

Are Businesses Too Timid With Their Growth Plans?

Corporate Development Expert Says CEOs & Entrepreneurs Shouldn't Sell Their Vision Short



Cameron Herold

Variety in business is generally good, but when it comes to profit and revenue, an entrepreneur's expectations should be fairly singular – go big.

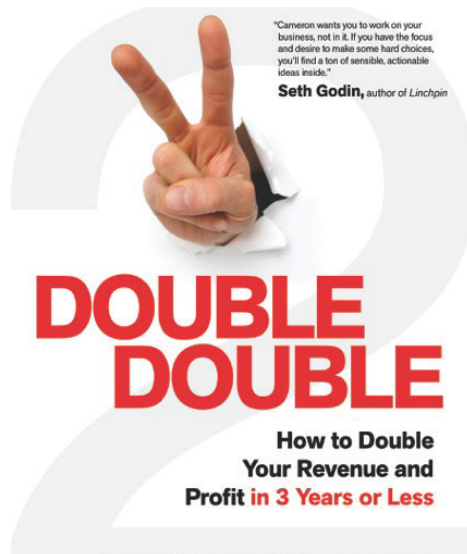
That's according to business development expert Cameron Herold, who drove 1-800-GOT-JUNK's growth from \$2 million to \$106 million in a handful of years. Otherwise, he says, you're probably selling yourself short.

"If you're a CEO or entrepreneur and you do not plan on doubling your profit and revenue within the next three years, you may be lacking focus," says Herold, author of "Double Double" (www.DoubleDoubleBook.com).

"It's within your grasp to increase your business drastically within a few years, but you need to make several smaller goals in order to do so. It all starts with a vivid vision."

Herold discusses how to cultivate that vision.

- **Get out of your office.** A vision needs perspective, and if you're waiting for inspiration to strike at your desk or the boardroom conference table, you're bound to get dragged into the daily routine. You need to allow your mind to drift into the future, but at the office you will get pulled back into specific constraints. Go somewhere that allows you to forget metrics, daily



tasks and obligations. Great locations to set your mind free include the ocean, a forest or a place in the mountains. Or, simply lie down in a hammock in your backyard and start sketching ideas.

- **Turn off your computer.** Computers are notorious for sucking you into the vortex of daily emails and tasks. Instead, put pen to paper. There's magic in just writing it all out by hand first.

"I got a sketchpad with unlined paper," Herold says. "Initially, I had trouble thinking abstractly because I'm so left-brained. I turned my sketchpad sideways, 'landscape mode,' and ideas for how my company would look in three years began coming to me."

- **Think "where" and not "how."** Look at the road in front of you. Don't focus on how you'll make it happen. The "how" mentality is sort of like trying to edit a first draft before it is written; the "where" mentality allows you to simply get your ideas out first. Where do you want your company to go? Look down the road, see what you see and let the view have its moment. Don't get ahead of yourself. The how will have its day.
- **Think outside the box.** Getting out of your comfort zone will change your usual thought patterns and spark creativity. Think about crazy

stuff – maybe something too outlandish to share at a meeting or even consider seriously.

"I like to use a technique called 'mind-mapping,' which isn't so much formal writing as it is plopping down random thoughts onto paper and fleshing them out later," Herold says. "Mind-mapping allows you to brainstorm without having to provide explanations of strategies for achieving the desired goal. Here's a good rule: if what you think about during one of these sessions seems bizarre or unlikely, it's something you should definitely include in your vision."

About Cameron Herold

Beginning his first business at age 21, Cameron Herold (www.DoubleDoubleBook.com) has been in-

■ Continued on page 5

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California Sub-Bid Request Ads

O.C. Jones & Sons, Inc.

