

# SBE TODAY

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## Hotel Building Boom Continues in Southern California



Depicted in this rendering, the Pendry Hotel is due to open next week in downtown San Diego. It is one of eight hotels that were under construction last year in the county.

### By Lori Weisberg

Hotel developers remain bullish on Southern California, with more than 13,000 rooms under construction during 2016, plus 66,000 more in the planning pipeline.

The 12 percent growth in last year's construction activity over 2015 is documented in a new year-end report compiled by Orange County-based Atlas Hospitality Group.

Los Angeles easily rivals all other counties with 7,239 rooms currently being built, including a 900-room InterContinental nearing completion in downtown L.A. The 73-story high-rise, the largest hotel in the state to begin construction last year, is due to open in the spring.

An InterContinental is also being built in downtown San Diego. At 400 rooms, it is the largest of the eight hotels that were under construction last year in the county. Those properties accounted for 1,444 rooms, a 32 percent jump in volume over the 1,091 rooms built in 2015.

As evidence of the keen interest in hotel development, there are 679 hotels, with nearly 103,000 rooms statewide, in various stages of planning -- a 39 percent room count increase over 2015.

Credit a six-year, post-recession run-up in room revenues and escalating hotel values, plus a relatively strong economy, for giving lenders and developers the confidence to forge ahead with ambitious projects following a years-long dearth of new supply.

"The reason why did we not see development in 2009, 2010, 2011 is because everything was selling way below replacement cost," said Alan Reay, president of Atlas Hospitality.

"Some would argue that the new rooms today are making up for the supply we should have had over the last several years. It's like the housing market, people build more and more and pretty soon you have an imbalance. Are we at that imbalance stage today? No, because we're just making up for the amount of rooms that should have been added between 2010 and 2013."

In all, six hotels with 1,017 rooms opened in San Diego last year, the largest a dual-branded, 400-unit, Marriott SpringHill Suites-Residence Inn located on the downtown waterfront. It represented a sharp increase over the 711 rooms that made their debut in 2015.

Orange County, though, boasts the largest 2016 opening in the state -- the Great Wolf Lodge Southern California, a \$250 million indoor water park and 603-suite hotel in Garden Grove. That alone was responsible for a whopping 198 percent increase in last year's hotel openings, based on the number of rooms.

Given the thousands of hotel rooms planned for Southern California, there is some anxiety about the region heading toward over-saturation, although it's highly unlikely all those projects will get built.

Still, it's not surprising that development is moving forward at a rapid clip, given the continued growth in hotel revenues (4 percent for San Diego

last year and 11 percent for Los Angeles) and high year-round occupancy rates.

"Everything that's opened recently in San Diego and that's under construction will be absorbed in two to three years, meaning that occupancy won't drop much at all," believes San Diego hotelier Robert Rauch, whose company is getting ready to open a Fairfield Inn in San Marcos and is hoping to develop another hotel in Inglewood, just a half-mile away from the planned Rams-Chargers stadium.

"Adding 1,000 rooms a year, that's a small percentage of the 60,000 rooms we have now. I'm not worried now about over building, but the question is how many in the pipeline will actually be built. If all those get built, then I'm worried."

In San Diego County, there are an estimated 72 hotels with nearly 15,000 rooms currently in various stages of planning, according to Atlas Hospitality.

Among those projects is the \$300 million Fifth Avenue Landing, a bayfront development that calls for an 830-room, 40-story hotel. Developer Robert Green, who also developed the soon-to-open 317-room Pendry hotel in the Gaslamp Quarter, says he isn't concerned by the growing competition.

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Publisher of  
Small Business Exchange  
weekly newspaper

# California Sub-Bid Request Ads

**Brosamer & Wall, Inc.**



**BROSAMER & WALL, INC.**

**1777 Oakland Blvd, Suite 300 • Walnut Creek, California 94596  
PH: 925-932-7900 • FAX: 925-279-2269**

An Equal Opportunity Employer  
is requesting quotations from all qualified  
DBE & SBE's

sub-contractors and/or material suppliers for the following project:

