

Benefits of Engaging General Contractors in Design Phase



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www.constructconnect.com]

By: Kendall Jones,

The construction industry is rapidly changing. There's an increasing focus on sustainability, resiliency, and energy efficiency. Clients are expecting higher quality projects while also wanting shorter construction timelines on tighter budgets. Technological advancements are reshaping the way we design and construct the built environment. All of these are leading to increasingly more complex construction projects.

A Changing Environment

As building projects increase in complexity, there is a growing need for stronger collaboration between architects and general contractors. The traditional design-bid-build delivery method is too siloed to keep pace with construction's current evolution. To meet the needs and wants of clients, there's been an uptick in the use of alternative delivery methods such as Design-Build, Construction Manager at Risk, Integrated Project Delivery, and Design-Assist.

These project delivery methods focus on bringing architects and general contractors together earlier so they can work together earlier in the design phase and carry on that collaboration all the way through project completion.

Architects expect contractors to transform their vision for a project into reality. This means following the plans and specifications exactly as they are drawn and written. Seems simple enough, but it doesn't always work out that way in the real world.

Eliminate Us Vs. Them Mentality

Sometimes what the architect puts on paper or the products they specify either aren't feasible, aren't available, or the contractor thinks that going in another direction would be a better solution. By engaging general contractors earlier in the design phase, architects can leverage their experience and expertise which can lead to better design. Contractors can advise on everything from value engineering and cost estimating to determining the best construction method and the selection of building materials.

The general contractor's role isn't to dictate how a building should look but instead aid in enhancing the constructability of the architect's design. By leaning on a general contractor's knowledge base and experience in the field, architects can apply that real-world experience in developing project documents that can be realized on the jobsite.

Time to Work Together

True collaboration between architects and general contractors can greatly reduce the amount of request for information (RFIs), change orders, and costly rework. Identifying and resolving issues prior to the start of construction will go a long way

in mitigating schedule delays and cost overruns.

Disagreements will happen but they should lead to discussions and collaborative problem solving rather than discord and finger pointing when issues arise. Getting architects and general contractors together early on allows both parties to start building a relationship together and establishing a rapport.

Establishing good lines of communications are vital to a project's success. If architects and general contractors can get to a level of mutual understanding and respect in the early stages, they'll start to rely on each other's insights and recommendations. This means working together as a team rather than separate companies working toward the same goal but with conflicting ideas on how to get there.

Architects and contractors are often thrust together against their will with the only thing in common being their client. Every relationship starts with an introduction, so schedule some time to get together to discuss the project and establish some common ground. When working through the project be sure to rely on each other's strengths and expertise. As work progresses, trust will be built between the architect and contractor which will strengthen the relationship.

SOURCE: <https://www.constructconnect.com/blog/benefits-of-engaging-general-contractors-in-design-phase>



California Sub-Bid Request Ads



Is requesting quotes from certified and qualified DBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Survey, Traffic Control, Dewatering, Earthwork & Site Prep, Paving, Fencing, Landscape Planting & Irrigation, Rebar, Concrete Pumping, Pre-Engineered Building, Waterproofing, Concrete Protective Liner, Painting, Disinfection, Cathodic Protection, Electrical, Controls & Info System, Trucking

SUPPLIERS

Aggregates, Misc. Metals, CIP Concrete, Doors, Windows, Hardware, Cathodic Protection, Packaged Engine Generator System, Precast Manholes, Precast Vaults

City of Newman

Hexavalent Chromium (Cr6) Compliance Water System Project

Located in Newman, Stanislaus County, California

REVISED BID DATE March 23, 2020 at 4:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Eric Bodyfelt

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available for viewing at our office by appointment, by Sukut FTP, or from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Sukut Construction for assistance in responding to this solicitation.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, LLC
An Equal Opportunity Employer

REQUEST FOR CERTIFIED DBE SUBCONTRACTORS, SUPPLIERS & TRUCKERS FOR:

