

6 Ways Your Best Customers Can Help Market Your Business



Photo by rawpixel on Unsplash

By Rieva Lesonsky,

You've probably heard of "brand advocates" who help promote products they use on social media. (Maybe you even have some online brand advocates of your own.) But did you realize that your business has brand advocates off-line as well?

The concept of brand advocates has been around for decades under many different names. Ken Blanchard called them "raving fans;" Apple dubbed them "evangelists." Essentially, the idea is the same: A business's best customers are its most powerful marketing tools.

What Makes Brand Advocacy So Effective?

Brand advocacy has several advantages as a marketing method:

- It doesn't cost you anything, which lowers your customer acquisition cost, increasing your profitability.
- It builds trust. According to a Nielsen survey, 82 percent of all consumers and a whopping 92 percent of consumers aged 18 to 34 ask other people for recommendations before making a purchase.
- It strengthens your bonds with your most satisfied customers by creating an ongoing relationship.

How to Get Started With Brand Advocacy

Now that you know the benefits of brand advocates, how can you get your best customers to help market your business? Here are six ideas to get you going.

1. Create a VIP panel. Putting your brand advocates on a VIP customer panel not only makes them feel special, but also benefits your business. Give your VIPs early access to new products or services, and ask them to share their experiences. Ask for their feedback on how you can improve your customer service, or what new products they'd like to see you introduce. You'll get valuable insights in addition to free marketing.
2. Involve your brand advocates in content marketing. Create an email newsletter just for your brand advocates that's full of helpful content. Encourage them to forward the information to people they think might find it useful, and to share it on social media.
3. Reward brand advocates for their help. Discounts, exclusive offers, and promotional materials are easy ways to thank your brand advocates for spreading the word. (Make sure, however, that you don't reward customers for posting online reviews—this can violate the rules of review sites.) You can also hold special events to thank your brand advocates. If you sell B2B, you can reward your brand advocates by advocating for their businesses as well.
4. Give them plenty of your business cards to pass out. Whenever you meet with a brand advocate, give them a small stack of your business cards. Mail them a few dozen business cards every few months. Ask them to share the cards with others who might need your product or service.
5. Ask your best customers to serve as references. Do prospective customers often have questions about your product or service? For example, if you sell software to businesses, or landscaping services to homeowners, prospects probably want to talk to your past customers before making a decision. Find out if your top customers are willing to talk to prospects about what it's like to work with your business. (Just make sure you don't overload any one customer with reference calls.)
6. Ask them to provide customer testimonials. See if your best customers are willing to write testimonials about your product, service or company. If they're shy about their writing skills, have an employee interview them and write up a testimonial for the customer to approve. Better yet, ask if your customer would be willing to film a short video testimonial, or be interviewed on video about how your product or service helped them. Share the testimonials and videos on your website.

Once you get started with a brand advocacy program, you'll find that it's one of the most effective ways to market your business while also learning more about your customers.

SOURCE:

<https://www.sba.gov/blogs/6-ways-your-best-customers-can-help-market-your-business>



California Sub-Bid Request Ads

Project: State Hwy from Euclid Avenue Rte 60/91/215 Separation
Project # 08-0Q75U4

OWNER: CALTRANS – DBE GOAL 14%

BID DATE: FEBRUARY 7TH, 2019 • BID TIME: 2:00 P.M.
****Please respond by 5:00 p.m., FEBRUARY 6TH, 2019****

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

- TRUCKING / IMPORT BORROW, BASES ASPHALT
- EQUIPMENT RENTAL
- LEAD COMPLIANCE PLAN / ADL WORK
- SWPPP / WPC
- SURVEY / QC
- CONSTRUCTION AREA & ROADSIDE SIGNS
- PAVEMENT MARKING / STRIPING
- TRAFFIC CONTROL
- WATER TRUCK
- EARTHWORK / GRADING
- EROSION CONTROL
- METAL BEAM GUARD RAIL (MBGR) / FENCING
- CONCRETE SAWCUT & SEALING
- STREET SWEEPING
- DISPOSAL OF SOILS, PAVEMENTS & DEBRIS
- CONCRETE / MINOR CONCRETE
- ASPHALT / ASPHALT PAVING / ASPHALT DIKE
- COLD PLANING / PULVERIZING
- CLEAR & GRUB
- ELECTRICAL
- LANDSCAPING
- AGGREGATE SUPPLY / AGGREGATE BASE
- CONCRETE BARRIER
- REBAR
- DRAINAGE / PIPE SUPPLY
- GRINDING / CRUSHING
- JOINT
- DEMOLITION / EXCAVATION

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment/Materials and/or supplies.

