

Top Specialty Contractors in US: Strategies to Success

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By Grace Ellis

Tips and Tricks of the Trade on Innovation from Leading Specialty Contractors

The construction industry is one of the largest global markets and contributors to the economy. Within the US alone, it accounts for over 680,000 employers and approximately 7 million employees. Specialty contractors play a vital role in the industry, bringing in \$750 billion in estimated annual revenues across 450,000 employers in the United States alone.

The demand for specialty contractors continues to grow as general contractors and owners look for specialists in plumbing, electrical work, welding, and more to bring their projects to life. Across the country, specialty contractors are experiencing rapid growth and success at both a national and global scale. We've compiled a hands-on slide deck of the top 15 specialty contractors in the US, based on the ENR's 2019 Top 600 Specialty Contractors list.

Click here to see the Top 15 Specialty Contractors <https://www.slideshare.net/GraceEllis8/top-15-specialty-contractors>

Lessons from the Best: Competitive Strategies from the Top Specialty Contractors

The top 15 specialty contractors featured above have worked hard to get and keep their names on the list above. You might be wondering, "What's their secret to success?" We've gathered some of their biggest tips and tricks for making it happen. But one thing remains the same across each company: an innovative mindset and willingness to embrace change as well as new technologies.

Rosendin: Early Adopters of Change and Innovation

It's hard to talk about electrical contractors and not mention Rosendin Electric. The San Jose-headquartered and employee-owned company is the nation's largest private electrical contractor. Rosendin has weathered the Great Depression and World War II throughout its 101 years. What's remained constant is a focus on using the latest technology. Being an early adopter of technology has paid off as Rosendin has annual revenues of approximately \$2 billion.



Key adoptions include Building Information Modeling (BIM) technology in 2008 and mobile construction apps to support their remote workforce. Sam Lominica, Rosendin's then Electric CIO, spoke about the company's remote work force technology back in 2014, "Our people work in all sorts of remote regions so we needed to create a Mobile First environment where employees could choose their own devices, a CYOD model that would support all the latest devices on any of the carriers."

Being ahead of the curve has certainly served the company well as the workforce has shifted significantly to a remote working model in recent months.

Rosendin continues to prioritize "the most proven and effective technologies" to deliver an "ongoing commitment to innovation." This commit-

ment extends into the larger community as well. Rosendin worked alongside other general contractors and subcontractors to transform 1940s auditorium buildings in Coachella Valley into medical facilities for COVID-19 patients. The large-scale project included:

- Retrofitting and updating electrical systems in California's Riverside County Fairgrounds buildings to transform them into medical facilities
- Upgrading and creating a backup power scheme in the event of an outage
- Developing safety protocols for the above jobsites



California Sub-Bid Request Ads

SUKUT CONSTRUCTION

Is requesting quotes from certified and qualified MBE, DBE, WBE, SBE, SBRA, LSAF AND (HUB) Zone Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Clear & Grub, Construction Stake, Earthwork & Base, Imported Borrow, Elect @ Pump Plant, Elect Building, Landscaping, Erosion Control, Masonry Building/Other, Mechanical - Building, Pavement Grinding, Rebar, Sign Structures, Signs Roadside, Stripe & Mark, Struct Conc -Wall, Struct Conc - Building, Struct Excavate Site, Traffic Control, Trucking Dirt Haul, Trucking High/Low Haul, Underground Pipe Jack, & Water Proof Bridge

SUPPLIERS/SERVICE

Aggregate, Rip Rap Mat'l, Conc Pump, Equip Rent - Crane, Pipe - Steel, Pipe PVC, Ready Mix Conc. Struct Steel, Traffic Control Supply, and Security Guard Serv.

LAKE PUMP STATION WATER SYSTEM IMPROVEMENTS, LAKE COUNTY

Project No. 2450.03

BID DATE: AUGUST 6, 2020 @ 3:00 PM

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Eric Bodyfelt

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available for viewing at our office by appointment, by Sukut FTP, or from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Please contact Eric Bodyfelt at Sukut Construction for assistance in responding to this solicitation.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

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FOR THE FOLLOWING WORK AREAS:

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"SEWER RELOCATION AND HC REMODELING FOR THE CORONADO TL PROJECT" FY:2020

BID NO: 129361

BID DEADLINE: 7/21/2020 • TIME: 2:00 PM, PACIFIC TIME

DEPARTMENT OF WATER AND POWER,
CITY OF LOS ANGELES

The plans, specifications, and copies of the proposal are available for viewing at our office at 5103 Elton St, Baldwin Park, CA 91706 during our office hours (7:00 AM - 4:00 PM, M-F).