**Caltrans 06-342534**

**Construct Four lanes on New Alignment; Conc. Pavement, Bridges & HMA Local Roads**

**06-Fre-180-R74.1/R78.6**

**About 8.4M East of Fresno From 0.7M West of Smith Ave To 0.7M East of Frankwood Ave**

**Located in Fresno County, CA**

**Owner: Caltrans**

**Bid Date: February 16th @ 02:00 PM**

**BROSAMER & WALL INC IS SEEKING SBE/DBE/DVBE PARTICIPATION FROM SUB-CONTRACTORS, SUPPLIERS, AND CONSULTANTS FOR THE FOLLOWING ITEMS OF WORK, BUT NOT LIMITED TO: PROGRESS SCHEDULE, TRAFFIC CONTROL, PCMS, CONSTRUCTION AREA SIGNS, PREPARE SWPPP, PERMANENT AND TEMPORARY EROSION CONTROL, GENERAL REMOVALS AND DEMOLITION, BRIDGE REMOVAL, LEAD COMPLIANCE PLAN, K-RAIL, STREET SWEEPING, COLD PLANE, CLEARING & GRUBBING, ROADWAY EXCAVATION, WATER DIVERSIONS, FURNISH AND PLACE IMPORT BORROW, CLASS II AGGREGATE BASE AND SUB BASE, HOT MIX ASPHALT, SUPPLY ASPHALT OIL, ASBESTOS COMPLIANCE PLAN, DUST PALLIATIVE, RUMBLE STRIP, STRUCTURE EXCAVATION, STRUCTURE BACKFILL, RCP STORM DRAIN, AC DIKE, TACK OIL, STRUCTURE CONCRETE, MINOR CONCRETE, PRECAST CONCRETE STRUCTURES, REBAR, ROADWAY SIGNS, ROCK SLOPE PROTECTION, FENCING, METAL BEAN GUARDRAIL, STRIPING & MARKING, ELECTRICAL, TRUCKING/HAULING, AGGREGATES, JOINTED PLAIN CONCRETE PAVEMENT, PRE-STRESSING CAST-IN-PLACE CONCRETE, JOINT SEAL, SURVEY MONUMENTS, CONCRETE BARRIER, READY MIX FURNISH AND INSTALL, MODULAR TRAILERS.**

Please contact Robert Rosas at 925-932-7900 to view plans and specifications or they can be downloaded at [http://www.dot.ca.gov/hq/esc/oe/project\\_ads\\_addenda/06/06-342534/](http://www.dot.ca.gov/hq/esc/oe/project_ads_addenda/06/06-342534/) at no charge.

Requirements: Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE Participation. Brosamer & Wall, Inc., is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage and worker's compensation for the entire length of the contract.

All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining insurance, bonding, equipment, materials and/or supplies please call (925) 932-7900. Quotes should be emailed to [estimating@brosamerwall.com](mailto:estimating@brosamerwall.com) attention Robert Rosas.

Plans and specifications can be viewed online (see above) or at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596. Brosamer & Wall, Inc., intends to work cooperatively with all qualified firms seeking work on this project. We are an equal opportunity employer and will work with any interested subcontractor to identify opportunities to break items into economically feasible packages. AN EQUAL OPPORTUNITY EMPLOYER.

## 6 Tips for Getting Government Contracts

By Bill Murphy Jr.

### 1. Really, truly know your business.

There are currently at least 31,000 federal contracting opportunities listed on the government's clearing-house website (more on that in a minute). But, in a way, 31,000 is worse than zero—at least if it's your role to comb through them all and figure out which ones you might actually want to compete for.

Well, the No. 1 bit of advice heard at the SBA training was to make sure you know your own company inside and out, and understand exactly what it is you have to offer. That can narrow scope of your search considerably.

"Own your own destiny," said Diane Marsden, manager of the small business office at Booz Allen Hamilton. "You have to get down to a level of granularity. You have to articulate what you do."

### 2. Be aware of your advantages before stepping into competition.

Small businesses can feel like they're at a disadvantage when competing against larger entities. Sure, you might be more nimble or customer-focused than a big organization with a matching bureaucracy, but playing with big boys can feel like a real fight.

In government contracting, however, that model can be turned on its head. For one thing, the government formally sets aside opportunities run by women, members of economically or socially disadvantaged groups, service-connected disabled veterans, and businesses located in certain underprivileged geographic areas. (Of course, there are a lot of restrictions; see each program for more details.)

Beyond that, the government tries to set aside about a quarter of its contracts for small businesses. That's a goal, not a reality—but it sets the tone.

### 3. Get comfy with all the paperwork.

If you want to do business directly with the U.S. Government, your company needs to be registered with the Central Contractor Registration database. CCR can also be a great tool for you, as well, because it lets you look at how many competitors in your industry are already doing business with the government. Maybe it will clue you in to what makes a business attractive to the feds, or even give you an idea about subcontractor opportunities.

