

## Look South: Increasing U.S. trade with Latin America



During President Barack Obama's Weekly Address, he expressed that, "Latin America represents an incredible opportunity for the United States, especially when it comes to my top priority as President: creating good, middle-class jobs... Right now, over 40 percent of our exports go to the Americas."

As part of the Obama administration's continued work to promote exports and strengthen the U.S. economy, U.S. Secretary of Commerce Penny Pritzker unveiled "Look South," a new initiative aimed specifically at increasing U.S. trade with Latin American economies with whom the U.S. has free trade agreements (FTA).

Look South is part of the Commerce Department's "Open for Business Agenda," and support President Obama's National Export

Initiative by encouraging the expansion of export markets. Minority business enterprises (MBEs) are uniquely positioned to benefit from the Look South effort, which will help them expand to new export markets and generate more revenue. MBEs are twice as likely to export compared to non-minority firms, more than three times as likely to generate 100 percent of all their sales from exports, and are better able to expand abroad because of linguistic and cultural ties to a region.

More than half of all America's free trade agreements are in Latin America. The FTA partners have shown increased demands for U.S. products, as well as stable and growing business environments. The 11 FTA partners in Latin America include: Chile, Colombia, Costa Rica, Dominican Republic, El Salvador,

Guatemala, Honduras, Mexico, Nicaragua, Panama, and Peru.

Given the FTAs, doing business in these rapidly growing Latin American markets is now easier than ever. Under these FTAs, U.S. firms can enjoy benefits such as:

- \*Low or zero tariff rates for exported products into these markets
- \*Improved business environment for services and government procurement
- \*Reduced market access barriers
- \*Forecasted economic growth in these markets

Reports show that 40 percent of all American exports are to Latin America, hence why the region is among the best U.S. trading partner. For example, Mexico is our second-largest trading partner, with U.S. exports to the country reaching in excess of \$2 billion in 2012.

For more information, visit the Look South web portal [www.export.gov/looksouth](http://www.export.gov/looksouth), a Look South fact sheet, or e-mail [looksouth@trade.gov](mailto:looksouth@trade.gov).

Source: [www.export.gov/LookSouth](http://www.export.gov/LookSouth)

### **SMALL BUSINESS EXCHANGE**

#### **SBE OUTREACH SERVICES**

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

##### **Advertisements**

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

##### **Faxed 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.

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

# BIDDING OPPORTUNITIES

Seeking D/DV/M/S/VS/WBE (Disadvantaged, Disabled Veteran, Minority, Small, Very Small, and Woman Business Enterprises) subcontractors and suppliers for

**Wister Sport Fishery, Specification 600**

**Project Owner: San Diego County Water Authority**

**Project Location: Imperial County, CA**

**Bid Date: January 28, 2014**

**Trades:** Aggregate Supply, Aqua Culturist, Class 2 Base Supply, Concrete Supply, Fence, Guardrails/Gates/Bollards, Landscape, Pipe Supply, QA/QC, Rebar Supply, Rental Equip., Signs, Striping, Survey, SWPPP.

Plans and specifications can be purchased directly from SDCWA by filling out the Contract Documents Order Form found at <http://www.sdcwa.org/contracting-opportunities>

Plans and specifications are available to be viewed and copied at the Pulice offices located at 591 Camino De La Reina, San Diego, CA 92108 from 10am – 2pm. Please call 619-814-3705 to make an appointment to view the plans and specifications.

Plans are also available for download on the eBidBoard website at:

<http://www.ebidboard.com/public/projects/index.asp?mbrguid=D27F6EF1-9BA1-46D6-B1CC-429FA8EB09CC>

**Pulice Construction, Inc.**

591 Camino De La Reina, San Diego, CA 92108

Phone: 619-814-3705 • Fax: 619-814-3770

Contact: **Arinda Cale** • E-mail: [acale@pulice.com](mailto:acale@pulice.com)

*An Equal Opportunity Employer*

Requesting SBE (including DBE, DVBE, LBE) Subcontractors and Suppliers for:

**Transbay Transit Center Project**

**Trade Package TG18.1**

**Bus Ramp Package**

**Location: San Francisco, CA**

**Bid Date: February 6, 2014 @ 2:00PM**

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

**Seeking:** AC Paving, Aggregates, Bridge Bearings, Bridge Demolition, Bridge Joint Seals, CIDH Piling, Concrete Barrier, Construction Area Signs, Demolition, Drainage, Electrical, Erosion Control, Fencing, Hazardous Material Disposal, Imported Borrow, Minor Concrete, Misc. AC. Miscellaneous Metal, MSE Walls, Prestressing, Ready Mix Concrete, Rebar, Roadside Signs, Sign Structures, Striping, Structural Steel Bridge, Traffic Control, Trucking, Underground Utilities, Metal Bridge Railing, Deck Drainage Systems, Cast In Place Retaining Walls, SWPPP.

