

7 Reasons Why Subcontracting May Be Right For You



By *Stephen Tomicki*,

Businesses often require subcontractors for assistance on large, specialized or diversified projects when they do not have the resources on hand or need additional expertise. In these instances, hiring an expert to work on one or more short-term projects can be beneficial in terms of cost, quality and efficiency. Here are 7 ways that hiring a subcontractor can solve an immediate problem for your company:

1. Subs Can Help With Large Projects

There will probably come a time when your business needs to take on bigger projects in order to grow. Subcontractors or team partners can be a valuable resource in these scenarios and allow you to take on new, larger clientele. This allows you to find those additional “helping hands” for larger or specialized contracts and create a custom team for every new client or project.

2. It Is Cost Efficient and Risk Adverse

When your business needs some extra hands on a large project, hiring subcontractors is often much more cost effective than bringing on new, full-time employees. It also helps avoid risk by hiring a reliable and safe firm with substantial niche experience. Even though subcontractors are typically cost more than self-performing in-

house, it is still more cost-effective in most cases. Subcontractors do not get benefits, office space or equipment. Hiring contractors also relieves you of having to pay employee taxes and a full-time salary. When all is said and done, hiring a subcontractor is about 20 to 30 percent more cost effective than hiring full-time additional staff.

3. Subs Provide Expertise

Subcontractors will often offer a superior service and provide expertise that you cannot get from your staff. In most cases, they have been working in a specific field for a number of years and have had ample opportunity to hone their skills. Furthermore, a subcontractor is likely to have done similar work before and will be able to get the job done quickly and efficiently.

4. Increased Productivity

Increasing productivity is probably the biggest benefit of working with a subcontractor. Rather than bogging your employees down with simple but mundane tasks, you can outsource these projects to a third party. Doing so will allow your staff to focus on core business needs and may actually get the job done faster if your subcontractor has expertise in this area.

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California Sub-Bid Request Ads

Edward W. Scott Electric & Co., Inc., as a "PRIME CONTRACTOR" is requesting HAZMAT ABATEMENT and PAINTING Sub-Bids from all qualified Subcontractors and Suppliers. Particular consideration given to certified DVBE firms for the following projects:

PROP 39 ENERGY MEASURES LOWELL HIGH SCHOOL STUDENT UNION CLASSROOM (Project #11997) and PROP 39 ENERGY MEASURES CABRILLO CHIEF ACADEMIC OFFICES (Project #11871) located at 1101 Eucalyptus Dr., San Francisco, CA 94132, and 750 25th Ave., San Francisco, CA 94121.

BIDS ARE DUE TO DISTRICT NO LATER THAN February 13, 2018, at 2PM.

SUBCONTRACTOR BIDS ARE DUE TO PRIME NO LATER THAN February 12, 2018 at 5PM

Plans and specs available for viewing at:

<https://www.dropbox.com/sh/04v4nshpbtekc99/AADVHoGPWFMIQPtI4gCx74ma?dl=0>

Contact Mo De Leon at 415.206.7120, or by email at: mdeleon@scottelectric.com with any questions.

SUBMIT & FAX all proposals to 510.965.9554. Click on above link to view Advertisement for more details.



INVITATION TO PREQUALIFY FOR CALIFORNIA STATE UNIVERSITY, LONG BEACH TOCA 004 PROJECTS

DUE DATE FOR PREQUALIFICATIONS

Requesting completed prequalification forms from Subcontractors by Friday February 16, 2018

OUTREACH GOALS: 8% DVBE Requirement, 30% SBE Goal

PROJECT INFORMATION AND DESCRIPTION: CSULB TOCA – ANTICIPATED PROJECTS:

\$20 million dollars' worth of Multiple Tenant Improvement, Deferred Maintenance, Site Improvement & other Misc. projects.

- Central Chiller Plant upgrade
- MSX-DESN and TA Dust Collector Replacement
- Fine Arts 3 Dust Collector Replacement
- MIC HVAC Upgrade
- Soroptomist House Demo & Removal / New Sustainability Living Center
- MSX Parking Lot refurbishment
- MSX – Campus Wide ADA Upgrade project
- DC Studio/Lab HVAC upgrades
- MSX Parking Structure Security Cameras
- Multiple other undefined projects

Trades

CSI Divisions 1 thru 32 Including but not limited to: Surveying, Electrical, HVAC, Plumbing Underground Utilities, Roofing, Concrete, A.C. Paving, Misc. Metals, Wheelchair Lifts, Toilet Partitions, Theatre Seating, Signage, Floor Covering, Landscape & Irrigation, Fire Sprinklers, Sheet Metal, Glass & Glazing, Striping, Framing & Drywall, Painting, Masonry, Doors, Waterproofing, Pavers, Doors Frames & HW, Millwork, Demolition, Clean up, Acoustical Ceilings, Audio-Visual.

TBD per Project Requirements / Scope

Required Submittals

Swinerton Prequalification

Project List including CSU/ Swinerton projects completed within the past 5 years

List of two projects completed in California within the past 5 years

Personnel Labor Rates- Apprentice though Project Manager with escalation through 2 years.

Subcontractors will be scored on the following: Past Projects Completed, Bond Rate, EMR, Personnel Rates, DVBE, SBE Certifications.

Subcontractor must be Prequalified with Swinerton Builders to bid

If interested in prequalifying, please contact Veronica Miguel at vmiguel@swinerton.com or 213.869.3400 for the prequalification forms.

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, Striping 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.

We are requesting bid quotations from all Subcontractors and Suppliers and DVBE Subcontract/Supplier for the following

**San Francisco Unified School District
John O'Connell School of Technology
Window Shade Replacement Project
#12033**

Bid Date: February 22, 2018 @ 2:00PM

PLEASE EMAIL YOUR BID PROPOSAL AT LEAST 2 DAYS PRIOR THE BID OPENING THANK YOU.

Reilly Construction, INC.

167 Delano St. San Francisco, CA 94112

Estimator: **Brian Reilly**

Tel: 415-317-3603

Email: breilly33@aol.com

We Are An Equal Opportunity Employer

McGuire and Hester

9009 Railroad Avenue

Oakland, CA 94603

Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Kevin Exberger

Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for
**City of Oakland - 7th Street West Oakland
Transit Village Phase II Streetscape Project
Project # 1001035**

Bid Date: 3/1/18 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades:

SWPPP, Trucking, Grinding, Electrical, and Striping.

