

## 6 Tips to Recession-Proof Your Construction Company



Image by skeeze from Pixabay

[ Article was originally posted on [www.constructconnect.com](http://www.constructconnect.com) ]

By Kendall Jones,

The construction industry really took it on the chin during the Great Recession. The number of construction firms fell by nearly 150,000 between 2007 and 2013 and over 2.3 million jobs were lost due to layoffs, early retirement, and workers leaving for greener pastures. With a majority of economists predicting another recession hitting sometime in 2020, it's understandable that construction business owners aren't looking forward to another economic downturn.

Regardless of whether another is a year away or 10 years away, construction business owners should start looking at ways to recession-proof their construction business now. Even if another recession doesn't hit as hard as the next one, building a resilient business that can weather any hardship is always a smart move.

Whether it's a recession, a couple of unprofitable projects, subcontractor default, or some other business-ending catastrophe, here are some tips on how to ensure your company's continued success.

### Have Cash on Hand

Squirreling away enough cash to get your company through tough times is a good idea. You don't

want to hinder your company's growth by hoarding cash rather than putting it to work. If work gets scarce you want to have enough reserves to cover your operating expenses and overhead for a few months to supplement any shortfall.

### Don't Rely on Backlogs

During the last recession, many construction firms saw backlogs of nine to 12 months slowly disappear as projects were put on hold or canceled altogether because no one could get financing. Now's the time to start strategizing how you'll keep work coming in when things get tight. This could mean focusing on one or two niche areas or expanding your current offerings to offer more to your clients.

### Keep Your Best People

Construction employment hit a 10-year high last month and has been inching ever closer to pre-recession numbers. Despite that, the construction industry is still dealing with a skilled labor shortage. New workers coming into construction don't have the same experience and expertise as the veteran employees lost during the last recession.

If you want your business to survive another economic you're going to need your best workers to get you through. This means offering competitive wages or other incentives and winning enough work to keep them busy.

### Know Your Costs

Rising material and labor costs combined with increased project complexity and shorter timelines has resulted in razor-thin profit margins for companies that don't understand their actual project costs, including job costs and overhead costs. Better knowledge and understanding of how much each job costs will lead to better estimates and higher profit margins.

### Play to Your Strengths

What sets your company apart from your competition? Is it the quality of work, your ability to deliver projects on time and within budget, or expertise in a niche market? Are there certain types of projects or service areas that are more profitable for your company than others? If work starts to dry up, you'll want to lean into the type of work that you excel at in order to weather the storm.

### Cut the Fat

Take a good hard look at your current operations. Are you overextending by taking on too many projects at once? Do you have equipment sitting idle for months at a time? Do you have employees that aren't pulling their weight? Are you spending money on things that aren't directly related to your strategic growth? If you answered yes to any of these questions, now is the time to cut the fat

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# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

### CM/GC: DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263

Chief Estimator: **GARRY DAY**

Website: [www.desilvagates.com](http://www.desilvagates.com)

An Equal Opportunity/Affirmative Action Employer

DeSilva Gates Construction (DGC)  
is requesting bids for the project listed below:

### TREASURE ISLAND STREET IMPROVEMENTS Sub-Phase 1B, 1C and 1E, San Francisco, CA Contract No. TICD-19-03

Small Business Enterprise Goal Assigned  
is 41%

#### OWNER

TREASURE ISLAND DEVELOPMENT AUTHORITY  
1 Sansome Street, Suite 3200,  
San Francisco, CA 94104

**REVISED BID DATE: JULY 25, 2019 @ 2:00 P.M.**

We hereby encourage responsible participation of local Small Business Enterprises/Local Business Enterprises, and solicit their contractor or materials and/or suppliers quotation for the following types of work including but not limited to:

