



Expert Advice on How to Be a Successful Bidder on Construction Projects

By Juan Rodriguez,

If you haven't been a successful bidder or haven't been selected as the lowest bidder for your new opportunities, I have good news for you. The following tips have been proved and provide positive results for many contractors when bidding their projects. Please follow them carefully as these bid tips will increase your opportunity to be awarded. If your bid proposal doesn't have the correct ingredients or is poorly targeted, you will be eliminated from competition, without being able to bid fairly with other contractors.

Avoid these bid errors when making your proposals for government projects.

Bid Language Tips

Remember, being simple will allow you to get benefits, contract and bid doors will be open for you. Keep it simple, avoid confusing language, and be straight to the point, present facts not ideas. The wording that you use will be the key for someone to keep reading your bid or to put it aside. Don't use long sentences and paragraphs, it's distracting and probably the reader will lose all connection with your idea.

Bids Resources

Sometimes you will bid on something that, maybe you can't complete or don't have the available personnel to do it. Make sure and convince your

reader using past projects or past experiences that you have the necessary skills to do it. You will then re-focus on gather resources to the new project while your other projects will be left unattended from you or your staff.

Get Ready to be Paid

Actually many government agencies makes transactions using credit cards, and sometimes is a requirement on the bid proposal, for you to present evidence that you can be paid using plastic.

Also be sure to set-up your accounts so they can accept wire transfers or ACH.

Make Sure The Units are Right

The most common mistake. Bid what they ask you in the units they are requiring to do so. Sometimes they require you to submit a bid price for linear feet, instead your past experience has allowed you to quote based on linear meter.

Don't use meters if they ask for feet. It may appear like a mistake, but it can cost you, and the contracting officer might think that you are not careful.

Clean Bids

Imagine, if your bid is a mess, what can they expect from you in a project? Check every piece

SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at www.sbeinc.com

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Targeted mailings sent to businesses per your criteria.

Telemarketing

Telephone follow-up calls that follow a script of 5 questions you create.

Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

Contact Info:

795 Folsom Street, 1st Flr, Room 1124
San Francisco, CA 94107
Email: sbe@sbeinc.com
Website: www.sbeinc.com
Phone: (415) 778-6250, (800) 800-8534
Fax: (415) 778-6255

Publisher of
Small Business Exchange
weekly newspaper

Continued on page 4



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
- 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.

Gordon N. Ball, Inc. is requesting sub-bids from qualified DBE subcontractors, suppliers, manufacturers, and truckers for:
 Contra Costa County Public Works Department,
 255 Glacier Drive, Martinez, CA

Project: Marsh Creek Road Bridge Replacement
Project No. 0662-6R4079
Engineer Estimate: \$4,877,000
No. of Working Days: 155
Bid Due Date: 3/13/18 at 2 PM

For the following (but not limited to) work: 28" Drilled Hole, Bar Reinforcing Steel, Biologist, Bridge Removal, Class 2 AB, Clearing and Grubbing, Cold Plane AC Pavement, Construction Area Signs, Construction Materials, Erosion Control, HMA Type A, Lead Compliance Plan, Portable Changeable Message Sign, Prepare SWPPP, Roadway Excavation, Rock Slope Protection, Steel Soldier Pile (HP 14 X 102), Striping Work, Structural Concrete, Temporary Erosion Control, Timber Lagging, Traffic Control System, Tree Removal, and Trucking.

If you are interested in bidding on this work or know someone who is, please contact Serina Sirna at 925-838-5675 Fax: 925-838-5915.

Plans, Specifications, and Requirements for the project are available for review at our office in Alamo or at the Contra Costa County Public Works Department, 255 Glacier Drive, Martinez, CA 94553 and are available for purchase online at www.cccounty.us/pwprojects.

For assistance in obtaining bonds, lines of credit, and/or insurance for this project please contact Serina at the noted phone number.

Gordon N. Ball, Inc.