### 4. And we mean all the paperwork.

For all the government contracts out there, landing them isn't easy. Another way to get federal is to work as a subcontractor for larger companies. These big contractors usually maintain their own databases of potential subcontractor partners, and you have to register with them separately from the government's site. Check out the big firms' websites of course, but also keep in mind Supplier Connection, a shared database that connects potential subcontractors to 16 major

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# California Sub-Bid Request Ads

Guy F. Atkinson  
Requests

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

**Orange County Public Works  
Edinger Avenue Bridge Replacement  
at Bolsa Chica Channel Project**

Including improvements on Countess Dr from 600' west of Countess Dr to 200' east  
of Countess Dr Bridge No. 55C-0400 / W.O. No. ER16008

**Bids Wednesday, February 15, 2017**

Description of Work, Services & Supply (but not limited to): AC Paving, Concrete Purchase, Demolition, Electrical, Fencing, Flatwork, Hazardous Waste Disposal, Joint Seal, Landscaping, MBGR, Pavement Striping, Painting, Pile Driving, Pipe, Precast Girders, Prestressing, QA/QC, Rebar, RipRap, Roadway Signs, Trestle Material (12x12 beams, pipe, crane mats), Trucking, Sewer Force Main Material, Welding, Wet Utilities. REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.

**PROJECT ESTIMATE is \$8,000,000 - \$10,000,000**

9% DBE Project Goal

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

**Guy F. Atkinson**

18201 Von Karman Ave, Suite 800, Irvine, CA 92612  
social.esteeming@atkn.com  
Phone: 949-382-7145 / Fax: 949-553-0252

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

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

Bid documents are available via OC Public Works BidSync site - <https://www.bidsync.com/bidsync-app-web/vendor/links/BidDetail.xhtml?bidid=2008773&roundId=null> and are available for viewing in our Irvine Office. Please call to make an appointment.

Please contact us with any questions or for help with your bid.

## 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.

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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?  
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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.

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**Proven Management, Inc.**

225 3rd Street, Oakland, CA 94607 Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified and San Francisco CMD-Certified LBE subcontractors, suppliers, and truckers for the following project:

**AUXILIARY WATER SUPPLY SYSTEM - PUMPING STATION NO. 2 (AWSS)  
IMPROVEMENTS (2016); SFPUC Contract WW-2687  
Bids: February 16, 2017 @ 2 PM  
SUBCONTRACTING GOAL - 20% LBE**

SELECTIVE DEMO; EARTHWORK; MICRO-PILES; CONCRETE PAVING; CIP CONCRETE; STRUCT STEEL FRAMING; STEEL DECKING; METAL FAB; ACCESS LADDER; DRYWALL & FRAMING; ARCHITECTURAL WOODWORK; MODIFIED BITUMINOUS ROOFING; SHEET METAL/FLASHING; DOORS & WINDOWS; DOOR HDWR; COATING OF METALLIC STRUCTURES; PAINTING; TILE; RESILIENT FLOORING; PLASTER; SIGNS; BLDG. SPECIALTIES; MECHANICAL; PLUMBING; FIRE PROTECTION; HVAC; SEWERAGE LIFT STATION; ELECTRICAL & INSTRUMENTATION, REBAR.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PPSI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PPSI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

We are an Equal Opportunity Employer



# California Sub-Bid Request Ads

Guy F. Atkinson  
Requests

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

## The City of Temecula

**Interstate 15 / State Route 79 South Ultimate Interchange Project**  
Construction on State Hwy in Riverside County, in Temecula on Rte 15 from 0.4 Miles South of  
Rte 79 to 0.6 Miles North of 15/79 Separation and on Rte 79 from 0.1 Miles West to  
0.1 Miles East of 15/79 Separation

**Bid Date Extended to Thursday, February 16, 2017**  
Please note Addenda 1-7. Some Bid Item quantities have changed.

**Description of Work, Services & Supply (but not limited to):** AC Dike, AC Paving, Aggregate Materials, Backfill, Chlorination, CIDH, Clearing, CML&C Pipe, Complete Gas Station Demolition, Concrete Paving Supply, Concrete Purchase, Construction Area Signs, Drilled Piling, Driven Piling, Electrical, Erosion Control, Fencing, Hydroseed, Landscaping, MBGR, Minor Concrete, Overhead Signs, Pavement Markings, QA/QC, Rebar, Road Barrier, Water Works Materials, Welding, Wet Utilities.

REFER TO PROJECT SPECS AND ADDENDA FOR REVISED BID ITEM LIST.