Hwy 101 Place CISS Conc Pile, PCPS Conc Slab &
Replace Structural Conc Bridge
California Department of Transportation
Contract No. 04-4G8204, EE: \$11,500,000
San Rafael, Marin County
Bid Date: March 3, 2020 @ 2:00 PM
DBE Goal: 12%

Work types requested, but are not limited to, the following: Bar Reinforcing Steel, Bridge Removal, Clean & Thermal Spray Coat Steel Piling, Clearing & Grubbing, Cold Plane AC Pavement, Concrete Barrier, Construction Area Signs, Construction Materials, Drive 24" CISS Concrete Pile, Drive 36" CISS Concrete Pile, Electrical, Erect Precast Concrete, Erosion Control, Furnish 24" CISS Concrete Piling, Furnish 36" CISS Concrete Piling, Furnish Precast Concrete, Joint Seal (MR 1/2"), Landscaping, Lead Compliance Plan, Midwest Guardrail System, Portable Changeable Message Sign, Prepare SWPPP, Railing, Roadway Excavation, Sign Work, Street Sweeping, Striping Work, Structural Concrete, Temporary Erosion Control, Traffic Control System, and Trucking

Plans and Specifications are available for review at our office, or can be downloaded from <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/specs-ntb.php?c=04-4G8204>

Call Serina Sirna for information on the project, submitting a quote, assistance in obtaining bonds, line of credit, insurance, scheduling accommodations, equipment, supplies, materials and related assistance or services.

Gordon N. Ball, Inc.

Attn: Serina Sirna
333 Camille Ave., Alamo, CA 94507
Phone: (925) 838-5675 • Fax: (925) 838-0814
estimating@ballconco.com
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Balfour Beatty

Project Description: Sterling Natural Resource Center (SNRC)

Project Location: 25376 5th Street, San Bernardino, CA 92410

Owner: East Valley Water District

Bid Date: Thursday March 19, 2020

SUBCONTRACTOR BIDS ARE SOUGHT FOR THE FOLLOWING TRADE(S)

Balfour Beatty Infrastructure, Inc. is the Design Builder on this project. We are soliciting proposals for Bid Packages #06 Millwork and Cabinets; 08A Aluminum Storefront & Glazing; 08B Overhead Coiling Door; 09A Metal Framing, Drywall, Doors & Hardware, Fiber Cement Board, Insulation; 09B Tile; 09D Acoustical Ceilings and Wall Panels; 10A Specialties; at this time. This is a \$150M progressive design-build project funded by the California State Revolving Fund (CASRF) and as such Balfour Beatty is seeking interested Disadvantaged Business Enterprises (DBE) as defined by the CASRF Guidelines (including MBE, SBE, SBRA, LSAF & HUB). Prospective bidders must be certified by SBA, CDOT, or USEPA at the time of bid opening make good faith efforts to hire San Bernardino/ Highland Area residents This project is also to include implementation of American Iron and Steel (AIS) provisions of P.L. 113-76, Consolidated Appropriations Act, 2014. Balfour Beatty is a Union Contractor and Subcontractors must abide by the terms and conditions of the applicable contract documents. Proposals must be valid for ninety (90) days from the time of submission.

PLANS & SPECIFICATIONS: Project Bid Documents may be viewed at BBII's office by appointment. For your convenience, you may also view and download plans by following this link maintained by BBII: <https://secure.smartinsight.co/#/PublicBidProject/411236>

Subcontractors and Suppliers are responsible for reading and acknowledging all Specifications and Addenda.

BONDING & INSURANCE: Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract, by an admitted surety subject to approval by BBII. Bonding cost assistance is available. Subcontractors should expect to sign the standard BBII subcontract agreement and provide a waiver of subrogation. Please contact BBII at 707-427-8900 for bonding and other types of assistance.

