

California has plenty of construction workers, for a fair wage



Last year, the State Building and Construction Trades Council strongly supported Assembly Bill 1701, a measure designed to end the scourge of wage theft in California in the construction industry. The measure, passed by the Legislature and signed by Gov. Jerry Brown, enables the state Labor Commissioner to seek back wages from general contractors for the failures of their subcontractors to pay their workers. We do not find it surprising that the ABC and others are mounting their labor-shortage campaign on the heels of the passage of this tough new legislation.

While there is a boom in construction, the reality is that fair employers who pay fair wages are competing hard for workers – and they are finding them, with the number of union members employed in private construction in California increasing by 43 percent from 2010 to 2016.

And there are more of these highly skilled and expertly trained workers on the way. Joint labor-management programs account for 92 percent of the 53,000-plus men and women enrolled in state-

■ **Continued on page 3**

By Robbie Hunter,

Since the first of the year, some contractor and building industry associations have peddled a story around the state that California has fallen into the ravages of a construction labor shortage.

But, have we really?

If you are an employer who has profited in the past by paying slave wages, by not paying your taxes, by not paying your unemployment insurance or workers comp, by not providing health care and pension benefits to your workers, then the answer is yes, you have a problem. You're losing your workers to minimum-wage jobs such as the fast-food industry, to car washes, to places where workers know they will at least get paid.

As the economy has improved and construction has ticked up, the number of workers employed in the building trades in California has increased by more than 286,700 from 2010 to 2017, according to the Bureau of Labor Statistics. Despite the gains, the level of construction employment still isn't as high as it was 10 years ago. Even more tellingly in a world of supply and demand, construction wages that suffered significant declines earlier this decade have only begun to recover in the past two years.

Now that construction wages are growing, we see expressions of concern about a labor shortage from organizations such as the Associated Builders and Contractors, the North State Building Industry Association, the Sacramento Regional Builders Exchange, the Associated General Contractors, and the California Homebuilding Foundation.

These are the organizations that support a human resources policy that has driven workers into the ground, or, more precisely, into the underground economy where labor brokers hold all the power. Their goal is to cut workers' wages as low as possible, to maximize their members' profits, especially in the residential construction sector, where unscrupulous contractors have long been able to get away with paying construction workers cash payments under the table at \$50 to \$70 a day – well below minimum wage – with no proper lunch breaks, no overtime and no health care or other benefits. Better for them that taxpayers pick up those costs, through Medicaid, food stamps and housing vouchers.

While there is a boom in construction, the reality is that fair employers who pay fair wages are competing hard for workers – and they are finding them.

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Contact Info:

795 Folsom Street, 1st Flr, Room 1124

San Francisco, CA 94107

Email: sbe@sbeinc.com

Website: www.sbeinc.com

Phone: (415) 778-6250, (800) 800-8534

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Publisher of
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weekly newspaper



California Sub-Bid Request Ads



BROSAMER & WALL, INC.

An Equal Opportunity Employer is requesting quotations from all qualified DBE Professional services, sub-contractors, material suppliers and trucking for the following project:

Contract No. 04-4G8904

Bridge Seismic Retrofit

CONSTRUCTION ON STATE HIGHWAY IN CONTRA COSTA COUNTY IN RICHMOND AT SCOFIELD AVENUE UNDERCROSSING.

Bid Closing Date: March 7, 2018 @ 2:00 PM

DBE GOAL: 9%

CONTACT:

Robert Rosas
Brosamer & Wall Inc.
1777 Oakland Blvd, Suite 300 • Walnut Creek, California 94596
PH: 925-932-7900 • FAX: 925-279-2269

PROJECT SCOPE:

We are requesting bids for the following trades and/or material suppliers:

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors and suppliers including certified DBE firms for all items of work type, including but not limited to:

- TEMPORARY BRACING
- CORE DRILLING
- EROSION CONTROL
- FENCE
- GRADING
- JACKING
- LEAD PLAN
- SEISMIC MATERIAL SUPPLIERS
- METAL FABRICATORS
- PAINTING
- REBAR
- SCHEDULING
- STRUCTURE CONCRETE
- SWEEPING
- TEMPORARY SUPPORT
- TRAFFIC CONTROL

For the complete list of the Actual Project Bid Items go to:
<http://www.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=04-4G8904>

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/waiving insurance, bonding, equipment, materials and/or supplies please call or email Robert Rosas contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at no cost from Caltrans website. B&W will also make plans electronically please email rrosas@brosamerwall.com for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.

