggregates, Carpentry, Casework, Minor Concrete, Concrete Pumping, Concrete Readymix, Concrete Reinforcement Supply & Install, Concrete Forms, Precast Concrete, Cast in Place Concrete, Tilt-up Concrete, Clear & Grub, Grouting, Dewatering, Access Doors, Frames & Windows, Electrical, Equipment, Grading, Finishes, Flooring, Fire-Suppression Systems & Protection, HVAC, Masonry, Metals, Maintenance of Traffic (MOT), Paintings & Coatings, Plumbing, Piping & Valves, Process Interconnections, Quality Control, Security & Fire Detection Systems, Shoring, Signage, Specialties, Street Sweeping, SWPPP, Support of Excavation, Thermal & Moisture Protection, Cathodic Protection, Pre-Manufactured Canopies, Metal Buildings, Earthworks, Bridge Cranes, Steel Joist, Steel Roof Decking, Structural Steel Framing, Joint Sealant, Sheet Metal Flashing and Trimming, Trucking & Hauling.

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 CUCP, MBE, SBE, SBRA, LSAF or HUB Certified DBE business suppliers and subcontractors. 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 15, 2016 and**  
**Quotes NO LATER THAN January 19, 2016 at 5 P.M.**

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 <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications.

Performance Bond and Payment Bonds may be required for Subcontractors and Supply Bond for Suppliers on this project.

Clean Water State Revolving Fund Provisions apply  
Buy American Iron & Steel (AIS) requirements apply  
**An Equal Opportunity Employer**

CA Lic. #433176  
DIR#1000001147

## DeSilva Gates Construction

11555 Dublin Boulevard • P.O. Box 2909

Dublin, CA 94568-2909

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

Estimator: Alan McKean

Website: [www.desilvagates.com](http://www.desilvagates.com)

An Equal Opportunity Employer

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

**CALTRANS - RTE 5 FOR CONSTRUCTION ON STATE HIGHWAY IN SAN JOAQUIN COUNTY IN AND NEAR STOCKTON FROM DOWNING AVENUE UNDERCROSSING TO CHARTER WAY UNDERCROSSING, CONTRACT NO. 10-1E4504, DISADVANTAGED VETERANS BUSINESS ENTERPRISE GOAL ASSIGNED IS 3%**

**OWNER:**

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

**BID DATE: January 5th, 2016 @ 2:00 P.M.**

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

**Adjust Monument Cover, Adjust Frame and Grate, Construction Area Signs, Electrical, Guardrailing, HMA Dike, Lead Compliance Plan, Markers/Delineators, Preparing Intertial Profiler, Preparing Grinding, Rumble Strip, Striping and Pavement Markers, WPCP Prep, Vegetation Control Concrete, Trucking, Sweeping, Water Trucks, Shoulder Backing Material, HMA Material, RHMA Material and Tack Coat Material.**

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\\_adv/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_adv/all_adv_projects.php)

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

If you need DVBE 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/osdbu/SBTRCS](http://www.transportation.gov/osdbu/SBTRCS)). DGC is willing to breakout portions of work to increase the expectation of meeting the DVBE 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.



## Kiewit

**Kiewit Infrastructure West Co.**

4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina - victor.molina@kiewit.com

Requests bids from qualified subcontractors, consultants and suppliers to participate in Bridge Deck Replacement of the Tuolumne River Bridge in Tuolumne County

**Construction on state highway in Tuolumne County near Moccasin from 0.3 mile west to 0.3 mile east of the Tuolumne River Bridge**  
Owner: Caltrans  
Contract No. 10-0L9704

**Bid Date: Thursday, January 14, 2016 @ 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

[http://www.dot.ca.gov/hq/bep/dbe\\_program.htm](http://www.dot.ca.gov/hq/bep/dbe_program.htm)

Certified by California Unified Certification Program wanted for following scopes, including, but not limited

