

SBE TODAY

Vol 30, Edition 299

DECEMBER 4, 2015

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

A Decade in the Making, Congress Strikes a Deal on Transportation Funding



The new bill would, among other things, extend a pilot program that lets as many as three states toll existing interstates. (AP/Ted S. Warren)

By Daniel C. Vock

Congress is likely to pass its first major transportation bill in a decade, after House and Senate negotiators brought out a five-year, \$305 billion package late Tuesday. The so-called FAST Act includes a 15 percent increase in highway spending and an 18 percent boost in transit spending.

The agreement irons out the differences between bills passed previously by the House and Senate. Observers expect the bill to pass Congress and reach the president within the next week.

"From a state DOT perspective, we're really excited about the prospects of having five years of predictability at the federal level. That's something we haven't had in 10 years, since 2005," said Jim Tymon, the director of policy and management at the American Association of State Highway and Transportation Officials (AASHTO).

For years, Congress avoided long-term commitments to transportation funding because it could not agree on how to pay for the improvements.

In the current deal, Congress still couldn't agree to a long-term plan for paying for infrastructure. It left federal fuel taxes untouched at 1993 levels (18.4 cents per gallon of gasoline), even though the per-gallon fees don't keep up with inflation and have generated less money as vehicles improve

their fuel efficiency. But this time Congress found money to boost funding for several years. The cash comes from selling oil from the Strategic Reserve, raiding reserves held by the Federal Reserves and cutting bank dividends from the Fed.

Many transportation advocates are uneasy because the bill still would rely on one-time money, instead of finding a long-term funding source for transportation. "We've unhinged the idea of users of the [transportation] system paying for it," said Stephen Davis, the director of communications for Transportation for America, a group that emphasizes "smart" transportation projects and local control. "All of us will be paying for Congress' refusal to have an adult conversation about revenue this time around. It also means, that in five years, we will have a big hole to dig out of."

The new agreement could settle long-simmering policy disputes for the next five years. The proposal avoids big, controversial new initiatives, offering even more certainty. But it came as a let-down for reformers who wanted to see a bigger share of money go to local entities rather than the states, as well as to some safety advocates who wanted more aggressive measures.

"If you like what we're doing with how we invest in transportation, how the decisions are made and where the money goes, you will probably be excited today," Davis said, "because we've essentially doubled down on the status quo."

Here's how the proposal would handle several key issues.

Loans for Complex Projects

The proposal would scale back a popular federal lending program, created under Transportation Infrastructure Finance and Innovation Act (TIFIA). Initial estimates are that the \$1 billion program could be reduced to \$250 million. TIFIA loans are common in large projects, especially those involving public-private partnerships. They've gone toward transit expansions, construction of toll lanes on highways, airport parking facilities, bridge replacements and the construction of the Chicago Riverwalk.

"It's probably right to say that a \$1 billion-a-year TIFIA program was a little ambitious," said AASHTO's Tymon. "But we're a little concerned that a \$250 million to \$300 million TIFIA program may not be big enough."

Continued on page 6

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

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

RELATED

RFP FOR GOODWILL SITE:

Mechanical, Electrical, Plumbing, Fire Protection & Precast/GFRC

RFP DUE DATE: Monday, December 7th, 2015

Related California ("Developer") is seeking firms interested in providing Mechanical, Electrical, Plumbing, Fire Protection, and Precast/GFRC.

The Project is to demolish most of the two existing buildings on the project site and construct a mixed-use development with two components, a residential and retail development and an office development and permit center to be occupied by several City and County of San Francisco departments.

We encourage interested firms to review documents (including the Sign In Sheet from the recent Pre-Bid Workshop).

Documents available at <http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=10255>

Local Business Enterprises (LBEs) —including MBEs and WBEs—are encouraged to respond.

Contact: Harold Hill at hhill@related.com

American Bridge Company

1000 American Bridge Way • Coraopolis, PA 15108
412-631-1000 • Fax 412-631-2003

Golden Gate Bridge, Highway and Transportation District

Contract No.: 2016-B-1

Golden Gate Bridge Physical Suicide Deterrent System and Wind Retrofit Project Bid Date: Tuesday (January 12, 2016 at 2:00pm Pacific Local Time)

Quote/Proposal Due to American Bridge Co: Thursday (January 7, 2016)

American Bridge Company is bidding this project as a Prime Contractor and is interested in receiving quotes from subcontractors, suppliers, and brokers especially from Caltrans certified DBE companies.

The general description of the project is the installation of a suicide deterrent and wind retrofit system and replacement of the maintenance traveler system. The following is a list of the available subcontracting and material supply opportunities:

- Perform Structural Surveying.
- Structural Steel Cleaning & Painting.
- Electrical Work.
- Barge and Tug Services.
- Trucking and Hauling Services.
- MOT Setup and Devices.
- Temporary & Permanent Fence & Railing Installation.
- Furnish Only or Furnish and Installation of Structural Materials:
 - Maintenance Traveler System.
 - Miscellaneous Structural Steels.
 - Suicide Deterrent System.
 - Wind Retrofit

This project has a 5% DBE participation goal.

Due to security reasons, drawings and specifications are not available for public distribution and are only available through the Golden Gate Bridge, Highway and Transportation District. You will need to sign a Non-Disclosure Agreement and issue a \$5,000 deposit check to the District; which is fully refundable, except in the case of breach of the Agreement.

Please inform American Bridge Co. if interested and we will forward you the Notice to Contractor package which contains more details of the project, how to obtain the Plans and the contract quantities.

All quotes and future correspondents should be forwarded to Bruce Luu via E-mail (bluu@americanbridge.net) or fax (412-631-2003). Should you have any questions or need additional information, please feel free to contact Bruce at 412-631-1047.

Your quote must conform to all requirements of the bid documents, including but not limited to the plans, general provisions, special provisions, specifications, and contract for construction from the owner (including addenda thereto) and be in compliance with all federal, state, and local laws. In the event that your firm is awarded the project, you will be required to execute our standard subcontract or material supply agreement, which is available for your review upon request. Subcontractors and structural steel fabricators will be required to furnish a conforming certificate of insurance along with payment and performance bonds before entering into a subcontract, the cost of which should be included in your quotation.

American Bridge Co. and its Affiliates are Equal Opportunity Employers.



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
Subcontractors and Suppliers for the following project:

Biological Nutrient Removal Project – Contract No. 4208
Owner: Sacramento Regional County Sanitation District
Bid Date: January 20, 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 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 <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

California Sub-Bid Request Ads

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621
Phone (510) 777-5000 • Fax (510) 777-5099

DBE Subcontractor/Supplier Bids Requested For:

**Golden Gate Bridge Physical Suicide Deterrent System
Golden Gate Bridge, Highway and Transportation District
City and County of San Francisco and Marin County, California**

Contract No. 2016-B-1

Bid Date: January 12, 2016 until 2:00PM

Fax all quotes to 510-777-5099

Requesting certified DBE Subcontractor and Supplier Quotes on: Misc. Supplies, Safety, Petroleum, Oil & Lubricants, Steel, Paint, Fencing, Electrical & Signals, Tools, Signage, Traffic Control, Steel Structures, Lumber, Clean & Paint Steel, Trucking

This is a security sensitive project. Please note that prior to viewing plans & specifications for this project, all firms MUST be cleared by the GGBHTD. To begin the clearance process, please express interest to bidquestions@goldengate.org.