American Pavement Systems, Inc.

1012 11th Street #1000, Modesto, CA 95354
Phone: 209-522-2277 • FAX: 209-408-0427
CA License # 943792

An Equal Opportunity Affirmative Action Employer

REQUESTING BIDS FROM DBE/MBE/WBE/SBE/LBE/DVBE/OBE Subcontractors and Vendors

Project: 2018 Asphalt Rubber Cape Seal Project, Contra Costa County, CA

Reference #: 0672-6U2164-18

Owner: County of Contra Costa, Public Works, CA

Bid date: March 6, 2018 @ 2:00 pm

Quotes must be submitted via fax or email to American Pavement Systems, Inc. prior to March 5th by 5:00 pm for consideration. Please include any Certification documents you may have when submitting bids/quotes.

American Pavement Systems, Inc., is bidding this project as a Prime Contractor, and is requesting bids from the following trades and suppliers in any of the DBE categories listed above:

Lead Compliance Plan, Traffic Control, Portable Changeable Message Signs, Sweeping, Clearing and Grubbing, Trucking (Haul Slurry Aggregate to Stockpile), Trucking (Transfers with Chip Bars), Asphaltic Emulsion, Slurry Aggregate, Chip Seal Screenings, PG 64-16 Asphalt, Trucking (Tankers hauling Asphalt and/or Emulsion), Adjusting of Monuments, Stripping and Marker Removal and Installation.

Bid documents can be viewed at or obtained from:

County of Contra Costa by calling (925) 313-2338 or online at www.cccounty.us/pwprojects, or contact David Pimley at American Pavement Systems at 209-275-7031 or email dpimley@americanpavementsystems.com to make an appointment for viewing or for assistance.

American Pavement Systems, Inc. (APS) is signatory to Operating Engineers and Laborers Unions; and will assist with obtaining bonds, line of credit and/or insurance if requested. Please contact David Pimley at 209-275-7031 or email dpimley@americanpavementsystems.com. APS intends to work cooperatively with all qualified responders for this project. Quantities of work can be broken down into economically feasible units and delivery schedules can be accommodated to facilitate maximum participation. Quotations must be valid for the same duration as specified by Owner for contract award.



DBE SUBCONTRACTORS/SUPPLIER BIDS/
PROPOSALS REQUESTED

CONTRACT NO. C1146-2

Metro Facilities Grouting and Water Remediation

BID/PROPOSAL SUBMITTAL DATE:

MARCH 19, 2018 @ 2:00 PM

**OWNER: LOS ANGELES COUNTY METROPOLITAN
TRANSPORTATION AUTHORITY (LACMTA)**

**PERFORMANCE/PAYMENT/SUPPLY BOND AND
INSURANCE MAY BE REQUIRED**

(ASSISTANCE OBTAINING BONDS AND INSURANCE IS AVAILABLE)

THIS ADVERTISEMENT IS IN RESPONSE TO LACMTA'S DBE PROGRAM. HBI. INTENDS TO CONDUCT ITSELF IN "GOOD FAITH" WITH DBE FIRMS REGARDING PARTICIPATION ON THIS PROJECT.

DRAWINGS AND SPECS CAN BE REVIEWED IN OUR OFFICE (1780 E. LEMONWOOD DRIVE, SANTA PAULA, CA 93060) MONDAY THROUGH FRIDAY, 8:00 AM TO 5:00 PM OR AT <https://www.dropbox.com/sh/zhbnwgmfvakvbtv/AADPenQv4tJLXLcKpM-dobOa?dl=0>.

QUOTES ARE REQUIRED BY COB, MARCH 16, 2018, SO THAT ALL BIDS/PROPOSALS CAN BE FAIRLY EVALUATED. PLEASE SUBMIT BIDS/PROPOSALS FOR THE FOLLOWING WORK (BUT NOT LIMITED TO): FABRICATED STRUCTURAL METAL MANUFACTURING, GENERAL FREIGHT TRUCKING, REBAR, ELECTRICAL AND OTHER WIRING INSTALLATION CONTRACTORS, MECHANICAL CONTRACTORS, PLUMBING HEATING AND AIR-CONDITIONING CONTRACTORS

CONTACT: DANE TAYLOR, PROJECT MANAGER
1780 E. LEMONWOOD DRIVE
SANTA PAULA, CA 93060
PHONE: (805) 933-1331 FAX: (805) 933-1338
DCTAYLOR@HAYWARDBAKER.COM