333 Camille Ave., Alamo, CA 94507

www.ballconco.com

Contact: Serina Sirna

Phone: (925) 838-5675 Fax: (925) 838-5915

estimating@ballconco.com

An Equal Opportunity Employer

PROJECT: AC WATER & SEWER GROUP 1020 • CITY OF SAN DIEGO
CITY OF SAN DIEGO CONTRACT # K-18-1726-DBB-3

****THIS PROJECT HAS A 22.3% SLBE-ELBE GOAL****

BID DATE: MARCH 16TH, 2018 BID TIME: 2:00 P.M. **Please respond by 5:00 p.m., MARCH 15TH, 2018**

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

- | | | |
|--|--|-----------------------------------|
| • TRUCKING | • TRAFFIC CONTROL | • AC OIL SUPPLY & HAUL |
| • LEAD COMPLIANCE PLAN | • STREET SWEEPING | • CLEAR & GRUB |
| • ARCHAEOLOGICAL & BIOLOGICAL MONITORING | • COLD PLANE | • UNDERGROUND UTILITIES |
| • ASBESTOS HANDLING AND DISPOSE | • WATER TRUCK & EQUIPMENT RENTAL | • ELECTRICAL |
| • WATER/WASTEWATER SUPPLY | • EARTHWORK/GRADING/ROADWAY EXCAVATION | • CATHODIC PROTECTION |
| • VIDEO RECORDING & INSPECTION | • EROSION CONTROL | • JACK & BORE |
| • STRIPING/PAVEMENT MARKING | • ASPHALT SUPPLY | • SWPPP/WPC |
| • CURB & GUTTER | • MINOR CONCRETE | • AGGREGATE SUPPLY AGGREGATE BASE |
| • CONSTRUCTION AREA SIGNS/ROADSIDE SIGNS | • LANDSCAPING/IRRIGATION | • SURVEY/QC |

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 contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. **Plans and specs are available at no cost to interested firms from the CITY OF SAN DIEGO/PLANET BIDS using the Project ID # K-18-1726-DBB-3 and/or our San Diego Office.** We are an EOE & seriously intend to negotiate with qualified firms.

****Please send quotes via email to estimating@coffmanspecialties.com or via fax to (858) 586-0164**

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



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



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

REQUEST FOR MBE/WBE
SUBCONTRACTORS AND SUPPLIERS FOR:
The Resurfacing of Del Valle Road from Mines Road
To the Mile Marker 3.9 in the Eastern
Unincorporated Areas of Alameda County, CA
Alameda County Public Works
BID DATE: March 13, 2018 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Water Pollution Control, Sweeping, Traffic Control, Cold Plane Keycut, Inlet Protection, Standard Concrete Monument, Survey Monument Preservation, Striping & Marking, Crack Seal, Roadside Signs 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 MBE/WBE Participation. Plans & Specs are available for viewing at our office.



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 101
CONTRACT NO. 04-2640N4**

**FOR CONSTRUCTION ON STATE HIGHWAY
IN MARIN AND SONOMA COUNTIES IN AND
NEAR PETALUMA FROM 0.6 MILE SOUTH OF
SAN ANTONIO CREEK BRIDGE TO 0.3 MILE
SOUTH OF EAST WASHINGTON STREET
OVER CROSSING – FEDERAL AID PROJECT
FERPL 16-6204(127)N
DISADVANTAGED BUSINESS ENTERPRISE
GOAL ASSIGNED IS 12%**

OWNER:

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

BID DATE: March 7th, 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, ADL Burial Location Report, Structural Concrete Retaining Wall, Soil Nail Wall, Soldier Pile Wall & Box Culvert, Clearing and Grubbing/Demolition, Concrete Barrier, Construction Area Signs, Develop Water Supply, Electrical, Erosion Control, Fencing, Landscaping/Irrigation, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, Roadside Signs, Delineators & Markers, Sign Structure, Stamped/Textured paving, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Underground, Vegetation Control, Trucking, Street Sweeping, Class 2 Aggregate Base Material, Class 4 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, HMA (Open Grade) 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 20 – CONSTRUCTION ON
STATE HIGHWAY IN COLUSA COUNTY IN AND
NEAR COLUSA FROM CYNTHIA DRIVE TO
NIAGARA AVENUE AND FROM 0.3 MILE WEST
OF STEIDLMEYER ROAD TO SACRAMENTO
RIVER BRIDGE, Contract No. 03-0G7404
Federal Aid Project No. ACNH-P020(178)E,
Disadvantaged Business Enterprise Goal
Assigned is 12%**

OWNER:

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

BID DATE: MARCH 13, 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:

**COLD PLANE, CONSTRUCTION AREA SIGNS,
ELECTRICAL, EMULSION SUPPLIER, LEAD
COMPLIANCE PLAN, RUMBLE STRIP, STRIPING,
SWPPP/WATER POLLUTION CONTROL PLAN
PREPARATION, TRAFFIC CONTROL SYSTEMS,
TRUCKING, WATER TRUCKS, STREET SWEEPING,
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 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.

