

## Making Small Business Saturday Awesome

SMALL BUSINESS SATURDAY • NOV 24

# JOIN US AND #SHOPSMALL



By Anita Campbell,

With Small Business Saturday just around the corner, it's time to use the occasion to promote your business. While sales and discounts can be great, there are actually plenty of other ways small businesses can promote their products and services on Small Business Saturday. Here are fifteen unique ideas.

### Build up Small Business Saturday on social media

If you want anyone to show up and shop, promote it several days ahead on social media. Twitter, Facebook, and other venues are a great place for you to spread the word about your sales, events, or special offers, and drive last minute traffic.

### Support local causes

People love supporting local businesses because their purchases can actually benefit the local economy instead of going right to large corporations. And you can highlight that local aspect even more by supporting local charities or causes as part of your Small Business Saturday promotion. You can donate a portion of your proceeds or even invite members of a local group to spread the word about a cause at your location.

### Cross-promote with other local businesses

If your business is located near other small businesses, you could partner with some of those oth-

er businesses to increase your reach. You might include some signage in your store that promotes other stores or restaurants in your area. Or you could partner up to create a gift guide or host a series of complementary events or promotions around town.

### Offer in-store entertainment

Shopping on Small Business Saturday can be a fun experience for customers. So they could be looking to visit stores or local businesses that offer more than just good deals. If you offer live music or other types of entertainment at your location, it could entice more customers to stop by and convince them to stick around for even longer.

### Have refreshments for customers

Another way to make customers have a positive experience at your business is to offer some refreshments. Even just some coffee or hot chocolate and cookies can give them a positive sense, which can then encourage them to stick around and shop longer, increasing the odds that they'll actually purchase something.

### Create a unique hashtag

There are some dedicated Small Business Saturday hashtags already, which you can use to promote your sales or events. But you can also create your own hashtag to encourage customers to share their experiences visiting your business. This can help you keep track of what people

are saying about your business and increase your reach on social media.

### Host a contest or giveaway

You can encourage people to share information about your business on social media or online even more by hosting some kind of contest or giveaway. For example, you could ask customers to post a photo on Instagram or Facebook of their purchase or experience at your business and then offer a free gift or money off a purchase to the person with the most creative photo.

### Collect email addresses

You could also host an in-person giveaway by asking shoppers to sign up for your email list while shopping. Then you can choose a winner from the list and contact them to give them their prize. Then you can also contact everyone who signed up via email with relevant deals or offers throughout the holiday season.

### Offer photo opportunities

If you want customers to share their experience with your business online, it can be a good idea to offer some kind of photo opportunity. If you have a photobooth or appearances by Santa or other popular characters who shoppers might want photos with, then they could be likely to post those photos and talk about their experience online.

### Create a gift guide

For stores that sell holiday gift items, either in a retail setting or online, gift guides can be a great way to appeal to shoppers. You can create a gift guide that includes some of your products and include it in a blog post, email newsletter, or even direct mail to give your customers ideas about how they can use some of your products throughout the holiday season.

### Reach out to local media

You can also increase your reach by reaching out to local media or online publications if your shop has an online presence. You can suggest some of your products to include in a gift guide or even just promote your sales or events.

### Invite influencers to shop

Influencers can also help you reach out to relevant consumers, especially if you have an online shop. You can work with influencers and have them use or test out some of your products so they can then share their experience with their followers or fans.



# California Sub-Bid Request Ads

## SKANSKA

### REDLANDS PASSENGER RAIL PROJECT MAINLINE CONSTRUCTION

#### IN SAN BERNARDINO AND REDLANDS

Invitation for Bids (IFB) 17-1001705

Bid Date: December 5, 2018 2:00 PM

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors, material suppliers, professional services, consultants and vendors; especially DBE subcontractors related to the scopes of work below for the Redlands Passenger Rail Project Mainline Construction in San Bernardino and Redlands.