Please email bids@mikeprlichandsons.com to make an appointment. IF YOU WOULD LIKE A DIGITAL COPY OF THE BID DOCUMENTS, PLEASE EMAIL bids@mikeprlichandsons.com

Mike Prlich & Sons, Inc. is willing to assist all SBE/DVBE/MBE/WBE/OBE subcontractors in obtaining bonds, lines of credit, and/or insurance. If you are interested in participating in this project, please contact Michael Prlich (626-813-1700 / bids@mikeprlichandsons.com).

MIKE PRLICH & SONS, INC.
5103 Elton St., Baldwin Park, CA 91706
O: 626-813-1700 • F: 626-813-1770
E: bids@mikeprlichandsons.com

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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



Is requesting quotes from certified and qualified DBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Construction Area Signage, Traffic Control, Roadway, Temp Erosion Control, Paving Asphalt Concrete, Traffic Striping and Marking

SUPPLIERS

Fuel Supplier, Sand & Gravel, Owner Operator's - Bottom Dump, Super 10's, Water Trucks, and Street Sweeping

**ROADWAY IMPROVEMENTS ON
MIRASOL AVENUE AND BRITE ROAD**

Contract No. 20119

Federal No. STPCML-5950 (466)

DBE GOAL 11%

BID DATE JULY 29TH, 2020 at 11:00 a.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available for viewing at our office by appointment, by Sukut FTP, or from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Rick Welshiemer at Sukut Construction for assistance in responding to this solicitation.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, LLC
An Equal Opportunity Employer

Plant Construction Company

is requesting subcontractor bids from qualified (DIR registered)

small business enterprises (SBE) for the

Castro Mission Health Center Renovation

located at 3850 17th Street, San Francisco.

We are requesting bids due Tuesday July 21 before 2:00pm

The project is a voluntary seismic strengthening of the building and includes revisions to the mechanical system, new electrical and lighting and new fire sprinklers for the entire building.

Plant is requesting subcontractor bids for demolition, hazardous materials remediation, reinforcing steel, cast-in-place concrete, shotcrete, drilled epoxy dowels, structural steel, metal stairs, handrails and railings, rough carpentry, finish carpentry, solid surfacing fabrications, waterproofing, flashing and sheet metal, joint sealants, door assemblies, aluminum framed entrances, glazing, portland cement plastering, gypsum wall board assemblies, acoustical ceilings, concrete sealer, resilient flooring, painting and coatings, toilet and bath accessories, healthcare accessories, code signage, misc. specialties, plastic lockers, window shades, site furnishings, fire sprinklers, plumbing, HVAC, electrical, lighting, fire detection and alarm, site clearing, selective tree and shrub removal and pruning, grading, structural excavation/earthwork, bracing, shoring and underpinning, landscaping and irrigation and site concrete.

Plant Construction is an equal opportunity employer.

Contact Mike Cashman at mikec@plantco.com or (415) 550-5845 to be added to our subcontractor's list.

TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE,
VENTURA, CA 93003

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

Contact: Arnold Tostado

Email: atostado@taftelectric.com

Invites sub-bids from qualified
DBE

businesses for the following project:

Agency: CALTRANS

Contract # 07-332904

Federal-aid project #

ACHSNHG-P138(064)E

**Construction on State Highway in
Los Angeles County in Palmdale at
Avenue R-8**

Location: Los Angeles, CA

BID DATE: 07/29/2020

Scope of work/Trades:

**Detectable warning surface, signage,
striping & markings, traffic control,
storm water pollution control**

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

Build Group, Inc. is requesting proposals from qualified subcontractors and suppliers, including Small Business Enterprise (SBE) and Disadvantage Business Enterprises (DBE), for the following project:

Please submit proposals before July 22nd -
GC proposal is on 7/22/20 at 2:30PM

Castro Mission Health Center Renovations -
3850 17th St, San Francisco, CA 94114

Project Description: Castro Mission Health Center is located at 3850 17th Street (Cross streets are Pond and Prosper) and work includes the partial demolition of interior space; partial demolition of exterior windows, concrete walls and floor slabs as required for voluntary seismic strengthening; partial demolition of side walk; hazardous material abatement; reconstruction of side walk; full renovation of 2nd floor, partial renovation of 1st floor; Installation of new air handling units (AHU) and chiller; voluntary seismic strengthening of the building; new electrical and lighting system in renovation area; automatic wet fire sprinkler for entire building, adding fire alarm system and accessories including an elevator smoke curtain, low voltage outlets and security accessories; new irrigation and landscape and site work. Archeological monitoring is required during perimeter excavation/ foundation work.