QUESTIONS: For questions regarding the bid, please contact Carla Becker at 909-751-4025
Email: cbecker@balfourbeattyus.com, or in writing to: PO Box 1786, San Bernardino, CA 92402

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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

DESILVA GATES CONSTRUCTION

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

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

CALTRANS RTE 50 - STATE HIGHWAY IN EL DORADO COUNTY IN AND NEAR PLACERVILLE FROM MOSQUITO ROAD UNDERCROSSING TO SCHNELL SCHOOL ROAD UNDERCROSSING AND FROM 0.2 MILE WEST OF STILL MEADOW ROAD TO 0.2 MILE EAST OF CARSON ROAD

Contract No. 03-4E62U4
 Federal Aid Project No. ACNH-P050(152)E
 Disadvantaged Business Enterprise Goal
 Assigned is 16%

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

REVISED BID DATE: MARCH 4th, 2020 @ 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:

AC DIKE, BIOLOGISTS CONSULTANT, BRIDGE DECK RESURFACING, BRIDGE, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, FENCING, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, STRIPING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, ASPHALT BINDER.

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

Fax your bid to (925) 803-4263 to the attention of Estimator Jim Yackley. 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/Affirmative Action Employer.

DESILVA GATES CONSTRUCTION

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

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

CALTRANS ROUTE 162 CONSTRUCTION ON STATE HIGHWAY IN GLENN COUNTY NEAR WILLOWS FROM 2.3 MILES EAST OF NYE CREEK BRIDGE TO 0.2 MILE WEST OF ROUTE 162/5 SEPARATION

Contract No. 03-1G6704,
 Federal Aid Project No. ACST-5162(041)E
 Disadvantaged Business Enterprise Goal
 Assigned is 12%

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

BID DATE: FEBRUARY 26, 2020 @ 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:

AC DIKE, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, METAL BEAM GUARDRAIL, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRUCKING, WATER TRUCKS, STREET SWEEPING, RUBBERIZED HMA (GAP GRADE) MATERIAL, ASPHALT BINDER.

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

Fax your bid to (925) 803-4263 to the attention of Estimator Jim Yackley. 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/Affirmative Action Employer.



Gallagher & Burk, Inc.
 344 High Street • Oakland, CA 94601
 Phone: (510) 261-0466 • FAX (510) 261-0478
 Estimator: QUINN HANCE
 Website: www.gallagherandburk.com

Gallagher & Burk, Inc. (GBI) is preparing a bid as a Prime Contractor for the project listed below:

**2019 DALY CITY STREET RESURFACING AND SLURRY SEAL
 Federal Project No. STPL-5196(042)
 Disadvantaged Business Enterprise Goal
 Assigned is 9%**

**OWNER: CITY OF DALY CITY
 333 90th Street, Daly City, CA 94015**

BID DATE: FEBRUARY 25, 2020 @ 10:00 A.M.

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

ADJUST IRON, COLD PLANE, CRACK SEALING, ELECTRICAL, EROSION CONTROL, LIME TREATMENT, MINOR CONCRETE, SLURRY SEAL, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) 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%25gallagherburk.com:f7pa55wd@pub.gallagherburk.com (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site.

Fax your bid to (510) 261-0478 to the attention of Estimator Quinn Hance. If you have questions for the Estimator, call at (510) 261-0466. 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 (510) 261-0466, 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). GBI 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. GBI is an Equal Opportunity/Affirmative Action Employer.





California Sub-Bid Request Ads



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 Santa Cruz, Newell Creek Dam Inlet/Outlet Replacement Project in the San Lorenzo Valley, CA.

<http://www.mnda.org> / <http://www.epa.gov> /
<http://www.sba.gov> / www.californiaucp.org

Subcontractors and Suppliers
for the following project:

Newell Creek Dam Inlet/Outlet Replacement

Project CWO: 19-013

Owner: City of Santa Cruz

Bid Date: March 5, 2020 @ 1:00 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 • Anchoring • Concrete Pumping • Concrete Supply • Concrete Reinforcement • Cast-in-Place Concrete • Concrete Forms & Accessories • Concrete, Precast • Carpentry • Clear & Grub • Drilling & Blasting Geotechnical Monitoring • Grouting • Demolition • Dewatering • Diving • Electrical • Erosion Control Equipment • Hydroseeding • Instrumentation & Controls • Masonry • Metals • Openings • Paintings & Coatings CISS Piling • Piping & Valves • QA/QC • Roofing • Riprap • Shoring • Sheet Metal • Shoring • Shotcrete Structural Steel • Specialties • Street Sweeping • Surveying • SWPPP • Temp Utilities • Thermal & Moisture Protection • Trucking & Hauling • Tree Removal • Water Truck

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

**Subcontractor and Supplier Scopes are due
February 28, 2020 and Quotes**

NO LATER THAN March 4, 2020 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 permanent material Suppliers on this project.

