

5 Best Practices for Economic Developers

There are some proven approaches that can go a long way toward maximizing the odds of success.



By Catalina Valencia

Economic development is fiercely competitive, and there are myriad opinions about the best strategies to successfully attract business and industry to a region. Some fall on the sword of incentives, while others place their faith in the lure of an abundant natural resource. The reality, though, is that there is no silver bullet when it comes to consistently securing corporate investment, and there are many ways to stumble. Many economic-development organizations get distracted by local politics, are hamstrung by lack of resources or do not receive adequate training to fulfill their missions.

Throughout my career in economic development and site selection, I have experienced the good, the bad and the ugly of these efforts. And while no two regions are alike, I've come to realize that there are some common best practices that can significantly improve the odds that your region will land the big fish when it nibbles:

1. Align key stakeholders around a common vision: Companies canvassing locations for a new manufacturing plant expect an inviting attitude. It begins with the state and local economic-development teams, but if it isn't carried forward with representatives from affected jurisdictions, business groups, local utilities, workforce organizations, educational institutions and others, you stand to be eliminated from consideration. Educating local stakeholders on the purpose and value of your organization is a critical role of the economic developer. Their buy-in of your mission is the fuel that makes the economic-development engine run.

2. Know and develop your available sites and buildings: One of the first things site selectors will request is a list of available sites or buildings. More than a list of addresses, your spreadsheet should contain all parcels and existing facilities, each characterized by size, zoning restrictions, proximity to relevant infrastructure and utilities, the sites' advantages and shortcomings, and mitigation plans to address issues. For example, if gas service is not available at a site, the spreadsheet should explain what is needed to secure it along with an estimated cost and timeline. If funding allows, communities should proceed to develop available sites to an extent that it lessens start-up time for potential industrial users.

3. Assume the role of gatekeeper: Whether an inquiry comes directly from a site selector or from a state agency, the local economic developer should serve as the gatekeeper for the proposal, gathering all the necessary information and compiling it into a response that is complete and accurate. With the gatekeeper's guidance, everyone has their assignment, there is no duplication of effort, and if the first two tips above are followed most of the information should already be available.

4. Implement a business retention program: Existing businesses are usually your greatest resource for attracting new jobs and investment and your best ally when it comes to advocating for your community. A strong business retention program can nurture this. An effective program might include hosting roundtable discussions and one-on-one meetings for key employers and municipal leaders, as well as providing regular networking events to encourage community-

wide engagement. A business retention program can also serve to groom the local business community for employer interviews, which help site selectors understand how companies deal with local and state laws or restrictions, infrastructure and labor issues, and costs of business. If a particular business doesn't allow site visits due to privacy policies or other concerns, providing even limited access to site selectors is perfectly acceptable.

5. Benchmark: Envious of a particular region that doesn't compete with yours but always seems to land big projects? Visit them to learn how they do it. Ask questions regarding their vision and goals; how their economic development team is structured; how they manage the flow of information during the site-selection process; how their business retention program works and who participates; and what trends they are seeing. You should also ask similar questions of the site-selection consultants you visit with so you can compare their answers to those of the local economic-development team and government leaders.

Conducted with passion and a sense of communal camaraderie, the business of attracting business can

■ Continued on page 6

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Publisher of
Small Business Exchange
weekly newspaper

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:

**BART EARTHQUAKE SAFETY PROGRAM AERIAL STRUCTURES
FRUITVALE STATION AND COLISEUM STATION**

Contract No. 15PJ-130B

Bid Closing Date: JUNE 6, 2017 @ 2:00 PM

DBE GOAL: 12%

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:

The work in this Contract includes but is not limited to providing structural retrofit of pier foundations, columns and pier caps; demolition of selected existing facilities; shoring for excavation support; excavation; steel and concrete structure retrofit at girders, and stairs; drilling and bonding dowels in concrete; electrical work at piers and the main concourse, defined as the covered area between station entrances; architectural work at stairs and curtain walls, retrofit of escalator trusses, restoration of paving, striping, sidewalks, signage, traffic control, utilities. Optional Work; Breakrooms improvements at Coliseum station and/or Fruitvale station may be included at the discretion of the District as described in the Contract Documents. Duration of Project is 1200 Calendar Days.

