

SBE TODAY

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DIVERSITY IN ACTION - SBE is a certified DBE publication

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by Alf Nucifora

Grab A Slice Of The Government Pie

For anyone who has ever perused the Federal Budget, it becomes obvious that the U.S. Government acquires a vast quantity of goods and services. In 2001, Federal contracting totaled approximately \$215 billion covering the waterfront from diapers to nuclear reactors. In fact, there are 1,140 categories (or codes) of goods and services that the government contracts to buy, at least one of which probably fits the product offering profile of most American small businesses. The codes are derived from the North American Industrial Classification System and are known in government-speak as NAICS (pronounced "nakes"). The best place to locate the NAICS listing... www.naics.com.

As a review of the top 20 NAICS categories reveals, research and defense-related spending are the biggest ticket items chewing up more than 40% of the available contracting pie. Yet it's the less exotic, more mundane categories that offer hidden opportunity for the average business next door. For example, a contracting pool of approximately \$26 billion is available for such services as "facilities support," "computer systems design," "custom computer programming" and "commercial and industrial buildings." In the latter case, the Federal Government requires massive facilities support simply because it's the largest holder of commercial and industrial property in the country.

Despite the common perception that the promised land of government contracting is the exclusive and private domain of a relatively small cadre of large corporate insiders or "beltway bandits," the truth is that small-to-medium sized enterprises are currently active suppliers to a full range of government agencies. In 2001, small businesses accounted for about 20% or \$43 billion in direct contracting dollars. Interestingly, the government departments most accepting of small business participation were not the heavyweight spenders such as the Departments of Army, Navy and Air Force, but the less visible entities such as Public Buildings

Services, U.S. Coast Guard, Agricultural Marketing Services, Forest Service, DEA, and National Park Services. Which raises the question, is there room in your revenue stream for a piece of the government spending action?

Not As Impenetrable As It Seems

Although there are more than 30 million small businesses filing tax returns in the U.S., most are discouraged from the bidding process because of lack of knowledge of the opportunity itself, or because of the perception that the bidding process is both complex and resource-intensive resulting in a situation where only the experienced and well-connected can succeed. It is undeniably true that the bidding process is infected with politics, excessive paperwork, long decision cycles and abstruse contracting rules. In many cases, it's impossible to determine where the final decision is made and who makes it. And many so-called open bid competitions are already a fait accompli even before the RFP hits the street.

Yet according to Matt Nussbaum, Principal of Thomas Associates International, a consulting firm that provides assistance to businesses seeking partnerships and opportunities in both the government and private sectors, "government contracting need not be as daunting a process as many believe. Federal and many state programs have explicitly mandated procurement procedures that are intended to favor small business."

How It Works

In general, a company can identify itself as a small business (either directly or as a subcontractor) through a simple process of self-certification. As Nussbaum notes, many Federal contracts may have small business participation requirements, but the only demonstration of a small business credential takes the form of checking a box and appending a signature on the big proposal documents. Only in the case of a subsequent challenge would a small business have the need to further document its small business status.

In its efforts to promote small business participation in government contracting, the Federal Government has also established additional programs that provide mandated benefits to small businesses but require more paperwork and the meeting of stricter certification requirements in order to partake in the programs. The Small Disadvantaged Business (SDB) and the (8A) are two such programs. Both favor small disadvantaged businesses that meet specific criteria with respect to size and disadvantaged status.

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REQUESTS FOR BIDS & SUB-BIDS

We are looking for licensed subcontractors and registered San Francisco LBE's interested in submitting qualifications and proposals for the following trades: Framing / Drywall, Fire Proofing, Doors / Frames / Hardware, Roofing, CMU, Rough Carpentry, Architectural Louvers / Sheet Metal, Skylights, Specialty Doors, Interior Glazing, Flooring, Specialties, Acoustical Ceiling, Ceramic Tile, Signage, Wall Coverings (Paint), Furnishings, Hardscape, Landscape for the following project:

**San Francisco Public Safety Building
7 levels, 280,000 sf new construction**

**Location: Block 8, Third Street & Mission Rock Street, San Francisco, CA
RFQ application due to Pankow by: August 10, 2012**

Charles Pankow Builders, Ltd.