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

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D'Arcy & Harty Construction, Inc

(415) 822-5200 Phone • (415) 822-0747 (Fax)

Estimator : willie@darcyhart.com

Rodeo Sanitary District

Sewer Year 3C Improvements

Rodeo, CA

Bids: 2/27/2018 at 2:00 PM

DBE sub-bids requested for:

Traffic Control, Saw-cutting, Trucking

Paving and Concrete sidewalk

Visit www.sbeinc.com to download a PDF version of the latest SBE Newspaper and SBE Newsletter



California Sub-Bid Request Ads

PANORAMA ENVIRONMENTAL, INC.

Request for Minority-Owned, Women-Owned, and White-Men Owned Subcontractors

Preparation of an Initial Study and Mitigated Negative Declaration for Declaration for Renewal of Mokelumne Aqueduct and Mokelumne Watershed Routine Maintenance Agreement

Bid Date: February 16, 2018 at 4:00 PM

Proposals requested for the following technical and professional services: air quality and greenhouse gas specialist, noise specialist, traffic specialist, biological specialist, cultural resource specialist, and hydrologic and hazardous materials specialist.

Panorama Environmental, Inc.
717 Market Street, Suite 650 • San Francisco, CA 94103
Contact: Tania Treis • Email: tania@panoramaenv.com

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Pine Haven, Wyoming Sub-Bid Request Ad

Sub Bids Requested from **DBE** Subcontractors and Suppliers for:

**Project – Town of Pine Haven 3
Well Drilling January 2018 – WWDC Level III Project -
Location: Pine Haven, Wyoming
Bid Due February 27th, 2018, 3:00pm**

DBEs include minority business enterprises (MBEs) and women's business enterprises (WBEs). MBEs and WBEs must be certified as such in order to participate as a DBE. Certification can be through the Wyoming Department of Transportation (WYDOT) under its DBE program, through the Small Business Administration (SBA) under its 8(a) Business Development Program or its Small Disadvantaged Business (SDB) Program, or through other valid government or private organizations.

Seeking: Dirt/Site Work, Grading, Disposal Trash and Cuttings, Traffic Control, Temporary Restrooms, Fluid Hauling, Geophysical Logging, Cementing, Caisson Drilling, Site Restoration and seeding

Davis Bacon Wage Rates Apply

Hydro Resources
13027 County Road 18, Unit C • Fort Lupton, CO 80621
Phone: 303-857-7540 • Fax: 303-857-3826
Contact: Jasen Decker
Email: jdecker@hydroresources.com

7 Reasons Why Subcontracting May Be Right For You

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5. No Long Term Commitment

Hiring subcontractors allows your business more flexibility than if you were to hire new, permanent employees. Rather than bringing them on for long term work, you hire the contractors to work on a few short term projects and then part ways. Be forewarned, sometimes they turn into a lifetime business relationship.

With full-time employees, however, ending the relationship can be more complicated, can create considerable time and costs (unemployment, severance, etc.) and may end in legal disputes. This means there is a good chance you will end up paying someone a salary even if you do not require their services anymore.

6. Subs Have Specialized Knowledge

There may come a time when your company will need to take on a project that will require the services of a qualified specialist that can add value for your client and be "part of your team." If your company does not have a specialist on staff or if you do not have an ongoing need for one, it might be best to hire one for a short-term basis. This is preferable to hiring a full-time staff of engineers, architects or legal professionals. Find a reliable and flexible partner.

7. Fewer Legal Obligations

In the eyes of the law, subcontractors are the owners and operators of their businesses and, therefore, are not entitled to the same legal protections as employees. For employers, this means that they have fewer obligations to subcontractors than they do to their employees. In addition to the previously mentioned cost benefits, employers will not have to send payroll taxes and deductions to the government.

Is Subcontracting Right for You?

Both large and small businesses often rely on subcontractors for help with short-term or specialized projects. There are many benefits that can make subcontracting your best bet for not only completing that project but shining for your client. To decide if this right for you, evaluate your situation and consult your operations department to see if utilizing those "helping hands" is worthwhile. It may also be very attractive to your clients to keep the work within your control and not with one of your competitors.

SOURCE: www.hcr-llc.com

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California Sub-Bid Request Ads

DBE SUBCONTRACTORS/SUPPLIER BIDS/PROPOSALS REQUESTED

PURPLE LINE EXTENSION PROJECT, SECTION 3 – DESIGN/BUILD
RFQ/RFP CONTRACT NO. C40403C1151, LOS ANGELES, CA

BID/PROPOSAL SUBMITTAL DATE TO LACMTA: February 28, 2018 @ 2:00 PM

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)

PERFORMANCE/PAYMENT/SUPPLY BOND MAY BE REQUIRED

THIS ADVERTISEMENT IS IN RESPONSE TO LACMTA'S DBE PROGRAM.

FRONTIER-KEMPER/TUTOR PERINI, JOINT VENTURE (FKTPJV) AND LEAD DESIGN FIRM, STV INCORPORATED, INTENDS TO CONDUCT ITSELF IN "GOOD FAITH" WITH DBE FIRMS REGARDING PARTICIPATION ON THIS PROJECT.