Subcontractors and Suppliers interested in this project may contact Osama Martell by phone at (510) 777-5057.

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.

Affordable Housing

New Affordable Homes at Fulton 555

Fulton 555 is pleased to announce a new affordable homeownership opportunity in San Francisco's Hayes Valley district. The 17 new homes consist of 9 one-bedroom homes, and 8 two-bedroom homes available through the Mayor's Office of Housing.

Prices range from \$245,700 - \$287,532 without parking and \$366,141 - \$408,204 with parking. 9 parking spaces will be made available to Below Market Rate buyers for \$125,000 each by final lottery rank. The 9 parking spaces will be offered to Below Market Rate buyers until three of the Below Market Rate buyers have entered into a contract to purchase one parking space. Buyers must be first-time homebuyers and buyers must not exceed the following income levels:

100% of Maximum Income by Household Size derived from the Unadjusted Area Median Income (AMI) for HUD Metro Fair Market Rent Area (HMFA) that contains San Francisco 2015.

A one person household can make no more than \$71,350

A two person household can make no more than \$81,500

A three person household can make no more than \$91,700

A four person household can make no more than \$101,900

Applications are due on Tuesday, January 12th, by 5:00pm PST.

Please contact Matthew Joseph at the Fulton 555 Sales Center for an application and more information; Matthew@fulton555.com and (415) 519.3367.

For information on the building, please visit <http://fulton555.com/BMR>. Please visit the Mayor's Office of Housing website for further program details and buyer guidelines www.sf-moh.org.

Homes are available through the San Francisco Mayor's Office of Housing and are subject to monitoring and other restrictions.



Kiewit

Kiewit Infrastructure West Co.

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

Requests sub-bids from qualified California Department of General Services (DGS) certified Small Business Enterprises (SBE) and Micro Small Businesses, Subcontractors, Consultants, and/or Suppliers seeking to participate in the Santa Clara Valley Water District, Fluoridation at Water Treatment Plants (WTP) Project at the Penitencia and Santa Teresa WTP in San Jose, CA.

<http://www.pd.dgs.ca.gov>
Subcontractors and Suppliers
for the following project:

Fluoridation at Water Treatment Plants at the Penitencia and Santa Teresa WTP- Project No. 93084011

Owner: Santa Clara Valley Water District

Bid Date: January 13, 2016 @ 2:00 P.M.

Small Business Enterprises and Micro (SBEs)

wanted for the following scopes, including, but not limited to:

Aggregates, Minor Concrete, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Precast Concrete, Cast in Place Concrete, Cathodic Protection, Electrical & Instrumentation, Equipment, Fire-Suppression, HVAC, Instrumentation & Control, Landscaping, Metals, Pipe Insulation, Paintings & Coatings, Welded Steel Piping, Valves, Signage, Street Sweeping, FRP Tanks, 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 DGS certified, SBE and Micro SB 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 7, 2016 and Quotes**

NO LATER THAN January 12, 2016 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 <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company and to be able 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 suppliers bond for suppliers.

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

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

California Sub-Bid Request Ads

Sub-Bids Requested from qualified SBE Subcontractors and Suppliers For:
SNELL PIPELINE (SANTA TERESA WTP TO COYOTE CREEK LINE VALVE) REHABILITATION PROJECT,
PROJECT NO. 95084001
Owner: Santa Clara Valley Water District
Location: San Jose, CA
Bid Date: December 30, 2015 @ 2:00 P.M.

J.F. Shea Construction, Inc.
667 Brea Canyon Road, Suite 30 • Walnut, CA 91788-0489
Phone: (909) 595-4397 • Fax: (909) 444-4268
Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items: Abatement, Demolition, Aggregates, Shoring, AC Paving, Curb & Gutter, Precast Concrete Vaults, Traffic Control, Reinforcing Steel, Ready-Mix Concrete, Structural Steel, Electrical & Instrumentation, Painting & Coating, Photographic Documentation.

Plans and Specifications are available from: Santa Clara Valley Water District. Request Form and information available online. Website: <http://www.valleywater.org/Programs/Construction.aspx> Email: scvwdplanroom@valleywater.org. Phone: (408) 630-3088, Fax: (408) 979-5631. 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 SBE 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.

Hayward Baker Inc. intends to conduct itself in "Good Faith" with DBE and SB Firms to procure subcontractors and suppliers to provide services/materials for the following (But not limited to):

Fuel Supplier/Delivery, Construction Equipment Trucking,
 Construction Equipment Rental, & Survey Layout

Project #1: Mid-Coast Corridor Transit Project
Drilling for Soldier Piles and Installing Sheet Piles
Bid Date: Wednesday, December 16, 2015 at 2:00 p.m. PST

Project #2 Mid-Coast Corridor Transit Project
Soil Nail, Ground Anchor and Shotcrete Retaining Walls
Bid Date: Wednesday, December 16, 2015 at 2:00 p.m. PST

Quotes are requested by noon on Friday, December 11, 2015
so that all bids can be fairly evaluated.

Project #3 Mid-Coast Corridor Transit Project
Furnish and Install Soldier Piles for Retaining Walls
Bid Date: Monday, December 21, 2015 at 2:00 p.m. PST

Quotes are requested by noon on Wednesday, December 16, 2015
so that all bids can be fairly evaluated.

Drawings and specifications may be reviewed in our Lakeside office at 10303 Channel Road, Lakeside, CA 92040, or call 619-956-0850 for information for obtaining a copy of plans and specifications.

This project is a Federally Funded project with a 11.3% DBE/SB goal for the project. The project is prevailing wage. Performance/Payment/Supply Bond may be required.

All materials and services quotes shall be FOB, jobsite. All materials must be off-loaded by supplier. Should you require any assistance in obtaining materials, bonding, financial assistance, and/or insurance, please feel free to call us.

Hayward Baker Inc. is an Equal Opportunity Employer and, as a matter of policy, encourages the participation of DBE/SB Firms to participate in this project.

HAYWARD BAKER INC.,

10303 CHANNEL RD, LAKESIDE, CA 92040
 TEL: 619-956-0850 FAX: 619-956-0863

Matt Redfern, PE - Project Manager - mredfern@haywardbaker.com



Best Contracting Services, Inc. is requesting sub bids from all qualified LBE/MBW/WBE Suppliers, Subcontractors and Truckers for:

Owner: City and County of San Francisco
Port of San Francisco
Project: Pier 31 Roof & Structural Repair Project
Contract No.: 2762R
Bid Due Date: 12/15/2015 at 10:30 am

For the following (but not limited to) work:
 Sheet Metal, Electrical, Trucking, Concrete, Carpentry,
 Painting, Abatement, Hazardous Material Demolition

If you are interested in bidding on this work or know someone who is, please contact: Tom Ryan/Candys Simpkins at P: (310) 328-6969, F: (310) 328-9176

Plans, Specs, and Requirements for the project are available for review at our office in Union City or at Port of San Francisco, City and County of San Francisco - Pier 1, The Embarcadero San Francisco, CA 94111 and are available at the Port's website address: <http://www.sfport.com/index.aspx?page=18>.