AC paving, aggregate supply, grading, bridge bearings, structural concrete, precast concrete, minor concrete, concrete supply, concrete pumping, concrete reinforcing, concrete barriers, demolition, erosion control, hazardous abatement, hydroseding/hydromulch, joint sealant, MOT, metals, metal beam guard rail, painting & coating, pavement marking, AC paving, SWPPP, bridge railing, signage, striping, trucking & hauling, thermal & moisture protection, sweeper truck

**Subcontractor and Supplier Scope Letters due**  
**NO LATER THAN January 8, 2016 Quotes and**  
**Proposals due by January 13, 2016 at 5 p.m.**

Bonding, insurance and technical assistance or information related to the plans or specification and requirements for the work will be made available to interested Certified DBE consultants, suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested suppliers and subcontractors.

All subcontractors registered in Kiewit's SmartBidNet database will receive an invitation to bid Visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register

Plans are available for viewing through SmartBidNet and by appointment during regular business hours at:

**Kiewit Infrastructure West Co.,**  
**4650 Business Center Drive Fairfield, CA 94534**  
**Contact: Victor Molina at victor.molina@kiewit.com**

Documents are also available on the Caltrans website at: [http://www.dot.ca.gov/hq/esc/oe/project\\_ads\\_addenda/10/10-0L9704/](http://www.dot.ca.gov/hq/esc/oe/project_ads_addenda/10/10-0L9704/)

Performance bonds and Payment bonds for subcontractors and supply bonds for permanent materials supply maybe required for this project. Cost of bond will be reimbursable.

All contractors and subcontractors who bid or work on a public works project must be registered with the California Department of Industrial Relations

**An Equal Opportunity Employer**  
CA Lic. #433176  
DIR# 1000001147

**Visit [www.sbeinc.com](http://www.sbeinc.com) to download a PDF version of the latest SBE Newspaper and SBE Newsletter**

# California Sub-Bid Request Ads

## Granite Rock Company

120 Granite Rock Way, San Jose, CA 95136  
Phone (408) 574-1400 • Fax (408) 365-9548  
Contact: Paul Brizzolara  
Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

REQUESTING SUB-QUOTES FROM  
QUALIFIED SBE SUBCONTRACTORS/  
SUPPLIERS/TRUCKERS FOR:

**Downtown San Jose and City Hall  
BRT Stations Contract**

**Contract No.: C837 (15313)**

**Owner: Santa Clara VTA**

**Engineers' Estimate: \$1,200,000.**

**BID DATE: December 23, 2015 @ 2:00 PM**

Items of work include but are not limited to:  
**Electrical, Striping, Construction Area Signs,  
Minor Concrete, Clearing, Grubbing, Trucking,  
Slurry Seal and Traffic Control.**

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, 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

## D'Arcy & Harty Construction, Inc

(415) 822-5200 Phone • (415) 822-0747 (Fax)  
Estimator : [willie@darcyhart.com](mailto:willie@darcyhart.com)

**Rodeo Sanitary District  
Sewer Year 2A Improvements  
Rodeo, CA**

**Bids: 1/11/2016 at 2:00 PM**

**UDBE sub-bids requested for:  
Traffic Control, Saw-cutting, Trucking  
and Concrete sidewalk**

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

## MIRAMAR CLEARWELL IMPROVEMENTS

**Owner: City of San Diego**

**Location: San Diego, CA**

**Bid Date: February 4, 2016 @ 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](mailto: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, Dewatering, Geotextiles, AC Paving, Disinfection, Decorative Stone Surfacing, Geomembrane, Ornamental Fence, Chain Link Fences and Gates, Landscaping, Reinforcing Steel, Ready-Mix Concrete, CLSM, Structural Steel, Steel Roof Decks, Miscellaneous Metals, Waterproofing, Insulation, Roofing, Sheet Metal, Sealants, Steel Doors/Frames/Hardware, Overhead Doors, Unit Skylights, Glazing, Metal Framing and Drywall, Ceramic Tiles, Acoustical Tile Ceilings, Resilient Floor Tile and Base, Painting and Coatings, Signage, Metal Lockers, Fire Extinguisher Cabinets, Toilet and Bath Accessories, Equipment, Laboratory Casework, Pre-Fabricated Combustible Liquid Storage Building, Hoists/Cranes/Bridge Cranes, HVAC, Electrical and Instrumentation, Cathodic Protection System, Fire Alarm System.

