

# SBE TODAY

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## City Possible: The Key to a Future-Proof City

Learn how technology and data analytics are driving change for 3 critical areas that will make your city more efficient, sustainable, inclusive and resilient.



By Alan Greenblatt

Welcome to the City Possible

A Mastercard Perspective

America is home to many proud cities and the citizen spirit that built them is limitless. At the same time, each local community is faced with the challenge to strengthen and renew the foundation their forebears built, so their children and grandchildren have the chance to achieve the American dream.

While our cities have been engines of growth for centuries, this current generation has an historic opportunity to make this growth more sustainable and inclusive – so that the rungs on the ladder of success are more available to more citizens.

A century ago there was a movement called the City Beautiful Movement that sought to make cities more beautiful and democratic. It's a movement whose hallmarks include Central

Park in New York and Union Station in Washington, DC. Fast forward to 2017 and there is a new movement called the City Possible Movement that seeks to make cities better today and to make better cities for tomorrow – a tomorrow that will be exponentially more urban.

The City Possible Movement leverages world-class technologies that drive commerce, business, jobs, good governance, and growth on the one hand, while providing greater quality of life and equality of opportunity for more people on the other hand.

At the center of the City Possible is municipal leadership that comes in the form of mayors, city councilmen and women, city planners, economic development officials, representatives of businesses large and small, and more. It is these leaders who hold the keys to making the City Possible a reality, working with and for their citizens. There are three keys that many municipal leaders are already focused on that are vital to advancing this idea of the City Possible.

Those keys are:

- Identity and security: Making cities more inclusive.
- Quality of life: Making cities more connected.
- Economic growth: And making cities more sustainable.

**Key #1: Identity and Security – Toward A More Inclusive City**

Cities have always been gateways to opportunities. Today's technologies – and especially digital technologies – have created incredible pathways for more opportunities to be made available to more citizens. One of the seminal opportunities of our time is to make cities more inclusive. It's an opportunity that begins with ensuring everyone has one of the most basic, pillars of modern society: an identity. In the 21st century, it's a digital identity.

■ Continued on page 5

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**Publisher of  
Small Business Exchange  
weekly newspaper**

# California Sub-Bid Request Ads

**PROJECT: RTE 5/14 - REHABILITATE CONCRETE PAVEMENT  
CALTRANS - CONTRACT # 07-252624**

**LOS ANGELES, CA**

**\*\*THIS PROJECT HAS A 3 % DBE GOAL\*\***

**BID DATE: MARCH 21, 2017 • BID TIME: 2:00 P.M.**

**Please respond by 5:00 p.m., MARCH 20, 2017**

We are seeking quotes from all small business concerns - CERTIFIED DBE including, but not limited to, the following work items: LEAD COMPLIANCE PLAN, CONSTRUCTION AREA SIGNS, TRAFFIC CONTROL SYSTEM, TEMPORARY RAILING (TYPE K), TEMPORARY CRASH CUSHION, MAKING & STRIPING, EROSION CONTROL, TEMPORARY CONCRETE WASHOUT, ASPHALT CONCRETE DIKE, COLD PLANE ASPHALT, CONCRETE PAVEMENT, TACK COAT, MINOR CONCRETE, GUARD RAILING DELINEATOR, JOINT SEAL, TREATED WOOD WASTE, CRASH CUSHION, ROAD EXCAVATION, PRECAST, VEGETATION CONTROL, SWPPP, MOBILIZATION.

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Plans and specs are available at no cost to interested DBE firms from the CALTRANS WEBSITE using the Project ID # 07-252624 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

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

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



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

**Phone: (858) 536-3100 • Bid Fax: (858) 586-0164**

**e-mail inquiries to: [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com)**

**SECTION 3 & MINORITY/DISADVANTAGED/WOMEN BUSINESS (MDW)  
SUBCONTRACTORS/SUPPLIERS**

**NOTICE OF BIDS REQUEST**

**JORDAN DOWNS REDEVELOPMENT PHASE 1a**

CANNON CONSTRUCTORS IS SOLICITING BIDS IN GOOD FAITH WITH SECTION 3 & MDW BUSINESS SUBCONTRACTORS/SUPPLIERS FOR THE JORDAN DOWNS REDEVELOPMENT PHASE 1a CONSTRUCTION.