**UTILITY CONSTRUCTION, INCLUDING WET UTILITIES (STORM WATER, STORM WATER FORCE MAIN, SANITARY SEWER, SANITARY SEWER FORCE MAIN, LOW PRESSURE WATER, STORM WATER AND SANITARY SEWER TREATMENT PLAN UTILITIES), AND DRY UTILITIES (JOINT TRENCH, ELECTRIC 12KV UNDERGROUND SUBSTRUCTURE, DTIS SUBSTRUCTURE, TELECOM COMMUNICATION SUBSTRUCTURE): SANITARY SEWER PUMP STATION AND LIFT STATION CONSTRUCTION: ROADWAY RETAINING WALL CONSTRUCTION: STRUCTURAL CONCRETE: ARCHITECTURAL CONCRETE: TRAFFIC CONTROL: ROADWAY AND SURFACE IMPROVEMENTS: HARDSCAPE: STREET LIGHTING: TRAFFIC SIGNALS: SITE FURNISHINGS: STORM WATER PLAN IMPROVEMENTS: ROADWAY PLANTING, IRRIGATION AND LANDSCAPE: STREETSCAPE PLANTING, IRRIGATION AND LANDSCAPE: AND STORM WATER PLANTING, IRRIGATION AND LANDSCAPING.**

Plans and specifications may be reviewed and downloaded from the Dropbox site at <https://www.dropbox.com/sh/f6sgllceigsoj7z/AAD0IE4iy4kQD6ztp59gDQGQa?dl=0>

Information is also available on the City and County of San Francisco's website at <https://sftreasuresland.org/contracting-ticd>

A Pre-Bid Conference will be held on June 20, 2019 at 10:00 AM located at One Avenue of Palms, Suite 216, San Francisco, CA 94130.

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

If you need SBE/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. DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/LBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.



**O.C. Jones & Sons, Inc.**  
1520 Fourth Street • Berkeley, CA 94710  
Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Donat Galicz & Jason Martin

### REQUEST FOR MBE/WBE SUBCONTRACTORS AND SUPPLIERS FOR:

**The Improvements of East 14th Street from  
162nd Avenue to 172nd Avenue  
In the Ashland Community  
County of Alameda Public Works Agency  
BID DATE: July 30, 2019 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Construction Surveying, Traffic Control, Construction Area Signs, Flashing Arrow Signs, Delineators, Temporary Business Entry Signs, Temporary Railing, Portable Changeable Message Sign, Project Funding Identification Signs, Disposal of Contaminated Soils, Clearing & Grubbing, Tree Protective Fencing, Imported Borrow, Milling (Cold Plane Asphalt Concrete Pavement), Adjust Utilities to Grade, Geosynthetic Pavement Interlayer (Pavement Fabric), Minor Concrete, Reinforced Concrete Bioretention Tie-Beam, Reinforced Concrete Pipe, Concrete Backfill, Bioretention Areas, Storm Drain Manhole, Sidewalk Curb Drain, Curb Drain Boxes, Bioretention Areas, Storm Drain Cleanouts, Standard Concrete Monument, Monument Preservation, Thermoplastic Striping & Marking, Painted Curb, Roadside Signs, Fencing, Sewer Main, Sanitary Sewer Manhole, SWPPP, Sweeping, Traffic Signal & Lighting System, Decorative Pedestrian Light & Foundation, Fiber Optic Cable, Solar Rectangular Rapid Flashing Beacon System, Electrical, Planting & Irrigation, Site Furnishings, Pavers, Pedestrian Barrier, Traffic Control Plans, Biologist, Bird Survey, and Construction Materials

An Equal Opportunity Employer

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 MBE/WBE Participation. Plans & Specs are available for viewing at our office.

Visit [www.sbeinc.com](http://www.sbeinc.com) to  
download the latest  
SBE Newspaper and SBE E-Newsletter



## BGINibbi

**Project Name: Hunters Point Shipyard  
Block 52 & 54, Design Build – MEPF & PV  
Location: San Francisco, California  
Bid Date: August 6, 2019 @2:00 PM  
Pre-Bid Conference:  
Tuesday, July 23, 2019 @ 10am  
Location: 1000 Brannan Street, Suite 102,  
San Francisco, CA**

Baines - Nibbi Joint Venture has been selected as the General Contractor for the Hunters Shipyard Blocks 52 & 54 in San Francisco, CA. We are in receipt of the 50% DD Documents and are currently requesting bids from qualified subcontractors including those certified with the Office of Community Investment and Infrastructure (OCII) for DB MEPF & PV. OCII has established a subcontracting participation goal for this project at 50% SBE/LBE goal with first consideration for San Francisco-based MBEs, WBEs and SBEs. New construction consisting of 165,830 square-feet of affordable housing, Block 52 with 67 units and Block 54 with 45 units totaling 112 units. Buildings will be Type VA over Type IA offering low-income families and individuals with a variety of unit types ranging from 1 to 5-bedrooms.

