

# SBE TODAY

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MARCH 21, 2013

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## 8 Essential Elements for Success



Pacific Realty Partners Founder and Principal **Paul LeJoy**

### Wealth strategies for the 99%

**By Paul LeJoy**

America continues to be the world's largest economy and boasts the lion share of global billionaires. In fact, there were reportedly 442 billionaires in America in 2012—the nationality majority of the record 1,426 people who have earned this laudable distinction around the world. When considering the staggering success only an elite few attain in business, it begs the question “what do these billionaires know that the rest of us don't?” And, as importantly, “how can we avoid failure as we aspire to achieve career success of any measure?”

To achieve a notable amount of success at anything and certainly a notable measure of wealth, you must become a specialist at what you do. And, you must ‘do what you do’ better than anyone else. You must become indispensable—the go-to person because your results are superior. In working towards this objective it is important to employ a specific combination of essential elements that, combined, will make you a force to be reckoned with.

With this in mind, the achievement-minded would be wise to heed these 8 wealth strategies intended assist the proverbial 99% in their quest for success in any industry:

**1) Vision:** Every successful person at some point in their lives had a vision for what “could be,” and set out in relentless pursuit of their dream. From Thomas Edison to Steve Jobs and countless success stories in between, visionaries are filled with a passion and purpose that drives them every day. Those who are short-sighted and unmindful of future consequences of their efforts, both the good and the bad, are more likely to fail than those who are thoughtful and perceptive in their approach.

**2) Action:** Have a vision or a goal? The first step is to write it down along with objectives and action steps related thereto. Now you've taken the initiative, which is the critical first step to achieving success. Post your vision statement in your bedroom, bathroom, office. Share it with others. And, be sure to follow your action steps. By taking these minor steps, you make yourself accountable and become the master of your destiny. Take quantum action and you will surely have a breakthrough. Or, find contentment with the status quo and, well, remain there.

**3) Passion:** You may have the vision. You may write it down. You may have shared it with others, but without passion, that vision will likely wither. Passion for what you seek to accomplish should be almost palpable to the extent that others can see and feel your drive. The key is to match your vision with something you can be truly passionate about. Something that will keep you engaged every moment of every work day to bring you one step closer to the measure of success that you personally desire. Or, approach your job with a lackluster attitude and suffer the inevitable ominous consequences.

**4) Discipline:** Many have vision and passion, but lack the self-discipline required to stay the course. The pain of living a life of discipline is less than the pain of regret for what “could have been if.” Those who are self-disciplined motivate themselves to continue with their action steps and persevere amid adversity, asserting sheer willpower over their more base desires and instincts to give up or turn attentions to something more enjoyable in the moment. This requisite self-control will channel emotions, behavior, and desires toward obtaining the reward of success and, as importantly, to avoid the punishment of failure.

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# REQUESTS FOR BIDS & SUB-BIDS

## Sukut Construction, Inc.

Is requesting sub-bids from qualified DBE/MBE/WBE/DVBE Subcontractors, Suppliers, Manufacturers, & Truckers for the following (but not limited to) work:

SWPPP- BMP Installation & Maintenance, Temporary Power, Construction Trailer, Fencing, Q.C. & Testing, Traffic Control, Storm Drain, Minor Concrete Structures, AC Paving, Masonry, Landscaping & Irrigation, Trucking

**San Diego Gas & Electric**  
**Mira Sorrento Substation Site Development Project**  
**San Diego, California**  
**BID DATE March 27, 2013 @ 12:00 p.m.**  
**Sub & Vendor Bids Due Prior**



## Sukut Construction, Inc.

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: **Joe Philbin**

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

Plans and Specifications are available on Sukut's FTP site – please email [estimating@sukut.com](mailto:estimating@sukut.com) for access and log-on information. Plans/specs are also available for viewing at our office – please call for an appointment. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut Construction for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of 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, Inc. An Equal Opportunity Employer**

## REQUESTING BIDS FROM QUALIFIED DVBE SUBCONTRACTORS AND SUPPLIERS- FOR THE FOLLOWING PROJECT:

**Rehabilitate 13 Bridge Decks - Contract #03-4M5204 - Sacramento County**  
**Bids: April 03, 2013 at 2:00pm**

**This is a highway project with the typical items of work associated, but not limited to:** Aggregate, Rip Rap Material, Bridge Deck Overlay, CIDH Pile, Clear and Grubbing, Concrete Barrier, Concrete Crack Sealing, Construction Area Signs, Consult - Enviro Compliance, Core and Saw, Demo Bridge, Demo Minor, Earthwork and Base, Imported Borrow, Electrical H'Way, Fence & MBGR, Minor Flat Concrete, Joint Seals, K-Rail, Landscape, Erosion Control, Metal Bridge Rail, Minor Concrete Structure, Pavement Grinding, Paving PCC, Plane A C, Paving ASPH Concrete, A C Dike and Misc, Pile Drive, Pipe - Coor Steel, Precast Concrete Pipe, Prestress Concrete, Ready Mix Concrete, Rebar, Rock Slope Protect, Sign Structures, Signs Roadside, Stripe and Mark, Structure Excavate Bridge, Structure Excavate Site, Traffic Control, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DVBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from Caltrans at: [www.dot.ca.gov/hq/esc/oe](http://www.dot.ca.gov/hq/esc/oe). Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