**A SET OF PLANS ARE AVAILABLE FOR VIEWING AT THE FOLLOWING LINK:**

<http://share.bidmail.com/quickplans/quickplans.aspx?cmd=NjExMTk2MjE4LjA1MjYzODctMDU1Mzg0LTAxNTczLTAwMDQ3NDYxMzAtNTIxOTUuMjYyNTQ0MDcuLi4uLi4u>

**BIDDING ALL TRADES**

**BIDS ARE DUE NO LATER THAN TUESDAY, MARCH 21, 2017 AT 1:00 P.M.**

**BIDS SHOULD BE SENT VIA EMAIL TO: MIKE EASTER AT [measter@cannongroup.com](mailto:measter@cannongroup.com)**

CANNON CONSTRUCTORS IS AN EQUAL OPPORTUNITY EMPLOYER AND IS COMMITTED TO, AND ENCOURAGES PARTICIPATION OF SECTION 3 & MDW SUBCONTRACTORS/SUPPLIERS ON THE

JORDAN DOWNS REDEVELOPMENT PHASE 1a CONSTRUCTION.

## 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](http://www.desilvagates.com)

An Equal Opportunity Employer

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

**HESPERIAN BOULEVARD CORRIDOR  
IMPROVEMENT PROJECT FROM EMBERS  
WAY TO WEST A STREET EDEN TOWNSHIP,  
SP NO. 2124 ALAMEDA COUNTY, CALIFORNIA**

OWNER:

County of Alameda – Director of Public Works,  
Public Works Agency  
951 Turner Court Room 300, Hayward, CA 94545

**\*\*REVISED\*\* BID DATE:**

**April 11th, 2017 @ 2:00P.M.**

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

Adjust Iron, Clearing and Grubbing/Demolition, Electrical, Fencing, Joint Trench, Irrigation / Landscape, Minor Concrete, Minor Concrete Structure, Roadside Signs, Striping, Survey/Staking, SWPPP Prep/ Water Pollution Control Plan Prepare, Underground Utilities, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) 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 <http://www.ipdservices.com/clients/east-bay/index.html?alco&Show=Planroom>

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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need LBE/SLBE/VSLBE 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](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the LBE/SLBE/VSLBE goal.

Alameda CTC's Local Business Contract Equity Consultant is available to assist firms in meeting the local and small local business goals. Alameda CTC's Local Business Contract Equity Consultant is: L. Luster and Associates c/o Alameda CTC 1111 Broadway, Suite 800 Oakland, CA 94607 Telephone: (510) 208-7466 or (510) 208-7468 Fax: (510) 893-6489

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.

**SMALL BUSINESS EXCHANGE**

# 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: Alan McKean  
 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:

**RUNWAY 12-30 REHABILITATION SOUTH FIELD OAKLAND INTERNATIONAL AIRPORT, OAKLAND, CA  
 AIP 3-06-0170-(FUTURE)**

OWNER:  
 PORT OF OAKLAND  
 The Board of Port Commissioners  
 530 Water Street, Room 629, Oakland, CA 94607  
**March 15th, 2017 @ 12:00 P.M.**

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

Clearing and Grubbing/Demolition, Cold Plane, Electrical, Emulsion Supplier, Fabric/Geosynthetic Pavement Interlayer, Slurry Seal, Striping, Survey/Staking, SWPPP Prep, Water Pollution Control Plan Prepare, Temporary Erosion Control, Testing, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material, Pavement Grooving and Pavement Milling.

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 http://www.portofoakland.com/Bids.

Fax your bid to (925) 803-4263 to the attention of Estimator Alan McKean. 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/SBE 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.