DRAWINGS AND SPECS CAN BE REVIEWED IN OUR OFFICE MONDAY THROUGH FRIDAY, 8:00 AM TO 5:00 PM. QUOTES ARE REQUIRED BY CLOSE OF BUSINESS FEBRUARY 21, 2018, SO THAT ALL BIDS/PROPOSALS CAN BE FAIRLY EVALUATED. PLEASE SUBMIT BIDS/PROPOSALS FOR THE FOLLOWING WORK (BUT NOT LIMITED TO):

Administrative Services, Aggregate Suppliers, Asphalt Paving and Aggregate Base, Asphalt/Concrete Crushing, Building & Surface Demolition, Camera Sewer Inspection, Cleaning/Janitorial Services, Compensation, Grouting/Ground Treatment, Concrete Barrier, Concrete Coring, Concrete Flatwork, Concrete Formwork and Supply Concrete Placing, Concrete Pumping, Construction Area Signs, Contaminated Soil Handling, Dewatering, Electrical, Commodities, Electrical Contractors, Electrical Equipment, Erosion Control, Fabricated Steel Tunnel Liners, Fencing – Chain link, Fencing – Wood, Fuel/Oil/and Grease, Hazardous Material Removal, Instrumentation/Settlement Monitoring, Landscaping, Lead and Asbestos Abatement, Manhole Covers/Grating, Metal Fabrication, Minor Concrete/Structures, Noise/Vibration Monitoring, Pavement Marking, Photography, Public Relations, QA/QC, Testing, Ready Mix Concrete Supply, Rebar/GFRP Furnish & Install, Roadway/Parking Lot Striping, Secant Pile Headwalls & Shaft, Security Services, Precast Concrete Tunnel Liners – Furnish, Shotcrete Materials, Signage, Survey, SWPPP Plan Preparation, SWPPP Implementation, Temporary Construction Materials, Temporary Utilities, Portable Toilets/Service, Traffic Control, Traffic Signals, Trailers/Field Offices, Trucking/Hauling, Underground Utilities – Furnish Materials, Utilities–Relocation of Existing (Sewer, Water, Storm Drain), Utility Location/Mapping Water Treatment, Waterproofing, Water top, Webcam Services, WF Soldier Piles/Round Pipe Struts – Furnish, Wheel Wash.

ALL DBE FIRMS MUST BE CERTIFIED UNDER THE CALIFORNIA UNIFIED CERTIFICATION PROGRAM (CUCP) BY THE BID/PROPOSAL DUE DATE AND MUST PROVIDE OUR OFFICE WITH A COPY OF THEIR DBE CERTIFICATION LETTER TO INCLUDE WITH OUR BID/PROPOSAL.

CONTACT: Frontier Kemper Purple Line 3 Estimating Team

FRONTIER-KEMPER/TUTOR PERINI, JOINT VENTURE

15900 OLDEN STREET, SYLMAR, CA 91342

PHONE 818/362-2062 FAX 818/833-4289

AN EQUAL OPPORTUNITY EMPLOYER

Mission Bay Development Group, LLC is actively seeking General Contractors for the upcoming Mission Bay Blocks 29-32 Public Improvements Scope 5 (16th Street, South Street, Terry Francois Blvd.) project.

The project is subject to the Office of Community Investment and Infrastructure (OCII's) 50% SBE/LBE participation goal for construction subcontracting, suppliers and truckers with first consideration given in the following order: 1) SBEs located in the project area. 2) San Francisco-based SBEs/LBEs. 3) Non-San Francisco-based SBEs which should be used to satisfy the 50% SBE participation goal only if San Francisco-based SBEs are not available, qualified, or if their bids or fees are significantly higher.

To help satisfy the 50% SBE goal, Local Business Enterprises (LBEs) certified by the City and County of San Francisco will be recognized and count towards the overall SBE goal on this project.

To search for certified LBEs/SBEs, please use:
http://mission.sfgov.org/hrc_certification

The project manual and bid documents will be made available to each interested General Contractor. Please contact Cathy Serrano of Townsend Management, Inc., at (415) 355-6644 to pick up a set at the Mission Bay Office, 410 China Basin Street, San Francisco, CA 94158.

Proposed scope of work for this project includes but is not limited to demolition, storm drain, sewer, low pressure water, reclaimed water, joint trench, rough and fine grading, concrete roadbase, asphalt wearing surface, concrete curb/gutter, concrete sidewalk, irrigation, street trees, security bollards, and site furnishing work.

A pre-bid conference will be held at the Construction Manager's Trailer at 410 China Basin Street, San Francisco, CA on Thursday, February 1, 2018 at 2:00 PM. MBE, WBE, LBE, and SBE subcontractors are strongly encouraged to attend.

**For additional information,
please contact Cathy Serrano at
(415) 355-6644**

5 Reasons Why Workplace Diversity Is Good For Business

By Ian Altman,

For more than two decades, survey researcher and polling expert, Tom Webster, has been studying people's voting and buying behaviors. Webster serves as the vice-president of strategic marketing for Edison Research. Edison is the behind exit polling for all U.S. presidential elections including the most recent Donald Trump-Hillary Clinton face off. Edison's team analyzes data that offer insights not only into the kinds actions people take but why they take them.

Despite news reports that might lead one to believe that the polling was not accurate, Webster noted in the podcast interview that they had a sense of the outcome early during election day. However, they don't jump to early conclusions. They are statisticians and polling experts, not guessers. I had the good fortune to interview Webster on the Grow My Revenue Business Cast.

Danger Lurking

One of the biggest dangers facing corporate America today, he says, is creating an environment where everyone seems to be taking the same actions for the same reasons.

Lack of diversity is the enemy of many organizations today, he says. This doesn't just mean traditional categories of diversity. It extends to diversity of political viewpoints, too.

"If you're at a company, or you're running a company, and you literally don't know anybody that voted for Hillary or (anyone who) voted for Trump, whichever side of the fence you're on, I would submit that you have some issues with understanding customers," Webster said in a recent interview.

Hidden Bias

"It's that kind of...bias that I think is one of the great dangers of corporate America," he adds.

"We don't have all of the voices present in the room that we think we need to have, or that we ought to have, in order to develop products or marketing."

As technology advances and businesses become more globalized, creating a truly diverse organizational culture that incorporates basic human principles and fosters diversity of ideas and perspectives is not just good for employees, Webster argues. It's good for business.

Here Are Five Key Benefits of Fostering Diversity in the Workplace.

Increased Creativity A diversity of ideas and viewpoints can lead to creative breakthrough. A company made up of employees from diverse ethnic backgrounds, generations, genders, races and religions (just to name a few) has more creative energy to harness than one with a more homogenized workforce.

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Business Toolkit

How to Qualify for a Small-Business Loan in 5 Steps



By **Steve Nicastro**,

Qualifying for a small-business loan is easier when you're prepared. Below is a to-do list that will help you get the cash you need to grow your business.