For assistance in obtaining bonds, line of credit, and/or insurance for this project please contact Thomas Ryan/Candys Simpkins at the noted phone number.

Best Contracting Services, Inc.
 4301 Bettencourt Way Union City, CA 94587
 P: (310) 328-6969, F: (310) 328-9176
 E: tryan@bestcontracting.com,
cruffin@bestcontracting.com

WE ARE
AN EQUAL OPPORTUNITY CONTRACTOR

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



SMALL BUSINESS EXCHANGE

California Sub-Bid Request Ads



19 PAMARON WAY, NOVATO, CA 94949
PHONE: (415) 382-1188 • FAX: (415) 883-7529
Contact: Adrienne Lewis
Email: adrienne@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL
DGS CERTIFIED DVBE
SUBCONTRACTORS & SUPPLIERS
and ALL QUALIFIED
SUBCONTRACTORS & SUPPLIERS
FOR ALL TRADES

FOR THE FOLLOWING PROJECT:

**JAMES DENMAN MIDDLE SCHOOL –
WINDOW REPLACEMENT
SAN FRANCISCO, CA**

BID DATE: December 16, 2015 @ 2:00PM

ESTIMATE: \$1,130,000

**THIS PROJECT IS SUBJECT TO SFUSD'S
PROJECT LABOR AGREEMENT**

Trades needed but not limited to: Selective demolition, cutting and patching, metal fabrications, rough carpentry, sheetmetal flashing and trim, glazed aluminum curtain walls, aluminum windows and panning, glazing, fixed louvers, tiling repair, hazmat and window shades.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS

AN EQUAL OPPORTUNITY EMPLOYER



19 PAMARON WAY, NOVATO, CA 94949
PHONE: (415) 382-1188 • FAX: (415) 883-7529
Contact: Adrienne Lewis
Email: adrienne@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL
DGS CERTIFIED DVBE
SUBCONTRACTORS & SUPPLIERS
and ALL QUALIFIED
SUBCONTRACTORS & SUPPLIERS
FOR ALL TRADES

FOR THE FOLLOWING PROJECT:

**LAKESHORE ELEMENTARY SCHOOL –
WINDOW REPLACEMENT
SAN FRANCISCO, CA**

BID DATE: December 15, 2015 @ 2:00PM

ESTIMATE: \$1,445,000

**THIS PROJECT IS SUBJECT TO SFUSD'S
PROJECT LABOR AGREEMENT**

Trades needed but not limited to: Selective demolition, chainlink fencing, concrete formwork, concrete reinforcement, cast in place concrete, rough carpentry, gypsum sheathing board, flashings and sheetmetal work, joint sealers, aluminum windows, aluminum storefronts, glass and glazing, patching Portland cement plaster, gypsum board and plaster, resilient wall base, painting and hazmat.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS

AN EQUAL OPPORTUNITY EMPLOYER



19 PAMARON WAY, NOVATO, CA 94949
PHONE: (415) 382-1188 • FAX: (415) 883-7529
Contact: Adrienne Lewis
Email: adrienne@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL
DGS CERTIFIED DVBE
SUBCONTRACTORS & SUPPLIERS
and ALL QUALIFIED
SUBCONTRACTORS & SUPPLIERS
FOR ALL TRADES

FOR THE FOLLOWING PROJECT:

**SUTRO ELEMENTARY SCHOOL –
WINDOW REPLACEMENT
SAN FRANCISCO, CA**

BID DATE: December 15, 2015 @ 2:00PM

ESTIMATE: \$480,000

Trades needed but not limited to: Selective demolition, rough carpentry, finish carpentry, flashing and sheetmetal, sealants, aluminum windows, glazing, plastering, gypsum wallboard, painting, hazmat and window coverings.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS

AN EQUAL OPPORTUNITY EMPLOYER



3 Tips for Taking the Stress Out of Business Planning

By Bridget Weston Pollack

If you've got a great small business idea, everyone will tell you that you need a business plan. But the process of creating a plan for a business that's just a spark in your mind can be scary.

But writing a business plan isn't like taking a test. There are no right or wrong answers, and everyone's looks a little bit different when it's finished. And unlike a test, your business plan can -- and should -- change over time. It's a working

document you'll revisit over the life of your business to refine and adjust your path to growth and continued success.

It's not a process to take lightly, but business planning doesn't have to be a stressful experience. If you're feeling nervous about getting started on your first business plan, remember these three tips to take the frustration out of your business planning experience.

Continued on page 10



California Sub-Bid Request Ads

Congress Strikes a Deal on Transportation Funding

■ Continued from page 1

The proposal would make other changes within the program as well. Significantly, it would allow smaller projects -- with a minimum cost of \$10 million, rather than the current minimum of \$50 million -- to qualify for the loans. The agreement would also let public transportation-oriented-development projects, which have become a popular economic development tool, qualify for the financing as well.

State vs. Local Control of Funding

Localities have long bristled at the fact that federal transportation funds are distributed largely through the states, especially because states and cities are often at odds politically and philosophically over how best to use that money. The current proposal, though, would channel 93 percent of federal highway funding through states.

But the proposal also increases the share of money from the Surface Transportation Program (the biggest pot of money in the transportation bill) that is dedicated to specific metropolitan regions from 50 percent to 55 percent. Metropolitan areas with more than 200,000 residents can help steer that money toward projects they choose, but in smaller areas, the state decides how the money is spent in those communities.

Transit

Along with the overall increase in transit funding, the proposal would make it easier for agencies buying buses or building bus facilities to apply for one-time grants. Currently, the money is distributed more evenly through formulas, but agencies tend to need money in spurts -- when they want to upgrade their fleets or build a new depot, Tymon said.

Positive Train Control

The proposal allocates \$199 million for competitive grants to commuter railroads to help them install positive train control systems, which are designed to prevent derailments and train-to-train collisions. Congress recently extended the deadline for railroads to install PTC from the end of 2015 to the end of 2018, after both freight and passenger railroads said they would not be able to meet the earlier deadline.

Other Safety Measures

The proposal would allow states that use programs to crack down on repeat drunk drivers to qualify for federal money previously set aside only for states that require all drunk driver offenders to install breath-testing devices in their vehicles. The measure allows military veterans younger than 21 to drive trucks and buses across state lines. It would also prevent states from using federal money to set up checkpoints to ensure motorcyclists were wearing helmets.

Tolling Existing Interstates

Federal law generally prohibits states from adding tolls to existing interstates. The proposal would extend a pilot program that lets as many as three states toll existing interstates, even though the three states with permission -- Missouri, North Carolina and Virginia -- have no plans to do so. The agreement, though, would add a three-year deadline for states to use their authority to toll interstates, or else that permission could be given to another state instead.

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

DeSilva Gates Construction

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

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

CALTRANS - RTE 580 FOR CONSTRUCTION ON STATE HIGHWAY IN SAN JOAQUIN COUNTY NEAR TRACY FROM STANISLAUS COUNTY LINE TO ALAMEDA COUNTY LINE.