CA Drinking Water State Revolving Fund (DWSRF) applies

Water Infrastructure Finance and Innovation Act (WIFIA) applies

American Iron and Steel requirements apply
Davis-Bacon Wages apply

CA Lic. 433176

DIR #: 1000001147

An Equal Opportunity Employer



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 San Mateo, Underground Flow Equalization System (UFES) Package Project in San Mateo, CA.

<http://www.mnda.org> / <http://www.epa.gov> /
<http://www.sba.gov> / www.californiaucp.org

Subcontractors and Suppliers
for the following project:

Underground Flow Equalization System Package

Project Project No.: 465003-46514-0553-46320

Owner: City of San Mateo

Bid Date: March 5, 2020 @ 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:

Aggregates • Asphalt Paving • Concrete Pumping • Concrete Supply Concrete Reinforcement • Minor Concrete Cast-in-Place Concrete • Concrete Forms & Accessories • Concrete, Precast • Grouting • Deep Soil Mixing Demolition • Dewatering • Drywall • Electrical • Erosion Control • WTP Equipment • Fencing & Gates • Fire Detection & Alarms • Flooring • FRP Tanks • Geotextiles • HVAC • Horizontal Drilling • Instrumentation & Controls • Joint Sealant • Landscaping • Masonry • Metals • Openings • Metal Decking • Micropiles • Paintings & Coatings • Pavement Markings • Piling • Piping & Valves • Roofing • Signage • Sheet Metal • Shoring Structural Steel • Specialties • Street Sweeping • SWPPP • Thermal & Moisture Protection • Tiebacks • Trucking & Hauling • Tree Removal • Water Truck

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

**Subcontractor and Supplier Scopes are due
February 28, 2020 and Quotes**

NO LATER THAN March 4, 2020 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.

Water Infrastructure Finance and Innovation Act (WIFIA) applies

American Iron and Steel requirements apply
Davis-Bacon Wages apply

CA Lic. 433176

DIR #: 1000001147

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Project Name: Brooklyn Basin Parcel A - Phase 1

Project Location: Oakland, CA

Owner: MidPen Housing

Architect: HKIT Architects

Pre-Bid Conference: Thursday, 3/5/2020 @ 10am
CSU East Bay, 1000 Broadway, First Floor -
Computer Room, Oakland

Labor Requirements: Davis Bacon Act / Prevailing
Wage / Project Labor Agreement

Project Schedule: June 2020 - March 2022

Bid Due Date: March 20, 2020 @ 2:00pm

Nibbi Brothers has been selected as the General Contractor for the Brooklyn Basin Parcel A Phase 1 Housing project in Oakland. We are in receipt of the Bid Set of documents and are currently requesting bid proposals from qualified subcontractors for DIV 01-48. Due to Oakland Housing Authority and City of Oakland funding for the project, all work will be subject to Federal Davis Bacon and local prevailing wage requirements as well as HUD Section 3 labor hiring requirements. In addition, this project is required to comply with the City of Oakland Local and Small Local Business Enterprise Program, Local Employment Program, and Oakland Apprenticeship Workforce Development Partnership System. If additional labor requirements are applicable, MidPen will share them with Nibbi Brothers. Compliance with such laws will be monitored by the Owner and/or the City. Appropriate wage determinations will be issued at the time of subcontractor selection. Construction of new 6-story building (4-story Type III-A over 2-story Type I-A) to accommodate 130 units of affordable family apartments. The building includes structured parking, office, community space, laundry rooms, and other support spaces. Also includes construction of landscape, bike parking and other site improvements.