Whether you end up applying for an SBA loan through a bank or opt for an online small-business loan, you should be familiar with each lender's requirements. Knowing whether you meet its criteria before you apply will save you time and frustration.

Here are five steps to help you qualify for a small-business loan.

How to qualify for a small-business loan

1. BUILD personal and business credit scores

Your personal credit score ranges from 300 to 850 (the higher, the better), and evaluates your ability to repay your personal debts, such as credit cards, car loans and a mortgage. The FICO score, commonly used in lending decisions, is based on five factors: your payment history (35% of your score), the amounts owed on credit cards and other debt (30%), how long you've had credit (15%), types of credit in use (10%) and recent credit inquiries (10%). Small-business lenders require a personal credit score for loan applications because they want to see how you manage debt.

Paying your bills on time is crucial to building your score. But even if you pay your bills like clockwork, credit report errors could be damaging your score. One in 4 consumers identified damaging credit report errors, according to a 2012 study by the Federal Trade Commission. However, 4 out of 5 consumers who filed a dispute got their credit report modified, the study found. A follow-up study by the FTC found that 20% of those consumers saw a jump in their credit score after resolving errors. You can get a copy of your credit reports for free once a year at AnnualCreditReport.com and dispute any inaccuracies you find through each of the credit bureaus' websites (Experian, Equifax and TransUnion).

Businesses that are more established and want to apply for bank loans can check out their business credit scores (which generally range from 0 to 100) at three business credit bureaus: Experian, Equifax and Dun & Bradstreet. Check out these five steps to building business credit, and if you see any mistakes on your reports, contact the bureaus.

More than likely, you'll need an excellent business credit score as well as good personal credit to qualify for an SBA loan or traditional loan from a bank; this will depend on the individual lender and business factors such as your revenue, cash flow and time in business. In general, online lenders look at personal credit scores but can be a bit more lenient when it comes to credit score requirements, as they place more emphasis on your business's cash flow and track record.

If you're looking for the best financing for your business, take our quiz to find your options.

2. Know the lender's minimum qualifications and requirements

Meeting a lender's minimum qualifications and requirements will make you a stronger applicant. Some lenders may offer some flexibility if you're underperforming in one area but overperforming in another, but your best chance of getting approved is meeting or exceeding all of their minimums.

Borrowers typically need to meet minimum criteria related to credit scores, annual revenue and years in business. And lenders generally frown upon recent bankruptcies and other past delinquencies.

If you're looking for loans backed by the U.S. Small Business Administration, you have to meet additional SBA loan requirements. Your business must meet the SBA's size standards because these loans are only for small businesses. Borrowers typically need to have strong personal credit and business revenue, and must be current on all government loans with no past defaults. So if you've been late on a federal student loan or a government-backed mortgage, you'll be disqualified.

Your business must operate as a for-profit company and you can't be on the SBA's ineligible businesses list, which includes life insurance companies, financial businesses such as banks and real estate investing.

Qualifying for online lenders can be easier. Although online lenders typically underwrite loans based on traditional factors such as credit scores, annual revenue and cash flow, the loans carry less stringent requirements than SBA loans. For example, some online lenders may qualify you even without strong credit or an established business, and the lender may be more lenient with a recent bankruptcy. On the downside, this speed and ease of qualification typically comes with a more expensive loan.

3. Gather financial and legal documents

Banks and other traditional lenders typically ask for a wide range of financial and legal documents during the application process. They can include:

- Personal and business income tax returns
- Balance sheet and income statement
- Personal and business bank statements
- A photo of your driver's license
- Commercial leases
- Business licenses
- Articles of incorporation
- A resume that shows relevant management or business experience
- Financial projections if you have a limited operating history

These requirements can make getting a bank loan time consuming. That may not be an issue if you're in the market for a long-term business loan to finance a major investment.

However, if you need money faster, online lenders may be a better fit, as they can provide a streamlined online application process with fewer documentation requirements and faster underwriting.

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California Sub-Bid Request Ads

PROJECT: RTE 40 – LUDLOW – CRUCERO ROAD TO BADGER WASH – REGRADE MEDIAN CROSS SLOPES – SAN BERNARDINO COUNTY - CALTRANS CONTRACT # 08-0R1604

****THIS PROJECT HAS A 13 % DBE GOAL****

BID DATE: FEBRUARY 21ST, 2018 • BID TIME: 2:00 P.M.

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

- TRUCKING
- EQUIPMENT RENTAL
- LEAD COMPLIANCE PLAN
- CONSTRUCTION AREA SIGNS
- ROADSIDE SIGNS
- TRAFFIC CONTROL
- WATER TRUCK
- EARTHWORK/GRADING/ROADWAY EXCAVATION
- EROSION CONTROL
- METAL BEAM GUARD RAIL (MBGR)
- STREET SWEEPING
- REBAR
- CONCRETE
- MINOR CONCRETE
- BIOLOGIST
- CLEAR & GRUB
- LANDSCAPING
- ROCK SLOPE PROTECTION
- STORM DRAIN UNDERGROUND
- SWPPP/WPC
- AGGREGATE SUPPLY – AGGREGATE BASE
- 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. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Plans and specs are available at no cost to interested DBE firms from the CALTRANS WEBSITE using the Project ID # 08-0R1604 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 Marty Keane @ (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



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. 04-2640N4
Construct HOV Lanes**

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

Bid Closing Date: February 28, 2018 @ 2:00 PM

DBE GOAL: 12%

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:

- ASPHALT PAVING
- CAST IN DRILLED HOLE (CIDH)
- CLEAR & GRUB
- COLD PLANE
- CONCRETE BARRIER
- CONCRETE MATERIALS – CURE, DOWELS, ETC
- CONSTRUCTION AREA SIGNS
- EARTHWORK/GRADING/ROADWAY EXCAVATION
- DEMOLITION
- ELECTRICAL
- EROSION CONTROL – PERMANENT AND TEMPORARY
- FENCE
- GRINDING (COLD MILL)
- LANDSCAPING
- METAL BEAM GUARD RAIL (MBGR),
- MINOR CONCRETE
- REBAR
- ROADSIDE SIGNS
- SHOTCRETE
- STORM DRAIN UNDERGROUND
- STREET SWEEPING
- STRIPING
- STRUCTURE CONCRETE
- SWPPP/WPC
- TRAFFIC CONTROL
- AGGREGATES SUPPLY
- TRUCKING
- WATER TRUCK
- WATER DIVERSION

**For the complete list of the Actual Project Bid Items go to:
<http://www.dot.ca.gov/des/oe/weekly-ads/oc-biditems.php?q=04-4G8504>**

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.