****Subcontractors must provide a current contractor's license number and Department of Industrial Relations (DIR) current registration number with their quote.**

Plans and specs are available at no cost to interested firms. Please contact our office @ (858) 536-3100, email us: estimating@coffmanspecialties.com or you can visit 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 Gus Rios or Marty Keane @ (858) 536-3100



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

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:

HORSETHIEF CANYON WATER RECLAMATION FACILITY EXPANSION

Owner: **Elsinore Valley Municipal Water District (EVMWD)**

Location: **Corona, CA**

Bid Date: February 28, 2019 @ 2:00 P.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789

Phone: (909) 595-4397, Fax: (909) 444-4268

Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Demolition, Geotextiles, Riprap, Aggregate, AC Paving, HDPE Liner, Ready-Mix Concrete, Reinforcing Steel, Precast Concrete, Welding, Structural Steel, Miscellaneous Metals, Architectural Casework, Insulation, Sealants, Metal Doors/Frames/Hardware, Overhead Coiling Doors, Glazing, Louvers, Metal Framing and Drywall, Painting & Coatings, Signage, Fire Protection, Metal Building Systems, Truck Scale System, HVAC, Equipment, Electrical & Instrumentation

Plans and Specifications: You may obtain a free download from EVMWD's online bid system at: <https://www.planetbids.com/portal/portal.cfm?CompanyID=32069&BidID=54310>

Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.



Requesting subcontractor bids for the
**Oak Leaf Meadows new apartment
construction project in Oakdale, CA.**

Plans and bid documents are available at:

**Sisler and Sisler
Construction, Inc.,
2930 Ramona Ave. Suite 600,
Sacramento, CA 95826 (916)852-6488
and Builder's Exchange of Stockton,
www.besonline.com and Valley Build-
er's Exchange, www.valleybx.com**

Bids due: Friday, 2/8/19 by 12:00 p.m.

to Sisler and Sisler Construction, Inc.

Fax bids to: (916)852-6038.

We are an Equal Opportunity Employer

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BUSINESS
EXCHANGE

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Contact Info:

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

Email: sbe@sbeinc.com

Website: www.sbeinc.com

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

Fax: (415) 778-6255

Publisher of

**Small Business Exchange
weekly newspaper**



California Sub-Bid Request Ads



Kiewit

10704 Shoemaker Ave.,
Santa Fe Springs, CA 90670
Tel: (562) 946-1816, Fax: (562) 946-3823
Contact Bill Allen at bill.allen@kiewit.com

Kiewit Infrastructure West Co. (Kiewit) is seeking sub-quotes from Disadvantaged Business Enterprises (DBE) firms, including Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in Rural Area (SBRA), Labor Surplus Area Firm (LSAF), Historically Underutilized Business (HUB) firms; and all other business enterprises to perform as Subcontractors and Material Vendors/Suppliers. DBEs must be certified by one of the following agencies prior to bid opening: The US Environmental Protection Agency (USEPA), The Small Business Administration (SBA), California Department of Transportation (Caltrans), Tribal, State and Local governments, or an independent private certifying organization.

Project Owner: Elsinore Valley Municipal Water District

Project Name: Horsethief Canyon Water Reclamation Facility Expansion; Work Order No. 75888

Project Location: 13200 Shotgun Trail, Corona, CA 92883

Project Bid Date / Time: February 28, 2019 at 2 pm PST.

Project Description:

The expansion involves construction of an additional liquid treatment process train for secondary treatment using conventional activated sludge with an anoxic zone for nitrification/denitrification and a secondary clarifier. A diversion box will be constructed to allow mixed liquor to be diverted to and from the two trains. Pumping systems will be added for WAS and return activated sludge. Tertiary treatment will include new cloth filter, sized for the new 0.8 mgd capacity. A new chlorine contact tank will be constructed adjacent to the existing and new tertiary chemical systems will be constructed to serve filtration and disinfection. Solids from both trains will be combined for dewatering via screw press to produce a Subclass B cake for offsite disposal. Modifications to existing ponds will allow for diversion and storage of process water. A new operations building will include a blower room, odor control fan room, chemical storage room, dewatering room, and electrical and control rooms as well as other facilities.