**Plans and Specifications are available from:** City of San Diego's website: <http://www.sandiego.gov/cip/>. Plans and Specifications are also available for review in the office of the City Clerk or Public Works Contracts. 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.

## Stacy and Witbeck



**Stacy and Witbeck / McGuire and Hester, a Joint Venture**

**2800 Harbor Bay Parkway • Alameda, CA 94502**

**Phone: Stacy and Witbeck (510) 748-1870 / McGuire and Hester (510) 632-7676**

**Fax: Stacy and Witbeck (510) 748-1205 / McGuire and Hester (510) 562-5209**

**Dan Elshire ([delshire@stacywitbeck.com](mailto:delshire@stacywitbeck.com)) and Kevin Exberger ([kexberger@mcguireandhester.com](mailto:kexberger@mcguireandhester.com))**

**An Equal Opportunity Employer**

Sub Bids Requested From Qualified DBE/SBE Subcontractors & Suppliers for

**AC Transit - East Bay Bus Rapid Transit Project Infrastructure and Station Platforms**

**IFB# 2016-1354 • Location: Oakland and San Leandro, CA**

**Bid Date: February 3, 2016 @ 2:00 PM**

Stacy and Witbeck / McGuire and Hester, a Joint Venture is seeking qualified and certified subcontractors for the referenced project in the following trades: Structural / Architectural / Flatwork Concrete; Demolition; Aggregate Supply; Asphalt Grinding; Slurry Seal; Underground (Sewer, Storm, Water); Electrical (Signal & Lighting, Communication, Ticket Vending, Canopy); Canopy Steel; Paving / Overlay; Maintaining of Traffic (Traffic Plans, Lane closures, Materials); Striping; Wayfinding / Roadway Signs; Painting; Sawcutting; SWPPP; Street Sweeping; Noise & Vibration Monitoring; Surveying; Tree Trimming / Removal/ Transplanting; Arborist; Slurry Seal; Landscaping Planting / Irrigation; Architectural Pavers; Reinforcing Steel; QC Testing / Inspection; Canopies, Railing, Architectural Fencing; Bollards; On-Call Towing Services; Trucking; and Security.

Please send all quotes to [EastBayBRT@stacywitbeck.com](mailto:EastBayBRT@stacywitbeck.com). Bonding assistance will be available upon request, as well as viewing the plans and specifications. Subcontractor must be registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5

**SMALL BUSINESS EXCHANGE**

## With SBE you can:

### FIND

Subcontractors, Vendors,  
and Suppliers

### REACH

Diverse Audiences

### ADVERTISE

Sub-Bid Request Ad  
Public Legal Notices  
Job Listings

Contact us at 800-800-8534 or [sbe@sbeinc.com](mailto:sbe@sbeinc.com)

# California Sub-Bid Request Ads



## Kiewit Infrastructure West Co. (Kiewit)

Kiewit is seeking sub-quotes from Disadvantaged Business Enterprises (DBE), including Minority Business Enterprises (MBE); Women Business Enterprises (WBE); Small Business Enterprises (SBE) firms; and all other business enterprises to perform as Subcontractors and Material Vendors/Suppliers. DBE's must be certified by one of the following agencies prior to bid opening: Caltrans (State Department of Transportation); Small Business Administration (SBA); Minority Business Development Agency (MBDA); Tribal, State and Local governments; or an independent certifying organization.