**ENGINEER'S ESTIMATE is \$25,600,000**  
**\$25,985,00 with Additive Bids(s)**

4.7% DBE Project Goal

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

**Guy F. Atkinson**

18201 Von Karman Ave, Suite 800, Irvine, CA 92612  
social.estimating@atkn.com  
Phone: 949-382-7145 / Fax: 949-553-0252

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

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

Project Plans, Specs, all Addenda, Info Handout and Q&A are available  
upon request through BOX (our file sharing site).

Please contact us with any questions or for help with your bid.

**Shimmick Construction Company, Inc.**  
8201 Edgewater Drive, Suite 202 • Oakland, CA 94621  
Phone (510) 777-5000 • Fax (510) 777-5099

Subcontractor/Supplier Bids Requested For:  
**Transbay Joint Powers Authority - Bus Storage Facility - Contract No. 17-05-BSF-000**  
**Bid Date: February 22, 2017 at 2:00PM**  
**Fax all quotes to 510-777-5099**

Requesting certified SBE Subcontractor and Supplier Quotes on:

**SUBCONTRACTORS:** Barrier Rail, Bridge Rail - Concrete, Contaminated Soil, Demolition, Dewatering, Earthwork, Fence, Flatwork, Grinding AC, Landscape, Masonry, Paving, CIDH Piles, Post Tensioning, Rebar, Roofing, Signs, Stripes/Markers, Survey, Traffic Control, Trucking, Utility Work **SUPPLIERS:** Aggregate, Bearing Pads, Falsework Material, Isolation Bearings, Lumber, MSE Panels, Concrete Pile, Ready Mix, Trench Shoring

Bidding documents and information on how to obtain plans and specifications is available by visiting the Transbay Joint Powers Authority (TJPA) website (<http://transbaycenter.org/tjpa/doing-business-with-the-tjpa/current-contractopportunities>). Subcontractors and Suppliers interested in this project may contact Ben Gordon by email at [bgordon@shimmick.com](mailto:bgordon@shimmick.com).

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.



**Graniterock**

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

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

**Rebid Rapid 523 Bus Stop Improvements**  
**Contract No. C17004**

**Owner:**

**Santa Clara Valley Transportation Authority**  
**Engineers' Estimate: \$2,250,000.**

**BID DATE: February 14, 2017 @ 1:30 PM**

Items of work include but are not limited to: CPM Schedule, Quality Control, Construction Area Signs, Traffic Control, SWPPP, Escape Plan, Potholing, Grinding, Asphalt & Concrete Demolition, Minor Concrete (Curbs, Gutters, Bus Stop), Sawcutting, Supply Trash Receptacles, Adjust Utilities, Electrical, Road Signs, Striping and Trucking.

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

We are an Equal Opportunity Employer

**CAHILL CONTRACTORS, LLC**  
Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com)  
(415) 677-0611

**CAHILL CONTRACTORS, LLC**  
requests bids from Certified SBE  
Subcontractors and Suppliers for the  
following DESIGN-BUILD TRADES:  
Fire Protection / Plumbing / HVAC  
**PARCEL Q - DESIGN-BUILD BID**  
**(SELECT TRADES)**

1491 Sunnysdale Avenue,  
San Francisco, CA 94134

This is a CMD project with construction work-force and prevailing wage requirements.

**BID DATE: 2/14/17 @ 2 PM**

**Voluntary Pre-bid Meeting:**

1/25/17 @ 10AM, Cahill's Office  
425 California St., Suite 2200  
San Francisco, CA 94104

**BID DOCUMENTS:** Please contact Colby for access to documents on BuildingConnected.

# California Sub-Bid Request Ads

## DESILVA GATES

C O N S T R U C T I O N

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

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:  
**CANDLESTICK POINT / HUNTERS POINT SHIPYARD PHASE II REDEVELOPMENT PROJECT SUB-PHASES CP-02,03,04 ALICE GRIFFITH COMMUNITY GARDEN**  
Small Business Enterprise goal assigned is 50%  
OWNER:  
LENNAR / CP DEVELOPMENT CO LP;  
HPS DEVELOPMENT CO LP  
1 Sansome Street, Suite 3200, San Francisco, CA 94104  
**BID DATE: FEBRUARY 16, 2017 @ 2:00 P.M.**

We hereby encourage responsible participation of local Small Business Enterprises/Local Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following work:

### ALICE GRIFFITH COMMUNITY GARDEN

Plans and specifications may be reviewed at the following locations:

- At the Construction Assistance Program (CAP) located at 690 Hudson Avenue, Trailer B, San Francisco, CA 94124 phone number (415) 549-7393.
- At our office located at 150 Executive Park Boulevard, Suite 3000, San Francisco, CA 94134 or reviewed and downloaded from the Dropbox site at [https://www.dropbox.com/sh/8nncfjnxrjpl/AACBiV\\_tbnGSSxAV5R06goa?dl=0](https://www.dropbox.com/sh/8nncfjnxrjpl/AACBiV_tbnGSSxAV5R06goa?dl=0)