Kiewit is requesting quotes in the areas described, but not limited to:

Land surveying, dumpster/trash services, aggregates, utility materials, trucking & hauling, demolition, site clearing, grading, subgrade & roadbed, underground piping (dry), ductile iron pipe, plastic pipe, plastic polyethylene pipe, manhole material, asphalt paving, curbs & gutter, ready mix supply, concrete forms & accessories, concrete reinforcing installation, concrete pumping, structure concrete, precast concrete, concrete drilling & sawcutting, concrete rehabilitation, metals, welding services, wood material, finish carpentry, plastic fabrication, building insulation, joint sealer, metal doors and frames, overhead doors, window, plaster & gypsum board, paints & coating, specialties, louvers & vents, identification device, equipment, mixers & flocculator, clarifiers, water aeration equipment, chemical feed equipment, disinfectant feed equipment, hydraulic gates & valves, sewage & sludge pump, screening & grinding equipment, chemical equipment, filter press equipment, aeration equipment, bolts & gaskets, hangers & support, valves, pipes & tubes, HVAC, electrical work and telecommunications.

All responsive subcontractors must possess a valid California Contractor's license and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Bond premium will be reimbursed by Kiewit. Plans and specifications are available at the address listed above or provided to you through Kiewit's electronic use of SmartBidNet by contacting Kiewit.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For further information, assistance or questions regarding the project, to discuss your specialty or scope of work, project schedule, requirements of the contract, licensing, insurance or bonding, equipment, supplies, materials, related assistance or services, please contact the Lead Estimator listed above.

Kiewit Infrastructure West Co.
is an Equal Opportunity Employer.
We encourage qualified women, minorities,
veterans, individuals with disabilities,
and others to apply.



Project Name: 1028 Market Street
Location: San Francisco, California
Bid Date: January 30, 2019 @2pm
Labor Requirements: Private - Nibbi is signatory to the Carpenter's and Laborer's Union.
Project Schedule: March 2019 - June 2021

Nibbi Brothers has been selected as the General Contractor for the 1028 Market Street project in San Francisco. We are in receipt of the GMP DOCUMENTS and are currently REBIDDING qualified subcontractors for DIV 01 - 44 (Excluding MEPF & HAZMAT Removal). Bids are due Wednesday, January 30, 2018 @ 2:00pm. Due date extensions will NOT be available. The project will consist of 193 units; 13 residential floors above grade, 1 level of below grade MEP space, and a rooftop mechanical penthouse level with occupied deck. Floors 2 through 13 are primarily utilized for residential units. Level 1a/ 1b (two stories) will include residential support spaces, retail, an open fitness courtyard, lobby and a leasing office.

To obtain bid documents for this project please contact Kristin Medwick, Senior Precon & Estimating Coordinator via email, kristinm@nibbi.com.
For specific questions regarding this project, please contact Phillip Raymann, Senior Project Manager via email, phillipr@nibbi.com.



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:

Add Auxiliary Lane
Hwy 50 Sacramento
Caltrans #03-1F1904

BID DATE: February 12, 2019 @ 2:00 PM

We are soliciting quotes for (including but not limited to):

Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Plastic Traffic Drums, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Clearing & Grubbing, Chain Link Fence, Temporary Fencing, Sweeping, ADL Burial Location Report, Treated Wood Waste, Roadway Excavation (Type R-1 Aerially Deposited Lead), Geosynthetic Reinforcement, Planting & Irrigation, AC Dike, Tack Coat, CIDH Concrete Pile, Structural Concrete, Sign Structure, Underground, Rock Slope Protection, Minor Concrete, Misc. Iron & Steel, Delineator, Pavement Marker, Roadside Signs, Midwest Guardrail System, Transition Railing, Alternative In-Line Terminal System, Striping & Marking, Electrical 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 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.