CONTRACT NO. 10-OQ17U4, FEDERAL-AID PROJECT ACNHP-X077(023)E, Disadvantaged Business Enterprise goal assigned is 13%

OWNER:

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

BID DATE: December 10, 2015 @ 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:

Bridge Deck Resurfacing, Clearing & Grubbing, Cold Plane, Concrete Barrier, Construction Area Signs, Crack and Seal, Electrical, Erosion Control, Guardrail, HMA Dike, Lean Concrete Base, Markers/Delineators, Minor Concrete, Minor Concrete Structures, PCC Paving, Precoated Screenings/ Asphalt Rubber Binder, Preparing Inertial Profiler, Preparing Grinding, Rumble Strip, Sign Structures, Striping and Pavement Markers, WPCP Prep, Underground Work, Vegetation Control Concrete, Trucking, Sweeping, Water Trucks, Erosion Control Materials, Imported Borrow Material, Shoulder Backing Material, Aggregate Subbase Material, Aggregate Base 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

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 submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

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

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
An Equal Opportunity Employer

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: DECEMBER 15, 2015 @ 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: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

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

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). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

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

California Sub-Bid Request Ads

PROJECT: RUNWAY 7L-25R SAFETY AREA IMPROVEMENTS AND PAVEMENT REHABILITATION PROJECT

**THE CITY OF LOS ANGELES, LAWA #25123
LOS ANGELES INTERNATIONAL AIRPORT, CA**

****THIS PROJECT HAS A 10% DBE GOAL****

BID DATE: DECEMBER 8, 2015 · BID TIME: 2:00 P.M.

Please respond by 4:00 p.m., DECEMBER 7, 2015

We are seeking quotes from all small business concerns - CERTIFIED DBE including, but not limited to, the following work items: SWPPP, HAZARDOUS MATERIAL MITIGATION, SWEEPING, FLAGGING, SECURITY SERVICES, JET BLAST FENCE, JOBSITE TRAILER, CONSTRUCTION BARRICADES, ELECTRICAL (AIRFIELD), HARD REMOVALS, CLEAR AND GRUB, EXCAVATION & GRADING, CONTAMINATED SOIL REMOVAL AND DISPOSAL, POTHOLING, SUBGRADE PREPARATION, AGGREGATE SUBBASE, CRUSHED AGGREGATE BASE, ASPHALT CONCRETE, ASPHALT TRUCKING, ASPHALT OIL, SPALL REPAIR, SOIL-CEMENT, BRIDGE MODIFICATIONS, CONCRETE WORK, REBAR, STORM DRAIN, MINOR STRUCTURES, UNDERGROUND INFILTRATION SYSTEM, AIRFIELD STRIPING / PAVEMENT MARKINGS, REMOVAL, HYDROSEED, TRAFFIC SIGNS, JOINT SEAL, SAWCUT GROOVING, GEOGRID, EQUIPMENT RENTAL, TRUCKING (HAUL)

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Plans and specs are available at no cost to interested DBE firms from the OWNER, LOS ANGELES WORLD AIRPORTS on the BAVN Website: WWW.LABAVN.ORG using the BID ID # 25123 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

If you have any questions, Please contact Marty Keane: Phone 858-536-3100, Fax 858-586-0164 or email estimating@coffmanspecialties.com.

Non-DBE Subs/Suppliers: Indicate 2nd tier participation offered on your quotation as it will be evaluated with your price. For any bid proposal submitted on or after March 1, 2015 and any contract for public work entered into on or after April 1, 2015, the following registration requirements apply: Every Subcontractor is required to be registered to perform public work pursuant to Section 1725.5 of the Public Contract Code. No Contractor or Subcontractor shall be qualified to bid on, be listed in a bid proposal pursuant to Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, unless currently registered to perform public work pursuant to Section 1725.5. No bid shall be accepted nor any subcontract entered into without proof of the Subcontractor's current registration to perform public work pursuant to Section 1725.5. If used in our Bid, Coffman Specialties requires this proof be submitted w/in 24 hours of Bid Date.



9685 Via Excelencia, Ste 200 • San Diego, CA 92126
Phone: (858) 536-3100 • Fax: (858) 586-0164
e-mail inquiries to: estimating@coffmanspecialties.com

Spotting the signs of a B2B scam



By Stephen Morris

Editors note: This post originally appeared on the Federal Trade Commission's Business Blog. It is authored by Lesley Fair, Senior Attorney in the FTC Bureau of Consumer Protection.

A small business or nonprofit gets what appears to be an invoice for a listing in an online yellow pages directory. On the face of it, it looks legit. It includes the name of an employee at the office, a copy of what the listing looks like, the "walking fingers" symbol associated with directories – and a demand for the \$486.95 the business or nonprofit supposedly owes for the listing. What's really going on? As an FTC case against Canadian scammers suggests, chances are it's a fraud targeting small businesses, doctors' offices, retirement homes, churches, etc. And your company or community group could be at risk.

Earlier this year, the FTC sued Ivan Chernev, German Lebedev, American Yellow Corporation, and a host of Montreal-based entities for pulling a fast one on smaller offices. It was bad enough that they billed the businesses and nonprofits for unauthorized listings. But when the companies that got the phony invoices dared to fight back, the FTC says the defendants turned up the heat. Recipients who ignored the bogus bills were sent collection warnings demanding payment of more than \$2,000. When they refused to knuckle under, the defendants masqueraded as third-party debt collectors. In March 2015, the court halted the operation and froze the defendants' assets pending litigation. The defendants didn't respond, so the court entered a default judgment. That order requires the defendants to pay more than \$1.2 million and bans them for life from the directory business.

In an unrelated action, the FTC obtained a contempt ruling against defendants who used similar tactics against small businesses, religious schools, and other small offices – and then violated a court order to stop. In 2014, the FTC charged Robert Ray Law and his company with using bogus invoices to trick offices into paying for unordered online business directory listings. Among other things, the final order in that case banned them from the business. According to the FTC, Law created a new company to run a similar

The John Stewart Company as General Contractor is hereby soliciting Subcontractor bids from the following trades for the repair and waterproofing replacement of approximately 2,500 square feet of elevated walkways at **Church Lane Apartments, located at 2555 Church Lane in San Pablo, California;**
Waterproofing, Concrete, Carpentry, Painting.

Plans and specifications for the above project will be available for purchase on or about November 20, 2015 from the John Stewart Company located at 1388 Sutter Street in San Francisco, CA. Electronic bid documents will be available at no cost upon request. This project is funded by the Contra Costa County Community Development Block Grant (CDBG) program. The successful low bidder will be required to comply with all applicable federal CDBG regulations including payment of prevailing wages (Davis-Bacon) and Section 3 Hiring. The successful low bidders must be California licensed sub-contractors and must be able to provide proof of general liability insurance and workers compensation insurance. A Performance Bond may be required.

A Pre-Bid Walk thru will be held at the project site on Thursday, December 3 at 9:00 a.m.

Bids are due on Tuesday, December 15 at 3:00 p.m. Bids received after the deadline will not be accepted. Bids may be submitted by hand, mailed or sent by courier to The John Stewart Company at 1388 Sutter Street, 11th floor, San Francisco, CA, Attn: Bernadette Tognietti or by fax to (415) 614-9175 or by e-mail to btognietti@jso.net. MBWE/WBE/DBE general contractors are encouraged to submit bids. The John Stewart Company reserves the right to reject any or all bids.