DESILVA GATES

CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909

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

Estimator: ALAN MCKEAN

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:

**WPCP ASPHALT REHABILITATION
Project No. 2015.0260, Bid No. 17-18.021**

**Local Business Enterprise Goal
Assigned is 25%**

OWNER:

**CITY OF SAN LEANDRO
835 East 14th Street, 2nd Floor,
San Leandro, CA 94577**

BID DATE: FEBRUARY 15, 2018 @ 3:00 P.M.

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

AC DIKE, ELECTRICAL, HAZARDOUS MATERIAL, CEMENT TREATMENT, MINOR CONCRETE, SLURRY SEAL, UNDERGROUND, TRUCKING, 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 <http://www.sanleandro.org/depts/finance/purchasing/bids>.

Fax your bid to (925) 803-4263 to the attention of Estimator Alan McKean. 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 LBE 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 LBE goal.

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

SMALL
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California Sub-Bid Request Ads



Hathaway Dinwiddie

**REQUEST FOR QUALIFICATIONS & BIDS
SOMA HOTEL**
100 Channel Street, San Francisco, CA
Bid Due Date 3/7/2018 @ 2:00 PM
**PreBid Meeting - February 21, 2018 at 10:00AM /
Mission Creek Pavilion, 290 Channel Street**

Hathaway Dinwiddie has been selected as the General Contractor for the SOMA Hotel project, a new 17-story building with 250 hotel guest rooms, meeting rooms, lobby and restaurant café at ground floor, rooftop community space with bar and hotel support facilities. The structure comprises a 3-story podium structure containing public and back of house spaces and a 14-story tower structure containing guest rooms and suites.

The Office of Community Investment and Infrastructure (OCII) has established a subcontracting and supplier participation goal for this project at 50% with first consideration for San Francisco-based LBEs, MBEs, WBEs and SBEs. We are currently requesting qualifications/bids for the following trades:

- Smoke Guard Doors • Special Coatings • Doors, Frames & Hardware •
- Overhead Doors • Framing, Drywall, Access Doors, Insulation & Firestopping • Site Concrete • Landscape, Site Furnishings & Irrigation • Loading Dock Equipment • Dumbwaiter

Bid documents will be provided to subcontractors that have been prequalified per Hathaway Dinwiddie's standards. To prequalify, please visit www.hdcco.com/contact/subcontractors/.

For additional project information, email Project Manager, Alex Ojeda (ojedaa@hdcco.com) and Preconstruction Manager, Sam Mesikepp (mesikepps@hdcco.com). For questions regarding subcontracting goals, email Workforce Diversity Administrator, Leticia Avalos (avalosl@hdcco.com).

HATHAWAY DINWIDDIE CONSTRUCTION COMPANY
275 Battery Street, Suite 300
San Francisco CA 94111
Phone 415-986-2718 • Fax 415-956-5669
An Equal Opportunity Employer



Hathaway Dinwiddie

**REQUEST FOR QUALIFICATIONS & BIDS
SOMA HOTEL**
100 Channel Street, San Francisco, CA
Bid Due Date 3/21/2018 @ 2:00 PM
**PreBid Meeting - February 21, 2018 at 10:00AM /
Mission Creek Pavilion, 290 Channel Street**

Hathaway Dinwiddie has been selected as the General Contractor for the SOMA Hotel project, a new 17-story building with 250 hotel guest rooms, meeting rooms, lobby and restaurant café at ground floor, rooftop community space with bar and hotel support facilities. The structure comprises a 3-story podium structure containing public and back of house spaces and a 14-story tower structure containing guest rooms and suites.

The Office of Community Investment and Infrastructure (OCII) has established a subcontracting and supplier participation goal for this project at 50% with first consideration for San Francisco-based LBEs, MBEs, WBEs and SBEs. We are currently requesting qualifications/bids for the following trades:

- Architectural Millwork • Wall Paneling & SS Countertops • Interior Glazing •
- Tile • Acoustical Ceilings & Specialty Ceilings • Flooring • Painting • Misc. Specialties (Partitions, Accessories, Lockers, Corner Guards, FRP, FEC's) • Food Service Equipment • Data & Communications • Audio Visual • Security/Access Control

Bid documents will be provided to subcontractors that have been prequalified per Hathaway Dinwiddie's standards. To prequalify, please visit www.hdcco.com/contact/subcontractors/.

For additional project information, email Project Manager, Alex Ojeda (ojedaa@hdcco.com) and Preconstruction Manager, Sam Mesikepp (mesikepps@hdcco.com). For questions regarding subcontracting goals, email Workforce Diversity Administrator, Leticia Avalos (avalosl@hdcco.com).

HATHAWAY DINWIDDIE CONSTRUCTION COMPANY
275 Battery Street, Suite 300
San Francisco CA 94111
Phone 415-986-2718 • Fax 415-956-5669
An Equal Opportunity Employer



O.C. Jones & Sons, Inc.

General Engineering Contractor

O.C. Jones & Sons, Inc.
1520 Fourth Street • Berkeley, CA 94710
Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Jean Sicard
An Equal Opportunity Employer

**REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
Construct HOV Lanes
Hwy 101 Marin & Sonoma Counties
Caltrans #04-2640N4
BID DATE: February 28, 2018 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Temporary Creek Diversion System, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Water Quality Sampling, Analysis and Monitoring, ADL Burial Location Report, Treated Wood Waste, Noise Monitoring, Clearing & Grubbing, Erosion Control, Roadway Excavation (Type Y-I Aerially Deposited Lead), Structure Excavation, Structure Backfill, Concrete Backfill, Lean Concrete Backfill, Planting & Irrigation, Lean Concrete Base, Data Core, AC Dike, Tack Coat, Cold Plane AC, CIDH Concrete Pile, Minor Concrete, Fractured Rib Texture, Precast Concrete Lagging, Soldier Pile Wall, Soil Nail Wal, Concrete Retaining Walls, Precast Box Culvert, Bar Reinforcing Steel, Structural Shotcrete, Clean and Paint Steel Soldier Piling, Underground, Adjust Utilities, Rock Slope Protection, Misc. Iron & Steel, Prepare & Paint Concrete, Fencing, Pavement Marker, Object Marker, Roadside Signs, Sign Structures, Midwest Guardrail System, Double Thrie Beam Barrier, Transition Railing, Crash Cushion, Concrete Barrier, Striping & Marking, Electricaland Construction Materials.

