

SBE News Alert

How your minority business can win up to \$500K in contracts



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By **Matthew Richardson**

Say your small business is Minority and Women's Business Enterprise-certified. What next? Start registering and bidding for contracts is your best bet, and there's plenty to choose from.

Matt Thursam, manager of supplier diversity at The Walt Disney Co., said the global theme park and entertainment company buys everything from broadcasting services to shoe repair.

"How do you think the shoe repair business is doing?" Thursam said. "Think of all those Mickey and Donald characters you see in the park. Think to the tune of a half-million to \$800,000 a year in shoe repair. There's some great opportunity out there."

Or, as Thursam points out, local minority businesses do not have to settle for low-paying contracts, but can land bigger, better-paying ones if they play their cards right.

Just ask Errick Young, manager for Orange County Government's business development

division. He will enthusiastically tell you how to take your business from gathering \$30,000 contracts to \$500,000.

"I don't know if anyone has talked about piggybacking or not, but if you are successful in winning a contract, especially when it comes to supply, like batteries, you have the right to take the contract to every public entity and say, 'Hey, I just won this contract with Orange County for the next three years. Are you interested in me handling your batteries for the next three years?' Every public entity has the right to say yes."

Young said it's all about building relationships in order to grow.

"The sky's the limit if you're willing to grow your business along the way. You're being evaluated all the time. And remember, people like doing business with people they know," Young said.

Richardson is a general assignment reporter for online and print.

Source: 2014 American City Business Journals

SMALL BUSINESS EXCHANGE

SBE OUTREACH SERVICES

With half a 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 Solicitations

Targeted mailings sent to businesses per your criteria.

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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.

Call Toll FREE for more information: 800-800-8534

BIDDING OPPORTUNITIES

RGW Construction Inc. is seeking all qualified SBE/DBE/LBE for the following project:
State Highway in Contra Costa County in and Near Martinez From Arthur Road Undercrossing to 0.5 Mile North of Mococo Overhead

Contract No. 04-3A8704 Federal Aid Project ACHNPI-680(071)E

Engineer Estimate: \$ 13,900,000 - 250 Working Days

Goal: DBE 7%

Bids: February 19th @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Electrical Material, Construction Area Signs, Traffic Control, Cold Plane, Demo/Bridge Removal, Clear & Grub, Roadway Excavation, Structure Excavation/backfill, Hydroseeding, Erosion Control, Aggregate Base, Asphalt Paving, AC Dike, Grinding, Pile Driving, CIDH Piles, Structural Concrete, Joint Seal, Rebar, Steel Structure, Signs Roadside, Clean and Paint Steel, Fencing, Object Marker, MBGR, Concrete Barrier, Thermoplastic & Painted Stripe & Marking, Pavement Marking, Signal and Lighting, Message Signs, Lighting & Sign Illumination, SWPPP, Water Truck, Sweeper, Hazardous Substance Removal, Trucker, Painting Structures.

Scope of Work: Retrofit bridge, replace bridge and construct emergency access lane.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact Tim Ross 925-606-2400 tim.ross@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

An Equal Opportunity Employer

REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS

FOR THE FOLLOWING PROJECT:

Firestone Blvd. Bridge over San Gabriel River

City of Norwalk, Contract # 7147

Bid Date: February 18, 2014 @ 11 a.m.

This is a highway project with the typical items of work associated, but not limited to: Aggregate, Rip Rap Material, Bridge Deck Overlay, CIDH Pile, Clear and Grubbing, Concrete Barrier, Concrete Crack Sealing, Construction Area Signs, Consult - Enviro Compliance, Core and Saw, Demo Bridge, Demo Minor, Earthwork and Base, Imported Borrow, Electrical H'Way, Fence & MBGR, Minor Flat Concrete, Joint Seals, K-Rail, Landscape, Erosion Control, Metal Bridge Rail, Minor Concrete Structure, Pavement Grinding, Paving PCC, Plane A C, Paving ASPH Concrete, A C Dike and Misc, Pile Drive, Pipe - Coor Steel, Precast Concrete Pipe, Prestress Concrete, Ready Mix Concrete, Rebar, Rock Slope Protect, Sign Structures, Signs Roadside, Stripe and Mark, Structure Excavate Bridge, Structure Excavate Site, Traffic Control, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available by contacting the City of Norwalk at (562) 929-5700, or by email at Rhillman@ci.norwalk.ca.us or by contacting Kimberlee Marlan at C.C. Myers, Inc. at (916) 635-9370 or by email at kmarlan@ccmyersinc.com.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



C.C. Myers, Inc.

3286 Fitzgerald Rd. • Rancho Cordova, CA 95742

916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.

AN EQUAL OPPORTUNITY EMPLOYER.