Information is also available on the following websites:  
City and County of San Francisco <http://mission.sfgov.org/ocabidpublication/#close>

OCII <http://sfocii.org/rfps-rfq-bids>

The deadline for questions is February 6, 2017 at 5:00 PM. A non-mandatory pre-bid meeting will be held on January 24, 2017 at 2:00 PM located at 150 Executive Park Boulevard, Suite 3000, San Francisco, CA 94134.

Fax your bid to (925) 803-4263 or email it to [gday@desilvagates.com](mailto:gday@desilvagates.com) to the attention of Estimator Garry Day. If you have questions for the Estimator, call at (925) 361-1587.

If you need support services and assistance in obtaining bonding, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 361-1587. DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/LBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB and subject to the Project Labor Agreement (PLA). DGC is an equal opportunity employer.

## D'Arcy & Harty Construction, Inc

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

**City of Piedmont**  
**Sanitary sewer Rehabilitation**  
**Phase 5 Project**  
**Bids: March 7th, 2017 at 2:00 PM**

DBE sub-bids requested for:  
Traffic Control, Saw-cutting, Trucking  
Paving, Concrete sidewalk,  
CIPP and Manhole Rehabilitation

## DESILVA GATES

C O N S T R U C T I O N

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](http://www.desilvagates.com)  
An Equal Opportunity Employer

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

**CALTRANS ROUTE 50/80 - FOR CONSTRUCTION ON STATE HIGHWAY IN YOLO COUNTY IN WEST SACRAMENTO ON ROUTE 50 FROM 0.4 MILE WEST OF ROUTE 80/50 SEPARATION TO SACRAMENTO RIVER VIADUCT AND ON ROUTE 80 FROM YOLO CAUSEWAY EAST TO 0.3 MILE EAST OF ENTERPRISE BOULEVARD UNDERCROSSING - CONTRACT NO. 03-067104 - FEDERAL AID PROJECT ACNH-X113(034)E, DISADVANTAGED BUSINESS ENTERPRISE GOAL ASSIGNED IS 7%**

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

**BID DATE: FEBRUARY 14, 2017 @ 2:00 P.M.**

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

**Cold Plane, Construction Area Sign, Electrical, Joint Seal, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete Structure, PCC Grinding, Slab Replacement (RSC), Roadside Signs, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Vegetation Control, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Rubberized HMA (Open Grade) 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 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](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.

## 6 Tips for Getting Government Contracts

Continued from page 2

contractors. Included are AT&T, Bank of America, Facebook, IBM, John Deere, JP Morgan Chase & Co., Kelloggs, UPS, and others.

### 5. Check the government database.

In theory, every single government contract going out for bid is supposed to be listed on [www.fbo.gov](http://www.fbo.gov), known colloquially as "Fed Biz Opps." Again, besides bidding for contracts yourself, keep in mind that this might clue you in on contracts that larger entities might go after. That might mean opportunities to latch on as a subcontractor.

### 6. Build lasting human relationships.

Sure, government can seem impersonal, but relationships are very important. It's easy to lean too hard on cold calls and databases. So while filling out the forms is a prerequisite, get out of the office, network, and try to meet the decision makers both in the government and in the large contractors. And do it in person, if possible.

"Choose two or three agencies where you think you can do work," suggested Bill Polizos, director of the small business program at AT&T Government Solutions. "Go to the events they hold so you can learn as much as you can about opportunities. As you do that, you'll bump into us."

SOURCE: <http://www.inc.com>

## Hotel Building Boom

Continued from page 1

"I doubt most of those 15,000 rooms will get built or at least built in the near term," said Green, who is working on other hotel projects in Sonoma County and La Quinta. "What we count on are great locations. A lot of people plan hotels in inferior locations and those won't compete with downtown. Our level of confidence has to do with the quality of the real estate."

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



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

# California Sub-Bid Request Ads



## Kiewit

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

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Sunnyvale, Primary Treatment Facility Package 2 Project in Sunnyvale, CA.

