

California construction firms plan to hire in 2018, but skilled workers in short supply



California contractors are feeling good about 2018, but they're having a hard time finding enough skilled workers. (Photo by Jeff Collins, Orange County Register/SCNG)

By Kevin Smith,

“Expecting Growth to Continue: The 2018 Construction Industry Hiring and Business Outlook,” contains survey results gathered from the Associated General Contractors of America and Sage Construction and Real Estate.

The report shows that 75 percent of construction firms nationwide plan to expand their payrolls in 2018, based on the feeling that economic conditions will remain strong as tax rates and regulatory burdens fall.

“Construction firms appear to be very optimistic about 2018 as they expect demand for all types of construction services to continue to expand,” Stephen E. Sandherr, the association’s CEO, said in a statement. “This optimism is likely based on current economic conditions, an increasingly business-friendly regulatory environment and expectations that the Trump administration will boost infrastructure investments.”

Sixty percent of California contractors who were polled said they expect the available dollar volume of projects they compete for this year to be higher, and 33 percent expect to hire more than 25 new employees this year.

Another 19 percent figure they’ll boost their payrolls by 11 to 25 additional workers, 25 percent plan to add one to 10 new employees and 16 percent expect their staffing to remain the same.

Another 6 percent anticipate staffing cuts.

Despite their hiring plans, 62 percent said they are having a hard time filling both salaried and craft worker positions, and 57 percent expect that trend to continue throughout this year.

Guy Hazen, who owns Construction Owl, an Encino business specializing in home remodeling services, is among the contractors scrambling to find enough skilled craft workers. Those hourly employees include carpenters, electricians, ironworkers and crane operators, among others.

“That’s because there’s a boom in the industry and there are lots of projects going on,” Hazen said recently. “Almost everyone is busy. Real estate demand is very high and interest rates are still low so people can pull money from their home equity to fix up their homes.”

The report shows that 60 percent of the construction firms that were polled increased their base pay in 2017 to help recruit and retain workers, while 21 percent paid more overtime and 25 percent provided incentives or bonuses.

Bill Holman, vice president of land development for Christopher Homes and for Rosedale Land Partners — master developer of the 1,250-home Rosedale community in Azusa — said California builders still face significant challenges.

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California Sub-Bid Request Ads

Barnard Bessac Joint Venture DBE Opportunities

Barnard Bessac Joint Venture, an Equal Opportunity Employer, is seeking quotes from interested and qualified Disadvantaged Business Enterprises (DBE's) and other subcontractors and suppliers for the following:

PROJECT:

Gravity Pipeline Progressive Design Build Project
OWNER: Silicon Valley Clean Water

Deadline: September 28, 2018

Firms that are certified by one of the following programs are qualified: Entities owned and/or controlled by socially and economically disadvantaged individuals, MBE, WBE, SBE, SBRA, LSAF and HUB.

OPPORTUNITIES INCLUDE:

Shaft - Slurry wall; Shaft - Secant pile; Jet Grout; Earth Pressure Balance Tunnel Boring Machine fabrication & delivery; Concrete foundations (flat work); Concrete demolition & off-haul (shallow structures); Site clearing & grading; Site fencing; Trucking (spoils off-haul & disposal); Temporary modular office trailer supply & installation; Office Janitorial services; Office Supplies; Security; Quality control testing and other laboratory testing services; Trucking of materials & equipment; Equipment rental (Loaders, Skidsteers, Excavators, Manlifts, Forklifts); Raw material supply (iron/steel, consumables, fluids); Fabrication; Jobsite supplies (PPE, tools, etc...); Printing services (plotting / signs / banners); Traffic control supply and/or services; Utility relocation; Trench excavation and shoring; Sheet pile installation; Potholing; Geotechnical investigation (Borings, CPT's); Instrumentation & Monitoring; Pre-condition surveys (buildings, roadways, utilities); Tunnel precast segmental lining manufacturing; Supply of moulds for precast segmental lining; Rebar supply and/or installation; Ready-Mix concrete supply; Street sweeping / cleaning; Utility inspections; Water treatment systems; Concrete pumping and placing; Dimensional lumber supply; and Paving subcontractors.

If interested in bidding, please contact:

Shannon Cozino:

shannon.cozino@barnard-inc.com (site office)

Susie Howells:

susie.howells@barnard-inc.com (HQ office)



Seeking Qualified Disadvantaged Business Enterprises (DBE) as Subconsultants for

Owner: Los Angeles County Metropolitan Transportation Authority (LACMTA)
Request for Proposal AE51181
Environmental Compliance and Sustainability Support Services
Proposals are due Thursday, May 10, 2018

This advertisement is in response to LACMTA's DBE Program. LA3 intends to conduct itself in "Good Faith" with DBE firms regarding participation on this project. We are soliciting firms for the following areas of work: Project Manager Consultant, Environmental Support Consultant, Project Control Support Consultant, Hazardous Waste Support, Civil and Environmental Engineering Support Consultant, Environmental Construction Support Consultant, Stormwater Support Consultant, Air Quality Support Consultant, Environmental Design Support Consultant, Environmental Planning Support Consultant, Transportation Engineering Support Consultant, Environmental Analyst/Inspector Support Consultant, GIS Support Consultant, Project Management and Other Technical Training Support Consultant, Office Engineer Support Consultant, Facilities Manager Support Consultant, Resource Conservation Support Consultant, Marketing Support Consultant.

DBE Firms must provide proof of certification acceptable to LACMTA.

A copy of the RFP is available at business.metro.net.

Please send responses and questions to

LA3 Team

C/O Burns & McDonnell Engineering
140 S. South State College Blvd. Suite 100
Brea, CA 92821

Attn: Chad Richardson
LA3@burnsmcd.com

Responses must be received no later than 5:00 P.M., Monday, April 16, 2018



19 PAMARON WAY, NOVATO, CA 94949
PHONE: (415) 382-1188 • FAX: (415) 883-7529
CONTACT: Kelsey Godfrey
Email: bid@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL STATE OF CALIFORNIA DGS CERTIFIED DVBE SUBCONTRACTORS & SUPPLIERS AND ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING

CLAIRE LILIENTHAL (SCOTT CAMPUS)
3-8 SCHOOL

NEW CLASSROOM & GYMNASIUM BUILDING AND 2018 INTERIM HOUSING RELOCATABLES
SAN FRANCISCO, CA

SFUSD Project #11852
BID DATE: April 9, 2018 @ 2:00pm
ESTIMATE: \$12,500,000

Trades needed but not limited to: Haz Mat, Haz Soil, Site Demo, Grading and Paving, Site Utilities, Drilled Piles, Structural Concrete, Rebar, Site Concrete, Landscape & Irrigation, Electrical, Structural Steel & Misc. Metals, Decorative Fences & Gates, Chainlink Fences & Gates, Metal Deck, Self-Adhering Waterproofing, Weather Barriers, Building Insulation, Thermoplastic Roofing, Wood Athletic Flooring, Resilient Flooring, Resinous Flooring, Vapor Emissions, Casework, Plastic Paneling, Painting, Metal Studs & Drywall, Stucco, Rigid Insulation Sheathing, Fabric Wrapped Panels, Fiber Cement Siding, Ceramic Tile, Fabricated Sound & Vibration Assemblies, Fixed Sound-Absorptive Panels, Acoustical Ceilings, Linear Metal Ceiling, Hollow Metal, Wood Doors, Plastic Doors, Hardware, Installation, Aluminum, Storefronts, Curtain Walls & Aluminum Windows, Fabricated Faced Panel Assemblies, Automatic Door Operators, Overhead Doors, HVAC, Plumbing, Fire Sprinklers, Sheet Metal Flashings, Joint Sealants, Roof Hatches, Access Doors, Tubular Skylights, Signage, Toilet Compartment, Toilet Accessories, Fire Extinguishers and Cabinets, Projection Screens, Blinds & Shades.

All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

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PROJECT: Replace Lanes & Shoulders – Rte. 58/99 Separation to Cottonwood Rd. – Bakersfield, CA. (Kern County)

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

BID DATE: APRIL 11TH, 2018 BID TIME: 2:00 P.M.