For a complete invitation to bid and instructions to bidders, for bid documents or more project information, contact Bernadette Tognietti at the John Stewart company via e-mail at btognietti@jso.net

California Sub-Bid Request Ads

McGuire and Hester

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

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for
City of Roseville - Industrial Avenue Bridge Replacement Project (REBID)
BRLS-5182(056) • Location: Roseville, CA
Bid Date: December 15, 2015 @ 3:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP; staking; construction area signs; temporary cash cushions; clearing & demolition; tree removal; bridge removal; cold plane AC; hydroseeding; AC dike; reinforcing steel; minor concrete; metal beam guard rail; decorative steel fence; tubular handrailing; striping/signs; electrical; drive & furnish steel piling; concrete barrier; and landscape & irrigation.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

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

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for
CA Department of Transportation (Caltrans) - Precast Reinforced Concrete Box Culvert & Fence
Project No. 03-1F2604 • Location: Sierraville, CA
Bid Date: December 16, 2015 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: traffic control; striping & signage; construction area signs; street sweeping; metal beam guardrail; clearing & tree removal; reinforcing steel; fencing; trucking; and AC grinding.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

McGuire and Hester

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

Sub Bids Requested From Qualified LBE Subcontractors & Suppliers for
City & County of San Francisco - Masonic Avenue Streetscape Improvements
Project No. 2370J • Location: San Francisco, CA
Bid Date: December 16, 2015 @ 2:30 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: trucking; unit pavers; painting; electrical; concrete; landscape; underground; and tree removal/tree relocation.

We will pay up to and including one and one-half percent (1-1/2) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

Spotting the signs of a B2B scam

Continued from page 7

scam, this time faxing fake invoices to nearly 150,000 small businesses seeking payment for online computer support and consulting. The modified order in that case imposes a judgment for the full amount of money taken from businesses.

The FTC works with a united front of state, federal, and international fraud fighters to curtail this kind of con. What can you do to help protect your company and your community?

Educate yourself about how these outfits work. Small Business Scams is a free publication that gives you the inside story about frauds perpetrated against smaller offices. For example, the Directory Listing Scam, the Supply Swindle, and the URL Hustle all involve bogus "pay now" invoices for unordered products or services. In a variation on those schemes, con artists call an office and ask the person who answers the phone to "confirm" an "existing" order. Of course, there is no order, but now the scammers have an unsuspecting employee on tape saying "yes."

Take five minutes to educate your staff. Fraudsters tend to target busy offices that don't have central purchasing systems or full-time receptionists – so think big. Alert your employees at a staff meeting. (Play this video to explain how scammers operate.) Include a warning in an email or newsletter to volunteers. Post a caution in your break room. Put a note near the phone where your central number rings. Even if your office isn't big enough for a formal procurement process, assign one staffer as the go-to person for periodic purchases like directory listings or office supplies. Calls asking to "confirm an existing order" should go to them, too. In addition to foiling fraudsters, it just might help keep your expenses in check.

Offer a word of warning to potential targets. Step #1: Order free copies of Small Business Scams from the FTC's bulk order site. Step #2:

- Distribute them at your next industry event.
- Leave a copy in the office at your place of worship or community center.
- Bring one along next time you have a doctor's or dentist's appointment.
- Visiting a relative at a nursing home or retirement community? Give a copy to a staff member.
- Spread the word on your website, through your social networks, and through industry and community newsletters and listservs.

Suspicious about a possible small business scam? Report it to the FTC. If you're getting pressured to pony up for an unauthorized purchase, don't pay, but do let us know about it by filing a complaint with the FTC.

Source: <https://www.sba.gov/blogs/spotting-signs-b2b-scam>



IMPORTANT NOTICE TO DBE
If you are a Disadvantaged Business Enterprise (DBE)
who is serious about participating
in state and federal DOT construction projects,
you need to be listed in the SBE Database®.
Visit www.sbeinc.com or call 1-800-800-8534 to join.
A service of the Small Business Exchange®

California Sub-Bid Request Ads

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990
 Contact: Jean Sicard • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 132, 580 Tracy
Repair pavement, hot mix asphalt resurfacing and install ITS elements
Caltrans #10-0Q17U4

BID DATE: December 10, 2015 @ 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, Erosion Control, Sweeping, Asbestos Compliance Plan, Treated Wood Waste, Bird Exclusion Devices, Adjust Utilities, Cold Plane AC, Prepare Concrete Bridge Deck Surface, Treat Bridge Deck, Clearing & Grubbing, Develop Water Supply, Dust Palliative, Shoulder Backing, Imported Borrow, Hydroseed, Compost, Lean Concrete Base, Asphalt-Rubber Binder, Asphaltic Emulsion (Fog Coat), Precoated Screenings, Prepaving Inertial Profiler, Prime Coat, Rumble Strip, Data Core, AC Dike, Tack Coat, Jointed Plane Concrete Pavement, Dill and Bond (Tie Bar), Individual Slab Replacement (RSC), Crack and Seat, CIDH Concrete Pile, Structural Concrete, Joint Seal, Sign Structure, Minor Concrete, Delineator, Guard Railing Delineator, Object Marker, Midwest Guardrail System, Vegetation Control, Concrete Barrier Transition, Transition Railing, Buried Post End Anchor, Striping & Marking, Fiber Optic System, Intelligent Transportation System 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.

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: December 15, 2015 @ 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.

Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the **Small Business Exchange.**

With a monthly readership of 75,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.

Call 1-800-800-8534
 or visit us at www.sbeinc.com



Small Business Exchange

The Sub-Bid Request Specialist

It's takes a sharp pencil and qualified, competitive sub-contractors, vendors, and suppliers to win the bid and achieve the diversity goals.

Look no further. We have them all in our database

Need construction contractors and suppliers familiar with public contracting, bondable, certified by cities, states and federal entities, and willing to work in one or many locations?

We have that, too.

Want to reach them by industry-specific codes (NAIC/SIC/UNSPSC)?

We can do that, too

The next time you're bidding project where time and accuracy are of the essence, call us.

We'll make it happen.

We are on the move to make your business better.



Call 1-800-800-8534

California Sub-Bid Request Ads



Taber Construction Inc.

2278 Pike Court Concord CA 94520
Phone (925) 682-6133 • Fax (925) 682-6122

Project: Seismic Retrofit of PWTP Control Building and Clear well Recoat
Location: San Jose CA
Owner: Santa Clara Valley Water District (Contract C0609)
Bid Date: December 16, 2015 @ 2:00 PM VIA Facsimile Only

Taber Construction Inc. is requesting proposals from qualified subcontractors and suppliers for the above mentioned project.

The project includes at least the following divisions of work:

Demolition, earthwork, concrete, reinforcing steel, structural steel, metal deck, rough carpentry, insulation, metal wall panels, sheet metal, standing seam metal roofing, joint sealants, metal doors, door hardware, drywall, tile, painting, toilet compartments, louvers, lockers, plumbing, HVAC, electrical, pipeline work, structural aluminum, gratings, stairs, railings, protective coatings, geodesic aluminum roof, reservoir testing, cathodic protection.