For any questions on accessing this bidding software, please contact Kristin Medwick, Senior Precon & Estimating Coordinator via email, kristinm@nibbi.com. For specific questions regarding this project, please contact Anastasia Scorsone, Preconstruction Project Manager, anastasias@nibbi.com.



Tesla, Inc.

Seeks bids from qualified
Ethnic Minority-Owned Businesses
(i.e. certified SBE, DBE, UDBE, WBE, etc.) for
East Bay Municipal Utility District (EBMUD)

Type of Work soliciting for:

Electrical

PV Installation & General Earthwork
(grading, trenching,
dust and runoff control, etc.)

Contact

Gordon Bloom at gbloom@tesla.com



Business Toolkit

3 Ways to Get Your Customers to Fall in Love with Your Business

By Rieva Lesonsky,

Here are three ways to get customers to fall in love with your business.

Be social

On social media, you'll find plenty of evidence of how much consumers love to brag about a new business they've fallen in love with. Post after post shows people boasting about a new service or product discovery and their hype gets other consumers interested. In fact, studies prove how much social media influences purchasing decisions for most consumers. The key is figuring out the best ways to use social media to promote your business. Number one is be on the platforms your customers are on. If you want customers to be social about your business, you need to be social yourself. List your social media in all your marketing materials, boost engagement by asking questions, posting coupons or a funny video. Use social media analytics to see what type of posts are getting shared and adjust your marketing efforts accordingly. And don't forget about ratings and review sites, where customers can leave re-

views of your business. Ask customers to review your business and check back often to see what people are saying—and respond (politely) to both positive and negative comments.

Be part of the community

How you contribute to your community matters to your customers—just ask them. In a 2019 survey on best-loved brands from Morning Consult, a global research company, consumers ranked brands by several factors, one being how the brand has positively impacted their community. Be advised, the word community means different things to different people and also varies depending on your industry. The owner of a pet store certainly considers their local town as their community, but it could also mean pet lovers all over the world.

Brainstorm ideas with employees or other business owners on how to be active in the community. Think small (sponsor a local charity event) or big (get on the board of a national organization)—the more ways you give back the more your customers will show you their love.

Be a good listener

How many times have you wished your significant other really listened and understood what you are trying to tell them? Unlike in a personal relationship, where one person will work to be heard, customers who don't believe you are listening will just move on to your competitor. Listening means taking a step back from the hard sell and really hearing what the customer wants from your business. Most likely customers are looking for solutions to their problems, whether that's what gift to buy an important client, how to fix a broken appliance or even how to find a new hobby. Customers fall in love with a business they can trust to be there for them when needed; a business that offers the products or services to make their problems go away. Forge a solid relationship built on trust and dependability and you're on your way to true love with your customers.

SOURCE: <https://www.sba.gov/blog/3-ways-get-your-customers-fall-love-your-business>

Strengthen Your Business By Developing Your Personal Brand on Social Media

Entrepreneurs often put extensive time, energy, and effort into building their company's brand on social media. That's important, but there's another component to branding that can help enhance your company's reputation: personal branding.

What Is Personal Branding?

Personal branding is essentially the ongoing efforts to market yourself and create a consistent image and strong reputation among peers, the public, customers, and vendors. Your personal brand on social media not only affects how people view you as an individual, but also how they perceive your business.

Why Is It So Important?

Some benefits of personal branding include:

- More awareness of your professional expertise and your business's capabilities.
- More opportunities to connect with potential customers. (People are often more likely to follow and interact with other people on social media than with brands.)
- Online word of mouth about your company

as people share your social media content.

Tips for Strengthening Your Personal Brand on Social Media

Make sure you're making the best use of your time by choosing the right social media platforms.

Not every social media channel will be effective for building meaningful connections. Consider where your prospective customers, existing customers, and other people and companies in your industry spend their time online. For example, if you operate an interior design business, social media platforms like Instagram or Pinterest—which center on sharing images—may give you ample opportunities to showcase your knowledge and skills. But if you're a business consultant, you might not find them as valuable.