****Please respond by 12:00 p.m., APRIL 11TH, 2018****

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

- TRUCKING
- EQUIPMENT RENTAL
- LEAD COMPLIANCE PLAN
- SWPPP / WPC
- SURVEY / QC
- CONSTRUCTION AREA & ROADSIDE SIGNS
- PAVEMENT MARKING/STRIPING
- TRAFFIC CONTROL
- WATER TRUCK
- EARTHWORK/GRADING/ROADWAY EXCAVATION
- EROSION CONTROL
- METAL BEAM GUARD RAIL (MBGR)
- STREET SWEEPING
- REBAR
- CONCRETE / MINOR CONCRETE
- ASPHALT / ASPHALT PAVING
- COLD PLANING
- ADL WORK
- CLEAR & GRUB
- ELECTRICAL
- LANDSCAPING
- ROCK SLOPE PROTECTION
- STORMDRAIN / UNDERGROUND UTILITIES
- AGGREGATE SUPPLY /AGGREGATE BASE

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment/Materials and/or supplies. ****Subcontractors must provide a current contractor's license number and Department of Industrial Relations (DIR) current registration number with their quote.**

Plans and specs are available at no cost to interested DBE firms from the CALTRANS WEBSITE using the Project ID # 06-0G8514 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

If you have any questions or need further information, please contact Joe Eckardt @ (858) 536-3100



9685 Via Excelencia, Ste 200 • San Diego, CA 92126

Phone: (858) 536-3100 • Bid Fax: (858) 586-0164 • e-mail inquiries to: estimating@coffmanspecialties.com



California Sub-Bid Request Ads

AECOM E&C is a Prime Contractor requesting bids from California DBE certified firms. Subcontractors/Professional Services/Suppliers for the following project:

**OC Streetcar Construction Project, IFB 7-1904
Orange County Transportation Authority**

Bid will be due: April 25, 2018, at 5:00pm, IFB due April 27, 2018

Scopes of work requested, but not limited to: QA/QC, Reinforcing Steel, Construction Suppliers, Trucking, Equipment Rentals, Demolition, Site Preparation, Earthwork, Paving, Electrical, Storm Drainage, Fencing, Traffic Control, Traffic Signage and Striping, Landscape and Irrigation, Building Structure (Turnkey or specialty scopes), Concrete and Masonry Work, Structural Steel and Miscellaneous Metal, Piping, Hazardous Material Handling, Surveying, Station Hardscape and Finishes.

Items of work may be broken down into economically feasible packages to encourage participation. We intend to conduct ourselves in good faith with all firms for participation on the project.

Project Description:

The OCTA (Authority), in coordination with the City of Santa Ana and the City of Garden Grove, are implementing a new east-west double track modern streetcar in Orange County between the Santa Ana Regional Transportation Center (SARTC) in the City of Santa Ana, and the Harbor Blvd/Westminster Blvd intersection in the City of Garden Grove. The purpose of the Project is to improve transit connectivity and accessibility, increase transit options, relieve congestion, and provide benefits to the traveling public.

The project work consists of a 4.15-mile corridor with platforms/stations with customer amenities, maintenance storage facility, overhead electrical and a transportation hub at the terminus.

AECOM E&C, Inc.
16481 Scientific Way • Irvine, CA 92618
(949) 333-1500, FAX (949) 333-1510

For additional project information or to discuss obtaining necessary equipment, supplies, and/or materials, please contact Jimmy Draper at jdraper@shimmick.com or 949-333-1500

For information regarding specific scopes of work, please contact:

Maint. Facility & Structures: Brian Larsen blarsen@shimmick.com

Track & Civil Improvements: Ryan Potts rpotts@shimmick.com

Utilities & Underground: Minter Stallworth mstallworth@shimmick.com

Electrical work: Dave Leonard dleonard@shimmick.com

Contract documents are available: *Electronic copies of the plans and specifications can be downloaded from the Orange County Transportation Authority Website <https://camnet.octa.net/> under Procurements. The plans and specifications available through our SmartBidNet, if you require assistance with access to plans/specs or contract requirements please contact Trina Clay at tclay@shimmick.com or at 949-333-1500

CONTRACTOR REGISTRATION REQUIREMENTS: Labor Code Section 1771.1 (a) A contractor or subcontractor shall not be qualified to bid on, be listed in a bid proposal, subject to the requirements of Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, as defined in this chapter, unless currently registered and qualified to perform public work pursuant to Section 1725.5. It is not a violation of this section for an unregistered contractor to submit a bid that is authorized by Section 7029.1 of the Business and Professions Code or by Section 10164 or 20103.5 of the Public Contract Code, provided the contractor is registered to perform public work pursuant to Section 1725.5 at the time the contract is awarded.

Bids submitted will confirm the acceptance of the terms and conditions of a Standard Long Form Subcontract, available upon request. Subcontractor's providing a proposed bid/price will be viewed as acceptance of the Standard Long Form Subcontract. 100% Performance and Payment bonds are required. AECOM may pay bond premium up to 1.0%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements. All proposers are bound to the prime contract terms and conditions, including payment provisions. Insurance coverage is required as set by the Prime Contract or AECOM – whichever is greatest. Minimum insurance requirements: GL \$1M per/Occ/\$2M-Agg/\$2M-Completed Operations; Excess Liability \$5M; Auto Liability \$1M; Workers Comp & Employer Liability \$1M. Listing of a Subcontractor is not to be construed as an acceptance of all of the conditions or exceptions included in price quote. For assistance with bonding, insurance or lines of credit contact Trina Clay at tclay@shimmick.com or 949-333-1500

Requesting Quotes from Qualified DBE/MBE/WBE/OBE Subcontractors and Suppliers for:

**River Supply Conduit (Upper Reach) Improvement Project – Unit 7
(Contract No. 7207)**

for the Los Angeles Department of Water and Power

Bid Date April 19, 2018* (*Current, may change)

Quotes by April 16, 2018

This project requires the submittal of comprehensive documentation, thus we are requesting quotes in advance.

by General Contractor

Obayashi/Dragados JV

An Obayashi Corporation / Dragados USA JV

577 Airport Blvd., Ste 600, Burlingame, CA 94010,

Attn: Estimating; (650) 581-8517, Fax (650) 589-8384

Email: RSC7@obayashi-usa.com

For information on the availability of plans and specifications and the bidder's policy concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please contact our office.

Obayashi/Dragados JV is an Equal Opportunity/Affirmative Action Employer.



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ethnic and gender lines as well as traditional
industry segments.

California construction firms

Continued from page 1

“With regard to the mood about lifting controls or restrictions ... that doesn’t apply to California,” he said. “Things remain very heavily regulated here for development and growth, and we’re seeing that labor markets are pretty tight.”

Holman acknowledged that contractors are having a hard time find enough skilled workers. But Christopher Homes, he said, doesn’t plan to expand its staffing this year.

“Finding new development projects in Southern California is pretty tough these days,” Holman said. “Opportunities are scarce and it takes considerable capital and resources to acquire land and entitle it. We’ll hopefully pick off a few opportunities this year — you kind of take them where you find them.”

Kenneth Simonson, chief economist for the Associated General Contractors of America, acknowledged that Golden State contractors are still grappling with a myriad of regulatory and environmental hurdles. But he figures plenty of contracting opportunities will be available in 2018 as a result of the recent wildfires that destroyed hundreds of Southern California homes, construction of the high-speed rail line and ongoing infrastructure projects at Los Angeles International Airport and other regional airports.

“Construction firms in California are extremely optimistic about the outlook this year,” he said.

SOURCE: www.pasadenastarnews.com



California Sub-Bid Request Ads



BROSAMER & WALL, INC.

An Equal Opportunity Employer is requesting quotations from all qualified DBE Professional services, sub-contractors, material suppliers and trucking for the following project:

Contract No. 04-4G8904

Bridge Seismic Retrofit

CONSTRUCTION ON STATE HIGHWAY IN CONTRA COSTA COUNTY IN RICHMOND AT SCOFIELD AVENUE UNDERCROSSING.