In general the project includes renovation and seismic retrofit of the existing control building; the reservoir will receive a new shell ring, aluminum geodesic roof, column foundations, coatings and cathodic protection. Subcontractors proposing on the geodesic dome, steel reservoir modifications, and steel reservoir coatings must have attended the jobsite visit on November 30, 2015.

All questions must be submitted in writing, by fax or email. Hard copy sets of plans and specs can be viewed in our office by appointment; contact Bret for assistance. It is imperative that all prospective bidders carefully review and account for all safety, quality, and testing provisions; no additional compensation will be made for failure to include the aforementioned requirements in your proposal. All subcontractors will be required to execute a standard Taber Construction Inc subcontract agreement without modifications; a copy of the standard agreement will be furnished upon written request. Taber Construction Inc is an equal opportunity employer. We encourage participation from DBE, WBE, SBE, LBE, DVBE, MBE, and all other subcontractors and suppliers. Taber Construction Inc. is signatory to the Carpenters and Laborer's Collective Bargaining Agreements. All Subcontractors shall be required to provide 100% performance and payment bonds from a surety acceptable to Taber; Taber will reimburse subcontractor up to 1.5% for the bond premium. Listing of a subcontractor by Taber shall not be deemed acceptance of all subcontractor's proposal terms and conditions. Please contact our office for assistance with bonding, lines of credit, equipment, materials, and insurance. Taber will make every effort to break-out work into smaller more economically feasible packages.

Taber Construction Inc.

2278 Pike Court Concord CA 94520
Phone (925) 682-6133 • Fax (925) 682-6122

Project: 2016-1360 Richmond Yard Reactivation P2095
Location: Richmond CA
Owner: AC Transit
Bid Date: January 7, 2016 @ 2:00 PM VIA Facsimile Only

Taber Construction Inc. is requesting proposals from qualified subcontractors and suppliers for the above mentioned project.

The project includes at least the following divisions of work:

Temporary facilities, traffic control, surveying, potholing, demolition, abatement, sealers, reinforcing steel, cast in place concrete, underlayment, cleaning, rough carpentry, casework, FRP, waterproofing, insulation, TPO roofing, sheet metal, fire stopping, joint sealants, expansion control, doors, frames, door hardware, glazing, mirror, windows, non-structural framing, drywall, tile, acoustical panels, vapor control, flooring, wall coverings, painting, refinishing, specialty items, mesh partitions, bird control, toilet accessories, vehicle service equipment, shop equipment, parking control, vacuum, appliances, blinds, countertops, prefabricated structures, elevators, vehicle lifts, fire sprinklers, plumbing, HVAC, electrical, fire alarm, communications, security systems, site concrete, pavement markings, fuel dispensing, water, sewer, storm drainage, breathable air system, spray booths, fabricated equipment.

In general the project includes renovation and seismic retrofit of the existing control building; the reservoir will receive a new shell ring, aluminum geodesic roof, column foundations, coatings and cathodic protection. Subcontractors proposing on the geodesic dome, steel reservoir modifications, and steel reservoir coatings must have attended the jobsite visit on November 30, 2015.

Project plans and specifications can be reviewed at:
<https://www.dropbox.com/sh/k23f5d5dvrhm3x/AAC6w6QJexQ2RyigvdM72F5ra?dl=0>

Subcontractors shall review the link periodically as well as the project owner's website to check for clarification and addendum information. Taber may not issue notification of such document posting; subcontractor is responsible for ensuring that its proposal includes all clarification and addendum; including all documents issued by the project owner.

All questions must be submitted in writing, by fax or email. Hard copy sets of plans and specs can be viewed in our office by appointment; contact Bret for assistance. It is imperative that all prospective bidders carefully review and account for all safety, quality, and testing provisions; no additional compensation will be made for failure to include the aforementioned requirements in your proposal. All subcontractors will be required to execute a standard Taber Construction Inc subcontract agreement without modifications; a copy of the standard agreement will be furnished upon written request. Taber Construction Inc is an equal opportunity employer. We encourage participation from DBE, WBE, SBE, LBE, DVBE, MBE, and all other subcontractors and suppliers. Taber Construction Inc. is signatory to the Carpenters and Laborer's Collective Bargaining Agreements. All Subcontractors shall be required to provide 100% performance and payment bonds from a surety acceptable to Taber; Taber will reimburse subcontractor up to 1.5% for the bond premium. Listing of a subcontractor by Taber shall not be deemed acceptance of all subcontractor's proposal terms and conditions. Please contact our office for assistance with bonding, lines of credit, equipment, materials, and insurance. Taber will make every effort to break-out work into smaller more economically feasible packages.

Taking the Stress Out



Continued from page 5

Take your time

If you're anxious to get your business idea off the ground, you might feel like you need to complete a business plan overnight. Working quickly can be helpful, but rushing through a business plan can leave your enterprise hurting later on.

Don't try to complete your business plan in one sitting. Instead, spread your workload out over several days or even a week or two. Researching the competition in your target market might take a few hours to consider. Meanwhile, you might get carried away fiddling with the numbers for your financial projections, and figuring out the right combination for success in that section alone could take a few days.

By plotting out a schedule for completing the sections of your business plan, you can pace yourself to think clearly about your business goals.

Use Samples and Templates

Starting a business plan from scratch can be daunting. By using a business plan template tailored to your type of business, you can start planning with an idea of what a typical business plan looks like, how long it might be, and what type of language to use.

If math isn't your strong suit, you'll find financial templates to be particularly helpful. These spreadsheets already include the formulas you need to make estimates about your business costs and potential for growth.

But even if you use templates, don't get caught up in what your business plan "should" look like. There's no perfect business plan, and you shouldn't expect the first draft of your plan to reflect your dream exactly.

Get Help Along the Way

You might write your business plan on your own, but you shouldn't keep it to yourself. Share your early drafts with friends and family members who are invested in your small business success. These trusted people will ask you tough questions that will strengthen your plan -- and they may recall elements you've forgotten to include.

If you feel stuck on one portion of your business plan --or simply want a fresh set of eyes -- call on a SCORE mentor. These seasoned professionals have seen countless business plans and can guide you toward completing a plan you're proud of.

Source: www.sba.gov

Seattle, WA Sub-Bid Request Ad

SKANSKA

NOTICE OF INTENT TO ISSUE BID INVITATIONS UNIVERSITY OF WASHINGTON – LIFE SCIENCES BUILDING BID PACKAGES:

BP8100A – Exterior Glazing Systems
BP8100B – Exterior Point Supported Glazing Systems
BP13070 – Greenhouse
BP15030 – Fire Protection

Skanska intends to issue an invitation to bid the above listed bid packages on **December 9, 2015**. Sealed bids will be received by Skanska U.S.A. Building, Inc. for construction subcontracts to the GC/CM contract between Skanska U.S.A. Building, Inc. and the University of Washington for the above listed Scopes of Work. Deliver sealed bids to Skanska USA Building, Inc. 221 Yale Avenue North, Suite 400, Seattle WA 98109, Attention: Kirk Brewer.

BID PACKAGES DUE DATES

BP8100A - Exterior Glazing Systems – **Bid Due at 1:00pm on January 11th, 2016.**

BP8100B – Exterior Point Supported Glazing Systems – **Bid Due at 1:00pm on January 11th, 2016.**

BP13070 – Greenhouse – **Bid Due at 1:00pm on January 11th, 2016.**

BP15030 – Fire Protection – **Bid Due at 1:00pm on January 11th, 2016.**

Bids will then be publicly opened and read aloud five minutes after the bid due time. Bids received after the dates and hours above stated **WILL NOT** receive consideration.