Because of its direct purpose to connect business professionals with other business professionals, LinkedIn is almost always a worthwhile channel for entrepreneurs in all industries.

Complete Your profiles.

On whatever social media channels you set up accounts, complete your profile information, so

people know who you are, how to reach you, what you do, what business you run and what products and services it provides. Regularly review your social profiles to make sure they're consistent and up to date.

Be active and engaged.

Take the initiative to connect with people with whom you want to forge a professional relationship—potential customers, existing customers, vendors, community leaders, industry influencers, etc.

Also, regularly share content that you or your company creates (e.g., blog posts, videos, etc.) as well as relevant content by other reputable people and organizations in your industry. Doing so will help demonstrate your expertise and show that you're on top of what's happening. And don't shy away from showing your personality. If you're genuine and engaging, people will find your online presence more memorable and feel more inclined to interact with you.



California Sub-Bid Request Ads



Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprises (DBE) Subcontractors, Consultants, and/or Suppliers seeking to participate in the construction on state highway US 50 Multimodal Corridor Enhancement and Rehabilitation Project in the City of Sacramento in Sacramento County from 0.1 mile East of I-5 to 0.8 mile East of Watt Avenue.

<https://cucp.dot.ca.gov/cucp/>

Subcontractors and Suppliers for the following project:

US 50 Multimodal Corridor Enhancement and Rehabilitation Project
Contract No. 03-0H08U4
Design-Build Contract (DB)
Owner: Caltrans

Quotes Due: March 20, 2020 by 5:00 P.M.

Disadvantaged Business Enterprises (DBE)

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

Aggregates-Supply and/or Install, AC Dike, AC Milling, AC Paving, Architectural Minor Concrete, Asphalt Membrane Waterproofing, Biologist, Bird Control, Boring & Jacking, Bridge Bearings, Bridge Drainage, Bypass Pumping, CAS, CCTV, CIDH, Clearing & Grubbing, Column Seismic Improvement, Concrete Cutting, Concrete Demo, Concrete Falsework, Concrete Forms & Accessories, Concrete-Structural, Concrete-Precast, Concrete Barrier (slip and/or conventionally formed), Concrete Overlay (Polyester, Methacrylate), Concrete Paving, Concrete Pumping, Concrete Rehab, Concrete Reinforcing Steel (rebar)-Supply and/or Install, Concrete Stain, Concrete Supply, Concrete Wash-out, Core Drilling, Deck Grinding, Design-Electrical/ITS, Design-Roadway, Design-Structural, Design-Temp Falsework/Shoring/Support of Excavation, Dewatering, Drainage Installation, Electrical-ITS, Electrical-Signals & Lighting, Equipment Rental, Erosion Control Supply and/or Install, Expansion Joints, Fencing and Railing, Fiber Optic Infrastructure, Flagging, Fuel, Geotechnical Investigation/Design, Hazardous Material Abatement/Disposal (Asbestos, Hydrocarbons, Heavy Metals incl. ADL), Hydroseeding, Independent Design Check, Inertial Profiling, ITS Integration Services, Janitorial, Joint Seal, K-rail-Supply and/or Install, Landscaping & Irrigation, Lumber, Masonry/Soundwall, Midwest Guardrail System, Metals Supply and/or Install, Minor Concrete, Noise & Vibration Monitoring, Oil Products, Oil Transportation, Overhead Signs and Sign Structures, PCMS, Painting & Coating, Paleontologist, Partnering Facilitation Services, Pavement Markings, PI/PR Services, Pile Supply and/or Install, Pipe Supply & Accessories, Potholing, Prestressing, Pump Stations, QC Inspection and Testing, QV Inspection and Testing, Roadway and/or Structure Excavation, Roadway Signage, Sawcutting, Scaffolding, Scheduling Services, Shoring/Support of Excavation, Shotcrete, Shoulder Backing, Soil Nailing, Soil Stabilization, Street Sweeping, Striping/Pavement Markings (install and/or remove), Structural Steel-Supply and/or Install, Subsurface Utility Engineering, SWPP Supply and/or Install, Survey/Staking, Temp Facilities, Tie-backs, Tow Truck Services, Traffic Control-Supply and/or Install, Trucking & Hauling, Utility Relocation, Water Treatment Systems, Water Truck, Welding, Wire Sawing.