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.



O.C. Jones & Sons, Inc.

General Engineering Contractor

O.C. Jones & Sons, Inc.
1520 Fourth Street • Berkeley, CA 94710
Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Mike Crowley
An Equal Opportunity Employer

**REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:
Multi-Modal Improvements
Bicycle and Pedestrian Improvements • BART Way & Gateway Plaza Project • City of Fremont
City Project No. 8868 (PWC)
Federal Project No. STPL-5322(055)
BID DATE: February 13, 2018 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Traffic Control, Portable Changeable Message Signs, Clearing & Grubbing, Erosion Control, Tree Removal, Adjust Utilities to Grade, Cold Plane AC, Minor Concrete, Storm Drain Manhole, Electrical, Slurry Seal, Roadside Signs, Object Marker, Striping & Marking, Tree Grates, Concrete Pavers, Site Furnishings, Import Topsoil, Planting & Irrigation and Construction Materials

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office.

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



SPECIAL OFFER

DO YOU KNOW ABOUT THE 3-FOR-1 AD OFFER IN THE SMALL BUSINESS EXCHANGE?

SBE increases the value of a single ad ... by 3!

We will make it worth your while using
our value-added services!

3 ADS FOR ONE PRICE

- 1 paid in the SBE weekly newspaper and you receive
- 1 in the Friday daily e-Newsletter
- 1 on the website (running until bid date).

(Proof of Publication will be included for all)

3 for 1

Email ad copy to **Nabil Vo** at nvo@sbeinc.com

SBE IS CERTIFIED BY:

- California DGS

- California UCP

- New Orleans RTA (Louisiana UCP)

- New York UCP

Adjudicated newspaper of general circulation in the City and County of San Francisco (Gov. C. 6023)
Outreach periodical contract with the San Francisco OCA (Resolution No. 26 7-17)

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795 Folsom Street, 1st Floor
San Francisco, CA 94107
Phone: 800-800-8534 • Fax: 415-778-6255
www.sbeinc.com



California Sub-Bid Request Ads



Kiewit

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

Requests sub-bids from qualified Subcontractor, Consultants, and/or Suppliers seeking to participate in the Sacramento Regional County Sanitation District of Sacramento County, Tertiary Treatment Facilities Project (TTF) Project in Elk Grove, CA.

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

Subcontractors and Suppliers for the following project:

Tertiary Treatment Facilities Project
Contract No. 4283

Owner: Sacramento Regional County Sanitation District

Bid Date: February 16, 2018 @ 11:00 A.M.

Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Asphalt Paving, Aggregates, Bird Control Devices, Carpentry, Cathodic Protection, Minor Concrete, Concrete Pumping, Concrete Ready-mix, Concrete Reinforcement Supply & Install, Concrete Forms, Precast Concrete, Cast in Place Concrete, Concrete Accessories, Clear & Grub, Grouting, Demolition, Dewatering, Earthwork, Erosion Control, Equipment, Finishes, Furnishings, Fire-Suppression Systems & Protection, Geosynthetics, HVAC, Masonry, Metals, Openings, Paintings & Coatings, Plumbing, Piping & Valves, Public Address System, Quality Control, Specialties, Signage, Street Sweeping, SWPPP, Support of Excavation, Structures, Thermal & Moisture Protection, Trucking & Hauling..

Bonding, insurance, and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested CUCP, MBE, SBE, SBRA, LSAF or HUB Certified DBE business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Scopes are due February 9, 2018 and Quotes NO LATER THAN February 15, 2018 at 4 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.

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

100% Performance Bond and Payment Bonds are required for this project.

Davis-Bacon Act
Buy American Requirements Apply
Owner Controlled Insurance Program (OCIP) Applies
An Equal Opportunity Employer
CA Lic. 433176
DIR # 1000001147



Kiewit

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

Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the City of Stockton, Woodward Island Bridge Project in San Joaquin County, CA.

<http://www.dot.ca.gov/obco/index.html>

Subcontractors and Suppliers for the following project:

Woodward Island Bridge Replacement Federal Project No. BRNBIF-5929 (154)

Owner: City of Stockton

Bid Date: March 1, 2018 at 1:30 P.M.

Disadvantaged Business Enterprises (DBEs)

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

AC Paving, Aggregates, Biologist, Bridge Bearings, Cable Railing, Minor Concrete, CIDH/CISS, Concrete Supply, Concrete Reinforcement, Prestressing Concrete, Post Tensioning, Structural Concrete, Precast Concrete, Concrete Forming, Concrete Pumping, Concrete Washouts, Clear & Grub, Demolition, Earthwork, Electrical/Lighting System, Erosion Control, Fish Protection, Hydroseeding, Joint Sealant, K Rail, Marine Navigational Equipment, Metals, Painting & Coatings, Pavement Markings, Piling, Pipe Supply, Quality Control, Structural Steel, Street Sweeping, SWPPP, Signage, Surveying, Temp Facilities/Offices, Traffic Control, Trucking & Hauling, Underwater Acoustic Monitoring & Water Truck.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested 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 February 23, 2018 and Quotes NO LATER THAN February 28, 2018 at 5 PM.

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company and to be able to receive bidding information, view plans and specifications.

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

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers.

Davis-Bacon Act Applies
Buy America Requirements Apply
An Equal Opportunity Employer
CA Lic. 433176
DIR # 1000001147

5 Reasons Why Workplace Diversity Is Good For Business



Continued from page 4

Foster Innovation Different practices that arise from having lived in a foreign country or speaking a foreign language or practicing a certain religion can lead to innovative products like Nike's new "Pro Hijab", a lightweight, breathable headcover for female Muslim athletes.