PRE-BID CONFERENCES

Non-mandatory, though highly encouraged pre-bid conferences will be held at the following location and times:

Location: Skanska USA Building Inc. (Main Office) - 221 Yale Avenue North, Suite 400, Seattle WA 98109

BP8100A - Exterior Glazing Systems – **1:00pm on December 14th.**

BP8100B – Exterior Point Supported Glazing – **2:00pm on December 14th.**

BP13070 – Greenhouse – **3:00pm on December 14th.**

BP15030 – Fire Protection – **4:00pm on December 14th.**

Contract Documents for this work may be obtained Online at Submittal Exchange (www2.submittalexchange.com) and Builder's Exchange (www.bxwa.com) **available Wednesday, 12/9/2015;** under Posted Projects/General Contractor Project areas/Washington/Skanska/Projects Bidding. Bidders are highly recommended to register when viewing the plans to ensure all addenda are received.

Questions that develop during the bid period must be submitted in writing on the Bidder Questions Form, included in the bid package in section 00060, and emailed to Skanska USA Building, Inc. to kirk.brewer@skanska.com. All questions and answers will be published via addenda during the bid period. Questions must be received no later than 5:00 PM on December 31, 2015. **DO NOT** present questions directly to the Architect/Engineer.

A bid guarantee of 5% of the total bid amount is required at the time of bid. Bid deposits may be submitted in the form of a Bid Bond, postal money order, or a cashier's check made payable to Skanska U.S.A. Building, Inc.

MWBE PARTICIPATION: The University of Washington and Skanska are committed to the participation in its contracts by women and minority business enterprises certified by the Office of Minority and Women's Business Enterprises (OMWBE). Please see the contract documents for the voluntary participation goals. No minimum level of MWBE participation shall be required as a condition of being responsive.

Skanska USA Building, Inc. reserves the right to reject any or all bids and to waive any non-material informalities or irregularities in the bids received. A bidder may withdraw its proposal by submitting a written request before the bid opening time. Skanska will return the proposal unopened after contract award.

Value of Seattle construction projects plummets, and it's because of Boeing

By Marc Stiles

A new report shows that the number of non-residential construction projects in the Puget Sound region dropped dramatically in October, but that does not mean the market is tanking. It is, however, showing signs of a general slowdown.

Dodge Data & Analytics, a New Jersey-based company that tracks the North American construction industry, on Wednesday reported that the value of construction starts in the tri-county metro area fell a staggering 81 percent from \$1.25 billion in October 2014 to \$236.5 million last month.

But don't start panicking just yet.

Boeing's massive 777X wing plant in Everett skews the data for office, hotel, warehouses, schools and other non-residential starts. Construction on that \$1 billion project began in October 2014, and there was no similar-sized project this year to replace it.

Back out the Boeing (NYSE: BA) plant from the numbers, and the value of non-residential construction starts is off by just 6.3 percent. This, combined with a year-to-date decline of 20 percent, indicate a general slowdown, though Seattle construction companies say they're staying busy.

"We are seeing a strong market," Lease Crutcher Lewis spokeswoman Carey Smith said. "We are busy working on, and starting, and going after non-residential projects."

Jim Karambelas, president and CEO of GLY Construction, said that so far his company isn't seeing a downturn in starts. There is still "a large number of opportunities coming in the door and clients who appear to be bullish on starting projects."

But, he said, GLY is "becoming more leery" of speculative office development projects that are planning to start construction after the middle of next year.

The residential construction market continues to surge. Year-to-date through the end of October the value of these construction projects climbed to \$4.6 billion, up 28 percent.

The value of construction starts for single-family and multi-family projects, meanwhile, increased 42 percent from October 2014 to October 2015, when the value of construction starts hit \$665.7 million.

Together the year-to-date value of residential and non-residential projects in the Seattle region is up 3 percent to \$7.7 billion, according to Dodge.

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

California Sub-Bid Request Ads

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621
Phone (510) 777-5000 • Fax (510) 777-5099

DBE/SBE Subcontractor/Supplier Bids Requested For:

Recycled Water Reliability Upgrade Project

Electrical Improvements Project

District Project No. 14PP501

Bid Date: January 5th, 2016 until 2:00PM

Fax all quotes to 510-777-5099

Requesting certified DBE/SBE Subcontractor and Supplier Quotes on: **Rebar, Excavation, Concrete Work, Asphalt, Underground Electrical Duct bank**

Contract documents are available on the owner's website at <http://wewd.govoffice3.com/>. Contract documents are also available for viewing by appointment only at Shimmick Construction's Office: 8201 Edgewater Drive, Suite 202, Oakland, CA 94621.

Subcontractors and Suppliers interested in this project may contact Greg Adams by phone at (510) 777-5040.

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.

AECOM

515 S. Flower St., 4th Floor
Los Angeles, CA 90071

Email: laofficemanagement@aecom.com

AECOM is seeking qualified **Community Business Enterprise (CBE)** subconsultants for the following project:

County of Los Angeles Department of Public Works

Request for Proposals

As-Needed Environmental Assessment, Remediation, and Compliance Services

(RFP #AED7739998)

Location: Los Angeles County, CA

Seeking: Requested services include performing Phase I and II Environmental Site Assessments and environmental remediation activities; performing waste characterization, air monitoring, and waste disposal activities; preparing environmental compliance reports, risk assessments, and health and safety plans; performing underground storage tank (UST) removals, UST and above-ground storage tank upgrades, and tank maintenance and testing; performing environmental permit processing; performing hazardous building material property condition surveys and hazards building materials abatement activities; performing hydrogeologic investigations, geophysical surveys, and agronomic and biological studies; designing, permitting, and installing dewatering systems; and/or providing consultation and project management services. Services are often performed as a component of larger County projects, and often involve performing professional practices such as Geology and Civil Engineering.

Assistance is available in obtaining any necessary bonding; lines of credit or insurance; and information related to the requirements for the work.

By December 20, 2015, please submit a brief statement of qualifications, including 1 or 2 resumes, by email (preferred) to SBE@SBEINC.com, or fax to Small Business Exchange at (415) 778-6255.