## C.C. Myers, Inc.

3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor. AN EQUAL OPPORTUNITY EMPLOYER.

Requesting Sub-bids from qualified DBE Subcontractors & Suppliers for:

**Median and Traffic Signal Modifications**  
**Ventura Road & Devonshire Drive HSIPL-5129(065)**  
**Spec. No. DS12-18**  
**Location: Oxnard, CA**  
**Bid Date: 4/3/13 @ 2:00pm**

Seeking: Curb & Gutter, Median Curb, Access Ramps, Colored Stamp Concrete, AC Pavement, Concrete Collar, Aggregate Base, Catch Basin, 15-inch RCP, Local Depression, Thermostriping, Crosswalk & Pavement Markings, Electrical Traffic Signal Material.

## Taft Electric Company

1694 Eastman Avenue • Ventura, CA 93003

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

Contact: **Tim Herrera**

Taft Electric Company will assist interested parties in obtaining bonds, lines of credit, or insurance required under this contract.

**We Are An Equal Opportunity Employer**

## SUB-BID REQUEST:

MBE, WBE, SBE, LBE, and DVBE  
 Participation encouraged

**OWNER: Contra Costa County**

**PROJECT: Contra Costa Centre Infrastructure Improvements**

**BID DATE: April 2, 2013 at 2:00 PM**

**SUBCONTRACTORS:** SWPP, Survey, Trucking, Electrical, and Striping

**SUPPLIERS:** MISC MATERIAL, FORM MATERIAL, CONCRETE, AGGREGATES

Sposeto Engineering, Inc. is preparing a bid as a Prime Contractor on the above referenced project, and soliciting bids from MBE, WBE, SBE, LBE, and DVBE enterprises and suppliers to participate on this project.

Plans are available for review in our office. Please call (925) 443-4200 to schedule use of our plan room. Plans may also be purchased at the Contra Costa County Public Works Online Planroom ([www.cccounty.us/pwprojects](http://www.cccounty.us/pwprojects)).

If your firm is interested in submitting a quote, please feel free to bid on any item listed that is within your scope of work. When economically feasible, all items of work can and will be divided into small tasks or quantities to permit maximum participation.

Sposeto Engineering, Inc. would appreciate your interest on the project, and if you need assistance with bonding or insurance, as required by the owner, please contact our office.

## Sposeto Engineering, Inc.

4558 Contractors Place • Livermore, CA 94551

Phone: 925-443-4200 • Fax: 925-443-5800

# REQUESTS FOR BIDS & SUB-BIDS

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Runway Safety Area Improvements**  
**Charles M. Schulz-Sonoma County Airport**  
**AIP NOS. 3-06-0241-44 and -45**  
**BID DATE: April 11, 2013 @ 3:00 PM**

We are soliciting quotes for (including but not limited to): We are soliciting quotes for (including but not limited to): Trucking, Airfield Safety and Traffic Control, SWPPP, Pavement Rejuvenator Seal, Striping & Marking, Fencing, Temporary Erosion Control, Survey Monuments, Archeological Inspection, Grinding, Cap Well, Pond Stabilization, Lime Treated Subgrade, Pavement Rejuvenator Seal, Runway Grooving, Underground, Catch Basin, Storm Drain Manhole, Detention Pond Structure, Signs, Airfield Electrical, Hydroseeding, Tree Removal, Rubber & Marking Removal, Quality Control Testing, Construction Testin and Construction Materials

**O.C. Jones & Sons, Inc.**  
 1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
**Contact: Dan Palmer**  
 An Equal Opportunity Employer

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

Sub-Bids Requested From Qualified MBE and DVBE Subcontractors & Suppliers for:

*Removal and new installation of 3 boilers.*

**San Francisco Unified School District**  
**Boiler Replacement**  
**McAteer Campus - 555 Portola Dr. San Francisco, CA 94131**  
**Location: San Francisco, CA**  
**Bid Date: 4/9/2013 @ 3:00 PM**

**Sonomarin, Inc.**  
 PO Box 17 • Fulton, CA 95439 • Phone: 707-566-9447  
 • Fax: 707-566-9448  
 Contact: **George Merrill**  
 An Equal Opportunity Employer