TAFT ELECTRIC COMPANY,
 1694 EASTMAN AVENUE, VENTURA, CA 93003
 Contact: Tim Herrera

Phone: (805) 642-0121 • Fax: (805) 650-9015

Invites sub-bids from qualified union DBE businesses for the following project:

HSIPL-54505 (079)

Bid No. ENG-13-14-C4011

Project No. C4011

Location: Golden Valley Rd/Robert C Lee,

Via Princessa/Vista Del Canon,

Bouquet Canyon Rd/Central Park

APPROXIMATE PROJECT VALUE: \$650,000.

BID DATE/TIME: 3/05/14 @ 11:00am

SEEKING: Water Pollution Control and Implement Best Mgmt Practices, Traffic Control, Remove and Replace Concrete (curb, gutter, sidewalk and Spandrel), Signing and Striping, Truncated Domes, Landscaping, Pavement and Modify Traffic Signal

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disabled Veteran Business Enterprise subcontractors and suppliers for project participation.

Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

We Are An Equal Opportunity Employer

TAFT ELECTRIC COMPANY,
 1694 EASTMAN AVENUE, VENTURA, CA 93003
 Contact: Tim Herrera

Phone: (805) 642-0121 • Fax: (805) 650-9015

Invites sub-bids from qualified union DBE businesses for the following project:

Contract # 07-292504

Construction on State Highway in

Ventura County in Thousand Oaks at

Lynn Road Overcrossing

LOCATION: State Highway in Ventura County

in Thousand Oaks at Lynn Rd. Overcrossing

APPROXIMATE PROJECT VALUE: \$310,000

BID DATE/TIME: 2/20/14 @ 2:00pm

SEEKING: Lead Compliance, Construction Signage, Traffic Control System, Water Pollution Control Program, Drainage Inlet Protection, Concrete washout, Roadway Excavation, Class 3 Aggregate Base CY, Lean Concrete Base, Detectable warning Surface, Minor Concrete (Curb, Curb Ramp, and Gutter), Interconnection Conduit and Cable (LS), Modify Signal and Lighting and Landscape.

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Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

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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

BIDDING OPPORTUNITIES



**Contract #TG18.1 – Bus Ramps Package,
Transbay Terminal,
In the City of San Francisco, CA
Bids 3/6/2014**

Services needed: This is a cable stayed bridge project with associated work including underground and earthwork similar to a heavy highway project with the typical items of work associated. Myers and Sons Construction is requesting quotes from all qualified subcontractors, trucking firms, consultants, engineers and suppliers including certified LBE/DBE/SBE/DVBE firms for any part of the following types of work, including but not limited to: Lead Plan, Construction Area Signs, Traffic Control, Striping and Markers, Message Boards, K-Rail, Crash Cushions, SWPP, Erosion Control, Street Sweeping, Fencing, Demo., MBGR, AC, Signs, Earthwork, underground, Bridge Joints, Rebar, Structural Steel, Concrete, Pre-Cast Concrete, Post-Tensioning, Running Cables, Cable Walkways, CIDH Pile, Pile, Foundations, Concrete Barriers, Minor Concrete, Curb and Gutter, Electrical, Forming Systems, Security, Office Trailers, Guardrail, MSE Wall, Expansion Joints, Traffic Signals, Plumbing Work, Hydrant Installation, Guard Booth, Traceable Cable Net Vehicle Anti-ram Barrier, Traffic Sign, Delineator, Gates, Other Bridge Road Surface Components, Utility Relocation shown in U-series drawings, AWSS Utility Relocation at Harrison St., Utility Relocation, Class 1 and 2 Contaminated Soil and Debris Material Off Haul and Disposal, Federal RCRA Contaminated Soil and Debris Material Off-Haul and Disposal, Demolition/Removal of Concrete Foundations.

Requirements: 100% Performance and payment bonds may be required for the full amount of the subcontract price. Subcontractors must possess a valid contractor's license, current insurance and worker's compensation coverage meeting Myers and Sons Construction's requirements. Subcontractors will be required to sign the standard Myers and Sons Construction Subcontract Agreement. Quotations must be valid for the one hundred and twenty (120) days after the specified Contract Award Date by the Owner. Plans and Specifications are available for viewing at our Sacramento office. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies or visit our website at our website www.myers-sons.com for more information. Myers and Sons Construction intends to work cooperatively with all qualified firms seeking work on this project. Myers and Sons Construction is signatory to the Laborers, Carpenters, Cement Masons and Operating Engineers. Myers and Sons Construction is an equal opportunity employer.