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 Contact: Donat Galicz • An Equal Opportunity Employer

REQUEST FOR MBE/WBE/SBE Subcontractors and Suppliers for:
Main Wastewater Treatment Plant Engineers Road Widening
Specification SD-357A
East Bay Municipal Utility District
BID DATE: August 12, 2015 @ 1:30 PM

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, Waterline, Fencing, Striping, Signs, Minor Concrete Curb & Gutter, Street Lighting - Electrical and Construction Materials

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

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990
 Contact: Jean Sicard • An Equal Opportunity Employer

REQUEST FOR SBE SUBCONTRACTORS AND SUPPLIERS FOR:
Montague Expressway & South Milpitas Blvd Improvements
Contract C640 (15014)
Santa Clara Valley Transit Authority
BID DATE: August 12, 2015 @ 2:00 PM

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

Trucking, Construction Staking, Flagging, Quality Assurance Program, SWPPP, Erosion Control, Fencing, Abandon Culvert, Sand Backfill, Clearing & Grubbing, Develop Water Supply, Planting & Irrigation, Import Topsoil, Bio Retention Basin, Eccentric Storm Manhole, Storm Drain Inlet, Sign Structure, Roadside Signs, Concrete Pipe, Rock Slope Protection, Minor Concrete, Detectable Warning Surface, Misc. Iron & Steel, Survey Monument, Object Marker, Striping & Marking, Painted Curb, Signal & Lighting, Fire Hydrant Assembly, Underground, Sanitary Sewer Pipe, Construction Survey, Portable Changeable Message Sign, Type II Barricade, Type III Barricade, Dewatering, Vibration Monitoring, Abandon Pipeline, Adjust Utilities, Bridge Removal, Cold Plane AC, Water-Filled Cofferdam, Structure Excavation, Imported Borrow, Structure Backfill, Pervious Material Backfill, Furnish Pile, Prestressing Cast-in-Place Concrete, Structural Concrete-Bridge, Structural Concrete-Retaining Wall, Structural Concrete-Approach Slab, Fractured Fin Texture, Keystone Concrete Retaining Wall, Fire Department Connection, Copper Pipe, Steel Pipe Casing, Minor Concrete, Install Monument Survey, Concrete Barrier, Demolish Buildings, Haz Dirt Disposal, Micro Surfacing Type II, Tree Filters, Joint Trench, Traffic Communication and Construction Materials

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

McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603 • Phone: (510) 632-7676 • Fax: (510) 562-5209
 Contact: Randy Somerday • An Equal Opportunity Employer

Sub Bids Requested From Qualified MBE, WBE, DBE Subcontractors & Suppliers for
EBMUD - Main Wastewater Treatment Plant Engineers Road Widening Project
Location: Oakland, CA
Project No. SD-357A
Bid Date: August 12, 2015 @ 1:30 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: electrical; fencing (chain link); roadway grinding; traffic striping; 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 plans and specs.

Pioneer Contractors, Inc.

1485 Armstrong Avenue • San Francisco, CA 94124
 CA Lic# 777064
 An Equal Employment Opportunity Employer

Pioneer Contractors, Inc. is inviting All qualified Subcontractors, Suppliers, LBE's, Micro LBE's and Small LBE's, DVBE's, MBE's, WBE's and OBE's to submit a quote for following project:

Pier 31 Building & Roof Repair Project
Contract No. 2762

Location: San Francisco, CA
Bid Opening: August 11th, 2015 at 10:30 AM
Approx. Value: \$ 6,000,000.00

Trades included but not limited to: Demolition and Hazmat, Concrete, Structural Steel, Carpentry, Doors and Windows, Plaster, Mechanical, Electrical and Plumbing.

Plans, specifications and requirements for the project are available for review at <http://www.sf-port.org/index.aspx?page=2613> or viewed at our office.

Please fax your proposals by 5:00 pm on August 10, 2015. For assistance and any questions, please contact Art at (415) 671-1070 x 110
 Fax: (415) 671-0448 or
 email: arta@pioneercontractors.com

Parsons

100 West Walnut Street • Pasadena, CA 91124
 Phone: 626-440-2000 • Fax: 626-440-2630
 Contact: Leonor Deguchy
leonor.deguchy@parsons.com

Seeking Qualified MBE, DVBE, DBE, WBE, City of San Diego ELBE, SLBE Subcontractors

Request for Proposal For
Construction Management Services for
City of San Diego
Construction Management Services for
Miramar Clearwell Improvements
For the Public Works Department

Contract No. H156522
Location San Diego, CA
Bid Date: August 7, 2015 @ 4:00 PM

Trades: 236210 Industrial Building Construction; 237110 Water and Sewer Line and Related Structures; 541330 Engineering Services; 541350 Building Inspection Services; 541360 Geophysical Surveying and Mapping Services; 541370 Surveying and Mapping (except Geophysical) 541611 Administrative Management and General Management Consulting Services; 541618 Other Management Consulting Services; 541690 Other Scientific and Technical Consulting Services (Paleontology)

Interested companies should email a brief statement of qualifications to leonor.deguchy@parsons.com. We will assist interested firms in obtaining bonds, lines of credit and/or insurance if necessary.