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)

DBE Subcontractors/Supplier Bids/Proposals
Requested

Contract No. C40403C1151

**Purple Line Extension Section 3 Tunnels Project -
Design/Build**

Bid Proposal Submittal Date

March 23, 2018 at 2:00 P.M.

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

Performance/Payment/Supply Bond may be required

This advertisement is in response to LACMTA's DBE Program, Barnard Obayashi SELI, JV intends to conduct itself in "Good Faith" with DBE firms regarding participation on this project. Drawings and specs will be available via iSqFt. Quotes are required by COB March 9, 2018. Quotes are fairly evaluated.

Please submit bids/proposals for the following work (but not limited to): Excavation; Potholing; Aggregates; Traffic Control; Trucking; Utility Installation; Electrical; Instrumentation and Monitoring; Environmental; Permitting; QA/QC Inspection; Armed Site Security; Survey; Curb, Gutter and Sidewalk; Asphalt; Tree Removal; Site Demolition and Restoration.

Contact: Tonya Topping

Barnard Obayashi SELI, JV

701 Gold Ave., Bozeman, MT 59715

406-586-1995 Fax: 406-586-3530

Email PL3@barnard-inc.com

SMALL

BUSINESS
EXCHANGE



California Sub-Bid Request Ads

**HAYWARD
BAKER**
A Keller Company



DBE SUBCONTRACTORS/SUPPLIER BIDS/
PROPOSALS REQUESTED

CONTRACT NO. C1146-2

Metro Facilities Grouting and Water Remediation
BID/PROPOSAL SUBMITTAL DATE:
MARCH 19, 2018 @ 2:00 PM

OWNER: LOS ANGELES COUNTY METROPOLITAN
TRANSPORTATION AUTHORITY (LACMTA)

PERFORMANCE/PAYMENT/ SUPPLY BOND AND
INSURANCE MAY BE REQUIRED

(ASSISTANCE OBTAINING BONDS AND INSUR-
ANCE IS AVAILABLE)

THIS ADVERTISEMENT IS IN RESPONSE TO
LACMTA'S DBE PROGRAM.
HBI. INTENDS TO CONDUCT ITSELF IN "GOOD
FAITH" WITH DBE FIRMS REGARDING
PARTICIPATION ON THIS PROJECT.
DRAWINGS AND SPECS CAN BE REVIEWED IN
OUR OFFICE (1780 E. LEMONWOOD DRIVE,
SANTA PAULA, CA 93060) MONDAY
THROUGH FRIDAY, 8:00 AM TO 5:00 PM OR AT
[https://www.dropbox.com/sh/zhbnwgmfvakvbtv/
AADPenQv4tJLJXcKpM-dobOa?dl=0](https://www.dropbox.com/sh/zhbnwgmfvakvbtv/AADPenQv4tJLJXcKpM-dobOa?dl=0).

QUOTES ARE REQUIRED BY COB, MARCH 16,
2018, SO THAT ALL BIDS/PROPOSALS
CAN BE FAIRLY EVALUATED. PLEASE SUBMIT
BIDS/PROPOSALS FOR THE
FOLLOWING WORK (BUT NOT LIMITED TO):
FABRICATED STRUCTURAL METAL
MANUFACTURING, GENERAL FREIGHT
TRUCKING, REBAR, ELECTRICAL AND
OTHER WIRING INSTALLATION CONTRACTORS,
MECHANICAL CONTRACTORS,
PLUMBING HEATING AND AIR-CONDITIONING
CONTRACTORS

CONTACT: DANE TAYLOR, PROJECT MANAGER
1780 E. LEMONWOOD DRIVE
SANTA PAULA, CA 93060
PHONE: (805) 933-1331 FAX: (805) 933-1338
DCTAYLOR@HAYWARDBAKER.COM

PARSONS

Parsons, as a Prime Contractor,
is seeking subcontractor and supplier quotes
from Local Business Enterprise (LBE) firms,
and qualified Disadvantaged Business Enterprise
(DBE) firms, including certified SBE, MBE, WBE
companies, for the following project:

Project Name: **Junita Millender-McDonald CRWRP
Phase II Expansion Project**

Project Owner: **West Basin Municipal District**

Bid Date: **March 15, 2018 @ 2:00 pm**

Project location:

21029 S. Wilmington Ave., Carson, CA

FOR ACCESS TO PROJECT BIDDING
INFORMATION, PLEASE SEND AN EMAIL TO
ESTIMATING@PARSONS.COM WITH YOUR
COMPANY CONTACT INFORMATION

**Scopes of work, services and equipment requested
include, but are not limited to:**

Aggregates, Asphalt Paving, Cathodic Protection, CIP
Concrete, Concrete Pumping, Conveying Systems,
Cranes, Dewatering, Doors & Windows, Earthwork,
Electrical, Erosion Control, Ext. Improvements, Fenc-
es & Gates, Finishes, FRP Tanks, Geotextiles, Joint
Sealants, Masonry, Mechanical, Membrane Roof-
ing, Metals, Metal Decking, Metal Bldg. Specialties,
Painting, Piping, Precast Concrete, Ready Mix Supply,
Rebar, Roofing Insulation, Shoring, Soil Stabilization,
Thermal & Moisture Protection, Utilities, Valves, Wa-
ter/ WW Equipment, Waterproofing, Woods, Plastics
& Composites

For questions or assistance with project
plans and specifications, bonding, insurance,
and lines of credit, please contact Victoria Shirley
at estimating@parsons.com

**Please send quotes and required forms
in advance of the bid or by March 15, 2018 @ 2pm
to estimating@parsons.com or fax to (626) 440-2110.**

DBE Subs and Suppliers are strongly
encouraged to participate and partner
with other DBE firms.

Parsons
100 W. Walnut Street, Pasadena, CA 91124
Phone: (626) 440-6235

Parsons, is an Equal Opportunity Employer

Portrait Construction, Inc.
INVITATION TO BID
FOR
AVON DAKOTA, PHASE II
APARTMENT REHABILITATION
ANAHEIM, CA

Portrait Construction, Inc., General Contractor,
is seeking qualified **M/WBE Subcontractors
and qualified Section 3 Businesses and/or
Non-SBE with SBE participation** to submit
bids.

Scope of work: Includes, but is not limited to
a complete 21 unit scattered site apartment re-
habilitation including replacement of cabinets,
countertops, appliances, plumbing fixtures,
light fixtures, bath fixtures/tubs, flooring, paint,
electrical, framing, drywall, stucco, masonry,
site lighting, site concrete/flatwork, landscap-
ing, windows. ADA upgrades and new path of
travel.

This project is subject to **Federal and State
Prevailing Wage** requirements including **HUD
Section 3 Local Hiring and Subcontracting**.

This project is subject to SB-854 - proof of
registration with DIR is required to be submit-
ted with your bid to be considered. For more
information visit: [http://www.dir.ca.gov/public-
works/PublicWorksSB854.html](http://www.dir.ca.gov/public-works/PublicWorksSB854.html)

Your bid must be accompanied by City of Ana-
heim Section 3 Bid Packet **Exhibits 1, 2, 8, 9,
12, 15, 16, 17 as well as Proof of Registration
in the System for Award Management (www.
sam.gov)**. Packet is available for download on
Bidmail.

DUE DATE:

Bids are due on or before March 23, 2018

Send Bids to: Terry Anderson at
tanderson@portraitconstructioninc.com

Julie Woodcock at
jwoodcock@portraitconstructioninc.com

Prevailing Wage Questions:
Rebecca Sanabria at
rsanabria@portraitconstructioninc.com

**PLANS/SPECS: Available on Bidmail –
Contact Julie Woodcock for a link at the
email address above.**

Portrait Construction, Inc.
265 N. Joy Street, Suite 200 • Corona, CA 92879
(951) 520-8898 • (951) 520-8878 fax
www.portraitconstructioninc.com

Portrait is an Equal Opportunity Employer.
Bid assistance is available, if needed, by request.

Expert Advice on How to Be a Successful Bidder on Construction Projects

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of paper not only in the front but also in the back, your papers should be neat and clean, and remember to number the pages and bind everything. Remember every piece of paper is justified and has one specific purpose.

Don't Discard

Don't discard any agency just because of their name. You will get surprised to know all the requirements needed from some agencies, it might

sound strange but don't close the doors.

Show Your Skills

Instead of presenting vague or general ideas of your business, nail the proposal by answering specific requirement solicitations. Present specific ideas on how to solve the problem, what would you do and how would you do it. How you would be highlighted from other competitors? What can you complete or do different than the others? What benefits are we going to receive from you?