Bid Closing Date: April 11, 2018 @ 2:00 PM

DBE GOAL: 9%

CONTACT:

Robert Rosas
Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 300 • Walnut Creek, California 94596
PH: 925-932-7900 • FAX: 925-279-2269

PROJECT SCOPE:

We are requesting bids for the following trades and/or material suppliers:

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors and suppliers including certified DBE firms for all items of work type, including but not limited to:

- TEMPORARY BRACING
- CORE DRILLING
- EROSION CONTROL
- FENCE
- GRADING
- INDUSTRIAL HYGIENIST
- JACKING
- LEAD PLAN
- SEISMIC MATERIAL SUPPLIERS
- METAL FABRICATORS
- PAINTING
- REBAR
- SCHEDULING
- STRUCTURE CONCRETE
- SWEEPING
- TEMPORARY SUPPORT
- TRAFFIC CONTROL

For the complete list of the Actual Project Bid Items go to:

<http://www.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=04-4G8904>

Requirements: Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE Participation. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage and worker's compensation for the entire length of the contract.

All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining/waiving insurance, bonding, equipment, materials and/or supplies please call or email Robert Rosas contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at no cost from Caltrans website. B&W will also make plans electronically please email rrosas@brosamerwall.com for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.

INVITATION TO BID - Request for Certified DBE Subcontractors & Suppliers

Project: Rail to Rail Active Transportation Corridor Connector Project (Design-Build), IFB No. C51209C1166
Owner: Los Angeles County Metropolitan Transportation Authority (METRO)

Bid Due Date: April 17, 2018 at 2:00 p.m.

DBE Goal – 22% (Design) and 21% (Construction)

This solicitation is in response to Metro's DBE requirements. Flatiron will provide an equal opportunity to DBEs and intends to conduct itself in good faith with DBE firms seeking subcontractor opportunities for the contract. Request for quotes from certified DBEs for the following, but not limited to, scopes of work for Design and Construction.

Design: Electrical Design, Hazardous Materials / Soil Remediation Compliance, Landscape Design, Public Outreach, Railroad Coordination, Roadway/Civil Design, Striping & Signage Design, Survey and Construction Staking Design, Traffic Control Design, Utilities Design and Coordination.

Construction: Aggregate Supply, Anti-Graffiti Coating, Asphalt Paving, Concrete Supply, Demolition, Electrical, Fencing, Geotextiles, Graffiti Removal, Hardscape, Hazardous Material Haul, Hydroseeding, Landscaping and Irrigation, Metal Gratings, Minor Concrete, Miscellaneous Metals, Noise Control, Painting, Plumbing, Quality Control, Railroad, Reinforcing Steel, Signage, Striping, Survey, Sweeping, Temporary Erosion Control, Tree Installation.

Quotes are required by 5:00 p.m. on Tuesday, April 10, 2018.

Access to Bidding Documents (plans and specifications) is available in electronic format from Flatiron. Additionally, Bidding Documents are available to view at our Chino Hills, CA or San Marcos, CA offices. Please send an email to request access to the Bidding Documents or to make an appointment to view the documents at one of our offices (between the hours of 7:30 a.m. and 4:00 p.m.).

Flatiron analyzes and considers each DBE quote, including those that are broken down into economically feasible units to facilitate bidding. Quotations must be valid for same duration as specified by Owner for contract award (180 calendar days).

Bond Requirements: Notwithstanding any contrary language in a bid to Flatiron or any prior course of dealing between Flatiron and a bidder, and unless waived in writing by Flatiron, Flatiron reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Flatiron in the amount of 100 percent of the bid to Flatiron. Flatiron will reimburse the bond premium at actual cost not to exceed 3%. Assistance in obtaining bonding, insurance and financing is available upon request. Flatiron will provide referral information to resources that may assist in providing bond, insurance or financing to DBE firms.

Non-DBE Subs/Suppliers: Indicate lower-tier DBE participation offered on your quotation as it will be evaluated with your price.

Flatiron West, Inc.

1770 La Costa Meadows Drive, San Marcos, CA 92078
Phone (760) 916-9100 / FAX (760) 471-4860

Point of Contact: Jannette Carter, Estimating Administrator (SDBids@flatironcorp.com)

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Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Jean Sicard

REQUEST FOR DVBE
SUBCONTRACTORS AND SUPPLIERS FOR:

Construct Auxiliary Lane
Hwy 99 Sacramento
Caltrans #03-1H3804

BID DATE: April 17, 2018 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Traffic Plastic Drum, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Treated Wood Waste, Biologist, Clearing & Grubbing, Subgrade Enhancement Geotextile, Wood Mulch, Bonded Fiber Matrix, Compost, Geosynthetic Pavement Interlayer, Tack Coat, Cold Plane AC, Rail Element Wall, CIDH Concrete Pile, Sign Structure, Culvert Slurry-Cement Backfill, Minor Concrete, Delineator, Pavement Marker, Milepost Marker, Roadside Signs, Midwest Guardrail System, Striping & Marking, Rumble Strip, Electrical and Construction Materials.

An Equal Opportunity Employer

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

Edward W. Scott Electric & Co., Inc. as a "PRIME CONTRACTOR" is requesting quotations on **PLUMBING** and **HAZMAT ABATEMENT** from all qualified subcontractors & suppliers; particular consideration given to DVBE firms for the following projects:

**PROJECT TITLE: FRANCISCO MIDDLE SCHOOL
PROP 39 ENERGY EFFICIENCY UPGRADES
PROJECT # 12006**

**PROJECT LOCATION: 2190 POWELL STREET,
SAN FRANCISCO, CA 94133**

**ESTIMATED CONSTRUCTION VALUE OF WORK:
\$ 1,200,000.00**

**OWNER: SAN FRANCISCO UNIFIED SCHOOL
DISTRICT**

BID DATE/TIME: APRIL 11, 2018 at 2:00 PM

**BID DEADLINE FOR SUBCONTRACTORS:
FEBRUARY 10, 2018 at 5:00 PM**

EDWARD W. SCOTT ELECTRIC & CO., INC.
500 W. OHIO AVENUE
RICHMOND, CA 94804

Plans and specs available for viewing at:
<https://www.dropbox.com/sh/iqrmgdjq5fos51q/AADFJGX48Kzcuwibev85W3gYa?dl=0>

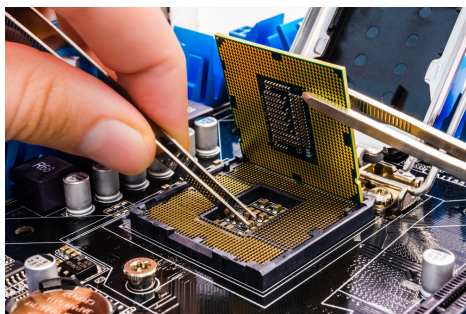
Contact Kaitlyn Lynch at 415.206.7120,
or by email at: klynch@scottelectric.com
with any questions.

SUBMIT & FAX all proposals to 510.965.9554.
Click on above link to view Advertisement for more details.

Best Jobs in America, According to Indeed.com



Commercial Project Manager



Computer Vision Engineer

By *Natasha Bach*,

The results are in, and this year’s best jobs may look a little different from years past.

Job search site Indeed has crunched the numbers to help identify the jobs workers love most. In particular, the site focused on salary, looking at jobs that have a baseline salary of \$75,000, and abundance of opportunity—positions whose listings have seen the most growth on the Indeed site since 2014.

As is to be expected, tech jobs performed well, but this year’s list saw some industry diversity. The No. 1 spot for 2018 went to commercial project manager, which landed at No. 19 last year. According to Indeed’s findings, commercial project managers, who are responsible for developing and overseeing profitable projects and contracts from inception to completion, earn an average base salary of \$81,023. Job postings for these roles have grown 277% in the last three years.

Full stack developer, the No. 1 job in 2017, came in at No. 2 this year. Computer vision engineer, machine learning engineer, and preconstruction manager rounded out the top five.

Preconstruction manager, the individual responsible for planning a construction project prior to its start, is a newcomer to the list. In fact, 16 jobs are new entries on 2018’s ranking. They draw from a range of industries, including construction and healthcare.