An Equal Opportunity Employer

California Sub-Bid Request Ads

AECOM is seeking qualified **Community Business Enterprise (CBE)** subconsultants for the following project:

**County of Los Angeles Department of Public Works
Request for Proposals**

**As-Needed Airport Planning and/or Aviation Design Engineering Services for Aviation Division projects
Location: Los Angeles, CA
Bid Date: 8/10/2015**

Seeking subcontracting for:

- **Geotechnical engineering for the design and construction of airport projects with recent experience in Los Angeles County.** Proposer shall be familiar with all pertinent FAA Advisory Circulars. Proposer shall have pertinent experience at general aviation airports. Proposer shall be able to meet qualifications to work on an active airfield and coordinate with air traffic control as necessary to complete required services.
- **Surveying firm in support of airport design and construction projects with recent experience in Los Angeles County.** Proposer shall be familiar with all pertinent FAA Advisory Circulars. Proposer shall have pertinent experience at general aviation airports. Proposer shall be able to meet qualifications to work on an active airfield and coordinate with air traffic control as necessary to complete required services.
- **Airfield pavement design firm with recent experience in Los Angeles County.** Proposer shall be familiar with all pertinent FAA Advisory Circulars. Proposer shall have pertinent experience at general aviation airports.
- **Materials Testing and Inspection firm with experience in airfield design and construction projects and methods in Los Angeles County.** Proposer shall be familiar with all pertinent FAA Advisory Circulars. Proposer shall have pertinent experience at general aviation airports. Proposer shall be able to meet qualifications to work on an active airfield and coordinate with air traffic control as necessary to complete required services.
- **Environmental Service provider fluent in both CEQA and NEPA clearance for airport related projects.** Proposer must have experience successfully delivering environmental documentation within the LAX ADO region. Proposer shall be familiar with all pertinent FAA Advisory Circulars. Proposer shall have pertinent experience at general aviation airports.

Assistance is available in obtaining any necessary bonding; lines of credit or insurance; information related to the requirements for the work; and necessary equipment, supplies materials, or related services.

AECOM

999 Town and Country Rd, Orange, CA 92868
Phone: (714) 567-2642

By August 4 2015, please submit a brief statement of qualifications, including 1 or 2 resumes, by email (preferred) to SBE@SBEINC.com, or fax to Small Business Exchange at (415) 778-6255.

O.C. Jones & Sons, Inc.

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Contact: Donat Galicz • An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Village Parkway (North) Extension Project • City of West Sacramento
BID DATE: August 4, 2015 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Construction Area Signs, Traffic Control System, Type II Barricade, Portable Delineator, SWPPP, Noise Monitoring, Abandon Sewer, Adjust Utilities, Clearing & Grubbing, Imported Borrow, Landscaping & Irrigation, Hydroseed, Slurry Seal, AC Dike, Storm Drain Inlet, Storm Drain Manhole, Minor Concrete, Sewer Manhole, Roadside Signs, Concrete Pipe, Detectable Warning Surface, Misc. Iron & Steel, Fire Hydrant, Water Main, Sewer Main, Bus Shelter, Striping & Marking, Lighting and Construction Materials.

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

**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: Pete Timmerman
EMAIL: ptimmerman@pacificstates.net
An Equal Opportunity Employer

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

**Canoas Creek Rodent Damage
Repair Project, San Jose CA
Project No. 30114002**

**Owner:
Santa Clara Valley Water District
5750 Almaden Expressway
San Jose, CA 95118**

BID DATE: August 3, 2015 @ 2:00 PM

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

**Surveying, Hydroseeding,
Compaction Testing, Well Destruction,
Water Diversion. Soil Testing,
Geotechnical, Fencing, Biologist,
and Saw Cutting**

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies for this project.