License 688972

Contact person: **Jesse Horn**

Phone: 510-379-1487 • Email: Jhorn@pankow.com

7/19/12 • CNS-2345556# • SMALL BUSINESS EXCHANGE



Project Name: Mission Bay Block 2

Location: San Francisco, California

Bid Date: August 2, 2012 @ 2:00pm

Nibbi Brothers is the selected General Contractor for the following project which is currently underway, and is requesting bids for signage from qualified Subcontractors & Suppliers including those certified with the Office of the City Administrator (Successor Agency to SFRA). This project consists of 315 units of market rate housing, over 8,000 square feet of street level retail and two levels of interior parking for 315 cars. The SFRA participation goal has been established for this project at: 31% for MBE Subcontractors and 10% for WBE Subcontractors and we highly encourage all SFRA certified Subcontractors to bid.

To obtain bid and contract documents please email kristinn@nibbi.com.

Email or fax proposals to: shanel@nibbi.com and kristinn@nibbi.com / (415) 649-7528.

For information/questions regarding this project contact Shane Long via email at shanel@nibbi.com.

RGW Construction Inc.

is seeking all qualified Underutilized Disadvantaged Business Enterprises (UDBE's) for for the following project:

**State Highway in Sacramento and Sutter Counties near Sacramento from 1.3 Miles North of Elverta Road to 0.6 Mile North of Riego Road
Caltrans Contract No. 03-406604
Federal Aid Project No. HP21L-6203(048)
Engineer Estimate: \$20,200,000
525 Working Days
Goal: UDBE 9%
Bids: July 31, 2012 @ 2:00 PM**

Requesting Sub-quotes for (including but not limited to) AC Dike, Cold Plane, Electrical, Fence, Hydroseed, Re-bar, Signs-Structures, Rock Slope Protection, Striping/Markers, Joint Seal, Rumble Grind, Concrete Barrier, Concrete Minor, Tack Oil, MBGR, Landscaping, Pile Driving, Post Tensioning, Clear & Grub, CAS/Roadside Signs, Traffic Control, Underground, Precast Concrete Girders, Biologist and Trucking.

Scope of Work: Construct Interchange with HMA over AB ramps and PS Concrete I-Girder BR OC.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550
Phone: 925-606-2400 • Fax: 925-961-1925

RGW is willing to breakout any portion of work to encourage UDBE 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 John Pitsch 925-606-2400 for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

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RGW Construction Inc.

is seeking all qualified Minority Business Enterprises (MBE's) and Women's Business Enterprises (WBE's) for the following project:

**Resurfacing of Portions of Various Roadways in the Unincorporated Area of Alameda County
Alameda County Spec No. 2207
Goal: MBE 15% WBE 4.5%
Engineer Estimate: \$2,700,000
Bids: July 31, 2012 @ 2:00 PM**

Requesting Sub-quotes for (including but not limited to): Cold Plane, Crack Seal, Electrical, Grinding, Striping/Markers, Fabric & Oils, Traffic Control, Underground, Sweeper and Trucking

Scope of Work: Provide traffic control and construction area signs, provide and implement water pollution control plan, AC base failure repair, seal cracks, key cut and milling, adjust manholes, detector loops, striping and AC resurfacing of portions of various roads.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550
Phone: 925-606-2400 • Fax: 925-961-1925

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

Plans and Specs are available to view and copy at our office or online thru East Bay Blue Print - eastbayblueprint.com. RGW contact is Mark Smith 925-606-2400 for any questions, including bonding, lines of credit, or insurance. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

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**REQUEST FOR UDBE/DBE
SUBCONTRACTORS AND SUPPLIERS
FOR:**

**Hwy 92 Widen Ramps, Walls, TOS
Caltrans #04-153004 - Hayward
BID DATE: July 25, 2012 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, SWPPP, Sweeping, Rain Event Action Plan, Storm Water Annual Report, Storm Water Sampling & Analysis, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Cold Plane AC, Clearing & Grubbing, Lead Compliance Plan, Imported Lightweight Fill, Erosion Control, Irrigation System, AC Dike, Tack Coat, Minor Concrete, Sign Structure, Roadside Signs, CIDH Concrete Pile, Underground, Gabion Wall, Misc. Iron & Steel, MBGR, Concrete Barrier, Striping & Marking, Electrical and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710
Phone: 510-526-3424 • FAX: 510-526-0990

Contact: **Greg Souder**

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100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.