Please signify on your bid your DIR, business license number & address, and any program participation (LBE, DVBE, MBE, WBE, etc.). We ask that full bids be provided at least one day before due date. If only scope letters are available, please send.

Please send all proposals and any questions to:
Estimatingpw@buildgpc.com

Chelsea Bass, Phone Number: 415-367-9399



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
An Equal Opportunity/
Affirmative Action Employer

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

HAZEL AVENUE IMPROVEMENT PROJECT - PHASE 3

SUNSET AVENUE TO MADISON AVENUE
Contract No. 4415,
Federal Aid Project No. STPL-5924(253)
Disadvantaged Business Enterprise Goal
Assigned is 12%

OWNER: COUNTY OF SACRAMENTO
9660 Ecology Lane, Sacramento, CA 95827

REVISED BID DATE: August 6th, 2020 @ 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:

CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, PROJECT & BUSINESS SIGNS, ELECTRICAL, FENCING, LANDSCAPING/IRRIGATION, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, SLURRY SEAL, MASONRY WALL, STRIPING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) 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@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at <http://www.sacountybids.net/>
Fax your bid to (925) 803-4263 to the attention of Estimator Victor Le. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at www.dir.ca.gov/Public-Works/PublicWorks.html

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

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/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 RTE 49 FROM 0.1 MILE SOUTH OF
ROUND VALLEY ROAD TO 0.1 MILE NORTH OF
QUAIL CREEK DRIVE
CONTRACT NO. 03-3H6504
FEDERAL AID PROJECT NO. ACHSNH-P049(182)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: JULY 23rd, 2020 @ 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, BIOLOGIST CONSULTANT, CLEARING AND GRUBBING/DEMOLITION, CMP PIPE SUPPLIER, COLD PLANE, EROSION CONTROL, GEOSYNTHETIC REINFORCEMENT FABRIC, MBGR, PIPE LINING, ROADSIDE SIGNS, ROCK SLOPE PROTECTION, RUMBLE STRIP, STRIPING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TEMPORARY EROSION CONTROL, TESTING, TESTING TRAFFIC CONTROL SYSTEM, TRAFFIC CONTROL MATERIAL SUPPLIER, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN 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@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.

Pacific States ENVIRONMENTAL CONTRACTORS, INC.

CAL LIC. NO. 723241
11555 Dublin Boulevard
Dublin, CA 94568-2909
Phone: (925) 803-4333 • FAX: (925) 803-4334
ESTIMATOR: Christopher Pieri
EMAIL: cpieri@pacificstates.net

Pacific States Environmental Contractors, Inc. (PSEC)
is preparing a bid as a Prime Contractor for the project
listed below:

PROJECT:
900 INNES REMEDIATION PROJECT
Contract No. 1000016646

OWNER:
CITY AND COUNTY OF SAN FRANCISCO
1155 Market Street, 4th Floor
San Francisco, CA 94103

REVISED BID DATE: July 29, 2020 at 2:30pm

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

TRUCKING, DEMOLITION, SURVEY, ABATEMENT AND OFFSHORE WORK

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 City & County of San Francisco Department of Public Works Site: <https://stgint.sfdpw.org/Layouts/DWPORAL/Construction.aspx?ID=2217>

Fax your bid to (925) 803-4334 to the attention of Estimator Christopher Pieri or email cpieri@pacificstates.net. If you have questions for the Estimator, call at (925) 361-1617 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) 361-1617, 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). PSEC is willing to breakout portions of work to increase the expectation of meeting the SBE/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. PSEC is an Equal Opportunity/Affirmative Action Employer.

1984

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2020

Years



Success Stories

Siblings Start Their Business in Their Parents' Garage and End Up Acquiring a Cutting Edge Tech Facility with SBA-backed 504 Loan

[Article was originally posted on www.sba.gov]

Situation

Eddie and Aaron Silverberg's business started small like so many other famous success stories: in their parents' garage. Flexible Assembly Systems works with light industrial manufacturing companies to provide industrial tools and automated systems. Their products are used in a range of applications from aero-space to pharmaceutical. The Silverberg's San Diego-based company is an international distributor and sup-

plier of industrial tools and products throughout North America and the European Union. Its product lines include automation components, custom engineered solutions, hand tools, hoists, industrial robotics, material handling, laboratory, torque-controlled power tools, soldering, safety, screw feeders, and scientific equipment.