Watch for Out for that Due Date

Time is of essence, right? Every bid proposal has a deadline that you must meet. Failing to do so will let you out of business immediately.

Don't wait until the last moment to send your bid proposal, sometimes the mail get stuck with lots of letters, specially during the holiday season.

SOURCE: www.thebalance.com

Mayor Eric Garcetti announces plan for a resilient Los Angeles



Mayor Eric Garcetti, in partnership with 100 Resilient Cities — Pioneered by The Rockefeller Foundation (100RC), released Los Angeles' first citywide Resilience Strategy to help the City plan for the opportunities and challenges that the future is sure to bring. Mayor Garcetti also signed a historic executive directive that commits City departments to appoint Chief Resilience Officers who will take the lead in making Los Angeles stronger and safer.

“Resilience is so much more than disaster preparedness; it is a value that guides everything we do in Los Angeles, because we know that today’s decisions shape the lives of our children and grandchildren,” said Mayor Garcetti. “We are grateful to 100 Resilient Cities for their support, and proud to lead with a forward-looking plan that will strengthen our infrastructure, protect our economy, make our institutions more inclusive, and create safer neighborhoods.”

The Mayor’s Office developed the Los Angeles Resilience Strategy with the collaboration, financial, and technical support of 100RC, as well as community and expert input. The comprehensive plan features 96 immediate actions that give residents the tools to plan and prepare for inevitable shocks and stresses — from earthquakes and flooding to homelessness and climate change. Los Angeles joins the ranks of approximately 40 cities around the world, including Paris, New York, and Bangkok, that have implemented similar strategies.

“Resilient Los Angeles is the culmination of a months-long process to cultivate partnerships and develop actions that increase Los Angeles’ resilience,” said Chief Resilience Officer Marissa Aho. “It is also the beginning of a greater

citywide commitment to continue to collaborate, form new partnerships, and design new initiatives in a continuous process that will contribute to a safer and stronger Los Angeles.”

“We congratulate Mayor Garcetti, CRO Aho, and the City of Los Angeles for taking this historic step toward creating a lasting resilient future,” said Michael Berkowitz, President of 100 Resilient Cities. “As an inaugural member of the 100RC network, Los Angeles continues to be a leader in resilience building, with urban solutions that can serve as a model for cities around the world. We are excited to continue the next stage of our partnership and to collaborate around implementation of this groundbreaking strategy.”

Resilient Los Angeles is organized around four main pillars, which include 15 goals and 96 actions:

- **Safe and Thriving Angelenos:** L.A. is building the capacity of individual families and businesses to prepare for and recover from emergency events, including building long-term financial security. The City is also cultivating young Angelenos to grow our future leadership, as well as advance equity and stewardship in our communities.
- **Strong and Connected Neighborhoods:** When disaster strikes, recovery starts in neighborhoods and networks; L.A. is working to further empower and engage neighborhood organizations to foster stronger social cohesion. These networks play a critical role in L.A.’s most vulnerable communities. The City is also taking action to reduce local health and wellness disparities while increasing economic security for all Angelenos.

- **Prepared and Responsive City:** L.A. is integrating tools and technology to prioritize the most vulnerable Angelenos in decision-making, and fostering faster and more efficient disaster preparedness and recovery. The City is also modernizing aging infrastructure, and developing ways to provide more safe and affordable housing to improve economic security for Angelenos.
- **Pioneering and Collaborative Partner:** City leaders recognize the role Los Angeles plays globally, and the leadership it can provide to the region and beyond. The City will continue to uphold principles of climate resilience, and will engage public, private, and philanthropic leadership to be a model through advocacy, infrastructure investment, and partnerships.

About 100 Resilient Cities—Pioneered by The Rockefeller Foundation

100 Resilient Cities — Pioneered by the Rockefeller Foundation (100RC) helps cities around the world become more resilient to social, economic, and physical challenges that are a growing part of the 21st century. 100RC provides this assistance through funding for a Chief Resilience Officer in each of our cities who will lead the resilience efforts; resources for drafting a Resilience Strategy; access to private sector, public sector, academic, and NGO resilience tools; and membership in a global network of peer cities to share best practices and challenges. For more information, visit: www.100ResilientCities.org.

For more information, visit lamayor.org/resilience.

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