**All Quotes are due by Friday, November 30, 2018 by 5:00 pm so that all bids/proposals can be fairly evaluated.**

**Quotes requested include but are not limited to the following work categories:**

Traffic Control Devices, Construction Area Signs, Signage, Striping, Equipment Rental or Lease, Safety Equipment, Surveillance Systems, Minor Concrete, Concrete Ditch, Electrical, Earthwork, Asphalt Paving, Asphalt Milling, Fence, Landscape, Handrail, Mechanical, Plumbing, Canopies, Site Furnishings, Masonry, Painting, Land Survey, Quality Control Testing, SWPPP, BMP Materials, Clear and Grub, Bridge Demolition, Aggregate Materials, Rip Rap, Reinforcing Steel, Ready-mix Concrete, Structural Steel, Precast Girders, Steel Piling, CIDH Piling, Waterproofing, Joint Seal Assembly, Bearing Pads, Cellular Concrete, Ground Improvement (Deep Soil Mix), Metal Decking, Miscellaneous Metals, MSE Wall Panels, Articulated Concrete Block, RCP, CMP, HDPE, Waterline Pipe and related.

**Assistance:** Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedules which will permit maximum participation when feasible. We will also review breaking out scope packages and adjusting schedules to assist permit maximum participation.

Plans and Specifications are available for view at our main office in Riverside (Please call or email for appointment). In order to view the documents for this project you must sign a **Sensitive Security Information (SSI) form must be signed and returned by Email: [bids.socal@skanska.com](mailto:bids.socal@skanska.com)** prior to being granted access to the plans and specifications.

**Once your signed SSI form is returned, you will receive a bid invitation via Building Connected.**

**Subcontracting Requirements:** Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured Endorsement, Primary Wording Endorsement, & a Waiver of Subrogation (GL & WC).

**Other insurance requirements may be necessary per scope or RFP requirement.** Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract.

**Skanska is an Equal Opportunity/Affirmative Action Employer**

**EEO/AA/Vet/Disability Employer**

Estimating Department - 1995 Agua Mansa Rd, Riverside, CA 92509

Phone (951) 684-5360, Fax: (951) 788-2449

Email: [bids.socal@skanska.com](mailto:bids.socal@skanska.com) • Estimating Contact: Joe Sidor

### TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE, VENTURA, CA 93003

Phone: (805) 642-0121 • Fax: (805) 644-1542

Contact: Arnold Tostado • Email: [atostado@taftelectric.com](mailto:atostado@taftelectric.com)

Invites sub-bids from qualified DVBE businesses for the following project:

**Agency: STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION**

**Install Traffic Signal, Metal Guardrail System, Signs & Striping**

**Contract # 07-4T8604 / 07-Ven-118-112.6/13.7**

**Location: Ventura County Near Somis and Moorpark at Various Locations**

**BID DATE: November 28, 2018**

**Trades Seeking: Lead Compliance Plan, Construction Area Signs, Traffic Control, Guardrails, Portable Changeable Message Signs, Job Site Management, Water Pollution Control Program, Temporary Concrete Washout, Striping Markings & Signage, Roadway Excavation, Vegetation Control (Minor Concrete)**

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disabled Veteran Business Enterprise subcontractors and suppliers for project participation.

Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

We Are An Equal Opportunity Employer



### Fisher Development, Inc.

We are requesting bids from LBE certified subcontractors and suppliers for the Tenant Improvement of 25,000 sqft of existing office space for the 440 Turk Street project, Contract 10000009329. Scope of work includes finish carpentry, doors, glazing, drywall, flooring, painting, toilet accessories and residential appliances. Construction is approximately from 1/15/19 thru 4/31/2019.

Subcontractors are required to include a minimum of 30% Local Hire and prevailing wage requirements.

**Bids due: November 29, 2018 @ 2:00 PM**

**Fisher Development, Inc.**

**601 California Street, Suite 300**

**San Francisco, CA 94108**

**Phone: 415-228-3060 /**

**Fax: 415-228-3028**

Contact Mia Lee at [mlee@fisherinc.com](mailto:mlee@fisherinc.com)

or

call (415) 228-3043

to access bid documents.

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

### Faxed and Eblast Solicitations

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](mailto:sbe@sbeinc.com)**

**Website: [www.sbeinc.com](http://www.sbeinc.com)**

**Phone: (415) 778-6250, (800) 800-8534**

**Fax: (415) 778-6255**

### Publisher of

**Small Business Exchange**

**weekly newspaper**



# California Sub-Bid Request Ads

Project: State Hwy near Wheeler Ridge Route 5/99 Separation

Project # 06-0T20U4

OWNER: CALTRANS – DBE GOAL 12%

BID DATE: DECEMBER 6TH, 2018 • BID TIME: 2:00 P.M.