This will be a PREVAILING WAGE JOB.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA, or an electronic version is free, transferred via file transfer protocol (FTP) Site. Request Forms and information online by emailing scvwdplanroom@valleywater.org

PSEC is willing to breakout any portion of work to encourage Small and Micro Business Enterprises (SBE/MB) and solicit their subcontractor or materials and/or suppliers and trucking quotation. If you require any assistance, please contact the Estimator, Pete Timmerman email him at ptimmerman@pacificstates.net or call (925) 803-4333 and bids may be faxed to us at (925) 803-4334. We are an equal opportunity employer.

California Sub-Bid Request Ads

REYES CONSTRUCTION, INC.

State License Number 507561
1383 South Signal Drive, Pomona, CA 91766
Phone: 909-622-2259 • Fax: 909-622-3053
Contact: Estimating • Mon-Fri 8am-5pm

REQUESTING SUB & SUPPLIER BIDS

From All Qualified

Disadvantaged Business Enterprises (DBE)
Subcontractors/Sub-consultants/Suppliers/
Vendors registered as a DBE for:

La Palma Recharge Basin
Contract No. LPRB-2015-1

Owner: Orange County Water District

Reyes Construction is requesting bids for:

SUBCONTRACTORS: Traffic Control, SWPPP, Surveying, Shoring, Dewatering, Earthwork, Structural Excavation & Backfill, Trucking, Wet Utilities, Monitoring Well, Minor Concrete Structure, Structural Concrete, Reinforcing Steel, Structural Steel, Masonry, Roofing, Doors, HVAC, Mechanical, Fiber Optics, Cathodic Protection, Electrical, instrumentation & Controls, Guardrail, Fencing, Paint & Coating, Landscaping.

SUPPLIERS: Traffic Control Material & Equipment, BMP Materials, Steel Pipe, Waterworks Material, Ready Mix Concrete, PVC Pipe & Fittings, Misc. Metals, Precast Catch Basin, Sluice Gates, Reinforced Concrete Pipe (RCP), Vertical Turbine Pump, Aggregate, Rip Rap, Misc. Concrete Materials & Supplies, Valves, Meters.

BID DATE: August 27, 2015 @ 2:00 PM

Assistance will be available for obtaining Bonds, Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

Plans and Specifications can be viewed online at no additional cost at

- 1.) <http://www.bidmail.com/Sublogin.aspx>
(To request an invite please email estimating@reyesconstruction.com)
- 2.) Via email by requesting to estimating@reyesconstruction.com
- 3.) OcwDplanroom.com – registration required
Please fax quotes to: 909.622.3053

DeSilva Gates Construction

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: STEVE LIPPIS
Website: www.desilvagates.com
An Equal Opportunity Employer

DeSilva Gates Construction, L.P. is soliciting for DBE for the following project:

VILLAGE PARKWAY EXTENSION PROJECT
City Work Order No. 15024

OWNER:

CITY OF WEST SACRAMENTO
Director of Public Works, 1110 West Capitol Avenue,
1st Floor, West Sacramento, CA 95691

BID DATE: August 4, 2015 @ 2:00 P.M.

We hereby encourage responsible participation of local 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, BUS SHELTERS, CLEARING AND GRUBBING/DEMOLITION, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, LANDSCAPING, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, MISC. IRON AND STEEL (TRELIS), ROADSIDE SIGNS, SLURRY SEAL, STAMPED/TEXTURED PAVING, STRIPING, SWPPP/PREPARE WATER POLLUTION CONTROL PLAN, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE B) MATERIAL.

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction. DeSilva Gates Construction will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction's requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

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
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DeSilva Gates Construction, L.P. is soliciting for DBE for the following project:

FOR CONSTRUCTION ON STATE HIGHWAY IN PLACER COUNTY NEAR LINCOLN FROM 0.1 MILE WEST TO 1.0 MILE EAST OF CLARK TUNNEL ROAD, CONTRACT NO. 03-4E8604, FEDERAL AID PROJECT ACHSSTP-P193(012)

OWNER:

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

BID DATE: August 13, 2015 @ 2:00 P.M.