Indeed’s best jobs of 2018

| Rank | Job title | % growth in # of postings, 2014-2017 | Average base salary | Job titles' # of postings per 1m total jobs, 2017 |
|------|-----------------------------------|--------------------------------------|---------------------|---|
| 1. | Commercial project manager | 277% | \$81,023 | 125 |
| 2. | Full stack developer | 198% | \$111,640 | 900 |
| 3. | Computer vision engineer | 169% | \$131,297 | 38 |
| 4. | Machine learning engineer | 166% | \$136,241 | 123 |
| 5. | Preconstruction manager | 126% | \$95,337 | 48 |
| 6. | Construction superintendent | 122% | \$85,170 | 430 |
| 7. | Optometrist | 118% | \$131,692 | 280 |
| 8. | Data scientist | 106% | \$132,915 | 647 |
| 9. | Chief estimator | 101% | \$116,848 | 24 |
| 10. | Development operations engineer | 91% | \$125,714 | 836 |
| 11. | Agile coach | 80% | \$120,142 | 88 |
| 12. | Construction estimator | 76% | \$78,052 | 197 |
| 13. | Senior talent acquisition manager | 55% | \$85,076 | 24 |
| 14. | Plumbing engineer | 51% | \$82,063 | 20 |
| 15. | Project superintendent | 48% | \$83,326 | 79 |
| 16. | Staff pharmacist | 42% | \$107,584 | 380 |
| 17. | Head of sales | 42% | \$108,788 | 22 |
| 18. | Commercial real estate agent | 37% | \$78,675 | 153 |
| 19. | Construction manager | 37% | \$85,655 | 532 |
| 20. | Project architect | 34% | \$77,931 | 110 |
| 21. | Product owner | 33% | \$101,857 | 451 |
| 22. | Senior clinical specialist | 30% | \$76,598 | 27 |
| 23. | User experience researcher | 28% | \$99,551 | 77 |
| 24. | Registered nurse—infusion | 19% | \$79,952 | 294 |
| 25. | Partnership manager | 19% | \$76,628 | 56 |

Source: Indeed



SOURCE: www.fortune.com

NYC construction likely to avoid worst effects of steel tariff

By Joe Anuta,

The New York City construction industry would likely escape the worst effects of a tariff on foreign steel that was proposed by President Donald Trump last week, according to experts interviewed by Crain's.

Trump floated the idea of slapping a 25% tax on steel and 10% on aluminum produced abroad during a meeting with industry executives. The move, if it is actually put in practice, would shield domestic producers against competition from abroad but also raise prices for other sectors of the U.S. economy that rely on the metals.

In the five boroughs, however, commercial office developers using structural steel for the skeletons of their towers would likely not see a significant change.

"In the New York market, almost all steel comes from the U.S.," said Brian Raff, director of government relations for the American Institute of Steel Construction, a structural steel trade group that has said Trump's proposed tariff does not go far enough in curbing imports.

General contractors and developers could still feel some effects, however, because sapping foreign competition would give domestic producers more leeway to set prices.

"Will this allow domestic steel mills to raise prices a little bit? Probably," said Paul Brancato, general manager of Ideal Steel in the Bronx. "But I don't think this is going to be a great boon to the industry where we'll see steel mill after steel mill opening."

Any changes to the supply chain worry general contractors, especially for projects in motion or those ordering large or unusual pieces that often come from abroad.

"It will drive up the costs of steel on projects that already have agreed-upon budgets," said Lou Coletti, head of the Building Trades Employers' Association. "And it will cause scheduling delays in deliveries and drive up construction costs."

The city is already home to the priciest construction in the world, and the cost of steel alone rose about 5% between 2015 and 2017, according to a report from Turner & Townsend.

As for the proposed 10% tariff on aluminum imports, the Beer Institute said the move would cost the industry about \$340 million a year, or roughly 1 cent for every can sold.

SOURCE: <http://www.craigslist.com>



Long Island, New York Sub-Bid Request Ad



Photovoltaic Power Plant – Request For Proposal
20 MWac plant in Suffolk County, NY
Project Labor Agreements are in effect
on this project

Contracting Goals are as follows:

Hire local Vendors and Subcontractors
 from qualified New York State certified:

Minority Business Enterprise (MBE)

Women's Business Enterprise (WBE)

New York State Service-Disabled Veteran-Owned Business (SDVOB)

Union Labor is required for Electrical Subcontractor Scope of Work

This project consists of the following

Subcontractor Trades:

Site Work: Surveying, Clear & Grub, Earthwork,
 Dirt Road Construction, SWPPP

Electrical: AC & DC electrical system installation, Substation installation

This project consists of procuring
the following equipment:

Foundations

Electrical Material

Subject to Swinerton Prequalification Process

Prior Utility-Scale PV experience is required

(Subcontractor shall have completed a minimum project size of 5 MWac
 within the last 3 years)

If interested in bidding please contact
Andrew Johnson for Prequalification,
Bid Documents and formal Scope of Work.

Bid Date is April 13th, 2018 at 2 PM

Bids to be received at:

Swinerton Builders

16798 West Bernardo Drive • San Diego, CA 92127

Attention: Andrew Johnson

Or via email to: anjohanson@swinerton.com

Phone (858) 815-2471 • Fax: (858) 622-4044

We reserve the right to require all subcontractors to furnish 100% performance and payment bonds from a U.S. Treasury-listed surety. Premium cost to be included as a separate item. At our discretion, a bid bond and/or letter of bondability from a U.S. Treasury-listed surety may be required within 48 hours of demand. Swinerton Builders is an equal opportunity employer requesting subcontractor bids from all interested firms including disadvantaged, minority, veterans and emerging small business enterprises.



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 Employer

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

**CALTRANS ROUTE 132
 CONTRACT NO. 10-1H4604 – STATE HIGHWAY
 IN STANISLAUS COUNTY NEAR VERNALIS
 FROM SAN JOAQUIN COUNTY LINE
 TO 0.1 MILE WEST OF CARPENTER ROAD
 Federal Aid Project No. ACNH-P132(053)E**

**Disadvantaged Business Enterprise Goal
 Assigned is 11%**

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

BID DATE: April 5TH, 2018 @ 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, Cold Plane, Construction Area Sign, Electrical, Lead Compliance Plan, Rumble Strip, Striping, SWPPP Prep/ Water Pollution Control Plan Prepare, Trucking, Water Trucks, Street Sweeping, Shoulder Backing 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 and password is f7pa55wd) 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 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 employer.

DESILVA GATES CONSTRUCTION

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

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

**CALTRANS ROUTE 99 STATE HIGHWAY IN
 SACRAMENTO COUNTY IN SACRAMENTO
 FROM ROUTE 5 CONNECTOR TO
 WEST ELKHORN BOULEVARD OVERCROSSING
 CONTRACT NO. 03-1H3804**

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

BID DATE: April 17th, 2018 @ 2:00 P.M.

DGC is soliciting quotations from certified Disabled Veterans Business Enterprises and Small Business Enterprises, for the following types of work and supplies/materials including but not limited to:

CONSTRUCTION AREA SIGN, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FABRIC/ GEOSYNTHETIC PAVEMENT INTERLAYER, K-RAIL SUPPLIER, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, ROADSIDE SIGNS, ROADWAY EXCAVATION, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, SWPPP PREP/ WATER POLLUTION CONTROL PLAN PREPARE, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, 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 and password is f7pa55wd) 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 Jim Yackley. 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 DVBE 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 DVBE 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 employer.

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Jerry Brown's Rail Fantasy Keeps Getting Pricier



By Steven Greenhut,

“That’s bulls**t,” Gov. Jerry Brown told a group of union leaders in Sacramento this week as he addressed the latest bad news about his pet project to build a bullet train connecting San Francisco with Los Angeles. The union folks probably loved the tirade, given that the proposed rail system is more of a make-work project for union members than a transportation system. But the governor’s promise that the state can build the railway if “we don’t let these small-minded people intimidate us into lowering our expectations” rang a bit hollow.

Brown said he is “so tired of all the nonsense that I read in the paper and you hear from other politicians.” But the latest nonsense comes from his own High-Speed Rail Authority, which released its latest business plan. The project already is over budget and behind schedule. The new plan bumps the predicted costs from \$63 billion to \$77 billion — and delays the opening date by four years, to 2033.

Those costs will surely grow even more given that the current overruns are taking place on the flat, easy-to-build section of the system through the Central Valley. Just wait until the real engineering challenge is confronted, as rail planners figure out how to take the train through the Tehachapi Mountains separating the valley from Southern California.