**\*\*Please respond by 5:00 p.m., DECEMBER 5TH, 2018\*\***

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

- TRUCKING / IMPORT BORROW, BASES ASPHALT
- EQUIPMENT RENTAL
- LEAD COMPLIANCE PLAN / ADL WORK
- SWPPP / WPC
- SURVEY / QC
- CONSTRUCTION AREA & ROADSIDE SIGNS
- PAVEMENT MARKING / STRIPING
- TRAFFIC CONTROL
- WATER TRUCK
- EARTHWORK / GRADING / ROADWAY EXCAVATION
- EROSION CONTROL
- METAL BEAM GUARD RAIL (MBGR) / FENCING
- CONCRETE SAWCUT & SEALING
- STREET SWEEPING
- DISPOSAL OF SOILS, PAVEMENTS & DEBRIS
- CONCRETE / MINOR CONCRETE
- ASPHALT / ASPHALT PAVING / ASPHALT DIKE
- COLD PLANING / PULVERIZING
- CLEAR & GRUB
- ELECTRICAL
- LANDSCAPING
- AGGREGATE SUPPLY / AGGREGATE BASE
- CONCRETE BARRIER
- REBAR
- DRAINAGE / PIPE SUPPLY

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

Plans and specs are available at no cost to interested firms. Please contact our office @ (858) 536-3100, email us: [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com) or you can visit our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

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

If you have any questions or need further information, please contact Gus Rios or Marty Keane @ (858) 536-3100



9685 Via Excelencia, Ste 200 • San Diego, CA 92126  
Phone: (858) 536-3100 • Bid Fax: (858) 586-0164  
e-mail inquiries to: [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com)

Request For Qualified DBE Subcontractors, Consultants and Suppliers For:

**Caltrans Contract 04-4H0804**

**Place Temporary Support, Bridge Removal,  
RSC Bridge and Miscellaneous Metal**

**In Alameda County Route 238, Route 580 at Various Locations**

**Bid Date: November 29, 2018 at 2:00 PM**

Requesting quotes for but not limited to:

Lead Compliance Plan, Construction Area Signs, Striping & Markers Portable Changeable Message Signs, Temporary Railing (Type K), Temporary Alternative Crash Cushion (TL-3), Prepare Water Pollution Control Program, Temporary Cover, Temporary Drainage Inlet Protection, Temporary Fiber Roll, Street Sweeping, Temporary Concrete Washout, Water Quality Sampling & Analysis, Remove Thermoplastic Traffic Stripe (Hazardous Waste) & Pavement Markers, Temporary Fencing, Erosion Control, Bar Reinforcing Steel (Bridge), Inject Crack (Epoxy), Miscellaneous Metal (Restrainer-Cable Type), Midwest Guardrail System, Minor Concrete, Concrete Barrier, End Anchor Assembly, Alternative In-Line Terminal System, Remove Guardrail, Materials & Supplies

CEC is willing to breakout any portion of work to encourage DBE participation.

Plans and specs are available for viewing at our Pleasanton office.

They may also be viewed and downloaded from the Caltrans Website:

<http://www.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php>

100 % Payment & Performance Bonds will be required from a single, treasury-listed surety subject to our approval.

CEC will pay bond premiums up to 1.5%. Subcontractors awarded on any project will be on CEC's standard form for subcontract without any modifications. Please call for assistance in bonding, insurance, lines of credit, technical info, equipment and supplies or if any other assistance is needed.

**California Engineering Contractors, Inc.**  
20 Happy Valley Road, Pleasanton, CA 94566  
Phone (925) 461-1500 Fax (925) 461-0510  
Email: [estimator@cecmain.com](mailto:estimator@cecmain.com) • Estimator-Jeff Hollfelder  
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**

**Initial Publish Date: August 30, 2018**

**Proposal Deadline: October 1, 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**

**(For October 1, 2018 Deadline):**

Shaft - Slurry wall; 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); 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; Potholing; Geotechnical investigation (Borings, CPT's); Instrumentation & Monitoring; Pre-condition surveys (buildings, roadways, utilities); Rebar supply and/or installation; Ready-Mix concrete supply; Street sweeping / cleaning; Utility inspections; Water treatment systems; Concrete pumping and placing; and Dimensional lumber supply.