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California Sub-Bid Request Ads



SWINERTON

PROJECT NAME: 1950 Mission Street
 BID DATE: March 9th, 2018 at 2:00 PM

Swinerton
 Contact: Dolores Aguirre
 Tel: (415) 421-2980 Fax: (415) 984-1304
 EMAIL TO: Daguirre@swinerton.com

Swinerton is requesting quotations from certified Small Businesses. The project has a 20% SBE goal, which will be monitored by CMD (contract monitoring division). Provide "Local Hiring and Business Program Requirements".

Building Construction Estimate is: \$71.5M

Scopes: Fire Suppression (Design Build), Abatement, Deep Foundation (Design Build)

Project Description:

The 1950 Mission street project is a 157 BMR unit rental project. The project consists of 2 buildings, 1-9 story building and 1-5 story building connected by an open air bridge on levels 2 through 5. The ground floor has a plaza connecting the buildings and the buildings contain a mixture of future retail spaces, a future café, property management offices and support areas, artists' studios and a mixture of community non-profit providers. The upper levels are dedicated to residential units. The building frame consists of CIP concrete structure on deep foundations in the BART zone of influence. Assume project starts on October of 2018.

PLANS & SPECIFICATIONS:

<https://secure.smartbidnet.com/External/PublicPlanRoom.aspx?td=353402>

WE REQUEST BIDS FROM ALL SUBS

Please submit your bid to Dolores Aguirre via SmartBid or by email at Daguirre@swinerton.com

"Swinerton is an Equal Employment Opportunity, Minority, Women, Disability, and Veteran Employer"



SWINERTON BUILDERS INVITATION TO PREQUALIFY FOR JPL - Building 111 PROJECT DUE DATE FOR PREQUALIFICATIONS

Requesting completed prequalification forms from Subcontractors by March 06, 2018

PROJECT INFORMATION AND DESCRIPTION:

Project consist of the following:

Base Bid - East Basement Equipment Replacement: Remove, update, and replace existing antiquated mechanical and electrical equipment in JPL Building 111, East Basement in accordance with the Exhibits and prepare the space to be remodeled.

Alternate 1 - East Basement Remodel: Reconfigure and remodel approximately 5,650 SF in JPL Building 111, East Basement in accordance with Exhibits to optimize the spaces to provide for new Open Office areas, new Offices, and a new Coffee Room.

Alternate 2 - Code Remediation: Remodel, rework, and upgrade several existing non-conforming (non-code compliant) areas in JPL Building 111 in accordance with the exhibits. Areas include rebuilding the East Basement to 1st Floor stairs, rebuilding the existing corridor (East of the Library Hub), removing kitchenette and drinking fountains obstructing the path of travel in the existing west corridor, relocating the existing exterior stairs (south middle stairs), relocating the existing water main to the exterior of the building, providing for and relocating the Archive Room, and converting the existing Archive Room into a new Break Room.

Scope of Work includes, but is not limited to: reconfiguration of the building ceiling(s), concrete foundation, selective demolition, walls, wall finishes, flooring, floor and wall tile, solid surface countertops, painting, framing and drywall, doors/frames/hardware, acoustical ceilings, toilet partitions and accessories, fire extinguishers and cabinets, and MEP/FA/FP.

RFI Cut Off: Wednesday, February 28th - 02:00 PM

Please submit RFIs via email to ryadegari@swinerton.com

BIDS DUE: Tuesday, March 6th - 02:00 PM

Please submit BIDS via email to ryadegari@swinerton.com

TRADES:

CSI Divisions 1 thru 32 -
 TBD per Project Requirements / Scope
 Required Submittals

- **Prevailing Wage / Davis-Bacon Rates Are Required.** Weekly certified payroll submissions also required.
- **UNION** mandatory for the following trades: Doors, Frames & Hardware, Drywall, Carpentry, ACT , Millwork, and Insulation.
- Please review and account for all information posted in plan room for security/badging requirements, project phasing, insurance information, sample subcontract agreement, RFP documents and Swinerton response, JPL Statement of Work, designated FAR requirements, all pre-proposal RFI's, Addendums, Exhibits, Attachments and other documents.
- **Badging** requirements indicate that trades that will require to be on site 30 or more days need to enroll in the RAPIDGate badge system (\$199 per company, plus \$150 per employee).
- Project will be under a Swinerton PLP wrap policy, however, please bid with insurance as well as provide professional liability which meet or exceed required limits.
- No Bonding is Required.
- Subcontractor proposal/Budget must be valid for (90) days after bid date.
- Value Engineering ideas are welcome and encouraged as alternates but base bid **MUST** be per plans & specification. Note any bid alternates listed on the drawings.