We hereby encourage responsible participation of local 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, Biologist Consultant, Box Culvert, Wing-wall, Clearing and Grubbing/Demolition, Construction Area Sign, Temporary Clear Water Diversion, Erosion Control, Fencing, Cable Railing, Landscaping / Irrigation, Lead Compliance Plan, Treated Wood Waste, Midwest Guardrail System, Minor Concrete Structure, Roadside Signs, Striping, SWPPP / Water Pollution Control Plan Prepare / Water Quality Sampling, Monitoring & Report, Temporary Erosion Control, Underground, Vegetation Control, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Class 3 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Open Grade) Material

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction, L.P. DeSilva Gates Construction, L.P. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction, L.P.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

Northwest Pipe Company

1101 California Avenue, Suite 100, Corona, CA 92881
Phone: 714-965-2305 • FAX: 714-964-5503

REQUESTING BIDS FROM DBE/MBE/WBE and OBE (Other) Subcontractors and Suppliers for:

Project: Welded Steel Pipe and Appurtenances For City Trunk Line South Unit 3

Project Owner:

Los Angeles Department of Water & Power

Bid Date: 8/19/2015@2:00 PM (Please respond at least 48 hours prior to bid date)

Requesting Quotes for the following: Trucking (Freight), Nuts, Bolts and Gaskets, Flanges, Mechanical Couplings, Small Diameter Buyout Pipe & Fittings, Bulkheads, Linings and Coatings, Hardware and Machined Parts

Please submit bids prior to bid date and include any certification you may have. Items can be broken down and delivery schedules can be accommodated to facilitate maximum participation. Northwest Pipe Company will assist with Bonding, Insurance, Materials and/or line of credit to all qualified respondents if necessary. Northwest Pipe Company does not discriminate on the basis of race, gender, religion, national origin, ethnicity, sexual orientation, age or disability in the solicitation, selection, hiring or treatment of subcontractors, vendors or suppliers. Specifications can be obtained at no charge from Northwest Pipe Company via email.

For technical questions or assistance, please contact **Michael DeMascio** at 714.965.2305,
Fax: 714.964.5503 or email: MDeMascio@nwpipe.com



California Sub-Bid Request Ads

PROJECT: Widen I-15 08-3555V4
Project ID# 081400086
Victorville, CA

****THIS PROJECT HAS A 12% DBE GOAL****

BID DATE: AUGUST 05, 2015 • BID TIME: 2:00 P.M.
Please respond by 5:00 p.m., August 4, 2015

We are seeking quotes from CERTIFIED DBE including, but not limited to, the following work items: construction area signs, traffic control, coldplane asphalt concrete, remove bridge items, clear & grub, roadway excavation, structure excavation, structure backfill, ditches excavation, embankment construction, imported borrow, highway planting, hydroseeding, erosion control, irrigation system, aggregate base, lean concrete base, tack coat, asphalt concrete, place asphalt concrete dike & misc., PCC pavement joints, furnish & drive piling, CIDH, minor concrete structure, concrete bridge deck overlay, drill & bond, furnish precast, erect precast concrete, sound wall (masonry block-concrete), reinforcing steel, air-blown mortar, sign structure, roadside sign, alternative pipe culvert, reinforced concrete pipe, jacked reinforced concrete pipe, corrugated metal pipe (CSP), rock slope protection, concrete curb & sidewalk, misc iron & steel frame, cover & grate, misc bridge metal, fencing, object marker, metal beam guard railing, metal railing, concrete barrier, thermoplastic traffic stripe & marking, painted traffic stripe & marking, pavement marking, signal & lighting, traffic count station, soil nail, prepare & stain concrete, & trucking.

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Plans and specs are available at no cost to interested DBE firms from the Caltrans website using the Project ID # 0814000086/ 08-3555V4 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

If you have any questions, Please contact Marty Keane: Phone 858-536-3100, Fax 858-586-0164 or email estimating@coffmanspecialties.com.