Please contact either of the following names to get you name on the bidders list:

Shannon Cozino:

[shannon.cozino@barnard-inc.com](mailto:shannon.cozino@barnard-inc.com) (site office)

Brittany McNamee:

[brittany.mcnamee@barnard-inc.com](mailto:brittany.mcnamee@barnard-inc.com) (HQ office)





# 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: Jean Sicard

REQUEST FOR DBE  
SUBCONTRACTORS AND SUPPLIERS FOR:

**Install Single Lane Roundabout  
Hwy 12 Rio Vista  
Caltrans #04-4G5604**

**BID DATE: December 18, 2018 @ 2:00 PM**

We are soliciting quotes for (including but not limited to):

Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Delineator, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Temporary Hydraulic Mulch, Temporary Silt Fence, Temporary Gravel Bag Berm, Sweeping, Treated Wood Waste, Clearing & Grubbing, Roadway Excavation, Structure Excavation, Structure Backfill, Subgrade Enhancement Geotextile – Class B1, Rock Blanket, Precast Concrete Panel, Electrical, Erosion Control, Hydromulch, Hydroseed, Compost, Lean Concrete Base, Tack Coat, Jointed Plain Concrete, Structural Concrete, Architectural Treatment, Bar Reinforcing Steel, Pipe Culvert, Minor Concrete, Misc. Iron & Steel, Pavement Marker, Roadside Sign, Vegetation Control (Minor Concrete), Transition Railing, Guard Rail, Concrete Barrier Transition, Grated Line Drain, Striping & Marking and Construction Materials

#### **An Equal Opportunity Employer**

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

**CAHILL CONTRACTORS LLC**  
requests bids from Certified SBE  
Subcontractors and Suppliers for the  
following select DESIGN BUILD TRADES ONLY:

Fire Sprinklers / Solar /  
Exterior Building Maintenance /  
Fire Alarm (Design Only) / ERRCS (Design Only)

**MACEO MAY -**

**DESIGN BUILD BID - SELECT TRADES**  
Ave C & 5th St, Treasure Island, CA

This is an SFCMD project with construction workforce and prevailing wage requirements.

**BID DATE: 12/18/18 @ 2 PM**

#### **BID DOCUMENTS:**

Please contact Colby for access to documents on BuildingConnected.

#### **CONTACT:**

Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com),  
(415) 677-0611.



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

REQUEST FOR DBE  
SUBCONTRACTORS AND SUPPLIERS FOR:

**Construct 3 Roundabouts  
Hwy 29 Napa**

**Caltrans #04-2J1004**

**BID DATE: December 13, 2018 @ 2:00 PM**

We are soliciting quotes for (including but not limited to):

Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Plastic Traffic Drums, Portable Changeable Message Signs, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Biologist, Temporary High-Visibility Fence, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Structure Excavation, Structure Backfill, Cellular Concrete Lightweight Embankment Material (Class II), Subgrade Enhancement Geotextile, Rock Blanket, Planting & Irrigation, Hydroseed, Compost, AC Dike, Tack Coat, Cold Plane AC, Concrete Pavement Grinding, CIDH Concrete Piling, Structural Concrete, Minor Concrete, Textured Asphalt, Concrete Surface Texture, Bar Reinforcing Steel, Furnish & Install Signal Pole, Pedestrian Barricade, Underground, Adjust Utilities to Grade, Culvert Slurry-Cement Backfill, Rock Slope Protection, Minor Concrete Curb & Gutter, Detectable Warning Surface, Pre/Post Construction Surveys, Booster Pump, Misc. Iron & Steel, Pedestrian Activated Warning Beacon System, Electrical, Stacked Rock Slope Protection, Survey Monument, Obliterate Surfacing, Fencing, Delineator, Pavement Marker, Milepost Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Chain Link Railing, Cable Railing, Transition Railing, Alternative In-Line Terminal System, Concrete Barrier, Thermoplastic Striping & Marking, Painted Striping & Marking, and Construction Materials

#### **An Equal Opportunity Employer**

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

SMALL  
**BUSINESS**  
EXCHANGE



## Kiewit

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

Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Construction of Downtown/Riverfront Streetcar Civil, Track, Structures, Stations and Systems Project in Sacramento.