The Silverbergs wanted to continue to expand by providing custom-engineered solutions for clients. In the past, they had been innovative by creating an engineered applications division focused on providing solutions to common manufacturing

problems. The duo managed a talented team of design engineers, programmers, project managers, electrical engineers, and machine builders, and they wanted to give them the space to grow. They didn't qualify for traditional financing to purchase or renovate their own space, so they went to the SBA for assistance.

Solution

Using the SBA-backed 504 Certified Development Company loan program, Flexible As-

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Top Specialty Contractors in US: Strategies to Success

■ Continued from page 1

Comfort Systems: Prefabrication Focus Leads to Efficiency and High Quality

Public company Comfort Systems provides commercial HVAC, mechanical, and electrical contracting services to businesses of all sizes across the United States. Comfort Systems has approximately 12,000 employees and revenues over \$2 billion.

The company's construction and manufacturing teams work together and rely on prefabrication "to deliver the best quality and most efficient HVAC system possible, including spool fabrication and custom pipe fittings." Prefabrication allows Comfort Systems to reduce costs, increase efficiency, and offer affordable price points to customers.

The prefabrication of these system parts is done at the company's Chandler, Arizona facility. Their multilayered strategy includes the use of a coordinated model to validate estimates, set prefabrication goals for the shop, installation goals for the field, plus the Fabrication Suite of Products and BIM. Each component works together to deliver winning bids at a rapid pace.

ACCO Engineered Systems: Full Tech Stack Drives Success

ACCO Engineered Systems, an employee-owned company based in Pasadena, California, is a leading environmental firm. ACCO was founded in 1934 as an HVAC company. Over the last 86 years, the specialty contractor has expanded to include plumbing, process piping, sheet metal, skid manufacturing, industrial piping, building automation controls, and mechanical services.

ACCO utilizes BIM to bridge the gap between engineering and construction. The technology allows ACCO to cross-collaborate across departments, improve workflows, and eliminate costly rework.

ACCO's, BIM Manager, Steve Whitmer, recently spoke with Autodesk about his passion for BIM and using technology for complex projects. He shared that BIM is central to operations at ACCO and its data management. The technology supports the company as a whole as Whitmer explains, "It started for us in construction and engineering, but there is not any reason why BIM cannot be spun out to the other specialties. That is what really excites me about the future of BIM. In this digital era, there is no reason why we cannot take more value out of this data that is sitting in models and expediting workloads."

ACCO's technology suite contains many more tools such as Virtual Design and Construction (VDC) and three-dimensional CAD visualization software. These tools help general and sub-contractors coordinate on HVAC, process, and plumbing projects from any location.

Cupertino Electric: Building Leaders through Training and Tech

Cupertino Electric, Inc. is a private electrical engineering and construction company headquartered in San Jose, California. Founded in 1954 in its namesake city of Cupertino, the company has grown to employ over 3,800 field and office workers throughout the Western United States.

The company does more than provide electrical installation, engineering, and energy services. Cupertino also builds data centers for some of the

world's largest tech companies, supplying the infrastructure needed to innovate.

Known for their commitment to workforce development, Cupertino Electric focuses on "delivering technically-complex projects fast without compromising quality or safety." They achieve this goal in part by developing leads through their Foreman Development program. Cupertino Electric's CEO was quoted in ENR as saying that the program "builds leadership skills from within company ranks" and ensures "an available bench of talent."

Nick McComb, Superintendent at Cupertino Electric, is a great example of the company's commitment to leadership development. Beginning as an apprentice, McComb rose the ranks to superintendent through positions as journeyman wireman, foreman, general foreman, and site superintendent. Cupertino's investment in its workers certainly pays off as employees develop the skills they need to solve challenges through training and technology.

Adoption of New Tech Essential to Conquering Upcoming Challenges

Sub and general contractors alike continue to build innovation into their strategies to overcome obstacles and innovate in new markets. While specialty contractors will certainly face new challenges this year and beyond, it's safe to say that the winners will include continuous improvement and early adoption of emerging technologies in their toolkits.

SOURCE:

<https://constructionblog.autodesk.com/top-specialty-contractors-in-us-strategies-to-success/>

California Political Leaders React to the Death of John Lewis

Local political figures paid tribute to civil rights icon Rep. John Lewis, who died on Friday night. The outpouring of condolences was bipartisan, showing the magnitude of his influence.