Note: This project includes a Buy America Clause and Owner Controlled Insurance Program (OCIP)

Subcontractors and Suppliers being solicited include but not limited to:

Construction Staking, Traffic Control System, Project Signs, Construction Area Signs, Construction Site Mgmt., Prepare SWPPP, Rain Event Action Plan, Storm Water Annual Report, Temporary SWPPP Devices, Street Sweeping, Temporary Concrete Washout, Temporary Fence (Type ESA), Abatement (Asbestos/Lead) & Demolition, Select Structure Concrete Removal, Pre-Stressing/Post Tensioning, Concrete Reinforcing, Concrete Reinforcing (Foundation), Cast-in-Place Concrete, Cast-in-Place Concrete (Foundation), Drill and Bond Dowels, Drill and Bond Dowels (Chemical Adhesive), Fiber Reinforced Polymer Column Casing, Structural Steel Framing, Architectural Work (Aluminum Walls, Glazing and Storefronts), Fire Suppression, Plumbing & HVAC, Electrical and Communication, Earthwork, Shoring and Underpinning for Safeguarding Structures, Asphalt Paving, Concrete Paving, Minor Concrete (Concrete Curbs, Gutters, and Walks), Signage and Pavement Markings, Chain Link Fences and Gates, Utilities, Building General Contractors for Breakroom(s) Optional Improvements, Temporary Fence, Trucking, Portable Toilets, Concrete Supply and Placement.

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 the Districts Offices for plan room locations please call BART at 510-851-3174. 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.



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 80 – FOR CONSTRUCTION
ON STATE HIGHWAY IN
CONTRA COSTA COUNTY, IN AND
NEAR RICHMOND, EL CERRITO, SAN PABLO,
PINOLE AND HERCULES, FROM ALAMEDA/
CONTRA COSTA COUNTY LINE TO ROUTE
80/4 SEPARATION,
Contract No. 04-4J3404
Federal-Aid Project ACIM-080-1(117)E,
Disadvantaged Business Enterprise Goal
Assigned is 14%**

OWNER:

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

Bid Date: June 1st, 2017 @ 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, Clearing and Grubbing/Demolition, Cold Plane Asphalt Concrete Pavement, Concrete Barrier (Anchor Block), Construction Area Signs, Alternative Crash Cushion, Develop Water Supply, Electrical, Geosynthetic Pavement Interlayer, Hazardous Material, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, Roadside Signs, Delineator, Markers, Striping, Survey/Staking, SWPPP / Water Pollution Control Plan Preparation, Temporary Erosion Control, Vegetation Control, Trucking, Street Sweeping, Class 2 Aggregate Base Material, Class 2 Permeable Material, Hot Mix Asphalt (Type A) Material, Rubberized 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 our local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:17pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is 17pa55wd) 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/Public-Works.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/SB-TRCs). 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.

California Sub-Bid Request Ads

Largo Concrete, Inc. (LCI) is a Prime Contractor seeking quotes from certified Disadvantaged Business Enterprises (DBEs) Subcontractors/Suppliers for the following project:

Construction of the Metrolink Parking Structure at the Orange Transportation Center
608 stalls, 5 level parking structure (2 levels below grade, 3 levels above), 200,000gsf
Estimated Cost: \$19,300,000, Disadvantage Business Enterprise (DBE) Participation Goal: 6%
Bid date and time: June 1st, 2017 at 11:00am



Largo Concrete, Inc.
2741 Walnut Avenue, First Floor, Tustin, CA 92780
Phone (714) 731-3600, Fax (714) 731-4800

Subcontractors/Suppliers Requested for, but not limited to, the following: Surveying, Demolition, Shoring, Earthwork/Grading, Site Utilities, Paving, Striping, Landscaping, Reinforcing, PreCast Panels, CMU & Brick Veneer, Miscellaneous Metals, Rough Carpentry, Waterproofing & Coatings, Insulation, Sheet Metal, Doors & Hardware, Glass & Glazing, Painting/Anti-Graffiti & Sealer, Signage, Elevators, Fire Sprinklers/Standpipe, Parking Access Controls, Plumbing, Electrical, Photovoltaic, DAS Systems, and Traffic Signals.

Items of work may be broken down into economically feasible packages to encourage participation.