Myers and Sons Construction, LP
4600 Northgate Blvd., Suite 100
Sacramento, CA 95834
Phone: 916-283-9950 • Fax: 916-614-9520
Contact: Clinton Myers
Email: cwmyers@myers-sons.com
**Myers and Sons Construction
is an equal opportunity employer.**



SKANSKA

Sub-Bids Requested From Qualified MBE, WBE, SBE Subcontractors & Suppliers

**East Contra Costa BART Extension Project
Trackwork, Systems and Facility Finishes
eBART Contract No.: 04SF-130**

SB Goal: 22%

Availability Percentages MBE 23% - WBE 12%

Technical Qualification and Price bid due to BART: March 18, 2014 – 2:00 PM

Subcontractors scope due on or before March 17, 2014 – 1:00PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified SB/MBE/WBE companies for this project. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Plans and Specifications are available for view at our main office in Riverside or at plan centers, builders exchanges or from BART directly: 510-464-6100. (<http://www.bart.gov/ocr>)

Quotes requested for contractors, suppliers and service providers include, but are not limited to: Scheduling, security services, quality control testing, surveying, traffic control, demolition, concrete forming, accessories, reinforcing steel, concrete supply, pumping, placing and finishing, precast concrete, Structural steel, metal decking, metal framing, handrail, trench covers, decorative metal and railings, Architectural casework, Thermal and moisture protection, waterproofing, insulation, metal wall/soffit panels and trim, membrane roofing, roof hatches, fireproofing, joint protection, expansion joint cover assemblies, Metal doors/frames, access doors/panels, overhead coiling doors, overhead coiling grilles, aluminum storefronts, door hardware, glazing, louvers, Gypsum board, acoustical ceilings, resinous epoxy flooring, painting, graffiti coating, epoxy wall coating, signage, toilet accessories, safety specialties, lockers, train wash, work stands, washer, air compressor, sand trailer, painting booths, bicycle racks/lockers, elevators, gangway, car hoist, bridge cranes, bogie turntable, Pipe insulation, underground ductwork, systems work and integration, Fire suppression, Plumbing, HVAC, LEED commissioning, TAB, Electrical, Communications, Access control, CCTV, Earthwork, clear and grub, dewatering, excavation shoring, Aggregate, asphalt paving, concrete paving, pavement marking, tactile warning tile, detectable warning tile, traffic barriers, chain link fence/gates, Utilities, directional drilling, fueling facility, trunked radio system, Trackwork, signaling, signal houses, automatic train protection, carborne signaling, signage, fare collection system.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 2%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509
Ph: (951) 684-5360, Fax: (951) 788-2449
Email: michael.randall@skanska.com

Sub Bids Requested From Qualified DBE and UDBE Subcontractors & Suppliers for

**City of Pleasant Hill - Golf Club Road Bridge Replacement
Location: Pleasant Hill, CA • Project No. 11-14
Bid Date: February 27, 2014 @ 2:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: trucking; survey; construction area signs; traffic control; striping/markers; SWPPP; bridge demolition; clearing & grubbing; landscape & irrigation; bridge guardrail; asphalt concrete; precast concrete piles; reinforcing steel; minor concrete; concrete barrier; and electrical.

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: Keith Ones

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PUBLIC LEGAL ADVERTISEMENTS

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**ADVERTISEMENT
FOR PREQUALIFICATION
(CAST IN PLACE CONCRETE & REINFORC-
ING STEEL SUBCONTRACTORS)**

Subject to conditions prescribed by the University of California, Los Angeles, responses to the University's prequalification documents for a lump sum contract are sought from prospective cast in place concrete & reinforcing steel subcontractor bidders (hereafter "subcontractors") for the following project:

**TEACHING AND LEARNING CENTER FOR
HEALTH SCIENCES
PROJECT NUMBER 944020.02
UNIVERSITY OF CALIFORNIA,
LOS ANGELES**

PREQUALIFICATION OF PROSPECTIVE BIDDERS: The University has determined that subcontractors who submit bids on this project must be prequalified.

Prequalified subcontractors will be required to have one of the following California contractor's licenses:

- A License (General Engineering)
OR
C-8 License (Concrete)
OR
B License (General Building)**

GENERAL DESCRIPTION OF WORK: The Project will construct a six to seven-story, approximately 120,000 gsf building. The building will be LEED® certified, targeting a Gold rating. The building will contain learning and support spaces including formal learning rooms, informal learning spaces, common areas, student amenities and administrative offices. Formal learning rooms shall include a 220 seat lecture hall, two 200-seat multipurpose rooms, case study rooms, teaching labs, problem based learning rooms and seminar rooms. The building shall also contain a public lobby and entrance, administrative and Deans' offices and student oriented spaces. The scope of the work shall also include relocation of and connections to campus utilities, provision of building systems, provision of life safety systems, provision of a communications vaults and conduits, roadway reconfigurations and landscape and hard scape improvements.