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

Subcontractors and Suppliers  
for the following project:

**Primary Treatment Facility – Package 2 Project**  
**Project No. UY -16/01-20**

**Owner: City of Sunnyvale**

**Bid Date: February 22, 2017 @ 3:00 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:

Aggregates, Asphalt Paving, Concrete, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Minor Concrete, Mass Concrete, Cast in Place Concrete, Precast Concrete, Concrete Formwork, Concrete Accessories, Bird Deterrent, Auger Boring, Canopies, Conveying Systems, Demolition, Electrical, Equipment, Earthwork, Emergency Eye/Face Wash & Shower Equipment, Fencing & Gates, Finishes, Fire Protection Specialties, Fire Hydrants, FRP Fabrications & Tanks, Grouting, HVAC, Instrumentation & Controls, Joint Sealant, Lime Stabilization, Masonry, Metals, Metal Building, Monitoring Wells, Office Furniture, Overhead Doors & Windows, Painting & Coatings, Piling, Piping & Valves, Pumps, Piping Insulation, Shoring, Structural Steel, Steel & Roof Decking, Signage, Street Sweeping, SWPPP, Thermal & Moisture Protection, Trucking & Hauling, Water Truck.

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**  
**February 3, 2017 and**

**Quotes NO LATER THAN February 7, 2017 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 and Payment Bonds may be required for Subcontractors and Supply Bond for Suppliers on this project

**Clean Water State Revolving Fund (CWSRF)**  
**Provisions apply**  
**Davis-Bacon Act/State prevailing wages apply**



## Kiewit

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

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the Peninsula Corridor Joint Powers Board (JPB), 25TH Avenue Grade Separation Project in San Mateo, CA.

<http://www.pd.dgs.ca.gov> / [www.californiaucp.org](http://www.californiaucp.org) /  
<http://www.sba.gov> / <http://www.vta.org>

Subcontractors and Suppliers  
for the following project:

**25th Avenue Grade Separation Project**  
**Contract No. 17-J-C-048**

**Owner: Peninsula Corridor Joint Powers Board**

**Bid Date: February 21, 2017 @ 2:00 P.M.**

**Small Business Enterprise (SBE), Micro (SB), SBA Sbs and Santa Clara Valley Transit Authority Sbs**

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

Aggregates, Asphalt Paving, Alarm & Detection System, Bridge Abutments/Piers, Concrete, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Minor Concrete, Cast in Place Concrete, Precast Concrete/Girders/Bridges, Concrete Formwork, Concrete Accessories, Cellular Concrete, CCTV System, Communication Networking, Cable Railing, Clear & Grub, CIDH, Ceiling Suspension System, Ceramic Tile, Decorative Polymer Fabrications, Demolition, Dewatering, Electrical, Earthwork, Fencing & Gates, Finishes, Fire Protection Specialties, Fire Suppression System, Fiber Optics, HVAC, Instrumentation & Controls, Joint Sealant, Landscaping, Masonry, Metals, Metal Building, Membrane Waterproofing, OCS Pole Foundations, Roadway Lighting & Traffic Signals, Station Furnishings, Steel Doors & Frames, Sheet Metal, MSE Wall, Painting & Coatings, Pavement Markings, Piling, Rail & Cross-ties, Support of Excavation, Structural Steel, Steel & Roof Decking, Signage, Visual Message Signs, Street Sweeping, SWPPP, Thermal & Moisture Protection, Trucking & Hauling, Utility Relocation, Welding, Water Truck.

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 SBE, Micro (SB) and SBA certified 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**  
**February 17, 2017 and Quotes**

**NO LATER THAN February 20, 2017 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 and Payment Bonds may be required for Subcontractors and Supply Bond for Suppliers on this project.

**An Equal Opportunity Employer**  
**CA Lic. 433176**  
**DIR # 100001147**



## Kiewit

**Kiewit Infrastructure West Co.**  
10704 Shoemaker Ave. • Santa Fe Springs, CA 90670  
Tel: (562) 946-1816 • Fax: (562) 946-3823  
Contact: Tim Hearst, Lead Estimator  
Email: [tim.hearst@kiewit.com](mailto:tim.hearst@kiewit.com)

Kiewit is seeking sub-quotes from Disadvantaged Business Enterprises (DBE) firms and all other business enterprises to perform as Subcontractors and Material Vendors/Suppliers. DBE's must be certified by one of the following agencies prior to bid opening: California Department of Transportation (CALTRANS), Central Contra Costa Transit Authority (CCCTA), City of Los Angeles, City of Fresno, Los Angeles County Metropolitan Transportation Authority (METRO), San Francisco Bay Area Rapid Transit District (BART), San Francisco Municipal Transportation Agency (SFMTA), San Mateo County Transit District (SAMTRANS)/ Peninsula Corridor Joint Powers Board (JPB), Santa Clara Valley Transportation Authority (VTA), Yolo County Transportation District (YOLOBUS).