LCI intends to conduct itself in good faith with all firms for participation on this project.

For additional project information or to discuss obtaining necessary equipment, supplies, and/or materials, bonding, insurance or lines of credit contact Richard Fiz, rfiz@largoconcrete.com (714) 656-0771

Contract documents are available at: *Electronic copies of the plans and specifications can be downloaded from <https://cammnet.octa.net>. Largo has also made plans and specifications available through our BidMail, if you require assistance with access to plans/specs or contract requirements please contact Richard Fiz, rfiz@largoconcrete.com (714) 656-0771.



8201 Edgewater Drive, Suite 202 • Oakland, CA 94621
Phone (510) 777-5000 • Fax (510) 777-5099

LBE Subcontractor/Supplier Bids Requested For:
City and County of San Francisco • San Francisco International Airport
Medium Voltage Station 'BP' Replacement and Telecommunication Infrastructure Expansion
Contract No. 3829.61
BID DATE: June 1, 2017 at 2:00PM
Fax all quotes to 510-777-5099

Requesting certified LBE Subcontractor and Supplier Quotes on:
Electrical Suppliers, Electrical Subcontractors, Sheet Metal Subcontractors, Civil Excavation, Concrete & Paving, Mechanical Contractors, Piping Contractors, Underground Construction, Medium Voltage Terminations

Plans and specifications are available for download, free of charge, directly from the owner at <http://www.sfoconstruction.com/>. These can also be provided by Shimmick Construction. Please contact Jamie Helmick at jhelmick@shimmick.com.

Subcontractors and Suppliers interested in this project may contact Greg Adams by email at gadams@shimmick.com for questions on specifications.

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

Proven Management, Inc.

225 3rd Street, Oakland, CA 94607 Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified and certified Disadvantaged Business Enterprise (DBE) subcontractors, suppliers, and truckers for the following project:

SOUTH SAN FRANCISCO STATION IMPROVEMENTS • CALTRAIN CONTRACT #17-J-C-063 • Bids: 05/30/2017 @ 2 PM
SUBCONTRACTING GOAL – DBE- 14%

Demo; Site Clearing; Earthwork; Disposal of Excess Soil & Railroad Ballast; Station Platforms, Sidewalks, Curbs & Gutters; Asphalt Paving; Wheelstops; Station Fence & Railing; Chain Link Fence; Traffic Control; Welded Wire Mesh Fence; Retaining Wall System; Planting/Irrigation;

CIP Concrete, Shotcrete; Rebar; CIDH Piles; OCS Pole Foundations & Guy Anchors; Glass Unit Masonry; Metal Fab; Handrails & Railings; Anti-Graffiti Window Film; Paints/Coatings; Graffiti-Resistant Coating; Station Furnishings; Station Shelters; Wheelchair Lift & Shed; Signs; Plumbing; Mechanical; Fire-Suppression Piping; Electrical; Site Lighting; CCTV System; PA System; Trackwork; Timber Crossies & Switch Ties; Conc Crossies & Rail Fastener Assemblies; Rail; Track Removal & Salvage; Conc Grade Crossings; Thermitic Rail Welding

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested SBE certified suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested SBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

We are an Equal Opportunity Employer

Gold Ridge RCD

2776 Sullivan Rd • Sebastopol, CA 95472
Phone: 707-823-5244 • Fax: 707-823-5243

Contact: William Hart • William@goldridgercd.org

The Gold Ridge Resource Conservation District is seeking Minority- and Women-Owned Business Enterprises for the following project:

Valley Ford Cheese Company
Rainwater Harvesting System
Location: Valley Ford, Sonoma County, CA

Construction Timeframe (approximate): Week of July 31 – to the week of October 2. Construction is expected to take 7-10 weeks, exact timing within the allowed timeframe will depend on contractor's schedule.