Subcontractor must get Prequalified with Swinerton Builders to bid

If interested in prequalifying, please contact
 Veronica Miguel at vmiguel@swinerton.com or
 213.869.3439 for the prequalification forms.

An Equal Opportunity Employer

Barnard Bessac Joint Venture DBE Opportunities

Barnard Bessac Joint Venture, an Equal Opportunity Employer, is seeking quotes from interested and qualified Disadvantaged Business Enterprises (DBE's) and other subcontractors and suppliers for the following:

PROJECT:

**Gravity Pipeline Progressive Design Build Project
 OWNER: Silicon Valley Clean Water**

Deadline: September 28, 2018

Firms that are certified by one of the following programs are qualified: Entities owned and/or controlled by socially and economically disadvantaged individuals, MBE, WBE, SBE, SBRA, LSAF and HUB.

OPPORTUNITIES INCLUDE:

Shaft - Slurry wall; Shaft - Secant pile; Jet Grout; Earth Pressure Balance Tunnel Boring Machine fabrication & delivery; Concrete foundations (flat work); Concrete demolition & off-haul (shallow structures); Site clearing & grading; Site fencing; Trucking (spoils off-haul & disposal); Temporary modular office trailer supply & installation; Office Janitorial services; Office Supplies; Security; Quality control testing and other laboratory testing services; Trucking of materials & equipment; Equipment rental (Loaders, Skidsteers, Excavators, Manlifts, Forklifts); Raw material supply (iron/steel, consumables, fluids); Fabrication; Jobsite supplies (PPE, tools, etc...); Printing services (plotting / signs / banners); Traffic control supply and/or services; Utility relocation; Trench excavation and shoring; Sheet pile installation; Potholing; Geotechnical investigation (Borings, CPT's); Instrumentation & Monitoring; Pre-condition surveys (buildings, roadways, utilities); Tunnel precast segmental lining manufacturing; Supply of moulds for precast segmental lining; Rebar supply and/or installation; Ready-Mix concrete supply; Street sweeping / cleaning; Utility inspections; Water treatment systems; Concrete pumping and placing; Dimensional lumber supply; and Paving subcontractors.

If interested in bidding, please contact:

Shannon Cozino:

shannon.cozino@barnard-inc.com (site office)

Susie Howells:

susie.howells@barnard-inc.com (HQ office)

California has plenty of construction workers

Continued from page 1

approved apprenticeships, across all trades. Last year, the Legislature and the governor approved another piece of legislation, Assembly Bill 1111, that maintains pre-apprenticeship standards in programs for workers from disadvantaged groups who are looking to begin construction careers.

The real problem for construction employers who have profited by cheating their workers is that they were so successful at it that they have driven workers completely out of the industry because they could not support their families. They should stop crying wolf about a labor shortage and pay their workers for their skill and hard work.

The reality is there is no shortage of workers. But there is a shortage of people that are willing to be used as slaves, with low wages and often not being paid at all in the underground economy.

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



Looking for Subcontractors, Vendors, and Suppliers?

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California Sub-Bid Request Ads

PROJECT: AC WATER & SEWER GROUP 1018
CITY OF SAN DIEGO

CITY OF SAN DIEGO CONTRACT # K-18-1736-DBB-3

****THIS PROJECT HAS A 22.3% SLBE-ELBE GOAL****

BID DATE: MARCH 8TH, 2018 BID TIME: 2:00 P.M.