SMALL BUSINESS EXCHANGE

REQUESTS FOR BIDS & SUB-BIDS

Sub-Bids Requested From Qualified UDBE Subcontractors & Suppliers:

I-15/I-215 Interchange Improvements – Devore Design-Build Project In San Bernadino County
Contract No.: 08-0K7104, Project No.:0800003664
Subcontractor Proposals Due: August 22, 2012

The SGJV is interested in soliciting in Good Faith all subcontractors and suppliers, as well as certified UDBE companies for this project. Proposals are requested for supplies and services including, but not limited to: Biological Monitor, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Temporary Fencing, Erosion Control, Temporary Traffic Stripe/Markings, Temporary Railing, Portable Changeable/ Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Place Concrete Pavement, Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Structure Excavation, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Imported Borrow, Rock Blanket, Erosion Control, Fiber Rolls, Corrugated Steel Pipe Conduit, Class 2 Aggregate Base, Lean Concrete Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Profile Grinding, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Precast Concrete, Structural Concrete, Bridge Structural Concrete, Retaining Wall, Minor Concrete, Soundwall Barrier, PTFE Bearing, Joint Seal Assembly, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish Sign Structure, Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Metal (Barrier Mounted Sign), Roadside Sign, Install Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Plastic Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Irrigation and Landscaping, Rock Slope Protection, Slope Paving, Minor Concrete, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Chain Link Fence, Chain Link Railing, Pipe Handrail, Tubular Handrail, Concrete Barrier, Cable Railing, Transition Railing, Transition Railing, Terminal System, Crash Cushion, Aggregate Bases and Structural Backfill, Pavement Delineation, Concrete Barrier, Signal & Lighting, Lighting & Sign Illumination, Interconnection Conduit & Cable, Fiber Optic Conduit, Electric Service (Irrigation), Traffic Monitoring Station, Closed Circuit TV System, Ramp Metering System, Earth Retaining Structures.

In order to assist UDBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible.

If you are interested in submitting a proposal, and would like access to the Plans and Specifications, please visit the SGJV website and complete the contractor's questionnaire on the following website: www.usa.skanska.com/devoreinterchange



a Joint Venture, in Association with





1995 Agua Mansa Road • Riverside, CA 92509-2405
 Phone: (951) 684-5360 • Fax: (951) 788-2449
 Contact Email: www.usa.skanska.com/devoreinterchange

Official Bid packages will be issued pending Prime Contractor selection, at which time the SGJV will assist qualified subcontractors in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. The SGJV insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers' Comp. Endorsements or waivers required are Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by SGJV. SGJV will pay bond premium up to 1%. SGJV is signatory to Operating Engineers, Laborers, Cement Masons Carpenters unions and Teamsters. Subcontractors must provide weekly, one (1) original and (1) copy of all certified payrolls, including non-performance, and fringe benefit statement if required by law or by the Prime Contract. All interested subcontractors, please indicate all lower tier UDBE participation offered on your quotation as it will be evaluated with your price. SGJV is an equal opportunity employer

Boerner Truck Center is seeking MBE, WBE for:

Los Angeles Department of Water & Power • Fuel And Lube Service Trucks
Specification No. 7030 • Location: Los Angeles, CA • Bid Date: 8/6/2012

Seeking: Heavy Duty Commercial Truck and Body Equipment, CNG Fuel Systems, Fuel and Lube Service Bodies, Automotive, Truck Equipment, Natural Gas, Truck Body MFG, Towing / Hauling.