Project Scope:

The project comprises of construction activities at the Valley Ford Cheese Company, located in Valley Ford, CA. Bids are requested from licensed and qualified contractors for the installation of a rainwater harvesting system. The project occurs within a commercial business on private land. There is one building identified for work, and the building requires modest changes to attach the gutters in a safe and functional manner. Licensed contractors with prevailing wage reporting requirement experience are encouraged to attend the bid tour. More info available at <http://goldridgercd.org/htm/for-contractors.htm>

The project includes the following components:

- Site preparation work, including trenching;
- Excavation of primary and auxiliary tank pad sites;
- Installation of gutters, gutter hardware, downspouts, first flush diversion systems, and associated components;
- Installation of compacted gravel pad, ring and retaining wall;
- Pressure tank and gauge;
- Service utility panel;
- Acquisition and installation of two auxiliary water storage tanks;
- Erosion control measures

Full Request for Bids available at:
www.goldridgercd.org

Specific trades/licenses requested:
a current California Class A General Engineering License is required.

THIS IS A PREVAILING WAGE PROJECT.
Certification of insurance for General Liability and Workers' Compensation are required.

Letters of Intent required by 5 PM, Friday, June 23, 2017 to attend a **mandatory** bid tour at 10 AM, Friday, June 30, 2017.

Bids are due by 5 PM on Friday, July 20, 2017.
See full RFB for more details.

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P: 415-778-6250 or 800-800-8534

F: 415-778-6255

E: sbe@sbeinc.com

W: www.sbeinc.com

SBE is a certified DBE firm

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To Download the AD ORDER FORM, please visit the link below:
<http://e8.octadyne.net/clientFiles/8023/Sub-Bid-Request-Order-Form-rev-5-20-16-.pdf>

California Sub-Bid Request Ads

REQUEST FOR CERTIFIED DBE
SUBCONTRACTORS, SUPPLIERS & TRUCKERS
FOR:

**BART Earthquake Safety Program
Fruitvale & Coliseum Station**

Oakland, CA

Contract No. 15PJ-130B

Bid Date: June 6, 2017 @ 2:00 PM

Work types requested, but are not limited to,
the following:

TEMP TRAFFIC CONTROL, PROJECT SIGNS, DEMO, ASBESTOS ABATEMENT, REBAR, CIP CONCRETE, DRILL & BOND DOWELS, ARCHITECTURAL WORK, PLUMBING, ELECTRICAL, FIRE SUPPRESSION STANDPIPE, AC PAVING, CONCRETE PAVING, CL FENCE, BUILDING WORK FOR BREAK-ROOMS, PLANTING & IRRIGATION, JANITORIAL SERVICES, PRESTRESSING, HOLD DOWN ASSEMBLIES, EXCAVATION AND BACKFILL, SHORING, COMMUNICATIONS WORK, MATERIALS TESTING, COLUMN CASINGS, TILE WORK, HVAC WORK, ALUMINUM PANEL WORK, CONSTRUCTION MATERIALS, SECURITY SERVICES, & TRUCKING.

Plans and Specifications are available for review at our office, or can be downloaded online at the following website: <https://suppliers.bart.gov>

Call for assistance in obtaining bonds, line of credit, insurance and scheduling accommodations.

Gordon N. Ball, Inc.

Attn: Serina Sirna

333 Camille Ave., Alamo, CA 94507

Phone: (925) 838-5675 • Fax: (925) 838-0814
estimating@ballconco.com

An Equal Opportunity Employer

CAHILL CONTRACTORS, LLC
Colby Smith at estimating@cahill-sf.com
(415) 677-0611

CAHILL CONTRACTORS, LLC
requests bids from Certified SBE
Subcontractors and Suppliers for the
following TRADES:

Site Clearing & Demolition / Windows,
Storefronts, Glazing & Skylights / Shoring
& Underpinning / Piles, Drilled Piers,
Ground Improvements / Personnel Hoist
/ Crane Service

**1296 SHOTWELL ST.
SENIOR AFFORDABLE HOUSING
(SELECT TRADES)**

**1296 Shotwell St.,
San Francisco, CA 94110**

This is a CMD project with construction
workforce and prevailing wage requirements.

BID DATE: 6/16/17 @ 2PM

Voluntary Pre-Bid Meeting:

6/1/17 @ 10AM, Cahill's Office
425 California St., Suite 2200
San Francisco, CA 94104

BID DOCUMENTS:

Please contact Colby for access to
documents on BuildingConnected.