Look at other major California infrastructure projects for an idea of realistic cost overruns. Rebuilding the eastern span of the Bay Bridge, following the Loma Prieta earthquake in 1989, was 2,500 percent (that’s not a typo) over the original estimate and wasn’t completed until 2013.

Apparently, it’s “small minded” for Californians — including one of the authors of the 2008 statewide initiative that secured \$9.95 billion in funding for the train project — to question the overruns, delays, and failure of the latest plan to live up to the promises made to voters. That author, former Sen. Quentin Kopp, remains an advocate of high-speed rail in concept, but he calls the current alignment “foolish” and said “it is almost a crime to sell bonds and encumber the taxpayers of California at a time when this is no longer high-speed rail.”

Kopp is right. To make it feasible, rail boosters created a route alignment that shares tracks with commuter trains (the blended route) on the peninsula south of San Francisco and in the Los Angeles area. It’s highly unlikely that it will connect the state’s two megalopolises anywhere near the promised time of 2 hours and 40 minutes given how slow the trains will go in these areas.

It’s magical thinking to expect the project to do that as 2008’s Proposition 1A promised — with no operating subsidies and at an affordable price

funded by private investment. Investors have run for the hills and the subsidies are a given. And why is this project even needed? I just took a Southwest Airlines flight from Sacramento to Los Angeles for under \$100 roundtrip (on a special deal, which you can regularly find) with a flying time of a little more than an hour. It’s not as if Californians have no options to travel up and down the state.

The project has been unable to tap federal funds now that the Obama administration, which supported the project, is history. The initial bond funding is a pittance of the project’s estimated total cost. The auctions of cap-and-trade credits are another funding source, but even the Democratic-controlled Legislature is reluctant to open up those spigots given its other priorities.

But Brown has a plan: “I’ll tell you how we’re going to fund the railroad. We’re going to take back the Congress and then a Democratic Congress is going to put the high-speed rail in the infrastructure bill and then we’ll get that trillion dollars and we’ll put America back to work.” That’s far from a certainty — and it’s a bizarre way to plan for a major investment. Let’s just start building and hope that the political winds change and a new Congress will dole out the money. OK, I guess.

■ Continued on page 11



California Sub-Bid Request Ads



Kiewit

Kiewit Infrastructure West Co.
4650 Business Center Drive Fairfield, CA 94534
Attn: Victor Molina • norcal.bids@kiewit.com
Fax: 707-439-7301

Requests sub-bids from qualified Subcontractor, Services, and/or Suppliers seeking to participate in the City of Fort Bragg, Wastewater Treatment Plant Upgrade Project in Fort Bragg, CA.

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

Subcontractors and Suppliers for the following project:

**Wastewater Treatment Plant Upgrade Project
City Project No. 2018-01
Owner: City of Fort Bragg**

Bid Date: April 16, 2018 @ 2:00 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 Businesses wanted for the following scopes, including, but not limited to:

Asphalt Paving, Aggregates, Bypass Pumping, Carpentry, Minor Concrete, Concrete Pumping, Concrete Ready-mix, Concrete Reinforcement Supply & Install, Concrete Forms, Precast Concrete, Cast in Place Concrete, Concrete Accessories, Dewatering, Earthwork, Electrical, Equipment, Erosion Control, FRP Fabrications, Fencing, HVAC, Joint Sealant, Masonry, Metals, Openings, Paintings & Coatings, Plumbing, Piping & Valves, Quality Control, Specialties, Signage, Street Sweeping & Water Truck, SWPPP, Structures, Thermal & Moisture Protection, Trucking & Hauling.

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 Scopes are due
April 9, 2018 and Quotes NO LATER THAN
April 13, 2018 at 4 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.

You can view the plans in our office during regular business hours by appointment.

100% Performance Bond and Payment Bonds (Subcontractor) and Supply Bond (PM Supplier) are required for this project.

**Davis-Bacon Act
American Iron and Steel Requirements Apply
Clean Water State Revolving Fund Applies**

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CA Lic. 433176
DIR # 1000001147



Kiewit

Kiewit Infrastructure West Co.
4650 Business Center Drive Fairfield, CA 94534
Attn: Victor Molina • norcal.bids@kiewit.com
Fax: 707-439-7301

Requests sub-bids from qualified Subcontractor, Consultants, and/or Suppliers seeking to participate in the Sacramento Regional County Sanitation District of Sacramento County, Channel Aeration Blower Project in Elk Grove, CA.

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

Subcontractors and Suppliers for the following project:

**EchoWater - Channel Aeration Blower Project –
Contract No. 4385**

**Owner: Sacramento Regional County
Sanitation District**

Bid Date: May 2, 2018 @ 1:00 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 Businesses wanted for the following scopes, including, but not limited to:

Asbestos & Lead Abatement, Asphalt Paving, Aggregates, Carpentry, Cathodic Protection, Minor Concrete, Concrete Pumping, Concrete Ready-mix, Concrete Reinforcement Supply & Install, Concrete Forms, Precast Concrete, Concrete Accessories, Clear & Grub, Grouting, Coiling Doors/Doors & Frames, Earthwork, Erosion Control, Electrical, Equipment, FRP Fabrications, Finishes, Fire/Security Alarms, Fire-Suppression Systems & Protection, Geosynthetics, HVAC, Instrumentation & Controls, Joint Sealant, Masonry, Metals, Openings, Paintings & Coatings, Plumbing, Piping & Valves, Public Address System, Quality Control, Roof Decking, Specialties, Signage, Street Sweeping, SWPPP, Support of Excavation, Structures, Thermal & Moisture Protection, Trucking & Hauling.

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 Scopes are due
April 27, 2018 and Quotes
NO LATER THAN May 1, 2018 at 4 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.

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.

**Davis-Bacon Act
Buy American Requirements Apply
Owner Controlled Insurance Program (OCIP) Applies**

An Equal Opportunity Employer

CA Lic. 433176
DIR # 1000001147

INVITATION TO BID - Request for Certified DBE Subcontractors & Suppliers

**Project: Rail to Rail Active Transportation
Corridor Connector Project (Design-Build),
IFB No. C51209C1166**

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

Bid Due Date: April 17, 2018 at 2:00 p.m.

**DBE Goal – 22% (Design) and 21%
(Construction)**

This solicitation is in response to Metro's DBE requirements. Flatiron will provide an equal opportunity to DBEs and intends to conduct itself in good faith with DBE firms seeking subcontractor opportunities for the contract. Request for quotes from certified DBEs for the following, but not limited to, scopes of work for Design and Construction.

Design: Electrical Design, Hazardous Materials / Soil Remediation Compliance, Landscape Design, Public Outreach, Railroad Coordination, Roadway/ Civil Design, Striping & Signage Design, Survey and Construction Staking Design, Traffic Control Design, Utilities Design and Coordination.

Construction: Aggregate Supply, Anti-Graffiti Coating, Asphalt Paving, Concrete Supply, Demolition, Electrical, Fencing, Geotextiles, Graffiti Removal, Hardscape, Hazardous Material Haul, Hydroseeding, Landscaping and Irrigation, Metal Gratings, Minor Concrete, Miscellaneous Metals, Noise Control, Painting, Plumbing, Quality Control, Railroad, Reinforcing Steel, Signage, Striping, Survey, Sweeping, Temporary Erosion Control, Tree Installation.

**Quotes are required by
5:00 p.m. on Tuesday, April 10, 2018.**

Access to Bidding Documents (plans and specifications) is available in electronic format from Flatiron. Additionally, Bidding Documents are available to view at our Chino Hills, CA or San Marcos, CA offices. Please send an email to request access to the Bidding Documents or to make an appointment to view the documents at one of our offices (between the hours of 7:30 a.m. and 4:00 p.m.).

Flatiron analyzes and considers each DBE quote, including those that are broken down into economically feasible units to facilitate bidding. Quotations must be valid for same duration as specified by Owner for contract award (180 calendar days).

Bond Requirements: Notwithstanding any contrary language in a bid to Flatiron or any prior course of dealing between Flatiron and a bidder, and unless waived in writing by Flatiron, Flatiron reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Flatiron in the amount of 100 percent of the bid to Flatiron. Flatiron will reimburse the bond premium at actual cost not to exceed 3%. Assistance in obtaining bonding, insurance and financing is available upon request. Flatiron will provide referral information to resources that may assist in providing bond, insurance or financing to DBE firms.