**Project Owner: City of San Diego**

**Project Name: Miramar Clearwell Improvements (Bid No. K-16-1311-DBB-3)**

**Project Location: 10710 Scripps Lake Drive, San Diego, CA 92131**

**Project Bid Date / Time: February 4, 2016 at 2:00 p.m.**

### Project Description:

The proposed City of San Diego Miramar Clearwell Improvements Project involves the following improvements and upgrades at the existing Miramar Water Treatment Plant; Demolition of existing Clearwells Nos. 1 and 2, and associated piping and facilities; Construction of two new Clearwells, associated piping, and facilities for a total storage capacity of 58.3 million gallons (MG); Construction of a new Chlorine Contact Chamber with an adjoining lift station for the maximum plant capacity of 215 mgd; Construction of a new Maintenance Building. Miscellaneous site improvements, landscaping, and new guard shack; Installation of the One MW PhotoVoltaic System on Clearwell No. 2.

Kiewit is requesting quotes in the areas described, but not limited to:

Land surveying, aggregates, trucking & hauling, owner operated water trucks, demolition contractors, grading contractors, storm water pollution prevention plan (SWPPP) and materials, street sweeping, asphalt paving, curbs and gutters, fences/gates/guardrails, landscaping contractors, hydroseeding, ready mix suppliers, concrete reinforcing furnish/installers, concrete pumping, metals, welding services, metal decking, doors and frames, overhead doors, windows, plaster and gypsum board, flooring, painting and coating, louvers and vents, signage, fire protection specialties, water supply & treatment equipment, chemical & chemical feed equipment, hoists & bridge cranes, valves, piping, piping specialties, process piping, HVAC, furnish and install AC solar photovoltaic system, and electrical contractors.

All responsive subcontractors must possess a valid California Contractor's license and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Bond premium will be reimbursed by Kiewit. Subcontractors performing any on-site work must be signatory to the appropriate union labor agreements that govern its work. Plans and specifications are available at the address listed below or provided to you through Kiewit's electronic use of Smart-BidNet by contacting us.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For information or questions regarding the project, project schedule, requirements of the contract, licensing, insurance or bonding, please contact Julien Jeannel at the number listed below or at Julien.Jeannel@kiewit.com



**Kiewit Infrastructure West Co.**

10704 Shoemaker Ave., Santa Fe Springs, CA 90670

Tel: (562) 946-1816, Fax: (562) 490-8644

Contact Julien Jeannel at julien.jeannel@kiewit.com

**Kiewit Infrastructure West Co. is an Equal Opportunity Employer.**

**We encourage qualified women, minorities, veterans, individuals with disabilities, and other to apply.**

## Public Legal Notices

### Hunters Point Shipyard in San Francisco

Construction of all Public Infrastructure Improvements

**Within the Hillside portion of Parcel "A" at the Hunters Point Shipyard in San Francisco.**

Lennar Urban is requesting qualified, interested contractors to respond to a public request for proposals to Complete

Construction of all Public Infrastructure Improvements  
At

**The Hillside Portion of Parcel "A"  
Hunters Point Shipyard in San Francisco**

For more information, please visit:  
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=10376>

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

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:

**January 5, 2016 @ 10:00 AM**

**Hunters Point Shipyard**

**Building 101, 101 Horne Ave.**

**San Francisco, CA 94124**

**Proposals must be submitted by  
January 19, 2016 @ 2:00 PM (PST).**

### Candlestick Point/Hunters Point Shipyard Phase 2

Opportunity to provide On-Call Environmental Consulting Services for the Candlestick Point/Hunters

**Point Shipyard Phase 2 Project.**

Lennar Urban is requesting qualified, interested consulting firms to respond to a public request for proposals to provide On-Call Environmental Consulting Services for the Candlestick Point/Hunters Point Shipyard Phase 2 Project.

For more information, please visit:  
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=10342>

Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business

Enterprise (SBE) Participation goal for Professional Services.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Meeting:

**December 17, 2015 @ 2:00 PM**

**One Sansome Street, Suite #3200**

**San Francisco, CA 94104**

**Proposals must be submitted by  
January 14, 2016 @ 2:00 PM (PST).**

# Obama Signs Spending-Tax Break Package With Big Gains for Construction

## Continued from page 1

budget projects were delaying other plans in the queue. He adds, "You have a lot of members of Congress who are waiting for ... their medical facilities for their veterans. They want them, you know, four years ago."