Sub-Bids Requested from qualified DBE Firms Subcontractors and Suppliers For:

STERLING RESERVOIR AND PUMP STATION

SPECIFICATION W-238B

Owner: Western Municipal Water District

Location: Riverside County, CA

Bid Date: May 31, 2017 @ 2:00 P.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789

Phone: (909) 595-4397 • Fax: (909) 444-4268

Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Base Materials, AC Paving, Dewatering, Landscaping, Ready-Mix Concrete, Reinforcing Steel, Precast Concrete Vaults, Masonry, Structural Steel, Miscellaneous Metals, Metal Decking, Metal Framing & Drywall, Metal Wall Panels, Roofing, Sheet Metal, Roof Hatches, Metal Doors/Frames/Hardware, Sealants, Floor Hatches, Overhead Coiling Doors, Tubular Skylights, Glazing, Painting & Coatings, Louvers, Signage, Fire Extinguishers & Cabinets, Toilet Accessories, Equipment, HVAC, Electrical and Instrumentation.

Plans and Specifications: Email your request to katie.desmith@jfshea.com.

Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.

Long Island (Babylon), NY Sub-Bid Request Ad

**SHEA McNally JV
BIDDING OPPORTUNITY**

MBE/WBE/DBE Certified with the following certifying authority:

A DBE is a Disadvantaged, Minority, or Woman Business Enterprise that has been certified by an entity from which EPA accepts certifications as described in 40 CFR 33.204-33.205 or certified by EPA. EPA accepts certifications from entities that meet or exceed EPA certification standards as described in 40 CFR 33.202.

Inviting qualified contractors, specifically **MBE/WBE/DBE firms certified/eligible as listed above**, to contact Shea McNally JV (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming tunnel and shafts project.

The Work under this contract is located in Long Island (Babylon), New York. The Work consists of:

**Southwest Outfall Replacement, Capital Project No. 8108
Owner: County of Suffolk – Dept. of Public Works-Yaphank, NY
Capital Project No. 8108
BID DATE: June 8, 2017 at 11:00 AM**

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, underground blasting, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, fencing and gates, geotechnical and structural instrumentation, slurry wall, cased auger shaft construction, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, waterproofing, service utilities, grouting, mechanical equipment – hydraulic, sluice & weir gates, electrical services, pest control, IT services, security, waste disposal, cleaning services, and security services.

Any business seeking to participate as a **MBE/WBE/DBE** in the Contract that is not currently certified DBE by the EPA and the requirements set forth above should review **40 CFR 33.204-33.205** or certified by EPA shown above to obtain current certification.

Shea McNally JV set up an FTP site where you can view all plans, specifications and addendums for your convenience. Please contact Steve Fiore at (909) 595-4397, Steven.Fiore@jfshea.com, to receive instructions on accessing the FTP Site.

**Shea McNally JV
An EEO Employer
(J.F. Shea Construction, Inc. – McNally Tunneling Corporation)
667 Brea Canyon Road, Suite 22 • Walnut, CA 91789
909-594-0990 • 909-869-0827 (fax)
Attn: Dennis Poulton, Chief Engineer**

California Sub-Bid Request Ads



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Cold plane and overlay pavement, install
Guardrail and curb ramps - Hwy 80
Richmond/EI Cerrito/San Pablo/Pinole/
Hercules
Caltrans #04-4J3404
BID DATE: June 1st, 2017 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Noise Monitoring, Clearing & Grubbing, Dust Palliative, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Filter Fabric, Prepaving Inertial Profiler, Channelizers, Temporary Erosion Control Measures, Bonded Wearing Course, Prime Coat, Asphaltic Emulsion, Geosynthetic Pavement Interlayer, Data Core, AC Dike, Tack Coat, Cold Plane AC, Adjust Utilities, Detectable Warning Surface, Minor Concrete, Pre/Post Construction Surveys, Delineator, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Transition Railing, Crash Cushion, Concrete Barrier, Striping & Marking, Electrical and Construction Materials

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.



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

REQUEST FOR DVBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Hot mix asphalt pavement resurfacing
Hwy 37 Novato - Caltrans #04-1K3704
BID DATE: May 31, 2017 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Treated Wood Waste, Date Core, AC Dike, Tack Coat, Cold Plane AC, Minor Concrete, Pavement Marker, Roadside Signs, Striping & Marking and Construction Materials

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 DVBE 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.