Non-DBE Subs/Suppliers: Indicate 2nd tier participation offered on your quotation as it will be evaluated with your price. For any bid proposal submitted on or after March 1, 2015 and any contract for public work entered into on or after April 1, 2015, the following registration requirements apply: Every Subcontractor is required to be registered to perform public work pursuant to Section 1725.5 of the Public Contract Code. No Contractor or Subcontractor shall be qualified to bid on, be listed in a bid proposal pursuant to Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, unless currently registered to perform public work pursuant to Section 1725.5. No bid shall be accepted nor any subcontract entered into without proof of the Subcontractor's current registration to perform public work pursuant to Section 1725.5. If used in our Bid, Coffman Specialties requires this proof be submitted w/in 24 hours of Bid Date.



9685 Via Excelencia, Ste 200 • San Diego, CA 92126
Phone: (858) 536-3100 • Fax: (858) 586-0164
e-mail inquiries to: estimating@coffmanspecialties.com

Robert A. Bothman, Inc.

2690 Scott Blvd. • Santa Clara, CA 95050
 Phone: (408) 279-2277 • Fax: (408) 279-2286
 Stephanie Hunt • shunt@bothman.com

Robert A. Bothman

An Equal Opportunity Employer,
 is requesting bids from qualified DBE subcontractors and suppliers for the following trades: Testing & Inspections, Traffic Control, Demolition, Abatement, Rental Equipment, Rebar, Misc. Construction Materials, Structural Steel Framing, Fire Suppression, Electrical, Asphalt Paving, Pavement Markings, Fencing, Railing, Trucking

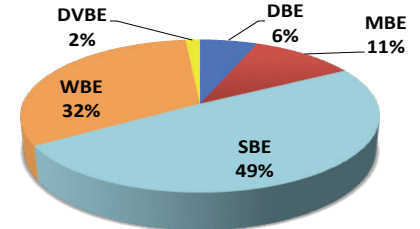
BART EARTHQUAKE SAFETY PROGRAM FRUITVALE STATION AND COLISEUM STATION
CONTRACT NO. 15PJ-130
Location: Oakland, California
Owner: BART
Bid Date: Tuesday August 11th at 2:00 PM

Bid documents can be viewed at our office or by contacting us for a link to access the plans and specifications.

Please call our office for any assistance with bonding; insurance; obtaining necessary equipment, supplies, materials; lines of credit and/or technical assistance.

AUDIENCE PROFILE

Small Business Exchange, Inc.



Jacobs Engineering Group Inc.

160 Spear Street, 12th Floor • San Francisco, CA 94105
 Contact: Kris Benson • 510-761-6581
 Email: sfpuc.mftunnel@jacobs.com
 An Equal Opportunity Employer

Sub-Bids Requested From Qualified MBE, DBE, WBE, SF LBE Subcontractors and Suppliers
Agreement No. CS-249 Planning and Design Services Mountain Tunnel Improvements
Location: Moccasin, CA
Bid Date: 8/4/15

AE003 – Civil Engineering; AE015 – Surveying (Land & Aerial); AE020 – Water Resources Engineering; PS045 – Hazardous Waste and Remediation Services; PS047 – Laboratory Services (Materials Testing).

CAHILL CONTRACTORS, INC.

Contact: Julie Park
estimating@cahill-sf.com, (415) 986-0600

Bid Requests from Certified LBE Subcontractors and Suppliers for ALL trades EXCEPT Exterior Building Maintenance & Solar Hot Water System. O'Farrell Towers

This is a SF MOH CMD project with construction workforce and prevailing wage, LBE & local workforce hiring goals.

O'Farrell Towers
477 O'Farrell Street
San Francisco, CA 94102
Bid Date: 9/1/15 @ 2 PM

Voluntary Pre-bid Meeting & Job Walk on **8/13/15 at 10:00 AM** at O'Farrell Towers, located at 477 O'Farrell Street, San Francisco, CA 94102.

Are Businesses Too Timid With Their Growth Plans?