### D'Arcy & Harty Construction, Inc

(415) 822-5200 Phone • (415) 822-0747 (Fax)  
 Estimator: willie@darcyharty.com

#### City of Piedmont

**Sanitary sewer Rehabilitation  
 Phase 5 Project**

**Bids: March 7th, 2017 at 2:00 PM**

DBE sub- bids requested for:  
 Traffic Control, Saw-cutting, Trucking  
 Paving, Concrete sidewalk,  
 CIPP and Manhole Rehabilitation

Guy F. Atkinson  
 Requests

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

### Caltrans Contract 07-252624

**Construction on State Hwy 5 in Los Angeles County  
 in Los Angeles and at Castaic**

From 0.2 Mile South of Rte 5/14 Separation to 0.7 Mile North of Palomas Wash Bridge

**Bids Tuesday, March 21, 2017**

Description of Work, Services & Supply (but not limited to): AC Dike, AC Paving, Aggregate Base, Alternate Treated Base, Cement, Cold Plane, Concrete Barrier, Concrete Purchase, Construction Area Signs, Dowel Bars, Erosion Control, Hot Mix Asphalt, Midwest Guardrail System, Pavement Marking, Paving Supply, Precast Panel Replacement, QA/QC, Rapid Setting Concrete Slab Replacement, Rubberized Hot Mix Asphalt, Rumble Strip, Saw and Seal (Joint Seals), Temporary Traffic Stripe, Thermoplastic Traffic Stripe, Treated Wood Waste, Trucking.

REFER TO PROJECT SPECS & ADDENDUM 1 FOR COMPLETE BID ITEM LIST.

**ENGINEER'S ESTIMATE is \$140,000,000**

3% DBE Project Goal

\*\*\*\*\*Lower Tier DBE participation is greatly encouraged\*\*\*\*\*

### Guy F. Atkinson

18201 Von Karman Ave, 8th Floor, Irvine, CA 92612

socal.esteeming@atkn.com

Phone: 949-382-7145 / Fax: 949-553-0252

Guy F. Atkinson is a union contractor and an Equal Opportunity Employer. Atkinson is signatory to the Carpenters, Cement Masons, Laborers and Operating Engineers Unions. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors with contract value greater than \$100,000. Atkinson will pay the cost of bonds up to 2.0%. Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (see project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. Please provide contractor's license number and Department of Industrial Relations (DIR) registration number with your quote.

Atkinson requests that subs and vendors register and prequalify in our online system at <https://www.atknextranet.com> prior to bidding.

**TO DOWNLOAD PLANS, SPECS, ADDENDA, THE INFO HANDOUT, ETC and VIEW Q&A:** Please go to the Caltrans Contracts web site:

<http://www.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=07-252624>

Please contact Atkinson with any questions or for help with your bid.

Sub-Bids Requested From Qualified MBE / WBE Subcontractors & Suppliers

### East Bay Municipal Utility District, No. WSID 001

**Recycled Water Master Plan Update**

Location: Oakland, CA

Bid Date: 3/24/2017

Seeking the following services: Public Outreach, Cost Estimating, Climate Change, Satellite Water Treatment Planning, Distribution Piping Design Criteria, Environmental Justice.

### RMC, a Woodard & Curran Company

2175 N. California Blvd., Ste. 315 • Walnut Creek, CA 94596

Phone: 925-627-4135 • Fax: 925-627-4100

Contact: Sandy Bailey • Email: [sjbailey@woodardcurran.com](mailto:sjbailey@woodardcurran.com)

We will assist interested firms in obtaining bonds, lines of credit and/or insurance if necessary.

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# The Key to a Future-Proof City

## Continued from page 1

What many of us take for granted, i.e. a bank account or a permanent address, is not available to everyone. Establishing a digital identity is often the first step for citizens to receive social benefits and to get access to public services such as libraries and transit systems.

Acquiring identification and receiving social benefits electronically or digitally helps people – many of whom are unbanked – have a way to receive, store, access, and use their money. Electronic or digital receipt of funds can also help toward building up a credit score which enables people to get a loan to buy a car, go to school, start a business, or expand a business.

Employees who receive their salaries in an electronic format are able to save their money in a more secure and more formal way. And for cities, paying salaries and social benefits electronically provides city government with increased efficiency and insurance that the right amount in funds is being received by the right person.

Access to basic financial tools because of identity can be a create equalizer. They can go a long way toward creating an equality of opportunity that's essential to driving greater job creation, economic growth, and individual empowerment – including a heightened focus on driving gender parity as well as poverty-reduction.

The role of the public sector is indispensable. But increasingly the private sector has a vital role to play as well. The private sector can help drive ease and convenience for consumers through products and services, especially by adopting a mind-shift toward creating more products and services with cities in mind. There are opportunities to make daily commutes more efficient and more hassle-free.