Proven Management, Inc.
225 3rd Street, Oakland, CA 94607
Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified DBE/SBE/WBE/MBE subcontractors, suppliers, and truckers for the following project

**CONSTRUCTION OF HAYWARD MAINTENANCE
COMPLEX PROJECT
TURNABLE RELOCATION
BART Contract No. 01RQ-190 / FTA GRANT #CA-95-X326
Bids: May 23, 2017 @ 2 pm
Subcontracting Goal - DBE 10%**

The work in this contract includes but is not limited to: Demolition; Portland Cement Concrete; CIP Concrete; Concrete Reinforcing; Non-Shrink Grout; Metal Welding; Structural Steel Framing; Metal Fabrications; Metal Stairs & Railings; Painting; Mechanical Vehicle Turntable; Raceways; Underground Ductwork & Structures for Facility Services; Electrical; Low-Voltage Wires & Cables; Circuit Breakers & Panelboards; Earthwork; Clearing/Grubbing; Excavation Support & Protection; Asphalt Paving; Aggregate Subbase & Base Courses; Storm Drain Utilities; Concrete Ties; Contact Rail Systems; Ballasted Track; Running Rail; Trackwork; DC Control Power System; Traction Power Cables

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please contact Ben Pearce at ben@provenmanagement.com PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

We are an Equal Opportunity Employer



11555 Dublin Boulevard • Dublin, CA 94568-2909
Phone: (925) 829-9220
Estimator: ALAN MCKEAN
Website: www.desilvagates.com
An Equal Opportunity Employer

Golden Gate Constructors (GGC) is preparing a bid as a Prime Contractor for the project listed below:

**TEMPORARY ROADWAY AND AOA PERMANENT BUMP
OUT AT SAN FRANCISCO INTERNATIONAL AIRPORT,
Contract No. 10515.71,
Local Business Enterprise Requirement is 25%**

OWNER:

CITY AND COUNTY OF SAN FRANCISCO
c/o Webcor Builders –
Project Trailer, 56 South MacDonnel Road,
San Francisco, CA 94128

BID DATE: May 22nd @ 2:00 P.M.

We hereby encourage responsible participation of Local Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

BLAST FENCE, CEMENT TREATED BASE SUPPLIER, CLEARING AND GRUBBING/DEMOLITION, ELECTRICAL, FENCING, MINOR CONCRETE, STRIPING, TEMPORARY EROSION CONTROL, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, AGGREGATE BASE MATERIAL, HOT MIX ASPHALT MATERIAL.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, 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.

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 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). GGC is willing to breakout portions of work to increase the expectation of meeting the LBE requirement.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. GGC is an equal opportunity employer.

5 Best Practices for Economic Developers

Continued from page 1

reap tremendous rewards for your region. Following these best practices will go a long way toward ensuring that you land a prize catch with each cast.

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

California Sub-Bid Request Ads

nibbi

Project Name: Pier 70, Building 101 DIV 2-33
Location: San Francisco, California
Bid Date: June 15, 2017 @10:00AM
Pre-Bid Conference: TBD

Nibbi Brothers has been selected as the General Contractor for the Pier 70, Building 101 project in San Francisco, CA. We are requesting bids from qualified subcontractors and suppliers including those certified with the San Francisco Contract Monitoring Department (CMD) as a local enterprise (LBE) for Division 2-33. Renovation and tenant improvements for existing Historical Building 101 at Pier 70 in San Francisco. Existing building is a 5 story structure, approximately 60,000 sf, previously utilized as office space. Renovations include; selective demolition of existing building elements, various structural upgrades, construction of new occupied green roof terrace, renovation of historical finishes both interior and exterior, complete tenant improvements of entire building, new building addition (Café), new conveying, mechanical and electrical systems throughout. Bids are due Thursday, June 15, 2017 @ 10:00am. To obtain bid documents please contact Kristin Medwick, Senior Precon & Estimating Coordinator via email, kristinm@nibbi.com. For specific questions regarding this project, please email Igor Bershteyn, igorb@nibbi.com.