Continued from page 1

strumental in the successful sale, branding and integration of 500 business locations with three major companies. He's best known as the driving force behind 1-800-GOT-JUNK's spectacular growth from \$2 million to \$106 million in revenue in six years. His range of executive roles includes strategic planning, negotiating corporate acquisitions, operations, people, sales, marketing, call centers and public relations. Herold is a top-rated lecturer at the EO/MIT Entrepreneurial Masters Program and a powerful and effective speaker at EO/YPO & Vistage events around the world. He is the author of "Double Double."

Source: www.newsandexperts.com

California Sub-Bid Request Ads

ATKINSON CONTRACTORS, LP

Requests

Sub-bids from All Qualified & Certified DBE Subcontractors/Suppliers for:

Caltrans Contract No. 08-3555V4

Construction on Rte 15 in San Bernardino County in Victorville

from 0.5 Mile North of Mojave Drive to 1.5 Mile North of Stoddard Wells Road Overcrossing

Bids Wednesday, August 5, 2015

Description of Work and Material Supply (but not limited to):

Aggregate Base, Architectural Treatment, Asphalt Paving, Biologist, Clear & Grub, Concrete Barrier, Concrete Paving, Construction Area Signs, Demolition, Drainage, Earthwork, Drilled Piling, Driven Piling, Electrical, Environmental Services, Erosion Control, Fencing & Railing, Flatwork, Guardrail, Imported Borrow, Irrigation, Joint Seal, Landscaping, Pavement Marking, Maintenance of Traffic, Minor Concrete, Misc Iron & Steel, Overhead Sign Structures, Painting, Pipe Supply, Precast Prestressed Concrete Girders, Rebar, Retaining Wall, Road Barrier, Roadway Joint Seal, Roadway Sign, Rock Slope Protection, Sewer, Shotcrete, Signal and Lighting, Soil Nail Wall, Soundwall (Masonry Block), Street Sweeping, Structural Concrete, Structural Steel, Survey, SWPPP, Traffic Control System, Traffic Monitoring Stations, Trucking, Wireless Vehicle Detection System (Refer to project specs for complete bid item list). This project has a 12% DBE Goal.

Atkinson Contractors, LP

18201 Von Karman Ave, Suite 800, Irvine, CA 92612

socal.estimating@atkn.com

Phone: 949-855-9755 / 949-382-7145 • Fax: 949-855-9923 / 949-553-0252

Contact: Andrew Nelson

Atkinson is a union contractor and an Equal Opportunity Employer. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors greater than \$100,000. Atkinson will pay the cost of bonds up to 1.5%. Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (refer to project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote.

TO DOWNLOAD PLANS, SPECS AND SUPPLEMENTAL INFORMATION:

Please go to http://www.dot.ca.gov/hq/esc/oe/project_ads_addenda/08/08-3555V4/

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

SPECIFICATION NO. 1197S

TEMECULA VALLEY REGIONAL WATER RECLAMATION FACILITY 23 MGD EXPANSION

Owner: Eastern Municipal Water District

Location: Temecula, CA

Bid Date: September 10, 2015 @ 10:00 A.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91788-0489

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, Geotextile, Reinforcing Steel, Ready-Mix Concrete, Masonry, Welding, Structural Steel, Steel Decking, Miscellaneous Metals, Insulation, Roofing, Sheet Metal, Sealants, Metal Doors/Frame/Hardware, Overhead Coiling Doors, Glazing, Louvers, Gypsum Board, Painting & Coatings, Signage, Portable Fire & Safety Equipment, Metal Building & Canopy Systems, HVAC, Equipment, Electrical & Instrumentation, Fiber Optic Communication System, and Overhead Cranes.

Plans and Specifications are available from: www.emwd.org – free download. Please complete the Planholder Registration form to receive email notification of addenda issued. 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.

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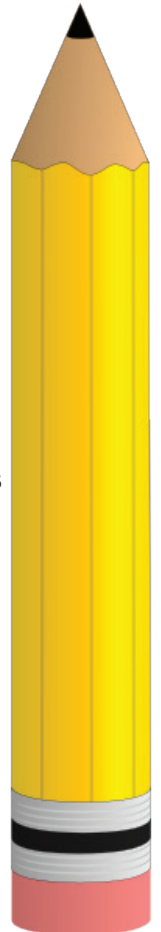
Need construction contractors and suppliers familiar with public contracting, bondable, certified by cities, states and federal entities, and willing to work in one or many locations? *We have that, too.*

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California Sub-Bid Request Ads

RGW Construction, Inc.