****Please respond by 5:00 p.m., MARCH 7TH, 2018****

Coffman Specialties, Inc. (CSI) (CSI) is requesting quotes from all qualified & certified **SLBE & ELBE** subcontractors and suppliers for the following items of work, including but not limited to:

- | | |
|--|-----------------------------------|
| • TRUCKING | • EROSION CONTROL |
| • LEAD COMPLIANCE PLAN | • ASPHALT SUPPLY |
| • ARCHAEOLOGICAL & BIOLOGICAL MONITORING | • MINOR CONCRETE |
| • ASBESTOS HANDLING AND DISPOSE | • LANDSCAPING/IRRIGATION |
| • WATER/WASTEWATER SUPPLY | • AC OIL SUPPLY & HAUL |
| • VIDEO RECORDING & INSPECTION | • CLEAR & GRUB |
| • STRIPING/PAVEMENT MARKING | • UNDERGROUND UTILITIES |
| • CURB & GUTTER | • ELECTRICAL |
| • CONSTRUCTION AREA SIGNS/ROADSIDE SIGNS | • CATHODIC PROTECTION |
| • TRAFFIC CONTROL | • JACK & BORE |
| • COLD PLANE | • SWPPP/WPC |
| • WATER TRUCK & EQUIPMENT RENTAL | • AGGREGATE SUPPLY AGGREGATE BASE |
| • EARTHWORK/GRADING/ROADWAY EXCAVATION | • SURVEY/QC |

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment/Materials and/or supplies. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. **Plans and specs are available at no cost to interested firms from the CITY OF SAN DIEGO/PLANET BIDS using the Project ID # K-18-1736-DBB-3 and/or our San Diego Office.** We are an EOE & seriously intend to negotiate with qualified firms.

****Please send quotes via email to estimating@coffmanspecialties.com or via fax to (858) 586-0164**

If you have any questions or need further information, please contact Joe Eckardt @ (858) 536-3100 or email estimating@coffmanspecialties.com



9685 Via Excelencia, Ste

92126

200 • San Diego, CA

Phone: (858) 536-3100 • Bid Fax: (858) 586-0164 • e-mail inquiries to: estimating@coffmanspecialties.com

PROJECT: AC WATER & SEWER GROUP 1026
CITY OF SAN DIEGO

CITY OF SAN DIEGO CONTRACT # K-18-1705-DBB-3

****THIS PROJECT HAS A 22.3% SLBE-ELBE GOAL****

BID DATE: MARCH 7TH, 2018 BID TIME: 2:00 P.M.

****Please respond by 5:00 p.m., MARCH 6TH, 2018****

Coffman Specialties, Inc. (CSI) (CSI) is requesting quotes from all qualified & certified **SLBE & ELBE** subcontractors and suppliers for the following items of work, including but not limited to:

- | | |
|--|-----------------------------------|
| • TRUCKING | • EROSION CONTROL |
| • LEAD COMPLIANCE PLAN | • ASPHALT SUPPLY |
| • ARCHAEOLOGICAL & BIOLOGICAL MONITORING | • MINOR CONCRETE |
| • ASBESTOS HANDLING AND DISPOSE | • LANDSCAPING/IRRIGATION |
| • WATER/WASTEWATER SUPPLY | • AC OIL SUPPLY & HAUL |
| • VIDEO RECORDING & INSPECTION | • CLEAR & GRUB |
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| • TRAFFIC CONTROL | • JACK & BORE |
| • COLD PLANE | • SWPPP/WPC |
| • WATER TRUCK & EQUIPMENT RENTAL | • AGGREGATE SUPPLY AGGREGATE BASE |
| • EARTHWORK/GRADING/ROADWAY EXCAVATION | • SURVEY/QC |

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment/Materials and/or supplies. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. **Plans and specs are available at no cost to interested firms from the CITY OF SAN DIEGO/PLANET BIDS using the Project ID # K-18-1705-DBB-3 and/or our San Diego Office.** We are an EOE & seriously intend to negotiate with qualified firms.

****Please send quotes via email to estimating@coffmanspecialties.com or via fax to (858) 586-0164**

If you have any questions or need further information, please contact Joe Eckardt @ (858) 536-3100 or email estimating@coffmanspecialties.com



9685 Via Excelencia, Ste 200 • San Diego, CA 92126

Phone: (858) 536-3100 • Bid Fax: (858) 586-0164 • e-mail inquiries to: estimating@coffmanspecialties.com