Lewis was only 25 years old when he led about 600 protesters in the Bloody Sunday march across the Edmund Pettus Bridge in Selma, where he was beaten by police after being knocked down as he marched ahead of the group. Lewis announced in late December 2019 that he had been diagnosed with advanced pancreatic cancer.

House Speaker Nancy Pelosi, who confirmed Lewis had died, called him a “titan of the civil rights movement.” In her statement, she lauded the work he had accomplished in Congress.

“In the halls of the Capitol, he was fearless in his pursuit of a more perfect union, whether through his Voter Empowerment Act to defend the ballot, his leadership on the Equality Act to end discrimination against LGBTQ Americans or his work as a Senior Member of the Ways and Means Committee to ensure that we invest in what we value as a nation.”

Rep. Maxine Waters, a Democrat who represents the 43rd District that includes portions of the city of L.A. and Torrance, issued a statement, which read in part:

“Today is a sad day in American history. We have lost my dear friend and colleague of nearly three decades, Congressman John Robert Lewis.

“John Lewis was a revered civil rights icon who dedicated his entire life to what became his signature mantra, making ‘good trouble.’ Despite being one of the youngest leaders of the civil rights movement, John Lewis galvanized and inspired hundreds of his peers to join in the fight for equal rights.”

Rep. Karen Bass, who represents the 37th District, posted on Facebook about the time she had the honor of taking Lewis on a tour of Community Coalition, a nonprofit Bass founded in South L.A.



John Lewis

“The world has lost a legend and the civil rights movement has lost an icon,” she said in her post.

Gov. Gavin Newsom said in his statement that Lewis made the U.S. a “greater nation.” He added, “On the front lines of America’s struggle for justice, a young John Lewis literally shed some blood for the rights that we hold dear, daring to make real our nation’s founding promise. In his eight decades on earth, including distinguished service in the halls of Congress, he was a living, breathing reminder that all of us have the capacity to be a force for good. Congressman Lewis’s legacy continues in our unceasing work to protect the right to vote and expand opportunity for all, and his spirit lives on in everyone fighting for a better, fairer America. We will hold Congressman Lewis in our hearts as we continue our march towards freedom and equality for all.”

House Minority Leader Kevin McCarthy, a Republican who represents the 23rd District that includes parts of the southern San Joaquin Valley, said in a statement that it was a “true privilege to call John a friend.” He also shared how the two were working together.

“I got to know John when we traveled together to Selma to cross the bridge and commemorate his famous march. I saw firsthand that he was a great leader and a committed teacher who believed in civic education and led by example. Fittingly, John’s final act of public service was also about civic education: he and I sent a letter yesterday urging more money to be spent on civics courses in elementary, middle, and high schools. Even on the last day of his life, John never stopped working to improve the lives of others.”

On Saturday morning, President Donald Trump ordered all flags to be flown at half-staff on all public buildings as a “mark of respect for the memory and longstanding public service of Representative John Lewis, of Georgia.”

SOURCE: <https://spectrumnews1.com/ca/la-west/local-politics/2020/07/18/california-political-leaders-react-to-the-death-of-john-lewis>

Siblings Start Their Business in Their Parents’ Garage and End Up Acquiring a Cutting Edge Tech Facility with SBA-backed 504 Loan

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sembly Systems acquired a 20,000 square-foot cutting-edge tech facility, where they have grown their team to 28. With SBA assistance they have eclipsed their humble origins and purchased their own design and development space.

Impact

Thanks to the SBA 504 loan, Eddie and Aaron have expanded operations, hired more people, and seen an increase in sales and revenue. Flexible Assembly Systems has survived two major

recessions, which helped them become a stronger and healthier organization.

The company’s product lines have grown over the years, but the Silverbergs’ philosophy has stayed the same: grow the business by providing valuable services and products. Flexible Assembly Systems’ sales have increased recently with the addition of two new high-profile clients: an electric car company and a surgical robotics company.

From the owner

The Silverbergs on one of their biggest challenges: “The challenge we faced in our business was the same that so many other small businesses experience: financing for expansion. We had to decide whether to invest our capital into growing our business by hiring more people or purchasing a building to accommodate future growth.”

SOURCE: <https://www.sba.gov/blog/siblings-start-their-business-their-parents-garage-end-acquiring-cutting-edge-tech-facility-sba>