To obtain bid and contract documents please email Kevin Young at [kevin@nibbi.com](mailto:kevin@nibbi.com).

FAX OR EMAIL PROPOSALS TO:  
NIBBI BROTHERS GENERAL CONTRACTORS  
Fax: 415-241-2951 / Email: [bids@nibbi.com](mailto:bids@nibbi.com).

For information regarding this project please contact Paris Paraskeva, Estimator,  
via email at [ParisP@nibbi.com](mailto:ParisP@nibbi.com).

## SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

### Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at [www.sbeinc.com](http://www.sbeinc.com)

### Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

### Telemarketing

Telephone follow-up calls that follow a script of 5 questions you create.

### Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

### Contact Info:

**795 Folsom Street, 1st Flr, Room 1124  
San Francisco, CA 94107**

**Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)**

**Website: [www.sbeinc.com](http://www.sbeinc.com)**

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

**Fax: (415) 778-6255**

**Publisher of  
Small Business Exchange  
weekly newspaper**



# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

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

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

**THE IMPROVEMENTS OF EAST 14TH STREET FROM 162ND AVENUE TO 172ND AVENUE IN THE ASHLAND COMMUNITY, ALAMEDA COUNTY, CALIFORNIA**  
 Specification No. 2340,

Minority/Women-Owned Business Enterprise Goal Assigned is 15% MBE and 5% WBE

OWNER

COUNTY OF ALAMEDA – 951 Turner Court,  
 Room 300, Hayward, CA 94545

**BID DATE: JULY 30, 2019 @ 2:00 P.M.**

We hereby encourage responsible participation of local Minority/Woman-Owned Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

**ADJUST IRON, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, DELINEATORS, ELECTRICAL, FABRIC/GEOSYNTHETIC PAVEMENT INTER-LAYER, FENCING, CONTAMINATED/HAZARDOUS MATERIAL, LANDSCAPING/IRRIGATION, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, UNIT PAVER/STAMPED/TEXTURED PAVING, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com> and password is f7pa55wd) or from the Owner's site at [www.ipdservices.com/clients/eastbay/index.html?alco&Show=Planroom](http://www.ipdservices.com/clients/eastbay/index.html?alco&Show=Planroom)

Fax your bid to (925) 803-4263 to the attention of Estimator Victor Le. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need M/WBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the M/WBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

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

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

**CALTRANS ROUTE 99 - IN SACRAMENTO COUNTY IN AND NEAR GALT FROM DRY CREEK BRIDGE TO SIMMERHORN ROAD AND IN ELK GROVE AND SACRAMENTO FROM 0.9 MILE SOUTH OF ELK GROVE BOULEVARD TO MARTIN LUTHER KING JR BOULEVARD**

Contract No. 03-0H4804,  
 Federal Aid Project No. ACSB1NH-P099(637)E  
 Disadvantaged Business Enterprise Goal Assigned is 14%

OWNER: STATE OF CALIFORNIA

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

**REVISED BID DATE: August 1, 2019 @ 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, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, CRACK SEALING, CRASH CUSHION, ELECTRICAL, HYDROSEEDING/HYDROMULCH, LANDSCAPING & IRRIGATION, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE & TEXTURE PAVING, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS/DELINEATORS/MARKERS, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED 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:f7pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com> and password is f7pa55wd) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

Fax your bid to (925) 803-4263 to the attention of Estimator Victor Le. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

## DESILVA GATES CONSTRUCTION

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

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

**CAMPUS PARKWAY SEGMENT 3,**  
 Contract No. 300-1233

OWNER

COUNTY OF MERCED -

345 West 7th Street, Building A, Merced, CA 95341

**BID DATE: JULY 24, 2019 @ 3:00 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, BARRIER RAIL SUB, BIOLOGIST CONSULTANT, BRIDGE, BRIDGE REMOVAL, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CPM SCHEDULING CONSULTANT, CRASH CUSHION, DEVELOP WATER SUPPLY, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FENCING, HORIZONTAL BORING, HYDROSEEDING, IRRIGATION, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, MISC. IRON AND STEEL, PUMP STATION, REINFORCED CONCRETE PIPE, JACKED REINFORCED CONCRETE PIPE, CORRUGATED METAL PIPE, ROADSIDE SIGNS, ROCK SLOPE PROTECTION SUPPLIER, SIGN STRUCTURE, STRIPING, STRUCTURAL BACKFILL, STRUCTURAL EXCAVATION, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, TREE REMOVAL/TRIMMING, UNDERGROUND, VEGETATION CONTROL, WELL DRILLING & SEALING, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com> and password is f7pa55wd) or from the Owner.