DESILVA GATES

CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909

Dublin, CA 94568-2909

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

Estimator: Victor Le

Website: www.desilvagates.com

An Equal Opportunity Employer

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

**CALTRANS ROUTE 101
CONTRACT NO. 04-2640N4**

**FOR CONSTRUCTION ON STATE HIGHWAY IN MARIN AND SONOMA COUNTIES IN AND NEAR PETALUMA FROM 0.6 MILE SOUTH OF SAN ANTONIO CREEK BRIDGE TO 0.3 MILE SOUTH OF EAST WASHINGTON STREET OVER CROSSING – FEDERAL AID PROJECT FERPL 16-6204(127)N
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: March 7th, 2018 @ 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, ADL Burial Location Report, Structural Concrete Retaining Wall, Soil Nail Wall, Soldier Pile Wall & Box Culvert, Clearing and Grubbing/Demolition, Concrete Barrier, Construction Area Signs, Develop Water Supply, Electrical, Erosion Control, Fencing, Landscaping/Irrigation, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, Roadside Signs, Delineators & Markers, Sign Structure, Stamped/Textured paving, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Underground, Vegetation Control, Trucking, Street Sweeping, Class 2 Aggregate Base Material, Class 4 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, HMA (Open Grade) 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:17pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is 17pa55wd) 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 DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

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

10 Top Business Tips for Starting a Business That Will Succeed



By Susan Ward,

Starting a business for the first time and worried about failure? Give your new enterprise the best chance of success with these top business tips, the best advice I've collated from other entrepreneurs and developed from my own experience of more than 20 years of having "been there and done that" as a small business person.

Top Business Tips

1) Be passionate about what you do.

You don't have to love whatever your business is about (and probably shouldn't), but you do have to be fired up about it.

You're going to devote a lot of time and energy to starting a business and building it into a successful enterprise, so it's really important that you truly deeply enjoy what you do, whether it be running fishing charters, creating pottery or providing financial advice. Make sure you're on the right track by asking yourself these three questions before you do anything else.

2) Start your business while you're still employed.

How long can most people live without money? Not long. And it may be a long time before your new business actually makes any profits. Being employed while you're starting a business means money in your pocket while you're going through the start up process. Not employed right now or can't continue in your current job? Read *How to Get Your New Small Business to Make Money*.

3) Don't do it alone.

You need a support system while you're starting a business (and afterwards). A family member or friend that you can bounce ideas off and who will listen sympathetically to the latest business start up crisis is invaluable.

Even better, find a mentor or, if you qualify, apply for a business start up program such as the ones provided through Futurpreneur Canada. When you're starting a business experienced guidance is the best support system of all.

4) Get clients or customers first.

Don't wait until you've officially started your business to line these up, because your business can't survive without them.

Do the networking. Make the contacts. Sell or even give away your products or services. You can't start marketing too soon. (See *10 Affordable Ways to Market Your Small Business* and *The 7 Best Places to Find Clients* for tips.)

5) Write a business plan.

The main reason for doing a business plan first when you're thinking of starting a business is that it can help you avoid sinking your time and money into starting a business that will not succeed. (See *Why You Need a Business Plan* for other good reasons.)

Remember, you don't have to work through a full scale business plan for each new business idea you come up with; ask these *5 Questions to Discover If Your Business Idea is Worthwhile*.

6) Do the research.

You'll do a lot of research writing a business plan, but that's just a start. When you're starting a business, you need to become an expert on your industry, products and services if you're not already. Joining related industry or professional associations before you start your business is a good idea.

7) Get professional help.

On the other hand, just because you're starting a business, doesn't mean you have to be an expert on everything. If you're not an accountant or bookkeeper, hire one (or both).

(These Tips for Finding a Good Accountant may be useful.) If you need to write up a contract, and you're not a lawyer, hire one. You will waste more time and possibly money in the long run trying to do things yourself that you are not qualified to do.

8) Get the money lined up.

Save up if you have to. Approach potential investors and lenders. Figure out your financial fall-back plan. Don't expect to start a business and then walk into a bank and get money. Traditional lenders don't like new ideas and don't like businesses without proven track records. Look at *5 Creative Ways to Raise Money for Your Business* and alternatives such as crowdfunding.

9) Be professional from the get-go.

Everything about you and the way you do business needs to let people know that you are a professional running a serious business.

That means getting all the accoutrements such as professional business cards, a business phone and a business email address, and treating people in a professional, courteous manner.

10) Get the legal and tax issues right the first time.

It's much more difficult and expensive to unsnarl a mess afterwards. Does your business need to be registered? Will you have to charge GST or PST? Will you have to have Workers' Compensation Insurance or deal with payroll taxes? How will the form of business ownership you choose affect your income tax situation? Learn what your legal and tax responsibilities are before you start your business and operate accordingly.

Make a Smooth Start

Following the business tips above will make starting your new business both a smoother, less stressful process and go a long way towards ensuring the business you start lasts and thrives.

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