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 certified, DBE 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 March 13, 2020 at 5 PM.

Plans are available for viewing at our office at our address below and Building Connected project portal. All subcontractors that are registered in our Building Connected Project Portal will receive an invitation to bid. To register your company and to be able to receive bidding information, view plans, specifications, Request for Quotes please contact:

Kiewit/Teichert JV
3600 American River Dr., Suite 200, Sacramento, CA 95864
Attn: Spencer Leamer, procurement@kiewitteichertjv.com

You can view the plans in our office during regular business hours by appointment.

Execution of a Non-Disclosure/Confidentiality Agreement will be required to view project info (e.g. plans, specs) Performance Bond and Payment Bonds may be required for subcontractors and Supply bond for suppliers. Prevailing Wages Apply

Subcontract work shall be signatory to the applicable local union or willing to sign a one-time agreement.

An Equal Opportunity Employer
CA Lic. 1048971

DIR# 1000063364



Graniterock

5225 Hellyer Avenue, Suite #220
 San Jose, CA 95138
 Phone (408) 574-1400 • Fax (408) 365-9548
 Contact: Sheree Schoenherr
 Email: estimating@graniterock.com

REQUESTING SUB-QUOTES FROM QUALIFIED MBE, WBE, OBE, SBE, LBE, DVBE SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:

Rodeo Downtown Infrastructure Project
Project No. 0662-6R4125

Owner: County of Contra Costa
Engineers' Estimate: \$715,000

BID DATE: February 25, 2020 @ 2:00 PM

Items of work include but are not limited to: Lead Compliance Plan, Construction Area Signs, Traffic Control, Water Pollution Control, Rock Slope Protection Material, Structure & Concrete Backfill Material, Erosion Control, Minor Concrete, Signs, Midwest Guardrail System, Landscaping, Grinding, Precast Concrete, Striping, Pavement Markings 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

requests bids from Certified SBE Subcontractors and Suppliers for the following **EARLY TRADES ONLY**:

Demolition / Earthwork /
 Drilled Piles (Design-Build) / Shoring (Design-Build)

BALBOA PARK UPPER YARD -

DESIGN BUILD BID

2340 San Jose Ave, San Francisco CA

This is an SFCMD project with construction workforce and prevailing wage requirements.

BID DATE: 3/13/20 @ 2 PM

Voluntary Pre-bid Meeting: TBD

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

CONTACT:

Colby Smith at estimating@cahill-sf.com,
 (415) 677-0611.

Your Personal Brand on Social Media

■ Continued from page 5

Use your common sense.

Some topics are almost always no-nos when you want to gain professional connections and earn their respect and trust. Yes, you can post whatever you want, but that doesn't mean you should. Making political rants, using questionable humor, or touching some other nerve lines could poorly reflect on your professional reputation. So think before you post.

Improving your personal brand on social media can help boost the visibility of your business and lead to new customers and new partnerships. If you need guidance on how to create a stronger personal brand or discuss any other aspect of marketing, contact SCORE to talk with a business mentor. SCORE mentoring costs nothing, and SCORE volunteers have experience and expertise in all facets of starting and running a business.

SOURCE: www.score.org.