**Instructions for bidders:** For information on plans and specs and/or receive an Invitation to Bid, please submit your information to [transbay@walsh-group.com](mailto:transbay@walsh-group.com). Plans and Specs are also available to review at our office. Refer to page A1-2 – A1-5 of the IFB for the schedule of bid prices.

Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract and subject to approval by Walsh Construction. Walsh Construction will pay bond premium up to 1.5%. Quotations must be valid for the same duration as specified by the Owner for contract award.

There is a PLA agreement for this job. It can be found at:

<http://transbaycenter.org/tjpa/doing-business-with-the-tjpa/project-labor-agreement>.

Walsh Construction is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters and Iron Workers. Subcontractor scope/prices (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

**Walsh Construction**

1777 Oakland Blvd Suite 300 • Walnut Creek, CA 94596

Phone: 925-627-1700 • Fax: 925-944-9860

**Contact Person: Jay Simms**

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Contact Walsh Construction at [Transbay@walsh-group.com](mailto:Transbay@walsh-group.com) for assistance in obtaining bonds, lines of credit and/or insurance if necessary.

## AMOROSO construction

S.J. AMOROSO CONSTRUCTION CO., INC. IS REQUESTING QUOTATIONS FROM ALL DVBE SUBCONTRACTORS AND SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**Project: Starr King Elementary School**

**Location: San Francisco, CA**

**Project Number: 11506**

**Owner: San Francisco Unified School District**

**Bid Date: 1/28/14 @ 2:00 PM**

**Please submit Bid by: 1/28/14 @ 1:30 PM**

**Engineer's Estimate: \$8,000,000**

**Contact: Tom Tichy**

**S.J. Amoroso Construction Co., Inc.**

390 Bridge Parkway, Redwood Shores, CA 94065

650-654-1900 / 650-654-9002

[www.sjamoroso.com](http://www.sjamoroso.com)

**Project Description:** The project is the general modernization of Starr King Elementary School, 1215 Carolina Street, San Francisco, CA. A new administration/library building is included. Trades include: hazardous material abatement and demolition, site work, fencing, playground equipment, site and building concrete, rebar, steel deck, structural steel and metal fabrications, carpentry, casework, insulation, roofing, doors, glazing, drywall, plaster, acoustical, flooring, epoxy flooring, painting, specialties, projectors, food service, roller shades, elevator, plumbing, HVAC, electrical and low voltage systems.

We are willing to break out certain portions of work into smaller increments in order to allow smaller companies a fair opportunity to bid this project and are prepared to assist subcontractors with bonding, credit, and insurance. Plans are available for viewing in our plan room as well as many local builders exchanges including (for a list of the exact location of builders exchanges contact our office). Copies of Contract Documents are available at ARC, 945 Bryant St., San Francisco, CA 94103, ph: 415-537-2235, fax: 415-348-0684, for \$100.00 non-refundable.

Please review the general requirements for special insurance and other requirements. If you need assistance regarding bonds or insurance, please feel free to contact us. 100% Payment / Performance Bonds may be required from S.J. Amoroso approved sureties. S.J. Amoroso is signatory to the Carpenter's, Laborer's, and Cement Mason's Collective Bargaining Agreements. Successful subcontractors will be expected to execute a standard S.J. Amoroso subcontract agreement and comply with S.J. Amoroso's standard insurance requirements. These requirements are available for viewing on our website at <http://www.sjamoroso.com/bidcenter.asp>. Worker's Compensation Waiver of Subrogation will be required. GC will pay up to 1 1/2% bond premium.

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**SMALL BUSINESS EXCHANGE**

# BIDDING OPPORTUNITIES

WE ARE REQUESTING QUOTES FROM ALL CERTIFIED DVBE/MBE/DBE/WBE CONTRACTORS FOR THE FOLLOWING PROJECT:

**Project: Monroe Elementary School, Project No. 11501**

**Location: 260 Madrid Street, San Francisco, CA 94112**

**Bid Date/Time: Tuesday, January 21, 2014 @ 2:00 PM**

**PROJECT DESCRIPTION:** Extensive modernization and voluntary partial seismic strengthening: Modernize existing building including but not limited to construction of accessible restrooms, new finishes throughout, remodel all classrooms, provide new casework, provide new warming kitchen, modernize and expand multi-purpose room, modernize library, braced frame modifications and footing upgrades, fire sprinkler & fire alarm systems, and hazmat abatement. Disconnect and demolish (e) portable classroom & toilet buildings. Site work including but not limited to replacement of fence & gates, play structure modifications and new safety mats, ADA ramps & door landings, Hazmat abatement, and resurfacing and striping of yard.