Non-DBE Subs/Suppliers: Indicate lower-tier DBE participation offered on your quotation as it will be evaluated with your price.

Flatiron West, Inc.

1770 La Costa Meadows Drive,
San Marcos, CA 92078

Phone (760) 916-9100 / FAX (760) 471-4860

Point of Contact: Jannette Carter, Estimating

Administrator (SDBids@flatironcorp.com)

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These Experts Warn You about Leadership Mistakes Made By First-Time Entrepreneurs

By *Baishali Mukherjee,*

“If you want to build a ship, don’t drum up the men to gather wood, divide the work, and give orders. Instead, teach them to yearn for the vast and endless sea.” Thus speaketh Antoine de Saint-Exupéry, the famous French writer particularly known for his remarkable work, *The Little Prince*.

Being an entrepreneur is more about sharing your vision and your passion than organising schedules and manpower, in short, to portray yourself as a true leader. However, in many cases, the new business owners need to take the position of the head of the company without having any prior experience of working as CEOs. This creates a disconnect between best practices and behaviours.

As fresh patterns emerge with those new to being their own boss, experts feel that there are errors in it. Here are some of the oft-made mistakes that industry leaders ascribe to first-time entrepreneurs.

Buying for Best Talents Instead of Nurturing Them

Every business owner dreams of engaging the best minds in the industry in their organisation. However, the problem lies in the fact that best resources also enjoy the best pay-packages, which new businesses are unable to offer.

Lacking in the leadership experience which teaches one to manage human resource with strong core skills, the new CEOs fail to appreciate and support the requirements of the best minds. With their hefty pay cheques, these employees turn out to be expensive, creating a situation of loss rather than growth or expansion.

The better way is to gain the knowledge of how to foster such potential skilled resources rather than buy them.

“Once I was looking for professional photographers for a very significant event held by my company. We soon found that the high profile shutterbugs demanded loads of money. To save the huge expenditure I searched for the amateurs with an eye for design but without much business experience. Even though they had not commercialised their skills, they were brilliant at their job. This allowed me to get unbelievable work at a much less expense,” recounted Lab Gupta, Founder Fun Toys and Fun Clean.

Falling Victim to Trends

Blindly following competitors is a mistake most of the new businesses make across industries. The belief is ‘when it has worked for them it will work for me too’. What they fail to see is following the competitors makes the clients brand them as copycats rather than someone with an exclusive identity and purpose.

“Avoid falling victim to trends. Stay true to your message, mission and create techniques to draw the attention of others towards it. Businesses need time and patience to create their appeal amongst the customers. Many big businesses first started as a niche product or service which gradually advanced to a simpler and widely accepted unit,” notified Dr. Bala V Balachandran, Founder, Dean and Chairman, Great Lakes Institute of Management.

Failing to Develop a Comprehensive Revenue Model

Everyone who is in business wants to make a profit. Most also know about the product or service which they are selling and it’s making cost. What often, gets ignored is creating a revenue model which is much more important than learning to do a transaction. The lifetime worth

of a client has to be made clear in the mind, so does a sketch on capturing that worth over time.

“It is a very common misconception that an entrepreneur needs to find new customers once a buyer buys their products. In its place, one should deeply work on the ways to optimize and extend the relationship with the existing clientele. This helps in faster growth,” suggested Biswanath Bhattacharya President Federation of Small and Medium Industries (FOSMI).

The secret of writing a fine revenue model is similar to that of drafting a business plan. All one needs is to foretell all the products in the next decade and make the patron’s journey easy in dealing with your company. The model can alter with time, but the map and direction remain same.

Getting Egoistic

Ego and arrogance of the top management of a company have brought the doom of more businesses than any other factor. When many big corporates have collapsed because of these two vices, it is very important for the leaders of fledgling ones to try hard and avoid indulging in them.

“One of the best qualities of good leaders and managers is to admit their faults and flaws and try to make up for the damage done. Killing the ego is the first step in doing so,” prescribed Kuldeep Maity, Founder, Village Finance.

Let these four warnings keep you from making the same mistakes most first-time entrepreneurs make. Invest the time to grow your business and plan for the future the right way.

SOURCE: www.entrepreneur.com

Jerry Brown’s Rail Fantasy Keeps Getting Pricier

■ **Continued from page 9**

That approach is reminiscent of the one detailed by flamboyant former Assembly Speaker Willie Brown. In a July 2013 San Francisco Chronicle column addressing \$300 million in cost overruns for the city’s Transbay Terminal, he argued, “If people knew the real cost from the start, nothing would ever be approved. The idea is to get going. Start digging a hole and make it so big, there’s no alternative to coming up with the money to fill it in.”

The bullet-train project epitomizes such public-sector cynicism. Proposition 1A offered myriad detailed promises to woo skeptical voters. A superior court initially halted the sale of the bond funds to begin digging the hole, so to speak, because the authority wasn’t following requirements

that it identify enough cash to complete the first 300-mile segment. Unfortunately, a higher court ultimately gave the project the go-ahead. That shouldn’t be a shock to Spectator readers, who are used to hearing the absurd promises made by politicians. But voter initiatives are written laws, not suggestions.

In recent months, the governor’s other large infrastructure boondoggle has also run into trouble. Brown wants to build two giant 35-mile tunnels underneath the Sacramento-San Joaquin Delta to bring water from the relatively rainy north to arid Southern California. It’s a way to keep water flowing even when the state shuts the pumps to protect the endangered Delta smelt.

“The \$17-billion bill for the twin-tunnel version was supposed to be paid by the San Joaquin Val-

ley agricultural districts and Southland urban agencies,” reported the Los Angeles Times. “But the farm districts have for the most part declined to open their wallets, saying the water is too expensive for them.” Not all of the urban agencies are all that excited about paying for it, either.

These projects are unfathomable given that Brown last year insisted that Californians raise gas taxes — or else their roads and bridges will continue to crumble. As Brown leaves the public stage after decades of elected office, he is reduced to hurling insults at Californians who make perfectly reasonable criticisms of costly projects that divert money from far more pressing priorities. In my view, that’s very definition of small-minded BS.

SOURCE: spectator.org

Public Legal Notices

CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract ID No. 100008999 GOUGH STREET TRAFFIC SIGNAL UPGRADE

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on April 25, 2018**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpublishworks.org/bid-docs. Please visit the Contracts, Bids and Payments webpage at www.sfpublishworks.org for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located along the Gough Street corridor from Page Street to Broadway and consists of pedestrian and vehicular traffic signal work, curb ramp construction, traffic control, and all associated work. The time allowed for completion is 365 consecutive calendar days. The Engineer's estimate is approximately \$1,860,000. For more information, contact the Project Manager, Steven T. Lee at 415-558-5226.

On July 1, 2014, the registration program under section 1725.5 of the California Labor Code went into effect. The program requires that all contractors and subcontractors who bid or work on a public works project register and pay an annual fee to the California Department of Industrial Relations ("DIR").

No contractor or subcontractor may be listed in a bid or awarded a contract for a public works project unless registered with the DIR as required by Labor Code section 1725.5 [with limited exceptions from this requirement for bid purposes only under Labor Code section 1771.1(a)].

This Project shall incorporate the required partnering elements for **Partnering Level 1**. Refer to Section 01 31 33 for more details.

Pursuant to San Francisco Administrative Code ("Administrative Code") Section 6.25 and Chapter 25 of the Environment Code, "Clean Construction" is required for the performance of all work.

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state ("Covered State") with laws that perpetuate discrimination against LGBT populations or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

The Specifications include liquidated damages. Contract will be on a Unit Price basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsible responsive bidder.

A bid may be rejected if the City determines that any of the bid item prices are materially unbalanced to the potential detriment of the City.

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 25%. Call Selormey Dzikunu at 415-554-8369 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on April 4, 2018 at 3:00 p.m., at 30 Van Ness Avenue, 5th Floor.

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. Administrative Code Section 6.22(a) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

Class "A" or "C-10" license required to bid.

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with Administrative Code Chapter 12P, Minimum Compensation Ordinance.