<http://www.dot.ca.gov/obeo/index.html>

Subcontractors and Suppliers for the following project:

**Sacramento Streetcar Project**  
**Bid Document No: S030.08.01**  
**Control No: 2018094**

**Owner: Sacramento Regional Transit District**  
**Bid Date: December 20, 2018 at 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

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

Aggregates, AC Paving, AC Milling/Cold Plane, Bus Shelter/Canopy, Cathodic Protection, CIDH, Clearing and Grubbing, Concrete Pumping, Concrete Reinforcement, Concrete Supply, Cast in Place Concrete Structures/Pavement, Demolition, Detectable Warning Surface, Earthwork, Electrical & Communications, Erosion Control, Equipment Rental, Fencing & Gates, Flashbutt Welding, Grind Existing Bridge Deck, Grind Existing Concrete Pavement, Groundwater Treatment, Guardrail, Hydraulic Mulch and Dry Seed, Joint Seal, Landscaping, Lighting, Message Signs, Minor Concrete, Misc. Metals, OCS/TPSS, OCS Foundations, Pavers Brick & Granite, Painting & Coating, Pavement Markings, Piping & Valve Supply, Precast Concrete, Quality Control, Movable Bridge Balancing, Traffic Control, Traffic Signals, Track Rail & OTM, Special Track, Steel Ties & Encapsulation, Sawcutting/Coring, Security, Signage/CMS, Site Furnishings, Sheet Metal, Shoring, Slurry Seal, Structural Steel, SWPPP, Survey, Trucking & Hauling, Temp Facilities, Sweeping, Utilities, Utility Bypassing, Utility Locating, Vehicle Maintenance & Storage Facility, Wayside Signaling & Highway Rail Road Crossing Warning Systems, Wood Ties, Water Trucks.

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 certified, DBE suppliers and subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due**  
**December 14, 2018 and Quotes**  
**NO LATER THAN December 19, 2018 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 and 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 will be required for subcontractors

Davis-Bacon Act Applies

Buy America Requirements Apply

**An Equal Opportunity Employer**

CA Lic. 433176

DIR # 100001147



# 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](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:

**CALTRANS ROUTE 580 ON  
STATE HIGHWAY IN ALAMEDA COUNTY FROM  
ROUTE 580/ROUTE 238 SEPARATION TO  
BOSTON AVENUE UNDERCROSSING**

**CONTRACT NO. 04-270104**

**Federal Aid Project No. ACSB11M-580-1(076)E  
Disadvantaged Business Enterprise Goal  
Assigned is 18%**

OWNER

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

**BID DATE: December 11th, 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, Clearing and Grubbing/Demolition, Cold Plane, Concrete Barrier, Construction Area Signs, Electrical, Erosion Control, Fencing, Hazardous Material, Landscaping / Irrigation, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, PCC Grinding, LCB, RSC Paving, Roadside Signs, Rumble Strip, Sign Structure, Striping, Survey/Staking, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Traffic Control System, Underground, Vegetation Control, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Gap Grade) Material.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://desilvagates.com) and password is [f7pa55wd](ftp://desilvagates.com)) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://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](http://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](http://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.

## Pankow

### BID NOTICE MBE/DBE FIRMS

Pankow requests interest to bid from qualified and certified Minority and Disadvantaged Business Enterprise (MBE/DBE) firms for the Hollywood Park MU4 Project, located in the City of Inglewood, California, in the Hollywood Park Project Area. The project consists of constructing three core & shell structures – (1) seven (7) level office tower of approximately 395,000 SF; (1) two (2) level 46,000 SF Studio Support Space; and (1) 25,000 SF Studio building. All structures are constructed from concrete. The site consists of approximately 6 acres and will include approximately 76,000 square feet of landscaping, driveways, walkways, drive lanes, loading docks, trash enclosure as well as service yard and equipment.

Current subcontracting scopes of work are as follows:

**\*\*ALL APPLICABLE TRADES\*\***

**Pankow will be hosting a Pre-Bid Meeting on Thursday, November 28, 2018 from 9-11am. This meeting will be held at Rogers Park Auditorium, located at 400 West Beach Avenue in Inglewood.**

Project Name: Hollywood Park MU4 Office-Studio Project

Estimated Cost: \$100,000,000

Participation Goal: 30% Minority Business Enterprise (MBE Certified) or Disadvantaged Business Enterprise (DBE Certified)

Local Hire Participation Goal: 30% of the labor hours for required journeyman and foreman positions for the construction

Developer: Wilson Meany

General Contractor: Charles Pankow Builders, Ltd.