Highway and transit programs also fared well, as appropriators adhered to the increased authorizations in the recently enacted five-year Fixing America's Surface Transportation Act.

The omnibus hikes the federal-aid highway obligation ceiling—the largest federal construction line item—by more than \$2 billion, or 5%, to \$42.4 billion. It also lifts the Federal Transit Administration's budget by 8%, to \$11.8 billion.

The Federal Aviation Administration's Airport Improvement Program, which provides infrastructure construction grants, saw its obligation limit frozen at 2015's level of \$3.35 billion.

The bill continues the Dept. of Transportation's popular Transportation Investment Generating Economic Recovery grant program, but keeps its funding flat at \$500 million. State and local demand has regularly far outpaced available funding for the grants, which help finance projects in a wide range of transportation modes, from bridges to pathways.

Military construction also recorded a strong increase, with funding climbing 16% to \$7.2 billion. Air Force and Navy-Marine Corps construction posted large double-digit increases.

Waterways interests cheered the omnibus' numbers for the Army Corps of Engineers civil works program. Appropriators increased that account by 10%, to just under \$6 billion. The Waterways Council Inc. says that total is the highest ever for Corps civil works.

Mike Toohey, the council's president and CEO, said in a statement, "Some things are worth the wait and this is certainly true for the FY16 omnibus appropriations agreement that provides record-level funding for the Corps' civil works mission."

Kurt Nagle, American Association of Port Authorities president and CEO, was pleased that the civil works total included \$1.2 billion from the Harbor Maintenance Trust Fund, up 7% from 2015 and reaching the industry's spend-out target from that fund. Nagle, in a statement, also welcomed the bill's money for six new construction starts for navigation projects.

Marco Giamberardino, National Electrical Contractors Association executive director for government affairs, said in an email, "The increases in the GSA, Army Corps and 'mil con' will be expanded opportunities and jobs for our contractors." He added that having the full FY 2016 bill in place would give contractors "a predictable funding stream during the busy construction season."

One of the few construction program cuts came in EPA's state and tribal water grants, which was nicked by 0.8%, to \$3.5 billion. Within that total, EPA's aid to clean water State Revolving Funds (SRFs) was trimmed 4%, to \$1.4 billion, and drinking water SRFs were reduced by 5%, to \$863 million.

Still, the National Association of Clean Water Agencies calls the EPA funding for clean water SRFs "robust" and notes that the omnibus' figure is much better than the Obama administration's proposed 30% cut.

Adam Krantz, the association's CEO, added in a statement, "Most important for NACWA, this bill removes very controversial and dangerous language regarding sewer overflows in the Great Lakes that was

included in the Senate version." The final bill instead takes what Krantz termed "a common sense approach" using the Great Lakes Restoration Initiative and "reasonable, responsible reporting of combined-sewer overflow events." Funding for the State Dept.'s embassy security upgrades and construction was cut by 16%, to \$689 million.

Construction groups also welcome several items in the tax measure, including an extension through 2016 of a deduction for energy-efficient commercial buildings and a permanent extension of the tax code's Section 179 provision allowing small businesses to expense capital equipment purchases up to certain amounts.

Liam Donovan, Associated Builders and Contractors legislative and political affairs director, calls the Section 179 expensing provision a "huge boost for small-business certainty."

NECA's Giamberardino was pleased that the bill also delays for two years the tax on expensive health-care plans that provide strong benefits. Many business groups and labor unions have been seeking to at least postpone the coming tax on those so-called Cadillac plans, which is an important revenue source to offset some of the cost of the Affordable Care Act.

He said the tax "unjustly penalizes employers who do the right thing by providing excellent coverage to their employees."

The tax bill also has five-year extensions for credits for renewable energy, including wind, solar and geothermal projects.