Better Consumer Understanding If you don't have somebody with a diverse viewpoint in your boardroom then you very likely don't have your finger on the pulse of a demographic group you purport to serve if somebody's not advocating for that position.

"If you don't have those voices in your research... you're denying yourself the potential opportunity to explore different markets that you're not even thinking about," Webster says.

Richer Brainstorming A diversity of opinions, ideas and input can lead to richer, more productive discussions during brainstorming sessions. In contrast, an environment where everyone's opinions mirror each other has a high probability of producing stagnant results.

"(That) kind of homophily of mindset and the feedback you get in brainstorming sessions...is a really dangerous thing for any company," Webster says.

Better Decision Making Diverse perspectives lead to better decisions -- for your company, your employees and your customers.

What You Might Be Missing

"What don't you know about your potential customers, what voices aren't you getting from your market research, what voices aren't you getting in your boardroom, what voices aren't you getting in your brainstorming sessions," Webster asks.

"I submit it's a very dangerous thing not to know."

It's Your Turn

Where do you see a lack of diversity hampering your business potential? Join in the conversation in the comments or via social media.

SOURCE: www.inc.com

Advertise with the Small Business Exchange

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



Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 1000008793 E.S.E.R. BOND 2014 MEP PACKAGE 2 - BAYVIEW & TENDERLOIN POLICE STATION

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on February 28, 2018**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpublishworks.org/biddocs. Please visit the Contracts, Bids and Payments webpage at www.sfpublishworks.org for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work at Tenderloin Police Station includes but is not limited to emergency generator and fuel tank replacement, hazmat abatement, HVAC work including new cooling system for selected areas, concrete vehicular ramp and roll-up door replacement, and architectural finish replacement at affected areas. Please refer to contract drawings and specifications for complete scope of work. The Work at Bayview Police Station includes but is not limited to emergency generator replacement, HVAC work including chiller and AHU replacement, new AC unit in Telephone room, and architectural finish replacement at affected areas. Please refer to contract drawings and specifications for complete scope of work. The time allowed for completion is 300 consecutive calendar days. The Engineer's estimate is approximately \$2,580,000. For more information, contact the Project Manager, **Lisa Zhuo** at 415-557-4699.

On July 1, 2014, the registration program under section 1725.5 of the California Labor Code went into effect. The program requires that all contractors and subcontractors who bid or work on a public works project register and pay an annual fee to the California Department of Industrial Relations ("DIR").

No contractor or subcontractor may be listed in a bid or awarded a contract for a public works project unless registered with the DIR as required by Labor

Code section 1725.5 [with limited exceptions from this requirement for bid purposes only under Labor Code section 1771.1(a)].

This Project shall incorporate the required partnering elements for **Partnering Level 1**. Refer to Section 01 31 33 for more details.

Pursuant to San Francisco Administrative Code ("Administrative Code") Section 6.25 and Chapter 25 of the Environment Code, "Clean Construction" is required for the performance of all work.

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state with laws that perpetuate discrimination against LGBT populations ("Covered State") or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsible responsive bidder.

A bid may be rejected if the City determines that any of the bid item prices are materially unbalanced to the potential detriment of the City.

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is **21%**. Call Finbarr Jewell at 415-274-0511 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on **February 8, 2018 from 1:30pm to 4:30pm**, which includes a site walk at 201 Williams Ave, San Francisco CA (Bayview Police Station) followed by a site walk at 301 Eddy Street, San Francisco, CA (Tenderloin Police Station).

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. Administrative Code Section 6.22(a) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

Class "B" license required to bid.

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with Administrative Code Chapter 12P, Minimum Compensation Ordinance.

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction ("Policy") as set forth in Administrative Code Section 6.22(g). Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

Bidders are hereby advised that the Contractor to whom the Contract is awarded must be certified by the Contract Monitoring Division as being in compliance with the Equal Benefits Provisions of Chapter 12B of the Administrative Code within two weeks after notification of award.

If a bidder objects on any ground to any bid specification or legal requirement imposed by this Advertisement for Bids, the bidder shall, no later than the 10th working day prior to the date of Bid opening, provide written notice to the Contract Administration Division, San Francisco Public Works, setting forth with specificity the grounds for the objection.

Right reserved to reject any or all bids and waive any minor irregularities.

2/8/18

CNS-3095799#

SMALL BUSINESS EXCHANGE

OAKLAND UNIFIED SCHOOL DISTRICT

REQUEST FOR QUALIFICATIONS AND PROPOSALS

LEASE-LEASEBACK CONSTRUCTION SERVICES RFQ/P #007-17

Oakland Unified School District ("District") is seeking proposals from qualified persons, firms, partnerships, corporations, associations, or professional organizations to provide constructability review, value engineering, master scheduling, site logistic planning, cost estimating, budgeting and construction services for the development and construction for the Claremont Middle School Kitchen Repair and Synthetic Turf Field ("Project") in accordance with the lease-leaseback structure set forth in Education Code section 17406 et seq.

The Request for Qualifications and Proposals ("RFQ/P"), which includes instructions for its completion, is available at the District website (www.ousd.org) for your consideration. According to the specifications contained in this RFQ/P, Respondents to this RFQ/P shall submit a completed Statement of Qualifications ("SOQ") along with the Proposal (collectively "RFQ/P Packet").

Respondents must mail or deliver five (5) bound copies, one (1) unbound copy, and one (1) electronic copy on CD or USB flash drive of the RFQ/P Packet conforming to the requirements of this RFQ/P to:

OAKLAND UNIFIED SCHOOL DISTRICT

**Cesar Monterrosa, Director Facilities
Planning & Management
955 High Street, Oakland, CA 94601
Re: RFQ/P #007-17**

ALL RESPONSES ARE DUE BY 1:00 PM, ON WEDNESDAY, MARCH 14, 2018. Oral, telegraphic, facsimile, telephone or email RFQ/P Packets will not be accepted. RFQ/P Packets received after this date and time will not be accepted and returned unopened. The District reserves the right to waive any informalities or irregularities in the RFQ/P Packets. The District also reserves the right to reject any and all RFQ/P Packets and to negotiate contract terms with one or more Respondents.