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 880 HMA Overlay, San Leandro**  
**Caltrans #04-3E6304**  
**BID DATE: April 3, 2013 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Sweeping, AC Dike, Cold Plane AC, Clearing & Grubbing, Data Core, Tack Coat, 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**  
 An Equal Opportunity Employer

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



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**Santa Clara Valley**  
**Transportation Authority**  
**Design-Build Contract DB1102F**  
**Silicon Valley Berryessa Extension**  
**Project C700**

Procurement opportunities through Skanska-Shimmick-Herzog will be diverse and ongoing. Please visit: [www.sshjv-c700.com](http://www.sshjv-c700.com)

frequently to see procurement opportunities and project contacts in the Bid Packages folder. Plans, specs, drawings, etc. can be found on the procurement web site. EEO

## 8 Essential Elements for Success

■ Continued from page 1

**5) Determination:** You have the vision and you take action to write it down. You may even embellish that vision with passion and be quite disciplined in your approach. However, without the will to endure you may not get too far. Life and work can be hard and even cruel. Remember, the race is not for the swift but rather those who persevere. Rather than allowing doubt to seep in and poison the process, you owe it to yourself to remain confident in your vision and your methodologies to get you there. Sure, you can adapt as needed along the way, but always know that success will ultimately be yours.

**6) Support:** No one is an island and there's strength in numbers. A mastermind group, coach or mentor is an excellent way to get motivated. Meeting regularly can be a great boost to your morale and provide new per-

spectives on your approach. The Internet makes it extraordinarily easy to find a coach or mentor and join a mastermind group that can help propel your vision to new heights and facilitate invaluable networking opportunities.

**7) Integrity:** While it sounds cliché, honesty is indeed the best policy in business. Integrity is of paramount importance for those seeking to find and sustain long-term success. True success comes when you are a person of your word, when you have a pure conscience, and when you have not cheated others on your way to the top. Dishonesty has a tendency to sneak back up on you causing far more problems than the risk was work taking in the first place.

**8) Humility:** Humility, like patience, hard work and integrity, is a virtue. So, when you finally reach your destination of success,

when your vision becomes a reality, do not forget your humble beginnings and all those who helped you to get to the top of the hill. Extend an attitude of gratitude and thankfulness. There is no such a thing as a self-made millionaire. People get there because others helped them get there.

If you have a vision, passion, take action, are determined and disciplined; if you get a coach or mentor; get in the right environment; and are honest and humble you be well positioned to achieve your dream...whatever that may be.

\*\*\*\*\*

*Pacific Realty Partners Founder and Principal Paul LeJoy is a revered real estate investor and top business building expert lauded for helping others realize success and create wealth. Paul may be reached online at [www.LeJoySolutions.com](http://www.LeJoySolutions.com).*

# REQUESTS FOR BIDS & SUB-BIDS

**McCarthy Building Companies, Inc.**  
**is seeking bids from qualified Subcontractors and Suppliers:**  
**Los Angeles Valley College- Monarch Center and Parking Structure**  
**Site Work Preparation Package**

**BID TIME, DATE AND PLACE:**

A. Bid Deadline: 2:00pm on the 16th day of April, 2013

B. Place of Bid Receipt: McCarthy Building Companies, Inc.  
 20401 S.W. Birch Street, Suite 300, Newport Beach, CA 92660  
 (949) 851-8383

C. Place Plans are on file:

The construction documents, prepared by the Architect of Record are available to interested Proposers from Internet Blueprint's Bid Mail service; proposers should make requests directly through Bid Mail by going to [www.Bidmail.com](http://www.Bidmail.com), then register, "Login" and view the bid documents online. Should you need further help, contact Internet Blueprint at (714) 673-6000 for ordering of these documents. Bid documents are also available for viewing at McCarthy's Newport Beach office plan room (open 8am to 5pm). Located at 20410 S.W. Birch street Newport Beach, CA. 92660 (949) 851-8383

**SUMMARY OF WORK:**

Project Description: This project work package consists of hazardous material remediation/disposal, demolition, earthwork, shoring and site utilities.

**NOTICE:**

A. NOTICE IS HEREBY GIVEN McCarthy will receive bids for award of Subcontracts for the above-named Project up to, but not later than the bid deadline.