(Story updated on Dec. 18 with House and Senate votes and bill's enactment.)

Source: <http://www.enr.com>

## A Simplified Approach to Setting Small Business Strategy

One of the ironies of strategy, especially in small business, is that it can seem deceptively simple when it's done right. When it works, it seems like it was always obvious. And yet there are people doing PhD theses on business strategy.

It's too easy to see when it's done wrong. For example, the restaurant that wants to appeal to gourmet foodie couples but also has a kids' menu. Or the idea of discount day-old sushi. Or the computer business that touts great service but fails to install and check the hardware it sells, then hounds customers for slow pay.

Strategy is what you're not doing. My favorite metaphor is the sculptor with a block of marble — the art is what he chips off the block, not what he leaves in. Michelangelo started with a big chunk of marble and chipped pieces off of it until it was his David. Strategy is focus.

Strategy has to be easy to define. I like with my own identity-market-offering (IMO) method, which is pretty simple. But I've also worked in depth, during my consulting years, with several competing strategy frameworks, and every one of them works well if it's applied correctly and executed.

### Business Identity

Every business has its core identity. How are you different from others? What are your strengths and weaknesses? What is your core competence? What are your goals?

As an example, imagine the difference between a bicycle retail store owned and operated by a former professional bike racer, and another one owned and operated by a couple with children who like bicycles as a family activity.

Your business is unique. Think about your goals, your definition of success, and of courses your location, your resources, everything that makes you different. That's identity.

### The Market

Your identity influences your choice of target market. The bike racer focuses on attracting enthusiasts, offering expensive high-end bicycles and equipment. The couple focuses on attracting parents with kids, concentrating on medium-level bikes, trailers, and family-friendly accessories.

Keep your business focused on specific target markets. That bike racer shop owner has to know his products are too expensive for the families, and the families bother the high-end enthusiasts. The family bike shop can't scare away its target market with very expensive racing bikes.

### Offering

Your business offering is your product or service. You can already see with the bike shop example how one shop needs one kind of inventory and the other needs a different kind. That's strategy at work. Your identity influences your choice of market, which influences your choice of product. Your choice of product influences your choice of market. They have to work together.

Understand that you can't do everything. The bike shop that caters to families and racers is likely to fail. You can't credibly offer high-end bicycles at bargain prices in a family-friendly atmosphere. If you say you do, nobody believes you anyhow. So you have to focus. Make this focus mesh with your choice of key target customer and your own business identity. All three concepts have to work together.

### Roll Them Up Together

These three things are your business strategy. Don't pull them apart. Don't take them one at a time. Don't ever stop thinking about them. Remember, in planning as well as in all of business, things change. Keep watching for change.

Source: [www.sba.gov](http://www.sba.gov)

# Public Legal Notices

## CALIFORNIA STATE UNIVERSITY STANISLAUS

### PHYSICAL EDUCATION GYM COOLING PROJECT, PROJECT NUMBER 9900 CSU STANISLAUS One University Circle, Turlock CA 95382

The Trustees of the California State University will receive sealed bid proposals in the Mary Stuart Rogers Building, Room MSR270 at the above address, for furnishing all labor and materials for construction of the Physical Education Gym Cooling Project # 9900, for California State University, Stanislaus.

Proposals will be received in the above-mentioned room until 2:00 p.m. on January 26, 2016, in accordance with the contract documents, at which time the proposals will be publicly opened and read.

In general, the work consists of the removal of (6) existing ceiling hung heating air handlers and the addition of (3) new rooftop air handlers with heating and cooling in the existing gymnasium building. Demolition involves removing the air handlers, mechanical room heating hot water boilers and pumps, and piping as generally delineated on the drawings. The removed hydronic boilers shall be remitted to the facility for storage or relocation in coordination with the appropriate facility representative. New work involves installation of the new air handlers, chilled and hot water tertiary pumps,

associated hydronic piping back to the campus central plant, and digital controls in accordance with the plans

and specifications prepared by Nexus Engineering, 1400 Lone Palm Ave, Suite A, Modesto CA 95351; Travis Haverman, (209) 572-7399; e-mail: t.haverman@nexusengineering.net. Plans and specifications may be seen at the office of the University and Plan Rooms. Engineer's construction estimate is \$2,386,000.