Project Requirement: Hollywood Park Development Project Labor Agreement (PLA)

Project Duration: February 2019 through September 2020

Bid Interest Notice Due Date & Time: TBD

**\* All bidders interested in bidding will need to participate in pre-qualification measures prior to receiving a formal invitation to bid.**

For information on the availability of plans, specifications, and the Bidder's policy, please submit a request to Pankow Estimating at [HPMU4@pankow.com](mailto:HPMU4@pankow.com).

Pankow Builders is an Equal Opportunity Employer and encourages the participation of MBE/WBE firms.

## nibbi GUZMAN JOINT VENTURE

**Project Name:**

**490 South Van Ness Joint Trench Bid**

**Location: San Francisco, California**

**Bid Date: Monday, December 10, 2018 @2pm**

**Pre-Bid Meeting:**

**November 27, 2018 @ 10:30AM**

**Location: Nibbi Office, 1000 Brannan St., Suite 102**

**Labor Requirements: Prevailing Wage**

**Project Schedule: October 2018 – May 2020**

NIBBI/GUZMAN Joint Venture team has been selected as the General Contractor for the 490 South Van Ness project in San Francisco, CA. We are in receipt of the Issued for Construction Set Dated 8/15/18 and are currently requesting bid proposals from qualified subcontractors including those certified with SLBE's for **JOINT TRENCH. The Contract Monitoring Division (CMD) has set the SBE participation goal for this project at 20%**. For more information about the San Francisco SBE program as it relates to this solicitation, please see Exhibit A and/or contact Mr. Ian Fernando at (415) 581-2307 or [ian.fernando@sfgov.org](mailto:ian.fernando@sfgov.org) at the City and County of San Francisco Contract Monitoring Division. The project consists of new construction of 81 housing units in San Francisco with a total of 78,958 gross square feet. The 7-story type I-B Construction building is publicly funded 100% affordable housing residential building with ground floor public community flex space; one partial basement level for storage and building services.

To get access to the bid documents, please contact Kristin Medwick, Senior Precon & Estimating Coordinator via email, [kristinm@nibbi.com](mailto:kristinm@nibbi.com).

For specific questions regarding this project, please contact Chris Brown, Project Manager via email, [chrisb@nibbi.com](mailto:chrisb@nibbi.com).

# Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO  
DEPARTMENT OF PUBLIC WORKS

Contract No. 100009388

## 750 BRANNAN STREET STORAGE FACILITY

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on December 5, 2018**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at [www.sfpublicworks.org/biddocs](http://www.sfpublicworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublicworks.org](http://www.sfpublicworks.org) for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work to be done under this contract is located at 750 Brannan Street, San Francisco, California, all as shown on the drawings and as specified in these Specifications. Scope of work to include limited demolition and the installation of new mechanical units and new mobile storage units. Work to include minor interior and exterior upgrades to support the mechanical and storage units, including electrical work. Work also includes the enhancement of building access through a concrete ramp and equipment pads for new mechanical units. The time allowed for completion is 180 consecutive calendar days. The Engineer's estimate is approximately \$1,600,000. For more information, contact the Project Manager, **Julia Groat** at 415-557-4613.

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

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

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

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

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

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items basis. Progressive payments will be made.

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

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is **5%**. Call Lupe Arreola at 415-558-4059 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids,

except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on **November 19, 2018 at 1:00 p.m.** at 750 Brannan Street, San Francisco, CA 94103.

For information on the City's Surety Bond and Finance Program, call 415-986-3999 or [bond@imwis.com](mailto:bond@imwis.com).

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

**Class "B"** license required to bid.

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

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

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

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

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

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

11/22/18

CNS-3194947#

SMALL BUSINESS EXCHANGE

## Making Small Business Saturday Awesome



### Continued from page 1 Offer free gifts or wrapping

For retail stores, offering free gift wrapping services can be a great way to ensure that shoppers have a good experience at your store. Or you could also offer a small gift for each person who comes in or makes a purchase.

### Share a behind-the-scenes video

Many of the people who shop at small businesses like the idea that they are supporting real people in their community. And you can remind them of that and encourage them to support your small business by creating a short behind-the-scenes video or series of photos showing your team in action.

### Live stream throughout the day

You can also give people a behind the scenes look at your company and show off all the fun things happening at your small business by live streaming at select times throughout Small Business Saturday. Periscope and Facebook Live offer you a really way to reach out to your audience and share information in real time.