Fax your bid to (925) 803-4263 to the attention of Estimator Jack Shewmaker. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.



# California Sub-Bid Request Ads



**SYBLON REID**  
General Engineering Contractors  
Providing Solutions to Difficult Projects

P.O. BOX 100 Folsom, CA 95763

Phone: (916) 351-0457 Fax: (916) 351-1674

Contact: Adam Simmons • Email: adams@srco.com & estimating@srco.com

Sub-Bids Requested From **LBE** Subcontractors & Suppliers for:

**OWNER: CITY OF MERCED**  
**WELL NO 20 PUMP STATION CONSTRUCTION**  
**PROJECT NO.107033**  
**LOCATION: MERCED, CA**  
**BID DATE: July 25, 2019 @ 2:00 PM**

**Trades Solicited:** Surveying, Water Truck, Demolition, Metal Supply, Roofing & Flashing, Door Supplier(man doors) Door Installation, Painting & Coating, Plumbing, HVAC, Electrical, Earthwork, Chain Link Fencing & Gates, Pipe & Valve Supply, Construction Material Supply, SWPP Supply,

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.

## TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE, VENTURA, CA 93003

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

Contact: Tony Valentino • Email: tvalentino@taftelectric.com

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

**Agency: Antelope Valley Transit**  
**AVTA - Server Room Upgrades IFB No. 2020-01**  
**Location: 42210 6th St W, Lancaster, California**  
**BID DATE: July 30th, 2019**

**Scope of work/Trades: Electrical Equipment Procurement, Low Voltage Installation**

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

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

We Are An Equal Opportunity Employer



Since 1924  
**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

REQUEST FOR DBE  
SUBCONTRACTORS AND SUPPLIERS FOR:

**Cold Place AC Pavement And RHMA Overlay**  
**Hwy 99 Sacramento**  
**Caltrans #03-0H4804**

**BID DATE: July 24, 2019 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion, Lead Compliance Plan, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Treated Wood Waste, Clearing & Grubbing, Dust Palliative, Shoulder Backing, Decomposed Granite, Wood Mulch, Irrigation, Hydroseed, Asphaltic Emulsion, Crack Treatment, Data Core, AC Dike, Tack Coat, Cold Plane AC, CIDH Concrete Pile, Structural Concrete, Minor Concrete, Sign Structure, Adjust Utilities to Grade, Rock Slope Protection, Pre/Post Construction Surveys, Misc. Iron & Steel, Delineators, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Single Thrie Beam Barrier, Transition Railing, Alternative In-Line Terminal System, Crash Cushion, Striping & Marking, Rumble Strip, Locating & Mapping Underground Facilities, Modify Existing Electrical System, and Construction Materials

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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](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).

## Con-Quest Contractors, Inc.

290 Toland Street San Francisco, Ca 94124

Email: [bidday@cqcontractors.com](mailto:bidday@cqcontractors.com)

Fax: 415-206-0528

REQUEST FOR QUALIFIED DBE/MBE/WBE  
SUBCONTRACTORS & SUPPLIERS FOR:

**San Francisco Municipal Transportation Agency**

**L Taraval Improvement Project**  
**Sunset Boulevard to West Portal**

**Bid Date: August 1, 2019**

Quotes needed: SWPPP, Utility Trenching, Material Testing/Inspection, Track Signal/Systems, Train Overhead Catenary Systems, Electrical, Precast Fabricator/Installer, Landscaping, Tree Removal, Environment Monitoring, Ready Mix Concrete, Concrete Pumping, Trucking, Aggregate Materials, Asphalt Paving, Track Materials, Demolition, Survey, Rebar, Structural/Misc. Metals, Scaffolding/Falsework/Forms, Fencing, Railings, Crane/Hoisting Service, Sheeting & Shoring, Painting, Geocomposite Drain, Roadway Traffic Striping

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## 6 Tips to Recession-Proof Your Construction Company

Continued from page 1

and get your company into a lean, mean, recession-fighting machine.