There are opportunities to make sure there's a strong and secure acceptance infrastructure in place for electronic payments, so that consumers with access to electronic payments are able to use them. The first key that municipal leaders hold in advancing the City Possible is inclusion. The second key is connectivity.

### Key #2: Quality of Life – Making Your City More Connected

In many cities, mobility models were designed for cars and therefore lack the necessary integration across different modes of transport. This can make it hard for residents – especially those that don't own a car and often work on unpredictable schedules – to get to their jobs or pick up their kids from school in time.

In many of the largest U.S. cities, commuters have to buy different paper tickets to take the subway, train, and bus. Think of each of these steps and the extra time and expense added to

the daily lives of each commuter. Think of the international tourists who come to a city, ready to explore, only to be confronted with a new tariff and ticketing system.

Congestion and pollution also pose substantial health risks – vehicles account for 75 percent of carbon monoxide emissions in the US – affecting the most vulnerable populations.

There is tremendous opportunity to bring a seamless experience to people's daily commutes – one that can even encourage drivers to become public transit users. This transformation from driver to transit user becomes all the more urgent as urbanization levels increase and roads become even more congested. Improving public transit is more many a sign of a city's progress. Enrique Penalosa, Mayor of Bogota, went so far as to say: "an advanced city is not one where 'even the poor use cars', but rather one where 'even the rich use public transport.'"

In recent years, cities such as Chicago, Boston, New York, Los Angeles, and Las Vegas have made enormous strides in giving commuters a faster, easier way to get onto trains and buses, while at the same time giving them more control over their money. They've done this by turning bank cards and mobile phones into transit tickets. And it's not just happening in the U.S.

It's happening in countries like the UK as well. Transport for London has reduced the cost of collecting fares from about 14 to just below 9 percent by enabling bank cards to be used directly at the turnstile. Those are savings that the city of London can reinvest in other areas to the benefit of its citizens.

### Key #3: Economic Growth – Making Your City More Sustainable

Inclusivity and connectivity are essential pillars of the 21st century City Possible. Both are also inextricably linked to increased sustainability, especially when it comes to urban transit. Most transportation systems are designed for the peak of peaks, which requires a higher investment of public funds at a time when public resources are scarce. Through active demand management, cities can delay their next large scale infrastructure investment by 2-3 years, delivering significant savings.

Data analytics can enable transit authorities to nudge their users into off-peak routes using a mixture of information and incentives. Large urban transit systems could save hundreds of millions simply by diverting 5-10 percent of passengers to less busy routes at peak times. When Singapore offered free rides to those traveling before the morning rush-hour (at 6am), 7 percent of customers shifted out of the peak commute.

Advanced data analytics can also guide economic growth and urban planning. The analytics from spending flows can help identify and predict patterns of commercial activity – enabling city planning and commercial real estate to better understand the relationship of how people move around and buy. This insight can then be used to guide planning decisions such as deciding where city centers, businesses and retailers should be located.

Data derived from transit and retail outlets can help inform more inclusive and more sustainable urban planning around critical areas such as housing, transportation and energy management as well.

### Conclusion

In the 21st century, urban leaders have a generational opportunity to make their cities more inclusive, connected, and sustainable by harnessing digital technologies and related data insights in an even fuller, deeper way.

Realizing the City Possible requires collaboration across industries, sectors and geographies and the leadership of organizations such as C40, as well as governments at all levels. As such, it's not a solo expedition but a shared responsibility. Urban champion Jane Jacobs put it well when she said, "cities have the capability of providing something for everybody, only because, and only when, they are created by everybody."

The promise of urban life is the promise of greater community and higher standards of living for more people. There are no greater stewards of that promise than municipal leaders in both government and business.

### About the Author

Mastercard is a technology company in the global payments industry. We operate the world's fastest payments processing network, connecting consumers, financial institutions, merchants, governments and businesses in more than 210 countries and territories.

For Mastercard, "smart city" is not an end in itself, but a means towards unlocking economic growth opportunities for cities, creating a better quality of life for citizens, and building more sustainable and resilient communities. We provide technology and insights that:

- Unlock the power of data – to guide urban planning and tourism strategies
- Optimize the urban mobility experience – to make public transportation more accessible and seamless for citizens and visitors
- Provide innovative electronic payments – to help cities become more efficient and inclusive

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