

'It Will Never Work,' They Said -- But It Did

Naysayers shouldn't stop you from forging ahead, especially if you have the the willpower as well as the research to prove them wrong.



Image credit: Thomas Barwick | Getty Images

John Rampton

In life and work, you will always find naysayers or those that just don't have the same vision as you do. Some mean well while others are pretty much always negative. It's happened to me with my business ideas where I was told it would never work. I imagine you've experienced the same thing as well.

However, it shouldn't stop you from forging ahead, especially if you have the the willpower as well as the research to prove them wrong.

When I started my company Due, I was told it wouldn't work because the market was too crowded. The naysayers responded that it wouldn't be sustainable. It was "no" on all accounts from many around me. This included every investor that I talked to. While I didn't use investors to fund this business, some of you may also get resounding "no's" from people you ask to invest in what you are doing. This doesn't mean you're wrong; they just don't see the same vision as you.

While it is easy to get discouraged and start to doubt yourself about what you envisioned, you can't let it stop you. Letting that negativity bring you down could result in mental blocks that will hurt your business moving forward. It's amazing how much everything really is a mental game. You don't want to be thrown off that game when you have a business to build and people to prove wrong.

When it happened to me, I let them know I appreciated their input and acknowledged their concerns. Then I moved ahead with what I knew to be true. My first thought was to defend my actions, but I didn't think it was important, especially when I could use that time to continue developing my business. After all, actions are much louder than words, and if I had any inkling of proving them wrong, I could do so when Due was a success.

Here are some recommendations for entrepreneurs who are in similar situations with the lack of support from those around them:

Minimize talking about your business idea and progress with anyone that has suggested it won't work. While they mostly mean well, it is not where you should have your head at or where you should waste your energy. I didn't shut these people out of my life because it didn't need to be that dramatic. Instead, if I had conversations with these people, I just opted to talk about other things where we had a shared interest, common ground or some neutral beliefs.

Surround yourself with those that do believe in what you are doing and can provide positive and practical advice to ensure what you do will succeed. You can do this by participating in an incubator or accelerator program as well as find a mentor who can guide your progress. Having a mentor and outsourcing talent was particularly beneficial for me when I would get stuck on a

part of building Due where I did not have as much knowledge, including some of the technical components. Bringing in these people ignited my passion because they showed a similar level of enthusiasm and belief in what I was doing.

Continually review your research and assess the market for your business. Looking at quantitative evidence that your startup has an audience that needs and wants what you want will keep you focused on the prize. The proof is in the pudding, so the saying goes, and I could see the fact that the gig economy and freelancers were growing at a significant rate, not to mention there was no real complete solution for online billing and payments for this demographic. Seeing the potential renewed my belief in what I was building.

Stick to the fundamentals of building a business. Staying busy with what you need to accomplish will help your mind wandering back to what those who doubt you have said. The physical act of getting things done

■ Continued on page 3

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Publisher of
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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.

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@atkinsglobal.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@atkinsglobal.com
p: 303.221.7275 • f: 303.221.7276

EOE



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, igor@nibbi.com.

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

California Sub-Bid Request Ads



11555 Dublin Boulevard
Dublin, CA 94568-2909
Phone: (925) 829-9220

Estimator: ALAN MCKEAN
Website: www.desilvagates.com
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Golden Gate Constructors (GGC) is preparing a bid as a Prime Contractor for the project listed below:

**SOUTH MCDONNELL ROAD
REALIGNMENT PROJECT –
TBP NEW ROADWAY,
Contract No. 10515.71 TBP 0009,
Local Business Enterprise Goal
Assigned is 30%**

**OWNER:
CITY AND COUNTY OF SAN FRANCISCO
c/o WEBCOR BUILDERS
San Francisco International Airport,
676 North McDonnell Road,
San Francisco, CA 94128**

BID DATE: May 30, 2017 @ 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:

EROSION CONTROL, SWPPP / WATER POLLUTION CONTROL PLAN, TRAFFIC CONTROL PLAN, FENCE, ELECTRICAL, STRIPING / SIGNAGE, MINOR CONCRETE, DEMOLITION / CLEARING, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) 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.

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

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'It Will Never Work'

Continued from page 1

helped me progress rather than get caught up and worry that these naysayers might be right.

Take time to step back and do something else periodically because this will help you stay in a positive frame of mind. I don't mean put the startup on the back burner, but take breaks, do something completely different for a weekend, and get rest. All of these activities help reaffirm your passion and determination while the mental and physical rest provides a way to not let exhaustion having you believe what others are telling you.

While I'm not necessarily saying that it feels good to prove others wrong when they said it will never work, I did feel pretty good when sharing my success with those that laughed about the business idea as well as with those that were my cheerleaders and helped build it with me.

SOURCE: www.entrepreneur.com



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 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.



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- National trade / focus publications to community businesses and stakeholders
- Expertise in Diversity Outreach to identify firms, promote outreach events, and handle registration details.
- Archived search results

LINK TO OUTREACH ORDER FORM:

http://e8.octadyne.net/clientFiles/8023/SBE_Diversity-Outreach-Form.pdf

For more information contact:

Small Business Exchange, Inc. • 795 Folsom Street, 1st Floor, San Francisco, CA 94107

Phone: 415-778-6250 • Toll Free: 800-800-8534

Fax: 415-778-6255 • Email: sbe@sbeinc.com • Website: www.sbeinc.com

California Sub-Bid Request Ads



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

Requests sub-bids from qualified Subcontractor and/or Supplier seeking to participate in the City of Yuba City Public Works Department 5th Street Bridge Replacement Project in Yuba City, CA.

www.californiaucp.org

Subcontractors and Suppliers for the following project:

**5th Street Bridge Replacement Project
 Contract No. 17-01**

Federal-Aid Project No. BRLS-5163(027)

Owner: City of Yuba City

Bid Date: June 22, 2017 @ 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

wanted for the following scopes, including, but not limited to:

Asphalt Milling & Paving, Aggregates, Biologist, Bridge Trestle, Bridge PTFE Bearings, Clear & Grub, CIDH, Cast in Place Concrete, Crash Cushion, Minor Concrete, Concrete Pumping, Concrete Ready-mix, Concrete Reinforcement Supply & Install, Concrete Forms, Concrete Washouts, Demolition, Dewatering, Drill & Bond Dowels, Detectable Warning Systems, Earthwork, Erosion Control, Fencing, Filter Fabric, Hydroseeding, Joint Sealant, K-Rail, Lighting Bridge and Street, Landscaping, Metals, MBGR, Pavement Markings, Piling, Piping, Polymer Fiber, Precast Concrete, Quality Control, Retaining & Sound Walls, Rock Slope Protection, Shoring, Signage, Street Sweeping, SWPPP, Support of Excavation, Survey, Slurry Seal, Temp Pedestrian Staircase, Traffic Control, Temp & Permanent Traffic Signals, Tree Removal, Thermal & Moisture Protection, Trucking & Hauling, Vibration Monitoring and Water Truck.

Bonding, insurance, and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested CUCP certified DBE business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Quotes are due NO LATER THAN June 21, 2017 at 5 PM.

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, view plans and specifications.

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

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers.

**An Equal Opportunity Employer
 CA Lic. 433176
 DIR # 1000001147**

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**