Plans and specifications may be obtained after December 17, 2015 by requesting them from ARC by going to [www.e-ARC.com/ca/modesto](http://www.e-ARC.com/ca/modesto) then clicking on "Public Planroom" or by calling the ARC Modesto location at (209) 524-2924 asking for the PlanWell Department. Plans and specifications cost approximately \$222 plus tax and shipping payable to ARC and are non-refundable.

Each bidder offering a proposal must comply with bidding provisions of Article 2.00 et seq. in the Contract General Conditions, and should be familiar with all the provisions of the Contract General Conditions and Supplementary General Conditions, especially Article 2.02, regarding the necessity to prequalify with the Trustees ten (10) business days prior to the bid date.

Bidders must be prequalified with the Trustees. Contractors shall register and log in to "PlanetBids" to apply for prequalification at [http://www.calstate.edu/cpdc/cm/contractor\\_prequal\\_bidders.shtml](http://www.calstate.edu/cpdc/cm/contractor_prequal_bidders.shtml).

This project is a public works project and is subject to prevailing wage rate laws (see Contract General Conditions, Article 4.02-c). All contractors and all tiers of subcontractors bidding on this project shall register to bid

public works projects with the Department of Industrial Relations (DIR), and maintain current this registration pursuant to Labor Code Section 1725.5. Please go to <http://www.dir.ca.gov/Public-Works/PublicWorks.html> for more information and to register.

A mandatory pre-bid walkthrough has been scheduled for January 5, 2016 at 10:00 am. Interested bidders should assemble at the Mary Stuart Rogers Building, Conference Room MSR130, Building #27 on the campus.

The Trustees require the successful bidder to achieve three percent (3%) DVBE participation in contracting construction projects as established in the bidding documents, and bidders shall identify the DVBEs to be used to satisfy this requirement in their bids. The University is granting a DVBE bid incentive of up to 1% as described in the Contract General Conditions. Bidders shall contact the Trustees' DVBE Coordinator at (209) 667-3243 or Debbie DaRosa at (209) 667-3987.

It will be the responsibility of each bidder to obtain a bid proposal package in sufficient time to fulfill requirements therein. Bid proposal packages are obtainable only by prequalified contractors, licensed in the State of California with a B license, and registered with the DIR to bid public works projects. The bid packages must be requested from the Trustees, located at CSU Stanislaus, One University Circle, Turlock CA 95382; Attention: Debbie DaRosa, (209) 667-3987, [ddarosa@csustan.edu](mailto:ddarosa@csustan.edu).

## SAN JOSE STATE UNIVERSITY

### NOTICE TO CONTRACTORS (SJSU – 328) Job Order Contract Phases 23 and 24

The Trustees of The California State University will receive sealed proposals at San Jose State University for Job Order Contract Phases 23 and 24. Bids will be received in the above room **until 2:00 PM on Tuesday, February 2, 2016**, in accordance with the contract documents, at which time they will be publicly opened and read.

(Provide brief description of work)

The JOC contract awarded under this solicitation will have a minimum value of work of \$25,000 and a maximum value of work of \$2,000,000. The JOC Contracts will have the option to extend the maximum value up to \$3,000,000 by mutual agreement. The term of the contract is 365 calendar days.

Interested bidders must attend a **mandatory** pre-bid conference, and sign in within ten minutes of the start of

the meeting. The pre-bid meeting will be held on, **January 12, 2016 at 10:00 am**. Bidders are requested to contact Sylvia Sosa via email at [sylvia.sosa@sjsu.edu](mailto:sylvia.sosa@sjsu.edu) to RSVP attendance at the mandatory pre-bid conference.