B. PLANS AND SPECIFICATIONS WILL BE AVAILABLE March 20, 2013.

C. Each BIDDER must post a bid bond or other security in the amount of 15% of the amount of the bid with the bid.

D. Each BIDDER, simultaneously with the execution of the Subcontract Agreement, shall be required to furnish a Labor and Material, Payment and Performance Bond in an amount equal to 100 percent of the Contract sum and a Faithful Performance Bond in an amount equal to 100 percent of the Contract Sum. Said Bonds shall be from an admitted California Surety satisfactory to McCarthy, with A. M. Best rating of A- or better, and listed in the Federal Register, issued by the Department of Treasury and licensed in California, Or Subcontractor shall be preapproved to join McCarthy's Contractor Default Insurance Program. Said Bonds shall remain in full force and effect through the guarantee period.

E. The BIDDER shall be a licensed contractor pursuant to the Business and Professionals Code and be licensed in the applicable classifications for the trades for which the contractor is submitting a bid.

F. This project has 28% LSEDBVE Business Enterprise participation goals.

G. No Bid may be withdrawn until One Hundred Twenty (120) days after the Bid Opening Date.

H. McCarthy reserves the right to reject any and all bids or to waive any irregularities or informalities in any bid or in the bidding.

I. McCarthy is an "equal opportunity" employer and encourages Minority and Small Business and DVBE Participation.

J. The Bidder shall be required to submit a Prequalification and be prequalified by the McCarthy five (5) days prior to the Bid Date.

K. This Project is a part of the Los Angeles Community College District Bond Program and prevailing wages and a PLA apply. The District shall be enforcing a Labor Compliance Program in accordance with the provisions and requirements of Assembly Bill - 1506 and pursuant to California Labor Code sections 1770 et. Seq. All contractors and their applicable subcontractors performing on the project site will be required to comply with the requirements of the Labor Compliance Program inclusive of, but not limited to providing the Labor Compliance Officer or his/her designated representative the right to conduct "audit" interviews of the tradesmen performing on the project site on an as deemed necessary basis during employees normal working hours, at no additional cost to the District, or any of the District's representatives or agents.

**McCarthy Building Companies, Inc.**

Roger Stickels, Preconstruction Director  
 20401 S. W. Birch Street, Newport, CA. 92660  
 Phone: (949) 851 -8383 • Fax: (949) 756-6841



**Kiewit**  
 Infrastructure Group  
**REQUEST FOR SUB-QUOTES**

**Project: I-405 Sepulveda Pass Widening Project,**  
**Contract No. C0882**

**Owner: Los Angeles County Metropolitan Transportation**  
**Authority (LACMTA)**

**CIDH**

**Slope Drain Ditches**

**Notice of Interest Requested by March 29, 2013**

Kiewit Infrastructure West Co. (Kiewit) is the design-builder for the I-405 Sepulveda Pass Widening Project and is seeking sub-bids and quotes from Disadvantaged Business Enterprises (DBE). Opportunities for subcontractors, professional services and material and/or equipment suppliers will occur throughout the life of the project. Requests for sub-bids and quotes (RFQ) will be ongoing as needed. All DBE's must be certified by the California Unified Certification Program (CUCP).

Currently, Kiewit is preparing to issue two separate RFQ's-one for CIDH and a separate RFQ for Slope Drain Ditches. Please submit a Notice of Interest no later than 4:00 p.m. PST March 29, 2013 to receive bid documents for either of these two separate bid opportunities.

All responsive subcontractors must possess a valid California contractor's license and provide acceptable insurance. Responsible subcontractors are expected to provide bonding for 100% of their contract. Kiewit will reimburse bond premiums. This project is subject to California Prevailing Wage Rate Determination dated 2008-1. Firms performing onsite labor must be signatory to the appropriate union labor agreement governing their onsite work. All agreements issued on behalf of this project with a value of \$100,000 or greater must satisfy the LACMTA Prequalification Application requirements.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For further information or questions regarding these bid opportunities and to receive a separate Bid package, or to discuss this design-build project, requirements of the contract, licensing, project scheduling, insurance or bonding, please contact our project office.

**Kiewit Infrastructure West Co.**

I-405 Sepulveda Pass Widening Project

Attn: Rebecca Manning

6060 Center Dr., Suite 200, Los Angeles, CA 90045

1405.DBE@Kiewit.com

An Equal Opportunity Employer

Sub-Bids Requested From Qualified MBE/WBE/OBE Subcontractors to provide

**IT Labor for Moves, Adds and Changes and possibly pulling cable.**

**Los Angeles Dept. of Water and Power - 90077**

**Maintenance of IBM Mainframes, AIX Systems, and Peripheral Devices**

**Location: Los Angeles CA, Nevada and Arizona**

**Bid Date: March 26, 2013**

**IBM Maintenance and Technical Support**

1177 S Belt Line Rd. • Coppell, TX 75019

Contact: Michael Rosol at [mrosol@us.ibm.com](mailto:mrosol@us.ibm.com)

Bids document are available at [www.ladwp.com](http://www.ladwp.com)

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