**IN ORDER TO OBTAIN
 BID DOCUMENTS AND SUBMIT A BID,
 PLEASE CONTACT KRISTIN MEDWICK
 VIA EMAIL, KRISTINM@NIBBI.COM**

nibbi

**Project Name: Pier 70, Building 101
 (Roof Structural Steel Only)**
Location: San Francisco, California
Bid Date: May 31, 2017 @10:00am
Pre-Bid Conference: TBD

Nibbi Brothers has been selected as the General Contractor for the Pier 70, Building 101 project in San Francisco, CA. We are requesting bids from qualified subcontractors and suppliers including those certified with the San Francisco Contract Monitoring Department (CMD) as a local enterprise (LBE) for Division 5, Roof Structural Steel only. The project consists of renovation and tenant improvements for existing Historical Building 101 at Pier 70 in San Francisco. Existing building is a 5 story structure, approximately 60,000 sf, previously utilized as office space. Renovations include; selective demolition of existing building elements, various structural upgrades, construction of new occupied green roof terrace, renovation of historical finishes both interior and exterior, complete tenant improvements of entire building, new building addition (Café), new conveying, mechanical and electrical systems throughout. Bids are due Wednesday, May 31, 2017 @ 10:00am. To obtain bid documents please contact Kristin Medwick, Senior Precon & Estimating Coordinator via email, kristinm@nibbi.com. For specific questions regarding this project, please email Igor Bershteyn, igorb@nibbi.com.

**IN ORDER TO OBTAIN
 BID DOCUMENTS AND SUBMIT A BID,
 PLEASE CONTACT KRISTIN MEDWICK
 VIA EMAIL, KRISTINM@NIBBI.COM**

Atkins North America, Inc.

Atkins, a national design, engineering, and project management consultant, is seeking interested SBE, including DBE firms, to provide geotechnical and environmental services to support engineering design services to construct a toll gantry system for the All Electronic Tolling system at the Golden Gate Bridge Toll Plaza.

Additional information on the subject RFP can be obtained by emailing Stefany.barone@atkinglobal.com.

Atkins can assist qualified firms with obtaining bonds, lines of credit, or insurance as required by contract documents.

To be considered, forward your firm and personnel qualifications and SBE/DBE certification by 05-24-17 to:

STEFANY BARONE, Atkins
email: Stefany.barone@atkinglobal.com
p: 303.221.7275 • f: 303.221.7276
EOE

Visit www.sbeinc.com to download the latest SBE Newspaper and Newsletter



Public Legal Notices

CLARK CONSTRUCTION



(An Equal Opportunity Employer)

is seeking subcontractors to participate in a prequalification process where sub-trades will complete a Request For Qualifications (RFQ). Clark Construction Group and San Francisco Public Works will prequalify trade subcontractors that will receive an Invitation to Bid on the SFMTA Central Warehouse and Overhead Lines Facility (Burke Warehouse) project.

Currently pre-qualifying for mechanical, electrical, plumbing, fire protection, earthwork, roofing, metal panels, demolition, abatement, concrete, storage racks, micropiles, glass & glazing, utilities, and structural steel.

• RFQ Due Date - June 09, 2017 at 2 pm

A Pre-Qualification Conference will be held at the project site located at 1570 Burke Avenue, San Francisco CA, 94124, on **May 24, 2017 at 2:00 pm**

RFQ Documents Can be Downloaded at: <https://clarkconstruction.box.com/v/SFMTAwarehouse>

Clark Construction Group- California, LP
Contractor License #839892

180 Howard Street, Suite 1200, San Francisco, CA 94105
 Phone: 415/767/7019 • Fax: 415/767/7099

Contact: Plamen Ivanov • plamen.ivanov@clarkconstruction.com

SAN FRANCISCO COUNTY TRANSPORTATION AUTHORITY

REQUEST FOR PROPOSALS FOR CONSTRUCTION MANAGEMENT SERVICES FOR THE YERBA BUENA ISLAND(YBI) WESTSIDE BRIDGES AND YBI SOUTHGATE ROAD REALIGNMENT IMPROVEMENTS (RFP 16/17-09)

Notice is hereby given that the San Francisco County Transportation Authority is requesting proposals from interested firms for Construction Management Services for the YBI Westside Bridges and YBI Southgate Road Realignment Improvements. The full request for proposals is posted on the Transportation Authority website, www.sfcta.org/contracting. Proposals are due by Monday, June 12, 2017 at 2 p.m., at the Transportation Authority offices.