### Small Business Administration Guest Blogger

My name is Anita Campbell. I run online communities and information websites reaching over 6 million small business owners, stakeholders, and entrepreneurs annually, including Small Business Trends, a daily publication about small business issues, and BizSugar.com, a small business social media site.

Source: US SBA



# California Sub-Bid Request Ads



Requests quotes from qualified CMD-certified  
Local Business Enterprise (LBE) Subcontractors and Suppliers  
for the following (but not limited to) work:

Reinforcing Steel CN004, Carpentry CN010, Pipeline CN015, Fencing CN016, Backhoe CN018, Sanitation Systems CN019, Landscaping CN028, General Engineering CN032, Earthwork & Paving CN033, Traffic Control CN045, Concrete CN046, Const. Clean-Up CN050, Trucking & Hauling CN005, Concrete Supplier & Mfr. EQ031, Traffic Safety & Control Devices EQ077, Pipes, Valves & Fitting Supplies EQ129, Const. Equip. Sales & Rental EQ130, Surveying AE015, Solid Waste Mgmt. Services PS055

**CITY & COUNTY OF SAN FRANCISCO  
PUBLIC UTILITIES COMMISSION  
INFRASTRUCTURE DIVISION**

**TURNER DAM SPILLWAY AND POND F3 EAST EROSION REPAIR**

Sunol, Alameda County, California

Contract No. WD-2855

**BID DATE DECEMBER 13, 2018 @ 2:00 p.m.**

Sub & Vendor Bids Due Prior

**Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Dave Grattan

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: [estimating@sukut.com](mailto:estimating@sukut.com)

Contract Documents are subject to a non-disclosure agreement.

Plans/specs are available for viewing at our office by appointment, via Sukut's FTP site, or may be obtained from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut Construction will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

**Sukut Construction, LLC**  
An Equal Opportunity Employer



**Project Name: Pier 70 E2 Design-Build MEPP**

**Location: San Francisco, California**

**Bid Date: Monday, December 7, 2018 @2pm**

**Pre-Bid Meeting: November 16, 2018 @ 1PM**

**Location: Nibbi Office, 1000 Brannan St., Suite 102**

**Labor Requirements: This project is subject to a Project Stabilization Agreement (Labor Agreement) and Prevailing wage provisions.**

**Project Schedule: June 2019 – June 2021**

Nibbi Brothers has been selected as the General Contractor for the Pier 70 Building E2 project in San Francisco, CA. We are in receipt of the 50% DD Set and are currently requesting bid proposals from subcontractors and suppliers including those certified with the San Francisco Contract Monitoring Department (CMD) as local business enterprises (LBE's) DIV 15 and 16. **Please note that All Subcontractors will be required to comply with the following requirements by the Port of San Francisco:**

- 17% LBE Disadvantaged Business (LBE) goal.
- The Project is subject to MBE/WBE/VBE participation goals in accordance with the Developer's Diversity Program with a goal of 10% participation.
- 30% of total construction hours performed by SF residents.
  - Consistent with Local Hire Program.
  - Contractor agrees to work with the Office of Economic and Workforce Development (OEWD) and local partner Young Community Developers (YCD).
- 50% new hires for employment opportunities in the construction trades and any Entry-level Position.
  - Contractor agrees to work in Good Faith with the Office of Economic and Workforce Development (OEWD).
- Pier 70 desires to engage contracting teams that reflect the diversity of our City and include participation of both businesses and residents from the City's most disadvantaged communities including, but not limited to, the neighborhoods in the 94107, 94124, and 94134 zip codes.

The project consists of new construction of Type III-A fully sprinkler construction for 5 stories of R-2 residential over 2 story Type IA above grade group R-2 residential, Group M Retail and A-2 Restaurant in San Francisco with a total of 244,502 gross square feet. Includes one floor of below grade parking for 105 automobiles, retail space at ground floor, and 7 Story residential building containing 275 dwelling units.

To get access to the bid documents, please contact Kristin Medwick, Senior Precon & Estimating Coordinator via email, [kristinm@nibbi.com](mailto:kristinm@nibbi.com).

For specific questions regarding this project, please contact Jordan Drake, Project Manager via email, [jordand@nibbi.com](mailto:jordand@nibbi.com).

## Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the **Small Business Exchange.**

With a monthly readership of 75,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.

Call 1-800-800-8534  
or visit us at [www.sbeinc.com](http://www.sbeinc.com)



SMALL  
**BUSINESS**  
EXCHANGE