California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

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

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

**HESPERIAN BLVD. CORRIDOR IMPROVEMENT
PROJECT FROM EMBERS WAY TO
WEST A STREET, SAN LORENZO AREA,
ALAMEDA COUNTY**
Specification No. 2385
MBE Goal - 15% WBE Goal 5%

OWNER:

COUNTY OF ALAMEDA

951 Turner Court, Room 300, Hayward, CA 94545
NEW BID DATE: MARCH 3, 2020 @ 2:00 P.M.

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

**ADJUST IRON, CLEARING AND GRUBBING/
DEMOLITION, CONSTRUCTION AREA SIGNS,
ELECTRICAL, FENCING, HAZARDOUS MATERIAL,
LANDSCAPING/IRRIGATION, MINOR CONCRETE,
MINOR CONCRETE STRUCTURE, PAVING
STONE, ROADSIDE SIGNS, STRIPING, SURVEY/
STAKING, SWPPP PREP/WATER POLLUTION
CONTROL PLAN PREP, TEMPORARY EROSION
CONTROL, TRAFFIC CONTROL SYSTEM, UNDERGROUND,
TRUCKING, WATER TRUCKS, STREET
SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL,
HOT MIX ASPHALT (TYPE A) 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](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at 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

If you need MBE/WBE 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 MBE/WBE 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/Affirmative Action Employer.

CAHILL CONTRACTORS LLC requests bids from Certified SBE Subcontractors and Suppliers for the following EARLY TRADES ONLY:

Demolition / Earthwork /
Drilled Piles (Design-Build) / Shoring (Design-Build)

**BALBOA PARK UPPER YARD -
DESIGN BUILD BID**

2340 San Jose Ave, San Francisco CA

This is an SFCMD project with construction workforce and prevailing wage requirements.

BID DATE: 3/13/20 @ 2 PM

Voluntary Pre-bid Meeting: TBD

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

CONTACT:

Colby Smith at estimating@cahill-sf.com,
(415) 677-0611.



431 Payran Street, Petaluma, CA 94952
Phone: 707-835-2900 • Fax: 707-835-2994

NOTICE TO SUBCONTRACTORS

NOTICE IS GIVEN THAT ARNTZ BUILDERS, INC., is requesting Sub Prequalification from Qualified QBE/ DBE/ UDBE/ MBE/ WBE/ SBE/ SLBE/DVBE and all other subcontractors, suppliers for the following project:

**WILLOWS COURTHOUSE RENOVATION
526 W. SYCAMORE ST., WILLOWS, CA 95988**

1. An electronic file of the bid documents and prequalification package, may be obtained by sending an email to: bid@arntzbuilders.com or by calling 707.835.2900.
2. Arntz Builders, Inc. is currently under contract with the Judicial Council of California to provide CM at Risk Services for the Willows Courthouse Renovation and Addition project.
3. Prequalification Proposals will be received only to Arntz Builders, Inc. (bid@arntzbuilders.com or fax (707) 835-2994). Proposals received after the Bid Time of each Bid Package will not be considered responsive. Arntz Builders, Inc. reserves the right to change the bid date upon written notice to plan holders.
4. All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.
5. Estimated Project Value: 30 Million
6. Estimated Project Start Date: June 2020

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/
Affirmative Action Employer

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

**CALTRANS RTE 99 - IN SUTTER COUTY IN
AND NEAR LIVE OAK FROM 0.1 MILE
SOUTH OF COLEMAN AVENUE TO
NEVADA STREET (NORTH INTERSECTION)**
CONTRACT NO. 03-3F99U4 -
FEDERAL AID PROJECT NO. ACNH-P099(649)E
Disadvantaged Business Enterprise Goal
Assigned is 18%

OWNER:

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

BID DATE: MARCH 11, 2020 @ 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:

**ACDIKE, CLEARING AND GRUBBING/DEMOLITION,
COLD PLANE, CONSTRUCTION AREA SIGNS/BARICADE & CHANNELIZER, ELECTRICAL, EROSION
CONTROL, FENCING, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR
CONCRETE, MINOR CONCRETE STRUCTURE, CRCP & STRUCTURAL CONCRETE PAVING, ROADSIDE
SIGNS, RUMBLE STRIP, STRIPING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, SURVEY/
STAKING, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEM, UNDERGROUND,
VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE
BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, HOT MIX ASPHALT (OGFC) MATERIAL, RUBBERIZED HMA (GAP 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](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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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/Affirmative Action Employer.