UNIVERSITY OF CALIFORNIA
SANTA CRUZ

ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, Santa Cruz sealed bids for a lump-sum contract are invited for the following work:

**TELECOMMUNICATIONS
INFRASTRUCTURE UPGRADES
PHASE A WESTSIDE COLLEGES AND
ARBORETUM ISP
Project Number: 9097F**

Description of Work: The work includes installation of new data cabling and communications de-

The total Project Construction Budget is \$74,000,000 to \$85,000,000.

Estimated Construction Cost for this Cast In Place Concrete & Reinforcing Steel bid package is \$12,000,000.00

PREQUALIFICATION SCHEDULE: On, January 31, 2014, prequalification documents will be available to intending subcontractors online at www.capitalprograms.ucla.edu and will be issued at no cost at:

Contracts Administration
University of California, Los Angeles
1060 Veteran Avenue, Suite 125
Box 951395
Los Angeles, California 90095-1395
310-825-7015

MANDATORY PRE-QUALIFICATION CONFERENCE: A Mandatory Pre-Qualification Conference will be conducted on February 7, 2014 beginning promptly at 10:00 a.m. Only subcontractors bidders who participate in the Conference in its entirety will be allowed to submit prequalification documents and, if prequalification is achieved, bid on the Project as cast in place concrete and reinforcing steel subcontractors. Participants must arrive at or before the above-specified time. Persons arriving later than said time will not be allowed to submit prequalification documents or submit bids as cast in place concrete and reinforcing steel subcontractors. Participants shall meet at Capital Programs Building, 1060 Veteran Avenue (follow signs to the meeting room), UCLA campus (refer to the online UCLA Campus Map at www.ucla.edu/map). For further information, contact University's Project Manager Ara Aroyan at (310) 206-0348.

NOTES:

1. *Attendee shall be a staff member of the general contractor bidder's firm who will be actively involved in responding to this Prequalification, and who is highly knowledgeable of the firm's potential response to the prequalification criteria.*
2. *Attendees are advised that parking may be difficult. Attendees must allow ample time to drive to the above location in heavy traffic, find a parking space, walk to the building, and arrive in the designated Meeting Room prior to the required time. It is currently anticipated that the Conference will last at least 2 hours.*

SUBMITTAL DEADLINE: Each Bidder's completed Prequalification Questionnaire and associated documents must be received at the above-listed University Contracts Administration office in a sealed

vices/equipment at (7306) Porter College Academic, (7377) Kresge College Academic, (7378) Kresge College Classroom Building, (7379) Kresge College Assembly Building, (7380) Kresge College Library Building, (7393) Kresge College Academic Building West Wing, (7807) Kresge College Annex A, (7808) Kresge College Annex B, (7433) Arboretum Office Building, (7434) Arboretum Horticulture 1 Building, (7734) Arboretum Horticulture 2 Building, (7474) Visual Arts Research Facility, (7766) College Eight Academic.

Bid Deadline: Sealed bids must be received on or before **Tuesday, March 18, 2014 at 3:00 PM.**

envelope no later than:

February 19, 2014 at 3:00 p.m.

NOTE: Only hard copy submittals will be accepted. Oral, telephonic, electronic mail (e-mail), facsimile, or telegraphic Prequalification Questionnaires are invalid and will not be accepted. Only University's Prequalification Questionnaire (and associated documents) will be accepted. University reserves the right (but is not obligated) to request, receive, and evaluate supplemental information after the above time and date at its sole determination.

Any person or entity not satisfied with the outcome of the prequalification must file a written notice challenging the outcome within 10 calendar days from the date of the University's written notice regarding prequalification determination as further detailed in the Prequalification Questionnaire. Any assertion that the outcome of the prequalification process was improper will not be a ground for a bid protest.

The dates, times, and location set for receiving and opening of bids will be set forth in an Advertisement for Bids.

The University reserves the right to reject any or all responses to Prequalification Questionnaires and to waive non-material irregularities in any response received.

All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Bidder may be required to show evidence of its equal employment opportunity policy. The successful Bidder and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Bidding Documents and to pay prevailing wage at the location of the work.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

(Visit our website at:
<http://www.capitalprograms.ucla.edu>)

Bids will be received only at:

Physical Planning and Construction,
UNIVERSITY OF CALIFORNIA, Santa Cruz
1156 High Street, Barn G, Contracts Trailer
Santa Cruz, CA 95064
831-459-2366 / 831-459-5540

Bidders must attend a mandatory Pre-Bid Conference and Job Walk on Monday, February 24, 2014 beginning promptly at 1:30 PM.

**PLEASE VISIT OUR WEBSITE AT:
<http://ppc.ucsc.edu> FOR THE TEXT OF THE
FULL ADVERTISEMENT AND INFORMATION
ON HOW TO OBTAIN BID DOCUMENTS.**