Contractors License A/B 591940
 550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925
 An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

**City of West Sacramento Public Works, Village Parkway Extension Project
 City Work Order No. 15024**

DBE Goal: 7%
Engineer Estimate: \$5,190,270 – Working days 220
Bids: August 4th, 2015 @ 2:00pm

Requesting Sub-quotes for (including but not limited to: Fabrics and Oils, Construction Area Signs, Traffic Control, Raise Iron-Utilities, Clear and Grub, Roadway Excavation, Landscaping, Hydroseeding, Erosion Control, Irrigation, Aggregate Base, Slurry Seal, Asphalt Paving, AC Dike, Signs Roadside, Concrete Curb & Sidewalk Misc., Thermoplastic Traffic Stripe & Marking, Signal & Lighting, SWPPP Planning, Water Truck, Sweeper, Hazardous substance removal, Trucker, Storm Drain (Underground), Stamped Asphalt and Stamped Concrete.

Scope of Work: Extend roadway and connect existing area roadways with two roundabout intersections. RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or Dynamic Imaging (Plan Smart) 916-782-8070, <http://disacramento.com.home.htm>. Contact Andy Eldridge 925-606-2400 andrew.eldridge@rgwconstruction.com for 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
 An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

**State Highway in Alameda County in San Leandro at Benedict Drive Off-Ramp
 Contract no. 04-2G8604**

Federal-Aid Project: ACNHPI-580-1(059)E
DBE Goal: 12%
Engineer Estimate: \$1,860,000 – Working days 180
Bids: August 5th, 2015 @ 2:00pm

Requesting Sub-quotes for (including but not limited to: Construction Area Signs, Clear and Grub, Landscaping, Erosion Control, CIDH Piles, Reinforcing Steel, Signs Roadside, Clean and Paint Steel, Concrete Curb & Sidewalk – Misc, Fencing, MBGR, Thermoplastic Traffic Stripe & Marking, Painted Traffic Stripe & Marking, Pavement Marking, Message Signs, Lighting & Sign Illumination, Water Truck, Sweeper and Trucker.

Scope of Work: Construct retaining wall, planting and modify lighting. RGW is willing to breakout any portion of work to encourage DBE 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/. Contact Dan Schultz 925-606-2400 dan.schultz@rgwconstruction.com for 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.



Kiewit

Kiewit Infrastructure West Co.
 4650 Business Center Drive Fairfield, CA 94534
 Attn: Victor Molina - victor.molina@kiewit.com

Requests sub-bids from qualified Subcontractors and/or Suppliers seeking to participate in the City of Fresno Recycled Water Transmission Main, Southwest Quadrant, SW1A Project in Fresno, CA.

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

Subcontractors and Suppliers for the following project:

**Recycled Water Transmission Main,
 Southwest Quadrant, Project SW1A–
 Bid File No. 3410**

Owner: City of Fresno
Bid Date: August 7, 2015 @ 3:00 P.M.

Disadvantaged Business Enterprises (DBEs)

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

AC Paving, Striping, Aggregates, Jack & Bore, Conduits & Vaults Supply, Concrete, Precast Concrete, Clearing & Grubbing, Metals, Cathodic Protection, Earthwork, Traffic Control, Thermal and Moisture Protection, Piping & Valves Supply, Shoring, Storm Water Pollution Prevention (SWPPP) and Fugitive Dust Control Plan (FDCP), Sweeping, Grading, Landscaping, Pollution Control Equipment, Striping, Water Equipment & Water Truck.

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

Subcontractor and Supplier Quotes are due NO LATER THAN August 5, 2015 at 5 PM.

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

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

**Subcontractor and Supplier Quotes are due
 NO LATER THAN August 5, 2015 at 5 PM.**

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

You can view the plans in our office during regular business hours by appointment. 100% Performance Bond and Payment Bonds are required for this project. Cost of bond will be reimbursable.
An Equal Opportunity Employer
 CA Lic. #433176

Looking for
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