A non-mandatory informational meeting will be conducted on **Thursday, February 22, 2018, at 10:30 AM**. The meeting will be held at the District's Facilities Office, located at 955 High Street, Oakland CA 94601.

Questions regarding this RFQ/P may be directed to Tadashi Nakadegawa, Director of Facilities, at tadashi.nakadegawa@ousd.org with a copy ("cc:") to Cesar Monterrosa, Director of Facilities, at cesar.monterrosa@ousd.org, and Elena Comrie, Project Manager, at ecomrie@ccorpusa.com. All questions must be submitted on or before **1:00 P.M. ON Tuesday, February 27, 2018**. See below, **Link to upload full RFP Document**.

<https://www.ousd.org/cms/lib/CA01001176/Centricity/Domain/95/Claremont%20RFP%20for%20distribution%20-%202018.pdf>

In this RFQ/P, the term Respondent identifies the firm or partnership submitting as the entity to enter into the terms of the Agreements included in **EXHIBIT B**. All Respondents must have already been prequalified by the District in accordance with the Public Contract Code section 20111.6. The Respondent is not required to identify electrical, mechanical and plumbing subcontractors but if such subcontractors are identified, they are also subject to the prequalification requirements as required by Public Contract Code section 20111.6.

Public Legal Notices



REQUEST FOR PROPOSALS FOR THE AIRPORT AUTOMATED RETAIL CONCESSION LEASE AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the Airport Automated Retail Concession Lease. The Request for Proposals includes a total of fourteen (14) automated retail locations throughout the airport.

The proposed minimum financial offer is \$175,000.00 with a term of five (5) years. Rent for the Airport Automated Retail Lease shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 12% of Gross Revenues achieved up to and including \$500,000.00; plus 14% of Gross Revenues achieved over \$500,000.00. Small, local and disadvantaged businesses are encouraged to participate.

The Informational Conference will be held on Wednesday, February 21, 2018 at 1:30 p.m. at the Aviation Conference Room at the SFO Business Center at San Francisco International Airport, located at 575 North McDonnell Road, San Francisco, CA 94128.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call Scott Blood, Principal Property Manager, Revenue Development and Management Department, (650) 821-4500.



REQUEST FOR PROPOSALS FOR THE AIRPORT CONCIERGE SERVICE LEASE AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the Airport Concierge Service Lease. This Lease is for the operation of VIP and concierge-style services at San Francisco International Airport. The Minimum Annual Guarantee (MAG) for this Lease is \$10,000.00.

The term is three years with one two-year option to extend exercisable at the Airport Commission's discretion. Annual Rent shall be the higher of the Minimum Annual Guarantee or 8% of Gross Revenues.

An Informational Conference will be held on Wednesday, February 14, 2018, at 10:30 a.m. PST at the SFO Business Center, 575 N. McDonnell Road, Third Floor, Suite 3-313, Aviation Management's Conference Room, at San Francisco International Airport. Small, local and disadvantaged businesses are encouraged to participate.

Please see website <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call John M. Reeb, Sr. Principal Property Manager, Revenue Development and Management, (650) 821-4512.

CNS-3095446#

How to Qualify for a Small-Business Loan in 5 Steps

Continued from page 5

If you have good credit and strong business finances, some online lenders may offer you rates comparable to those for bank loans.

4. Develop a strong business plan

Lenders will want to know how you plan to use the money and will want to see that you have a strong ability to repay. They may require a solid business plan that details the purpose of the loan and how you expect it to increase profits.

Your business plan should include current and projected financials, and clearly demonstrate that your business will have enough cash flow to cover ongoing business expenses and the new loan payments. This can give the lender more confidence in your business, increasing your chances at loan approval. Your business plan should include:

- Company description
- Product and/or service description
- Management team
- Industry analysis
- Facilities and operations plan
- Promotional, marketing and sales strategy
- SWOT analysis (strengths, weaknesses, opportunities, threats)

5. Provide collateral

To qualify for a small-business loan, you may have to provide collateral to back the loan. Collateral is an asset, such as equipment, real estate or inventory, that can be seized and sold by the lender if you can't make your payments. It's basically a way lenders can recover their money if your business fails.

SBA loans require "adequate" collateral for security on all loans, plus a personal guarantee from every owner of 20% or more of the business. A personal guarantee puts your credit score and your personal assets on the hook.

Some online lenders do not require collateral but may want a personal guarantee. Others may also take a blanket lien on your business assets — essentially another form of collateral — giving the lender the right to take business assets (real estate, inventory, equipment) to recoup an unpaid loan. Each lender has its own requirements, so don't be afraid to ask questions if you are unsure.

If you don't have collateral to get a loan or don't want to take on the risk of losing personal or business assets, unsecured business loans may be a better option.

SOURCE: www.nerdwallet.com

Request for Proposal

On-Call Land Surveying and Mapping Services



Topic: On-Call Land Surveying and Mapping Services

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

Santa Clara Valley Water District is soliciting proposals for a qualified Land Surveying firm to provide general and specialized surveying services in the areas of: preliminary and design level surveys, cadastral surveys, monitoring surveys, and construction support services on an as needed basis in order to assist the District in accomplishing its tasks in a timely manner. Requests for the services of qualified staff from the Consultant's team may come at any time and may include a need for more than one type of survey and possibly more than one of each type.

The full Request for Proposal (RFP) can be viewed at <http://cas.valleywater.org>. Please submit your proposals electronically to the District's Contract Administration System (CAS) by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "LS10" and add contact information as necessary.

Contact: If you need assistance with creating a CAS account, please call (408) 630-2992, or e-mail questions to ContractAdministration@valleywater.org.

In addition to submitting proposals electronically through the District's web portal, hard copies of the proposal must be received by the proposal due date and time specified in the RFP Schedule. Please refer to the RFP for detailed hardcopy delivery instructions.

General questions regarding this solicitation will be accepted by email to [Lydia Rossiter](mailto:Lydia.Rossiter@valleywater.org) at lydrossiter@valleywater.org.

01/2018 BA