

## Haircuts and Health Care: How Governments Try to Get the Uninsured Covered



Dr. Eric Griggs visits a barbershop in New Orleans to invite its staff to join the mayor's Barbershop and Beauty Salon Health-Care Enrollment Challenge. (Office of Mayor Mitch Landrieu)

By **Mattie Quinn**

People only have a few days left to sign up on the Affordable Care Act marketplaces for health coverage that starts in January. Those still uninsured in 2016 will have to pay a hefty tax penalty of \$969 on average. To get the roughly 33 million uninsured Americans covered, governments and nonprofits are getting creative.

Take New Orleans, where the city trained beauty and barbershop owners so that they can informatively talk to their customers about getting enrolled in health care. Haircut? Check. Health insurance? Maybe later. The shop that refers the most people to a health insurance enrollment office will get a visit from Mayor Mitch Landrieu.

"Louisiana is at the bottom of almost every health statistic," said Charlotte Parent, the director of the New Orleans Health Department. "So in my mind, we are just taking all the logical steps necessary to change that."

The 33 million people who remain uninsured are the most difficult to reach or convince of the need to have health care. Among them, 7 million are thought to be undocumented im-

migrants, another 7 million are "young invincibles" -- people between the ages of 18 and 34 -- and close to 4 million fall into the "Medicaid gap" -- people who make too much to qualify for government-subsidized health care but not enough to afford private insurance. The rest of the uninsured are likely a combination of these categories.

New Orleans is unique in its approach this year but not in its efforts to find and talk to the uninsured about health care in places they feel comfortable.

In Columbus, Ohio, that means places of worship.

"We have a large Bhutanese community here in Columbus, and we recently held an event at the temple that had a great turnout," said Marian Stuckey, director of social work and neighborhood health for the city's department of public health. "Places of worship have been successful because it's already a place where people are trying to be the best they can be, so they are more open to hearing about something like health insurance there."

In cities with younger populations, such as Tampa, Fla., government leaders are going on the offensive. Getting more of the so-called

young invincibles in the marketplace is expected to help drive and keep health premiums down. This is because "insurers need to spread risk across a broad pool of enrollees, including younger, healthier people, to offset the costs of older, sicker people," according to the RAND Corporation.

"Our need to get out in the community is so great this year," said Tampa Mayor Bob Buckhorn. "We have a governor who still won't expand Medicaid, and Tampa's a very young city (the average age is around 35). My wife is an ob-gyn, so I've seen the effects firsthand when people go without health insurance. Often when a woman goes to the ER to deliver her baby, that's the first time she's receiving any prenatal care. All of us pay for that care when that happens."

To reach parents, Tampa officials are going where their kids go: recreation centers. The city's rec cen-

■ Continued on page 4

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# California Sub-Bid Request Ads

## 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) and Kevin Exberger (kexberger@mcguireandhester.com)

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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. 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

## O.C. Jones & Sons, Inc.

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

Contact: Donat Galicz • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 101 San Jose – Morgan Hill**  
**Resurface and Repair Flexible Pavement, PCC Slab**  
**Caltrans #04-1J6304**

**BID DATE: January 12, 2016 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Portable Changeable Message Sign, SWPPP, Storm Water Annual Report, Sweeping, Cold Plane AC, Asphalt Treated Permeable Base, Base Bond Breaker, AC Dike, Geosynthetic Pavement Interlayer, Shoulder Rumble Strip, AC Dike, Tack Coat, Drill and Bond (Dowel Bar), Spall Repair (Polyester Concrete), Individual Slab Replacement (RSC), Grinding, Object Marker, Midwest Guardrail System, Vegetation Control, Transition Railing, Concrete Barrier, Striping & Marking, Loop Detector 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](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).

## DeSilva Gates Construction

11555 Dublin Boulevard • P.O. Box 2909

Dublin, CA 94568-2909

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

Estimator: STEVE LIPPIS

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

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

**CALTRANS ROUTE 101 – CONSTRUCTION ON STATE HIGHWAY IN SANTA CLARA COUNTY IN MORGAN HILL AND SAN JOSE FROM EAST DUNNE AVENUE TO 0.9 MILE NORTH OF SILICON VALLEY BOULEVARD,**  
**Contract No. 04-1J6304,**

**Federal Aid Project ACNHP-Q101(283)E,**  
**Disadvantaged Business Enterprise goal assigned is 8%**

OWNER:

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

**BID DATE: January 12, 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:

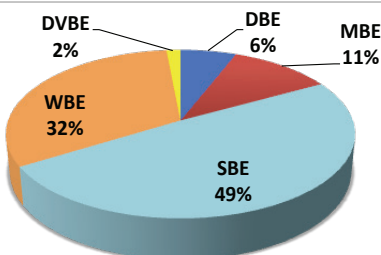
AC DIKE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, METAL BEAM GUARDRAIL, PCC GRINDING, PCC PAVING, ROADSIDE SIGNS, RUMBLE STRIP, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL, COLD PLANE.

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:17pa5wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is 17pa5wd) 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 Steve Lippis. 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 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/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% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an equal opportunity employer.



## AUDIENCE PROFILE

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# 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: Alan McKean  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
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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, Prepaving Intertial Profiler, Prepaving 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\\_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 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](mailto: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, hydroseeding/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](mailto: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 may be 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

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## Kiewit

**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn:Victor Molina - [victor.molina@kiewit.com](mailto: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

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# 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, Truck-  
ing, 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**

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.

## Haircuts and Health Care

### Continued from page 1

ters have temporarily expanded their hours and have navigators -- people certified to help others enroll in the Obamacare marketplaces -- on hand to answer questions and get people covered.

Both New Orleans and Tampa are also taking part in the White House-led "Healthy Communities Challenge" with 18 other cities deemed "high opportunity for impact." The city with the most new enrollees gets a prize: a visit from President Obama.

But it's not just Tampa that's been proactive in getting out in the community. Florida, which accounts for nearly a fifth of the nation's early open enrollment signups so far this year, has people traveling to holiday events, street festivals, sports events and college campuses to spread the word. They've also started doing promotions on urban and Hispanic radio stations to reach younger minorities.

"This year it's about meeting people where they are, wherever that may be," said Jodi Ray, project director of Covering Florida, a non-profit dedicated to helping people sign up for health insurance. This year they've also started working with prisoner re-entry programs so when they transition back into regular life, "they not only have a job, but have health in-

urance too," she said.

Federal officials announced on Wednesday that just over 800,000 people signed up for insurance on the federal marketplace through the fifth week of the enrollment period. Most of them, however, are renewing their coverage: 63 percent to 37 percent of new enrollees. (Data is not yet available for the state-run marketplaces).

For city and state officials working to get people enrolled this year, though, they all said it's not about reaching a certain number -- it's about creating a healthier community.

"Younger people don't always see the value in [insurance], so at these outreach events, sometimes all you need to say is that it's there to protect you," said Jessica McCarron, regional communications director at Enroll America, a health-care enrollment coalition. "You're just getting started in your life, you don't want to get into an accident and become bankrupt because you're not insured."

\*This story has been updated to reflect the new deadline for getting health insurance that starts in January.

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

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to download the latest SBE  
Newspaper and Newsletter