**PREVAILING WAGE RATES EST. \$6,500,000.00 PLA/PROJECT LABOR AGREEMENT**

Plans are available to view at the Fine Line Construction office or you can contact us in writing and request that we send them electronically to you. You may also purchase or view them at the following locations:

ARC Northern California; Asian Inc; Most all Northern CA Builder Exchanges; EBidboard; El Dorado Builder Exchange; Marin Builders Association; McGraw-Hill/Dodge-Daily Pacific Builder; Reed Construction Data; Sub-Hub.

**Trades Needed (but not limited to):** SITE CONSTRUCTION, CONCRETE, MASONRY, METALS, WOOD AND PLASTICS, THERMAL AND MOISTURE PROTECTION, DOORS AND WINDOWS, FINISHES, SPECIALTIES, EQUIPMENT, FURNISHINGS, SPECIAL CONSTRUCTION, CONVEYING SYSTEMS, MECHANICAL, ELECTRICAL, AND HAZARDOUS MATERIALS.

## Fine Line Construction

42 DORE STREET, SAN FRANCISCO, CA 94103

PHONE: (415) 512-7677 • FAX (415) 512-7688

*Fine Line Construction is signatory to the Carpenter's and Laborer's Agreements.*

*Successful Subcontractors will be expected to execute a standard Fine Line Construction Subcontract Agreement.*

**WE ARE AN EQUAL OPPORTUNITY EMPLOYER**

**McCarthy Building Companies, Inc.**  
**IS SEEKING BIDS FROM QUALIFIED DVBE SUBCONTRACTORS & SUPPLIERS:**

**SANTA ANA COLLEGE**  
**DUNLAP HALL ADDITION & ALTERATIONS**  
**1530 W. 17th Street, Santa Ana, CA 92706**

McCarthy Building Companies, Inc. is a General Contractor bidding the above project and is requesting a proposal from you for labor and/or material in your specialty of work.

**SUBCONTRACTOR BIDS ARE DUE Thursday, January 23rd, 2014 at 3:30 PM.**

**THE PROJECT:** A new 5,100 SF Elevator Tower Addition to an existing 5-story concrete structure and 12,600 SF of site area. Building Renovation work includes demolition, renovating the Toilet Rooms, 2 new Elevators, replacing the perimeter concrete rails with metal railing, and traffic coating at the exposed walk decks at all levels. Sitework includes all typical trades. Construction value is about \$8.0 mil, and a 14-month duration.

Work categories include: Survey, Erosion Control, Demolition, Earthwork, Site Utilities, Fencing, AC Paving, Pavement Markings, Site Concrete, Pavers, Landscaping, Caissons, Concrete, Rebar, Masonry, Steel, Metal Decking, Waterproofing, Insulation, Fireproofing, Roofing, Sheet Metal, Doors-Frames-Hardware, Plaster-Drywall, Tile, Flooring, Painting, Signage, Fire Extinguishers, Toilet Accessories, Plumbing, HVAC Electrical/Fire Alarm/Low Voltage Communication Systems.

This is a prevailing wage project with an OCIP requirement.

**Prequalification** - All subcontractor bidders must be prequalified to participate in this bid. Contact Kevin Helgevold at McCarthy Building Companies for Prequalification Form & instructions. Suppliers: A list of prequalified subcontractors is available upon request.

**Bid Documents** - An electronic CD of the bid documents is available upon request.

**Disabled Veteran Business Enterprise (DVBE)**

The District has adopted a Disabled Veteran Business Enterprise Participation Program (DVBE), which includes businesses owned by Disabled Veterans. The District has established participation goals to attain 3 percent going to DVBE.

McCarthy is an equal opportunity employer and encourages DVBE participation.

A 100% Performance & Payment Bond will be required from an admitted surety for subcontracts over \$100,000. Upon request, subcontractors will be required to provide evidence of their ability to provide same within twenty-four (24) hours.

## McCarthy Building Companies, Inc.

Kevin Helgevold x73392, Preconstruction Director

20401 SW Birch Street, Suite 300, Newport Beach, CA 92660

Phone: (949) 851-8383 • Fax: (949) 756-6841



RGW Construction Inc. is seeking all qualified DVBE (Disabled Veterans Business Enterprises) for the following project::

**State Highway in Merced County near Merced from Deadmans Creek Bridge to Childs Avenue**  
**Contract No. 10-0Y1204**

**Engineer Estimate:**

**\$2,420,000 - 40 Working Days**

**Goal: DVBE 3%**

**Bids: January 15, 2014 @ 2:00 PM**

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Cold Plane, Thermoplastic & Painted Traffic Stripe & Marking, Signal and Lighting, SWPPP Planning, Water Truck, Sweeper and Trucker, Shoulder Backing

**Scope of Work:** Cold-in-place recycling and place hot mix asphalt.

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

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

## RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone:

925-606-2400 • Fax: 925-961-1925

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Sub Bids Requested From Qualified DBE and UDBE Subcontractors & Suppliers for **City of Roseville - Oak Street Roundabout**