**Project Owner: The City of Los Angeles,**  
**Los Angeles World Airports (LAWA)**

**Project Name: Taxiway T Phase II Project**

**Project Location: Los Angeles International Airport (LAX)**

**Project Bid Date: February 14, 2017 at 2:00 p.m. PST\***

**Project Description:**

The Taxiway T Phase II Project scope includes but is not limited to, completing the remaining section of pavement and associated utility work on the Northern Taxiway to achieve continuous alignment of the new taxiway between Taxiway C to the south and Taxiway D to the north.

Kiewit is requesting quotes in the areas described, but not limited to the following: **Land surveying/site photography, quality control, dumpster/trash service, site security, cleaning, traffic control/MOT, aggregate, trucking/hauling, SWPPP, street sweeping, utilities cathodic protection, ductile iron pipe, plastic pipe, asphalt paving, rigid placement (cement concrete pavement), paving specialties, fences/gate/guardrails, traffic signs and signal, ready mix supply, concrete forms and accessories, concrete reinforcing installation, concrete drilling and sawcutting, metals, joint sealer, painting and coatings, and electrical work.**

All responsive subcontractors must possess a valid California Contractor's license, be registered with the Department of Industrial Relations (DIR), and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Bond premium will be reimbursed by Kiewit. Subcontractors performing any on-site work must be signatory to the appropriate union labor agreements that govern its work. Subcontractors, Consultants, Professional Service Firms, and Material Vendors/Suppliers must be able to accept all terms and conditions of the project under its resultant agreement.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For further information or questions regarding this project, to discuss your specialty or scope of work, the requirements of the contract, licensing, project scheduling, insurance or bonding, please contact the Lead Estimator listed below. Copies of all project documents are available for review at the address listed below or through SmartBidNet by contacting Kiewit.

\*NOTE: Bid due date is subject to change. Please contact our office to obtain most recent bid due date.

**Kiewit Infrastructure West Co.**  
**is an Equal Opportunity Employer.**  
**We encourage qualified women, minorities, veterans,**  
**individuals with disabilities, and other to apply.**



# Public Legal Notices



**EASTERN CONTRA COSTA TRANSIT AUTHORITY**

**INVITATION FOR BID #2017-001  
INSTALLATION OF 372 kW  
PHOTOVOLTAIC SYSTEM**

Sealed Bids will be received by Eastern Contra Costa Transit Authority (ECCTA) until 2:00 pm, local time, on March 13, 2017, at ECCTA's offices, 801 Wilbur Avenue, Antioch, California, 94509, for the Installation of Photovoltaic System.

Bids received after the time and location stated above will not be considered.

This project shall include the furnishing of all labor and materials as set forth in the Scope of Work section of the Invitation for Bid (IFB). A pre-bid conference and site tour will be conducted at 2:00 pm, local time, on February 15, 2017, in the ECCTA boardroom located at 801 Wilbur Avenue, Antioch, California. All prospective bidders and subcontractors are encouraged to attend. The purpose of the site tour is to acquaint the bidders with any and all conditions at the work sites.

Bids must be received on the enclosed ECCTA bid form with the required certification forms listed in the bid documents. Bids submitted on any other forms will be considered non responsive and will be rejected.

Following the closure of the bid submittal period, bids will be publicly opened and read for furnishing all labor, equipment, materials, testing, tools, training, and other services as required by the contract documents.

All bids must be furnished in accordance with the terms and conditions of the contract documents including the Information for Bidders, General Conditions, Special Conditions, Contract Specifications, and Bid Form. All holders of the bid documents will be notified of all addenda and will receive copies.

Bid documents may be examined at certain public and private plan rooms, or copies of the IFB documents

may be obtained from:

**Ann Hutcheson, Director of Administrative Services  
Eastern Contra Costa Transit Authority  
801 Wilbur Avenue, Antioch, CA 94509  
Telephone: (925) 754-6622  
Facsimile: (925) 757-2530  
ahutcheson@eccta.org**

In accordance with provisions of California Public Contract Code Section 3300, ECCTA has determined that the Contractor shall possess and maintain valid State of California C-10 license and all other licenses necessary at the time the bid is submitted. Failure to possess the specified license shall render the bid non-responsive.

This contract is subject to the receipt of financial assistance from local sales tax funds. The contract is subject to laws and regulations governing the use of such funds. Bidders will be required to certify that they have not been suspended or debarred from participation in state funded contracts. Full compliance with applicable Safety and Health Standards, Equal Employment Opportunity and Americans with Disabilities Act laws and regulations will be required of the successful bidder.