C. Overaa & Co General Building Contractor

200 Parr Blvd., Richmond, CA 94801
510 234-0926, Fax: 510 237-2435

www.overaa.com

We request bids from all qualified subcontractors and suppliers including

DBE/SBE's for the following Project:

AC Transit D3 Richmond Yard Reactivation P2095

Bid Date: January 7, 2016 until 2:00 PM – Contact:

Bryan Dissman, bryand@overaa.com

Scope of work includes The Alameda-Contra Costa Transit District (AC Transit) plans to reconstruct an existing Bus Maintenance Facility (circa 1984) by making structural and cosmetic improvements to the bus offices and maintenance bays with associated equipment/in-ground lifts, fueling systems, concrete bus storage area, and interior upgrades to offices/support areas, and ADA improvements to the locker rooms and bathrooms

Trades include, but are not limited to surveying, demolition, abatement & hazardous material disposal, earthwork, site utilities, striping, gate operators & key access system, site concrete, structural concrete, reinforcing, fiber reinforced polymer coatings, self leveling concrete underlayment, mortar & grouting, building cleaning, structural steel & metal fabrications, rough carpentry, casework, stainless steel countertops, FRP panels, waterproofing, traffic coatings, insulation, TPO roofing, firestopping, joint sealants, doors/frames/hardware, pass windows, glazing, metal stud & drywall, tile, fabric wall coverings, acoustical ceilings, VCT & carpet flooring, floor sealer, painting, fire sprinkler, plumbing, HVAC, sheet metal flashing, electrical, expansion control, access doors, markerboards & cork boards, signage, toilet partitions & accessories, wire mesh partitions, fire extinguishers, bird netting, vehicle service equipment, breathable air systems, fuel dispensing / fuel monitoring system, shop equipment, parking control equipment, vacuum equipment, residential appliances, miscellaneous equipment, window coverings, prefabricated shelters & guard booth, modernization of hydraulic elevators, vehicle lifts, spray painting booths, and fabricated equipment.

This project has a **10%** small business enterprise (SBE) utilization goal has been established for this procurement and an **5%** Disadvantaged Business Enterprises (DBE) goal.

We very much look forward to your success and responsive quote. Please feel free to contact our estimating department for further assistance including any bid questions, optimum scope/ size to fit your company, bond advice and/or help, insurance, or help with supplies and procurement.

This project requires the use of Buy American provisions.

Bids shall be good for 90 days

Engineer's estimate: \$10-12M

Deadline for RFI's is December 10, 2015 by 4:00PM.

Please send questions to: bryand@overaa.com

Project duration is 275 calendar days

Prevailing Wage (Davis-Bacon)

Plans and specifications will be available for viewing in our plan room at 200 Parr Blvd., Richmond, CA; Contract Documents will be made available on AC TRANSIT's website at www.actransit.org and can be downloaded at no cost and/or at www.isqft.com, login is required. Please call for additional information about project and/or project documents.

We encourage bids from all Subcontractors/Suppliers including MBE/WBE/DBE/DVBE bidders. We are an equal opportunity employer. We offer to assist you with bonding, credit, and insurance. We are signatory to both Carpenters and Laborers. Subcontractors will be required to sign the Overaa Standard Subcontract Agreement, which includes the right for Overaa to require subcontractors to furnish a faithful performance and labor bond, in a form and from a surety acceptable to Overaa, in the amount of 100% of the Subcontract price. Subcontractors will be required to comply with all subcontract insurance requirements, which includes providing a waiver of subrogation endorsement to their worker compensation insurance. The Overaa Standard Subcontract Agreement is available for viewing at our website: www.overaa.com.

Advertise with the Small Business Exchange

Utilize SBE's TARGET DISTRIBUTION to reach the DBEs, SBEs, DVBEs, MBEs, and OBEs that match the trades and goods you need.

www.sbeinc.com

SUB-BID REQUEST AD

SYBLON REID

P.O. BOX 100 • Folsom, CA 95763
 Phone: (916) 351-0457 • Fax: (916) 351-1674
 Contact: Karen Reichenberger

Sub-Bids Requested From MBE, WBE, OBE, LBE Subcontractors & Suppliers for:

CITY & COUNTY OF SAN FRANCISCO
PUBLIC UTILITIES COMMISSION INFRASTRUCTURE DIVISION
Cherry Dam Outlet Works Rehabilitation
Contract No. HH-983
Bid Date: 12/17/2015 @ 2:00PM

Trades Solicited: CN004 REINFORCING STEEL CONTRACTORS (C-50), CN034 ELECTRICAL CONTRACTING(C10), CN036 PAINTING/WATERPROOFING CONTRACTOR (C-33), CN038 CONCRETE/RELATED SERVICES (D6), CN044 DRILLING SERVICES(D9) (D30), CN049 DOORS, GATES AND ACTIVATING DEVICES, CN050 CCOONNTR-TRAUCCTOTIRO N(D C28L)EAN-UP (D-63), CN052 METAL PRODUCTS CONTRACTOR (D24), CN005 TRUCKING AND HAULING, EQ001 PLASTICS & PLASTIC PRODUCTS, EQ069 UTILITY PRODUCTS (WATER METERS ETC), EQ083 INSTRUMENTATION EQUIPMENT & SUPPLIES, EQ129 PIPES, VALVES AND FITTING SUPPLIES, GS138 CONCRETE DELIVERY AND/OR PUMPING.

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

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

Guy Kawasaki's Top 6 Tips for Growing Your Business

1. Practice, practice, practice.

As entrepreneurs, we need to give presentations regularly. Never speak without practice. Referring to Apple's former chief evangelist, Guy spoke of how Steve Jobs used to spend hours and hours perfecting his presentations, "People thought he just went up there and winged it, and that's absolutely not true."

If you want to be as successful as Steve Jobs, practice hard.

2. Youth can be a strength.

Your age doesn't have to matter. You can beat competitors who have far more experience. Consider the game of designing softwares for millennials. There, a 25-year-old making software for millennials is more likely to succeed than is a 60-year-old.

Kawasaki recommended this way of thinking: "I wanted to use a product like this, and there was nothing like it, so I decided to create it."

3. Tell your product's 'story.'

Storytelling helps customers understand what makes your product stand out: How did you discover there's a need in the market? Why did you create this product?

Your product story, Kawasaki said, could be, "I'm a millennial and I want to use this product. I know other millennials want to use it too."

Related: Could Your Posts Pass Guy Kawasaki's Social Media Test?

4. Position yourself against the market leader.

When you're going up against a market leader such as Google, you have to acknowledge that it exists. You should also explain why you're different. Imagine if Toyota said, "We are introducing Lexus. It's the best high-end industry car." People would say, "Have you heard of BMW and Mercedes? Are you telling me there're no other high-end luxury cars now?"

That's why Lexus uses the following positioning, Kawasaki said: "We are as good as Mercedes and BMW, but half the price."

5. Find your why.

The "why" of your startup is what gets you motivated. Kawasaki, whose purpose is empowering people, said that his own "why" is simple: "I have four children. I've got a lot of tuition to pay."

Find your "why," so you'll be fired up to reach the sky.

6. Great endorsements start with a great product.

Besides the personal courage to approach an influencer to endorse your product, the entrepreneur obviously needs a great product. Kawasaki's books, for example, are endorsed by successful leaders such as Richard Branson and Arianna Huffington. But it takes time to create great products that attract these testimonials.

Don't overestimate the power of an influencer recommending your product. Product reviews from average customers matter, too. People are not waiting for the Wall Street Journal to bless the new iPhone, Kawasaki said. They look at online reviews and decide if they will buy the product.

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



FIND
 Subcontractors, Vendors,
 and Suppliers



REACH
 Diverse Audiences of Various
 Ethnicity, Race, & Gender



ADVERTISE
 Sub-Bid Request Ad
 Public Legal Notices
 Job Listings

SBE Newspaper boasts a weekly readership of **75,000**
 SBE Delivers competent, competitive, and certified
 subcontractors, vendors, and suppliers

Contact us at 800-800-8534 or sbe@sbeinc.com