CAHILL CONTRACTORS LLC
requests bids from Certified SBE Subcontractors
and Suppliers for ALL trades EXCEPT:

Fire Sprinkler / Solar Hot Water

88 BROADWAY - REMAINING TRADES
88 Broadway, San Francisco, CA 94111

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

BID DATE: 2/21/19 @ 2 PM

Voluntary Pre-bid Meeting: TBD

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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

CAHILL CONTRACTORS LLC
requests bids from Certified SBE Subcontractors
and Suppliers for ALL trades EXCEPT:

Fire Sprinkler / Solar Hot Water

735 DAVIS - REMAINING TRADES
735 Davis, San Francisco, CA 94111

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

BID DATE: 2/21/19 @ 2 PM

Voluntary Pre-bid Meeting: TBD

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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

CAHILL CONTRACTORS LLC requests bids from
Certified SBE, LBE, MBE, WBE Subcontractors
and Suppliers for ALL trades EXCEPT:

Driven Piles / Elevators / Mechanical / Electrical /
Plumbing / Fire Sprinklers / Solar Hot Water /
Tower Crane / Personnel Hoist

**MISSION BAY BLOCK 6W -
REMAINING TRADES**
691 China Basin Street,
San Francisco, CA 94158

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

BID DATE: 1/29/19 @ 2 PM

Voluntary Pre-bid Meeting: 1/8/19 @ 3 PM,
Mission Creek Senior Community
225 Berry Street, San Francisco, CA 94158

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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



California Sub-Bid Request Ads

GOLDEN GATE CONSTRUCTORS

11555 Dublin Boulevard
Dublin, CA 94568-2909
Phone: (925) 829-9220

Estimator: JACK SHEWMAKER
Website: www.desilvagates.com

Golden Gate Constructors (GGC) is preparing a bid as a Prime Contractor for the project listed below:

CALTRANS ROUTE 1 - CONSTRUCTION ON STATE HIGHWAY IN THE CITY AND COUNTY OF SAN FRANCISCO FROM SAN MATEO COUNTY LINE TO HOLLOWAY AVENUE AND FROM LINCOLN WAY TO RUCKMAN AVENUE UNDERCROSSING,

Contract No. 04-4K1104

Federal Aid Project No. ACSB1NH-P001(654)E
Disadvantaged Business Enterprise Goal

Assigned is 16%

OWNER:

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

BID DATE: February 15, 2019 @ 2:00 P.M.

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

AC DIKE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, PCC GRINDING, PCC PAVING, ROADSIDE SIGNS, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator 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

If you need 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). GGC 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. GGC 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: ERIC ALLRED

Website: www.desilvagates.com

An Equal Opportunity/Affirmative Action Employer

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

**2019 NORTH MAIN STREET REHABILITATION
Contract No. 18-27**

Disadvantaged Business Enterprise Goal
Assigned is 11%

OWNER

CITY OF WALNUT CREEK
1666 North Main Street,
Walnut Creek, CA 94596

Bid Date: FEBRUARY 12TH, 2019 @ 2:30 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, ADJUST IRON, CONSTRUCTION AREA SIGNS, ELECTRICAL, LANDSCAPING, MINOR CONCRETE, PAVEMENT MILLING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, TRAFFIC CONTROL/ENGINEER, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%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 at Public Services Department, City Hall, Second Floor, Engineering Division, 1666 North Main Street, Walnut Creek, CA 94596 or from the Owner's site at <http://www.walnut-creek.org/departments/public-works/engineering-services/capital-investment-program/projects-out-to-bid>.

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

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

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

DESILVA GATES CONSTRUCTION

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

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

Estimator: ERIC ALLRED

Website: www.desilvagates.com

An Equal Opportunity/Affirmative Action Employer

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

**CALTRANS ROUTE 50 –
CONSTRUCTION ON STATE HIGHWAY IN
SACRAMENTO COUNTY FROM**

**HOWE AVENUE OVERCROSSING TO
0.65 MILE EAST OF 65TH STREET**

Contract No. 03-1F1904,

Federal Aid Project No. ACNH-P050(148)E

Disadvantaged Business Enterprise Goal

Assigned is 17%

OWNER

STATE OF CALIFORNIA

DEPARTMENT OF TRANSPORTATION

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

BID DATE: February 12, 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, CONSTRUCTION AREA SIGNS, CRASH CUSHION, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FENCING, IRRIGATION, K-RAIL SUPPLIER, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, ROADSIDE SIGNS, ROADWAY EXCAVATION, ROCK SLOPE PROTECTION SUPPLIER, SAWCUTTING, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TESTING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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