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction ("Policy") as set forth in Administrative Code Section 6.22(g). Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

Bidders are hereby advised that the Contractor to whom the Contract is awarded must be certified by the Contract Monitoring Division as being in compliance with the Equal Benefits Provisions of Chapter 12B of the Administrative Code within two weeks after notification of award.

If a bidder objects on any ground to any bid specification or legal requirement imposed by this Advertisement for Bids, the bidder shall, no later than the 10th working day prior to the date of Bid opening, provide written notice to the Contract Administration Division, San Francisco Public Works, setting forth with specificity the grounds for the objection.

Right reserved to reject any or all bids and waive any minor irregularities.

3/29/18
CNS-3114282#
SMALL BUSINESS EXCHANGE



CALIFORNIA STATE LOTTERY

Invitation for Bid (IFB) #50089
High and Low Voltage Electrical Installation and
Repair Services

The California State Lottery (Lottery) is inviting responses from qualified bidders to install, repair, maintain, and troubleshoot all high and low voltage electrical wiring, plugs, receptacles, fuses, relays, and voice and data cabling including, but not limited to: CAT5, CAT5E, CAT6, voice, fiber optic (single/multimode), COAX, and VOIP (Voice over Internet Protocol) devices and equipment at Lottery facilities statewide on an as-needed basis.

The IFB is open to qualified bidders that at the time bid submissions are due, meet the following minimum qualifications:

- Have five or more years' experience performing the activities listed in the Scope of Services;
- Possess a valid C-7 Low Voltage Systems Contractor license and a valid C-10 Electrical Contractor license issued by the California State Contractors License Board;
- Are legally authorized to do business in the State of California;
- Have the ability to respond to the Lottery's request for On-Call Emergency Service within two hours, as described in Exhibit A, Scope of Services, at any of the Lottery's statewide locations shown on Exhibit C, California State Lottery Facility Locations
- Have and maintain proper certification and licensing to conduct the services herein described in Exhibit A, Scope of Services, at the time of bid submission and throughout the term of the Contract; and
- Meet the requirements set forth in section II, Mandatory Submittal Requirements.

The IFB is available to download exclusively on the Lottery website at www.calottery.com/vendor. The Lottery will not distribute paper copies of the IFB.

CNS-3114168#

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to download the latest SBE
Newspaper and Newsletter



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Public Legal Notices

UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

ANNOUNCEMENT TO PREQUALIFIED BIDDERS

UC Irvine invites sealed bids for a lump sum contract for the **University of California, Irvine Medical Center (UCIMC) B1A, 1st Floor, ED Renovations – Increment 2** project at UC Irvine Medical Center in Orange, CA.

Description of Work: This project will build out the enclosed abandoned north ambulance canopy to provide the ED Department with a new staff lounge, restrooms and showers, storage, (7) exam bays, (1) airborne infection isolation exam room and a patient toilet. Work includes interior demolition, structural framing, MEP, fire suppression, finishes and equipment installation.

Project completion time: 280 calendar days

Estimated Cost: \$1,700,000

Bid Documents available from UCIMC Planning Administration at 2 pm on Thursday, March 29, 2018.

Prequalified Bidders: **2H Construction, Inc.**, Signal Hill, CA, (562) 424-5567; **C.A. Granger Construction, Inc.**, Orange, CA 92868, (714) 744-1626, **De La Secura, Inc., dba DLS Builders**, Orange, CA, (714) 998-3790; **Kemp Bros. Construction, Inc.**, Santa Fe Springs, CA (562) 236-5000; **Kitchell Contractors, Inc.**, San Diego, CA 92121, (858) 947-5144, **KPRS Construction Services, Inc.**, Brea, CA, (714) 672-0800 and **Layton Construction Co., Inc.**, Irvine, CA 92618, (949) 453-8300.

License Requirement: Current and active "B" General Contractor CA contractor's license.

Bid Submittal Requirements: Sealed Bids due 2:00 pm, Monday, April 23, 2018 at: UCIMC Planning Administration, Building 27, Room 136, UCI Medical Center, 101 The City Drive South, Orange, CA 92868. Bids will be opened at: 2:05 pm, Monday, April 23, 2018, Building 27, Room 134, UCI Medical Center. Contract will be awarded to lowest responsive bidder.

Mandatory Pre-Bid Conference: Friday, April 6, 2018. Pre-Bid Conference and Site Visit promptly at 9:00 am at UCIMC Building 27, Conf. Room 116, 101 The City Dr. South, Orange, CA 92868. ONLY prequalified bidders attending can submit Bids.

Required Bid Security: 10% bid security. Surety issuing bid bond shall be an *admitted surety insurer (as defined in the CA Code of Civil Procedure Section 995.120)* at bid deadline.

Additional Requirements: Successful Contractor and subs must follow nondiscrimination requirements in Bid Docs and pay prevailing wages at location of Work.

Every effort will be made to ensure that all persons shall have equal access to contracts and other business opportunities with the University, regardless of: race; color; religion; sex; age; ancestry; national origin; sexual orientation; physical or mental disability; veteran's status; medical condition; genetic information; marital status; gender identity; pregnancy; service in the uniformed services; or citizenship within the limits imposed by law or University's policy.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

No contractor or subcontractor, regardless of tier, may be listed on a Bid for, or engage in the performance of, any portion of this project, unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5 and 1771.1.

This project is subject to compliance monitoring and enforcement by the Department of Industrial Relations.

The successful Bidder shall pay all persons providing construction services and/or any labor on site, including any University location, no less than the UC Fair Wage (defined as \$13 per hour as of 10/1/15, \$14 per hour as of 10/1/16, and \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

Contact Elita Dao at (714) 456-8842, ecjohnso@uci.edu or Kim Kerwin at (714) 456-5735, khau@uci.edu

For other opportunities, <http://www.ucirvine-health.org/planning-administration>

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA University of California, Irvine Medical Center



EASTERN CONTRA COSTA TRANSIT AUTHORITY

NOTICE INVITING PROPOSALS FOR RENTAL AND LAUNDERING OF UNIFORMS, SHOP TOWELS AND MATS

Notice and Invitation to Proposers

Eastern Contra Costa Transit Authority (ECCTA), also known as Tri Delta Transit, a Joint Powers Agency located in eastern Contra Costa County, California, is accepting proposals for the rental and laundering of uniforms, shop towels and mats for a five (5) year period.

This project shall include the furnishing of all labor and services as set forth in the Scope of Work section of the RFP. A pre-proposal conference will be conducted at 10:00 am, local time, April 2, 2018, in the ECCTA boardroom located at 801 Wilbur Avenue, Antioch, California, 94509. Attendance at this conference is recommended but not required. The current uniforms, shop towels and rugs being used by ECCTA will be on display.

Technical and Price Proposals are due to ECCTA on or before 2:00 pm, local time, April 24, 2018, at ECCTA's facility, 801 Wilbur Avenue, Antioch, California, 94509. Proposals received after said time or at any other place other than the time and place stated in the Request for Proposals (RFP) will not be considered. Submitted proposals must include the ECCTA Proposal Cover Form and the ECCTA Price Proposal Form. Any proposal submitted without these forms will be considered non-responsive and will be rejected.

Copies of the RFP documents may be obtained from:

Ann Hutcheson
Director of Administrative Services
Eastern Contra Costa Transit Authority
801 Wilbur Avenue • Antioch, CA 94509
Telephone: (925) 754-6622
Facsimile: (925) 757-2530
ahutcheson@eccta.org
www.trideltatransit.com

It is the intent of awarding the contract according to the process and procedures described in the RFP. ECCTA intends to procure the highest quality service possible for the best value possible.

Accordingly, the Proposal and Contract Award process contains seven periods:

1. RFP publication period;
2. Technical and Price Proposal submission period;
3. Technical Review Committee screening period;
4. On site interview period;
5. Technical Review Committee evaluation period;
6. Technical Review Committee recommendation period; and
7. Contract award period.

Definition and terms of this seven-step process are contained in the Information for Proposers section of the RFP.

This contract is subject to the receipt of financial assistance from the U.S. Department of Transportation and local sales tax funds, and may also be subject to a Grant Contract between the Metropolitan Transportation Commission and ECCTA. The contract is subject to laws and regulations governing the use of such funds. Full compliance with applicable Safety and Health Standards, Equal Employment Opportunity and Americans with Disabilities Act laws and regulations will be required of the successful proposer.