Each bidder offering a proposal must comply with bidding provisions of Article 2.00 et seq. of the Contract General Conditions, and should be familiar with all the provisions of the Contract General Conditions and Supplementary General Conditions, especially Article 2.02, regarding the necessity to prequalify with the Trustees ten (10) business days prior to the proposal due date.

Proposers must be prequalified with the Trustees. Proposers shall register and log in to "PlanetBids" to apply for Prequalification; find the link to Planetbids at [http://www.calstate.edu/cpdc/cm/contractor\\_prequal\\_bidders.shtml](http://www.calstate.edu/cpdc/cm/contractor_prequal_bidders.shtml).

This project is a public works project and is subject to prevailing wage rate laws (see Contract General Conditions, Article 35.02-c). All contractors and all tiers of subcontractors bidding on this project shall register to

bid public works projects with the Department of Industrial Relations (DIR), and maintain current this registration pursuant to Labor Code Section 1725.5. Please go to <http://www.dir.ca.gov/Public-Works/PublicWorks.html> for more information and to register.

The Trustees require the successful proposer(s) to achieve three percent (3%) Disabled Veteran Business Enterprise participation on the contract(s).

It will be the responsibility of each bidder to obtain a bid proposal package in sufficient time to fulfill requirements therein. Bid proposal packages are obtainable only by prequalified general contractors, licensed in the State of California with a B License, and registered with the DIR to bid public works projects. Evidence of prequalification must be submitted prior to receiving a bid package. Bid package must be requested from the University, Attention: Sylvia Sosa via email at [sylvia.sosa@sjsu.edu](mailto:sylvia.sosa@sjsu.edu).

## CSU MONTEREY BAY

### Request for Qualifications FOR COLLABORATIVE DESIGN-BUILD SERVICES Academic III, Project Number #CPD15003 California State University, Monterey Bay

The Trustees of The California State University, through this Request for Qualifications (RFQ), is requesting Statements of Qualifications (SOQ) from interested and qualified design-builders (Respondents) to provide design and construction services for the above-reference Project. The Trustees will select a design-build team consisting of a general contractor and architect (Design-Builder) based on qualifications and proposed fees (a design competition is not utilized). This is a two-phased delivery process: Design Phase (Phase 1), and Design-Build Phase (Phase 2), and there will be a

separate contract for each phase. Respondents shall be prequalified with the Trustees, and shall submit their prequalification application no less than ten (10) business days prior to the SOQ submittal due date. A technical review committee shall review the respondents' SOQ and, based on the criteria identified in the RFQ, the committee shall select no more than five (5) finalists to receive the Request for Proposals. SOQ Submittal Due Date: January 21, 2016. Deadline for Submittal of SOQ: 4:00 P.M. Estimated Design and Construction Cost: \$ 30,500,000.00. License Requirement: B. RFQ documents will be available after December 17, 2015 at the website specified below. Please contact the office after December 17, 2015 if you have any questions. The documents will be posted on the Department of General Services BidSync: [www.bidsync.com](http://www.bidsync.com). POC: California State University, Monterey Bay, Campus Planning and Development, Attn: Katie LaPlace, 100 Campus Cen-

ter, Mountain Hall (84A), Seaside, CA 9395.5 Email: [klaplace@csumb.edu](mailto:klaplace@csumb.edu). Please note that the campus will be closed December 24, 2015 through January 3, 2016. The Trustees require a three percent Disabled Veteran Business Enterprise participation. When it nears time to bid trades, the selected Design-Builder shall contact the Trustees' DVBE Coordinator Reyola Carlisle at (831) 582-3506. This project is a public works project and is subject to prevailing wage rate laws (see Contract General Conditions, Article 35.02-c). All contractors and all tiers of subcontractors submitting proposals or bids on this project shall register to bid public works projects with the Department of Industrial Relations, and maintain current this registration pursuant to Labor Code Section 1725.5. Please go to <http://www.dir.ca.gov/Public-Works/PublicWorks.html> for more information and to register.

CNS-2824958#