**Location: Roseville, CA**

**Spec No. 20004-6130/132502-45**

**Bid Date: January 28, 2014 @ 3:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP; survey; clearing; signs & striping; concrete; electrical; construction area signs; fencing; landscape & irrigation; sawcutting; grinding; and trucking.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing

## McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603

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

Contact: Robert Herrera

An Equal Opportunity Employer





# BIDDING OPPORTUNITIES

## SKANSKA

Sub-Bids Requested From Qualified DBE, LBE, SBE Subcontractors & Suppliers

**Transbay Transit Center – Bus Ramp Project**  
**Transbay Joint Powers Authority/ Webcor Obayashi Joint Venture**  
**Contract No.: Bid Build – 08-04-CMGC-000, pkg. no. TG18.01**  
**DBE/SBE/LBE Goal: 20%**

**Subcontractor Quote Due Date: February 6, 2014 – Noon**

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

Quotes requested for contractors, suppliers and service providers include, but are not limited to:

**Subcontracting:** AC Paving, Anti-Ram Barrier, Bearings – Elastomeric, & PTFE, CIDH Piles, Coatings, Concrete Barriers, Demolition, Dewatering, Electrical, Fencing – Temp & Perm, Flatwork, Expansion Joints, Guard Booth, MBGR, Mechanical, MSE Walls, Prestressing / Post-Tensioning & Cable Stays, Rebar, Roadside Signs, Sign Structures, Striping, Survey, Traffic Control, Underground (Water & SS/SD)

**Vendors:** Aggregates, Asphalt, Concrete, MSE, Safety Equipment, Traffic Control

**Services:** Geotechnical, Sound & Vibration Monitoring, Janitorial, Office/Yard Rentals, Parking, QC/QA Testing, Sanitation, Jobsite Security, Staffing, Survey, Sweeping

**Trucking:** Flatbed Trucking, On-site Hauling, Import Hauling, Clean & Hazardous Material off haul & Disposal

### Instructions for bidders:

To receive a formal bid invitation, please contact Jackie Guilfucci (jackie.guilfucci@skanska.com).

For more information about the project visit the Owners website at transbaycenter.org, then click on "Doing Business with the TJPA," and then "Current Contract Opportunities."

<http://transbaycenter.org/tjpa/doing-business-with-the-tjpa/current-contract-opportunities>

Plans are available for purchase from ARC, (415) 495-8700, [www.e-arc.com](http://www.e-arc.com).

Plans and Specs are also available at numerous Builder's Exchange locations throughout California.

### Subcontracting Requirements:

Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 1%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing.

There is a PLA agreement for this job. It can be found at:

<http://transbaycenter.org/tjpa/doing-business-with-the-tjpa/project-labor-agreement>. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

### Skanska is an Equal Opportunity Employer

Skanska Estimating Department: Phone: (951) 684-5360, Fax: (951) 788-2449

SBE Coordinator: Jackie Guilfucci - [jackie.guilfucci@skanska.com](mailto:jackie.guilfucci@skanska.com)

Estimating: Tom Evans - [tom.evans@skanska.com](mailto:tom.evans@skanska.com)

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

**City of Roseville - Oak Street Roundabout • Location: Roseville, CA**  
**Spec No. 20004-6130/132502-45**

**Bid Date: January 28, 2014 @ 3:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP; survey; clearing; signs & striping; concrete; electrical; construction area signs; fencing; landscape & irrigation; sawcutting; grinding; and trucking. We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing

## McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603 • Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Robert Herrera

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## SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

**Cold Plane Overlay, Near Big Bear Lake**  
**Caltrans Contract No.: 08-066204**  
**District 08 on Route 38**

**DBE Goal: 5%**

**Bid Date: January 30, 2014 – 2:00PM**

Plans and Specifications are available for view at our main office in Riverside or on the Caltrans website: [http://www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php)

Quotes requested for contractors, suppliers and service providers include, but are not limited to:

asphalt concrete material & paving, bridge removal, fencing, imported borrow, reinforcing steel, traffic control system, AC Dike, Aggregate base, Biologist monitoring, CIDH piling, Concrete Barrier, construction area signs, Erosion Control, Fish protection, Hydro-seeding, Isolation Casing, Joint Seal, Metal beam guard rail, Minor concrete, Precast Girders, Roadway Excavation, Rock Slope protection, Steel Bridge Railing, Storm drainage, Structure excavation, Temporary & permanent striping, Temporary signal system, Trucking, Waterproofing.

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

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

### Skanska is an Equal Opportunity Employer

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509

Ph: (951) 684-5360, Fax: (951) 788-2449 Email: [al.artea@skanska.com](mailto:al.artea@skanska.com)