ECCTA will affirmatively ensure that, in regard to any contract entered into pursuant to this IFB; Disadvantaged Business Enterprises will be afforded full opportunity to submit bids in response to this request and will not be discriminated against on the basis of race, color, sex, or national origin.

Subject to Labor Code Section 1771.1, as amended by SB 854, this bid is subject to prevailing wage compliance monitoring and enforcement by the Department of Industrial Relations (DIR).

ECCTA will only accept bids from, and award this bid to, contractors (including listed subcontractors) that are currently registered with the DIR and qualified to perform public work pursuant to Labor Code Section 1725.5

Pursuant to Section 1770, et seq. of the California Labor Code, the successful bidder and all subcontractors shall pay not less than the prevailing rate of per diem wages as determined by the Director of the DIR. A copy of such prevailing rate of per diem wages is included in the bid

documents.

Each bid shall be accompanied by a bidder's security equal to at least 10% of the total amount bid including allowances. The bidder to whom the contract is awarded shall furnish a Performance Bond and a Labor and Materials Bond (Payment Bond), each in an amount not less than 100% of the contract price.

Bonds shall be on the forms provided by ECCTA and shall be executed as surety by a corporation or corporation authorized to issue surety bonds in the State of California, as an admitted surety insurer and acceptable to ECCTA

Pursuant to Public Contract Code Section 22300, for monies earned by the contractor and withheld by ECCTA to ensure the performance of the contract, the contractor may, at its option, choose to substitute securities meeting the requirements of Public Contract Code Section 22300.

Within ten (10) days from the Notice to Proceed or date specified in the Notice to Proceed, the contractor shall commence work on the Project. Project is to be completed within one hundred eighty (180) workdays from the date work is commenced.

The contractor shall pay to ECCTA the sum of two thousand dollars (\$2,000.00) for each and every workday's delay in finishing the work in excess of the workday completion time.

Bids will be examined and reported to the ECCTA Board of Directors at a meeting within sixty (60) days of the bid opening. ECCTA reserves the right to reject any and all bids, or to waive any irregularities or informalities in any bid or in the bidding procedure, or to postpone the bid opening or award for good cause. No bidder may withdraw its bid for a period of sixty (60) days after the date of opening of the bids. Each bidder will be notified of award of contract, if award is made.

ECCTA  
Office of the CEO  
February 1, 2017

Request for proposals

**Request for Construction Management Services  
for Watersheds Asset Rehabilitation Program**

**Who:** Santa Clara Valley Water District (District) is the water resource management agency meeting the watershed stewardship needs and providing wholesale water reliability to Santa Clara County's nearly 1.9 million residents.

**What:** The District is soliciting proposals from consulting firms to provide construction management services for the construction of four watershed asset rehabilitation projects:

- El Camino Storm Drain Erosion Repair Project
- Uvas Creek Erosion Repair Project
- Coyote Creek Erosion Repair Project (Upstream Hwy 237)
- Coyote Creek Erosion Repair Project (Downstream Hwy 237)

The successful firm will be responsible for all aspects of construction management for these projects, including construction administration, field inspections, coordination of change orders, dispute resolution and all other facets of construction management pertinent to watersheds projects.

You are invited to submit a proposal based on your qualifications in performing construction management services, for watersheds projects. Full Requests for Proposals can be viewed at <http://cas.valleywater.org>.

Please submit your proposals electronically to the District's Contract Administration System (CAS) by the date and time specified in the RFP Schedules. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "CM10 - Construction Management" and add contact information as necessary.

**Contact:** If you need assistance with creating a CAS account, please call (408) 265-2607, ext. 2992, or e-mail questions to [ContractAdministration@valleywater.org](mailto:ContractAdministration@valleywater.org). In addition to submitting proposals electronically through the District's web portal, five hard copies of the proposal must be received by the proposal due date and time specified in the RFP Schedules. Please refer to the RFPs for detailed hardcopy delivery instructions.

General questions regarding the Construction Management Services for Watersheds Asset Rehabilitation Program will be accepted by email to [Ted Ibarra](mailto:TedIbarra@valleywater.org), Associate Civil Engineer, at [tibarra@valleywater.org](mailto:tibarra@valleywater.org).

Questions must be submitted no later than the date specified in the RFP Schedules.

Law Office of Malachowski  
and Associates.  
Civil Litigation.

We Will Fight for You.  
Our civil litigation team  
has a track record  
of aggressive advocacy and  
successful business lawsuits.

[www.marklawsf.com](http://www.marklawsf.com)  
415/983-0717