Boerner Truck Center

3620 E. Florence Avenue • Huntington Park, CA 90255
 Phone: 323-560-3882 • Fax: 323-560-1835

Contact: Greg Davis • Email: gregdavis@boernertrucks.com

Contact Boerner Truck Center for assistance with bonds, insurance, lines of credit or project plans & specifications. A downloadable specifications/bidding document is available at the Los Angeles Department of Water and Power's (LADWP) Electronic Request-Solicit-Procure System (eRSP) website <https://ersp.ladwp.com>

REQUEST FOR UDBE/DBE
 SUBCONTRACTORS AND SUPPLIERS FOR:
**US 101/Capitol Expressway-
 Yerba Buena Road
 Interchange Improvements, San Jose
 Santa Clara VTA**
BID DATE: July 23, 2012 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Staking, Fencing, Erosion Control, Sweeping, Rain Event Action Plan, Storm Water Annual Report, Storm Water Sampling & Analysis, Construction Area Signs, Portable Changeable Message Sign, Adjust Utilities, Cold Plane AC, Bridge Removal, Crash Cushion, Lead Compliance Plan, Asbestos Compliance Plan, Structure Excavation, Planting & Irrigation, Underground, Lean Concrete Base, AC Dike, Data Core, Tack Coat, Structural Concrete, Minor Concrete, Bar Reinforcing Steel, Shotcrete, Sign Structure, Roadside Signs, Misc. Iron & Steel, Misc. Metal, Survey Monument, Object Marker, MBGR, Concrete Barrier, Striping & Marking, Retaining Walls, MSE Walls, Jacked RCP, Hydroseeding, Survey, Electrical and Construction Materials

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

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 UDBE & DBE Participation. Plans & Specs are available for viewing at our office.

The Government Pie

■ Continued from page 1

Nussbaum also points out that large contractors should not be ignored as a source of government largesse. These contractors actively seek small business subcontractors in order to satisfy their own small business participation requirements, also known as "set asides." Notes Nussbaum, "Subcontracting to the larger prime contractors can be an excellent way for a small business to enter the government arena because the main burden of the bid preparation and submittal process is typically born by the prime contractor. A good prime may also mentor the small business contractor through the preparation of its own bid materials."

Admittedly, seeking a piece of the government pie is not for everyone. But, the truth is that there are enormous dollars at stake, especially if State and Municipal contracts are factored into the equation. In these tough times, when traditional revenues streams have dried up, now may be the time to learn the ropes, fill out the paperwork and endure the pain in applying for some of that government money. It's going to be spent and if you don't get it, somebody else will.

Website: www.nucifora.com
Alf's syndicated writings appear in business publications throughout the U.S.

REQUESTS FOR BIDS & SUB-BIDS

Sub-Bids Requested From Qualified DVBE Subcontractors & Suppliers
For Construction on State Highway in Los Angeles County in Santa Fe Springs and Norwalk from 0.1 Mile North of Carmenita Road Overcrossing to 0.1 Mile North of Silverbow Avenue Pedestrian Overcrossing.

Project No. 07-215934

Location: 07-LA-5-2.4/4.0

Bid Date: 7/26/12 @ 2:00 PM

We have information about the plans, specifications, and requirements in our office located at 14425 Joanbridge Street, Baldwin Park, CA. Our office hours are 8:00 am to 4:30 pm. Copying service are available.

Chumo Construction, Inc.

14425 Joanbridge Street • Baldwin Park, CA 91706

Phone: (626) 960-9502 • Fax: (626) 960-3887

Contact: George Chumo

100% Performance and Payment bonds with a surety company subject to approval of Chumo Construction Company, Inc. are required of subcontractors for this project. Chumo Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest AGC Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions. Chumo Construction's listing of a Subcontractor is not to be construed as an acceptance of all the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Chumo Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable item prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact George Chumo at 626-960-9502.

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Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the **Small Business Exchange.**

With a monthly readership of **45,000**, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.

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California Small Business No. 27118

Human Rights Commission No. HRC 071410535, *Minority-Owned SF Local Business*

Department of Transportation (DOT) No. 35208, *Disadvantaged Business Enterprise (DBE)*

LBE-PUC (Public Utilities Commission) NPE No. 52662, *Minority-Owned (MBE) Firm*

State of California license/certificate, Consumer Affairs Division,
California Shorthand Court Reporter No. 3077

Registered Professional Reporter, NCRA No. 703