If your construction company is already having issues or struggling, a recession is only going to exacerbate those problems and force you to close up shop. Now is the time to work on things

like tightening your cash flow, increasing your productivity on projects, and improving how efficiently your company runs.

**SOURCE:**

<https://www.constructconnect.com/blog/operating-insights/6-tips-recession-proof-construction-company/>

# Tutor Perini/O & G Joint Venture (TPOG)



## SEEKING DBE FIRMS

FOR SUBCONTRACTING OPPORTUNITIES ON THE WESTSIDE  
PURPLE LINE EXTENSION SECTION 2 PROJECT

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



### INTERESTED IN WORKING WITH TPOG?

TPOG issues Notice of Interest (NOI) Emails to all Tutor Perini/O & G Joint Venture registered vendors notifying them of upcoming 1st tier opportunities on the project. All CUCP certified DBEs vendors based in Southern California are already registered with TPOG. Please contact us if your firm is not receiving TPOG Notices of Interest by sending a note to:

**[Nareg@moderntimesinc.com](mailto:Nareg@moderntimesinc.com)**

### BONDING, LINES OF CREDIT, AND INSURANCE SUPPORT SERVICES:

TPOG is willing to assist DBE Subcontractors and suppliers in obtaining access to bonds, lines of credit and insurance. Please email Nareg Bostanian for your requests for assistance.

TPOG is soliciting in good faith all interested subcontractors as well as certified DBE firms. If you are interested in bidding or have any questions in relation to the scope, please email DBE Project Coordinator: Nareg Bostanian or visit the website below. <http://www.tpojv4purpleline.com/index.html>

THE BUSINESS OUTREACH COMMITTEE (BOC) A CONSORTIUM OF BAY AREA TRANSPORTATION AGENCIES

# MEET THE BUYERS PROCUREMENT FORUM



**FRIDAY, AUGUST 9, 2019**

**REGISTRATION: 12:30PM – 1:00PM**

**EVENT: 1:00PM - 3:00PM**

**Lower Floor, San Francisco Public Library  
Latino/Hispanic Community Room**

**100 Larkin Street, Room 602, San Francisco, CA 94102**

*(Conveniently located across from the Civic Center BART Station)*

**YOUR ATTENDANCE IS HIGHLY ENCOURAGED!**

Please RSVP at:

[https://boc\\_meetthebuyers\\_2019.eventbrite.com](https://boc_meetthebuyers_2019.eventbrite.com)

- **Introduce your firm's goods, products and services**
- **Learn about upcoming contracting opportunities**
- **Network with other small businesses**
- **Expand your business with transit & government entities**

This is an opportunity to connect small and disadvantaged businesses with procurement staff from various participating transit and transportation agencies and government entities.

**THE BUSINESS OUTREACH COMMITTEE (BOC) A CONSORTIUM OF BAY AREA TRANSPORTATION AGENCIES**

# FREE DBE CERTIFICATION WORKSHOP

Presented by Certifying Agency  
Members of the California Unified  
Certification Program



**THURSDAY, JULY 25, 2019 10:00AM – 12:00PM**  
**CALTRANS, District 4 Auditorium**  
**111 Grand Avenue, Oakland, CA 94612**

**REGISTRATION IS REQUIRED | Registration 9:30AM-10:00AM**

Please RSVP at [https://boc-dbe\\_cert\\_2019.eventbrite.com](https://boc-dbe_cert_2019.eventbrite.com)

This workshop is to encourage Small, Minority and Women-Owned businesses to become certified as Disadvantaged Business Enterprise (DBE) firms!

**DBE certification can provide you access to federally-funded projects!**

## JOIN US TO LEARN ABOUT

- Benefits of becoming DBE Certified
- Overview of the U.S. Department of Transportation DBE Program, 49 Code of Federal Regulations Part 26, Subparts D and E, Certification Standards and Procedures
- Instructions for completing the DBE Certification Application
- Documents required for submittal
- Upcoming contracting opportunities from various transit agencies



**FOR MORE INFORMATION:**  
contact Artemise Davenport at  
[adavenport@goldengate.org](mailto:adavenport@goldengate.org) or 415-257-4581