ECCTA will affirmatively ensure that, in regard to any contract entered into pursuant to this Request for Proposal (RFP); Disadvantaged Business Enterprises will be afforded full opportunity to submit proposals in response to this request and will not be discriminated against on the basis of race, color, sex, or national origin.

Each proposal shall be accompanied by a guaranty bond duly completed by a corporate surety authorized to conduct business in the State of California payable to ECCTA in the sum of \$5,000.00. The bond shall be on the form included in the contract documents. Alternatively, a certified cashier's check payable to ECCTA, in the sum of \$5,000.00 may be substituted for the guaranty bond. The amount payable to ECCTA under the guaranty bond, or the certified cashier's check, as the case may be, shall be forfeited to ECCTA in the case of the failure or neglect of the successful proposer to execute the required contract within fifteen (15) working days after such contract has been awarded to them or at such additional time as may be allowed by ECCTA.

TIME IS OF THE ESSENCE and in the event of a delay in completion of the work or the delivery of the uniforms, shop towels or mats beyond the delivery dates set forth in the contract documents, or authorized extensions, damage will be sustained by ECCTA.

The successful contractor shall pay to ECCTA the sum of One Hundred Eighty Dollars (\$180.00) per day, per item, for each and every calendar day the contractor fails to provide the required services within the required delivery periods set forth in the contract documents.

Submittals shall be in accordance with the requirements set for in the RFP documents. Submission of a proposal shall constitute a firm offer to ECCTA.

Office of the CEO
March 23, 2018



Public Legal Notices



REQUEST FOR PROPOSALS FOR THE AIRPORT AUTOMATED RETAIL CONCESSION LEASE AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission is accepting proposals for the Request for Proposals (RFP) process for the Airport Automated Retail Concession Lease. The Request for Proposals includes a total of fourteen (14) automated retail locations throughout the airport.

The proposed minimum financial offer is \$150,000.00 with a term of five (5) years. Rent for the Airport Automated Retail Lease shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 12% of Gross Revenues achieved up to and including \$500,000.00; plus 14% of Gross Revenues achieved over \$500,000.00. Small, local and disadvantaged businesses are encouraged to participate.

Proposals will be received through the Airport's RFP Web Portal from 2:00 p.m. on Wednesday, April 18, 2018 until 2:00 p.m. on Wednesday, April 25, 2018 all times are San Francisco Time.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call Scott Blood, Principal Property Manager, Revenue Development and Management Department, (650) 821-4500.

CNS-3116388#



REQUEST FOR PROPOSALS FOR TWO ELECTRONICS STORE LEASES AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the International Terminal Boarding Area A Electronics Store Lease and the Terminal 3 Boarding Areas E and F Electronics Stores Lease. The Request for Proposals includes three Electronics Store locations at San Francisco International Airport.

The proposed minimum financial offer for each of the Leases is \$250,000.00 with a term of ten years each. Rent for both Leases shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 8% Licensed Electronics and Hardware products; plus 12% of Gross Revenues achieved up to and including \$500,000.00; plus 14% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00; plus 16% of Gross Revenues achieved over \$1,000,000.00. Small, local and disadvantaged businesses are encouraged to participate.

The Informational Conference will be held on Wednesday, April 4th, 2018 at 10:00 a.m. at the Terminal 2 Partnering Conference Room, at San Francisco International Airport.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call John M. Reeb, Senior Principal Property Manager, Revenue Development and Management Department, (650) 821-4500.

CNS-3114370#



REQUEST FOR PROPOSALS FOR THREE CONCESSION LEASES AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the Terminal 3 Boarding Area E Specialty Retail Store Lease; the Terminal 3 Boarding Area E Candy Kiosk Lease; and the Terminal 3 Boarding Area E and International Terminal Boarding Area G Wellness Concession Lease.

The proposed minimum financial offers for the Leases are; \$60,000.00 for the Specialty Retail Lease; \$65,000.00 for the Candy Kiosk Lease, both of which have a seven year term; and \$200,000.00 for the Wellness Concession Lease, which has a term of 10 years. Rent for all Leases shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 12% of Gross Revenues achieved up to and including \$500,000.00; plus 14% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00; plus 16% of Gross Revenues achieved over \$1,000,000.00. Small, local and disadvantaged businesses are encouraged to participate.

The Informational Conference will be held on Wednesday, April 4th, 2018 at 10:00 a.m. at the Terminal 2 Partnering Conference Room, at San Francisco International Airport.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call John M. Reeb, Senior Principal Property Manager, Revenue Development and Management Department at (650) 821-4500.

CNS-3113368#



SAN FRANCISCO INTERNATIONAL AIRPORT

REQUEST FOR PROPOSALS FOR THE TERMINAL 1 RETAIL CONCESSION LEASES AND TERMINAL 1 FOOD AND BEVERAGE CONCESSION LEASES AT SAN FRANCISCO INTERNATIONAL AIRPORT

San Francisco International Airport accepting proposals for the following concession opportunities:

Terminal 1 Retail Concession Leases

The Request for Proposals includes 2 Newsstand Leases, 1 Newsstand and Convenience Store Lease bundle, 1 Electronics Lease, 1 Regional Gift Store Lease, 1 Bath & Beauty Store Lease and 1 Sunglass Store Lease.

The minimum financial offers range from \$124,000.00 to \$480,000.00 with terms of seven or ten years. Rent for the Electronics Store shall be the higher of the Minimum Annual Guarantee ("MAG") or the sum of the percentage rent structured as follows: 8% of Gross Revenues achieved

from licensed electronic products and hardware products; plus 12% of Gross Revenues achieved up to and including \$500,000.00 (excluding licensed electronic products and hardware products); plus 14% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00 (excluding licensed electronic products and hardware products); plus 16% of Gross Revenues achieved over \$1,000,000.00 (excluding licensed electronic products and hardware products). Rent for all others leases shall be the higher of the MAG or the sum of the percentage rent structured as follows: 12% of Gross Revenues achieved up to and including \$500,000.00; plus 14% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00; plus 16% of Gross Revenues achieved over \$1,000,000.00.

Terminal 1 Food and Beverage Concession Leases

The Request for Proposals includes 5 Quick Serve Restaurant Leases, 2 Sit-Down Restaurant and Bar Leases, 1 Café & Market Lease and 1 Café Lease.

The Minimum Annual Guarantees ("MAG") range from \$240,000.00 to \$620,000.00 and the terms are ten years, plus one two-year option to extend exercisable at the sole discretion of the Airport Commission. Rent for the Quick Serve Restaurants and Café shall be the higher of the MAG or the sum of the percentage rent structured as follows: 8% of Gross Revenues achieved up to and including \$500,000.00, plus; 10% of Gross Revenues achieved from \$500,000.01 up to and

including \$1,000,000.00, plus; 12% of Gross Revenues achieved over \$1,000,000.00. Rent for the Sit-Down Restaurants and Bar and the Café & Market shall be the higher of the MAG or the sum of the percentage rent structured as follows: 8% of Gross Revenues achieved up to and including \$1,500,000.00, plus; 10% of Gross Revenues achieved from \$1,500,000.01 up to and including \$2,000,000.00, plus; 12% of Gross Revenues achieved over \$2,000,000.00.

Small, local and disadvantaged businesses are encouraged to participate.

Proposals will be received through the Airport's RFP Web Portal from 2:00 p.m. on Wednesday, April 25, 2018 until 2:00 p.m. on Wednesday, May 2, 2018.

For more information about each concession opportunity, please visit our website at www.flysfo.com/business-at-sfo/current-opportunities or please contact:

-Terminal 1 Food and Beverage Concession Leases, call Mr. Tomasi Toki, Principal Property Manager, RDM at (650) 821-4500 or via e-mail at tomasi.toki@flysfo.com.

-Terminal 1 Retail Concession Leases, call Ms. Clarissa Mamaril, Principal Property Manager, RDM at (650) 821-4500 or via e-mail at clarissa.mamaril@flysfo.com.

3/29/18

CNS-3114571#

SMALL BUSINESS EXCHANGE