

## You Have a Business Idea, What's Next?



Photo by pixabay.com

By *Tim Berry*,

You have that business idea. You think it could really work and you think you want to try. So, what's next? What are the first steps to take?

Sure, the obvious is that you develop your business plan. But how does that really happen in practice? How do you develop that initial plan? Let's look at some of the steps you should take.

Keep in mind that these steps are not sequential. In the real world, with a real new business, you are going to take several actions in rapid order, enmeshed one with the other, almost at the same time. Think of them as simultaneous, not sequential.

### Start the planning

From the moment you have the idea, you are developing the plan. It starts with just bullet points and some preliminary forecasts, and you fill in details — the rest of this post, for example — as you make progress. Your business plan is never done. You are revising it regularly from now through launch, through emergence, growth, and stability. If your business plan is done, your business is done.

### Is there really a market?

I can't imagine how one can come up with a business idea without thinking immediately about the big question: Is there really a market for it? Do people want what I intend to sell? Enough people? At a price high enough to allow you to cover costs and expenses and sustain the business? You must be prepared to abandon the idea if the market is not big enough.

Sometimes the answer is market research. Sometimes it's years of experience in the business, so you're sure you know. And sometimes it's launching with a minimum viable product. All businesses are different.

How you perform formal research depends on who you are, where you are, and the nature of your idea. What resources do you have? There's primary research like interviews, questionnaires and surveys; and secondary research like published forecasts, expert opinions, and industry data. Some entrepreneurs have money to spend on research, while some do it themselves.

In the real world, many entrepreneurs already know that market before the idea hits them. They might be working in a similar business

and going out on their own. They might have an offshoot of an existing business, some new variation based on what they already know. Much of what you read about this topic implies it's not a plan without market research; but the truth is, you have to know your market. You might already. Many new businesses start with the first few customers or clients.

### Constant ongoing review

You may hit a crossroads, or key decision point. Sometimes the sad truth is that there isn't a big enough market. In the real world you never have enough data to really know, for sure until you do it. But you are always asking, always testing, even after launch.

And, all the time, as you develop a plan, that question continues. Is there a market? You live with it.

### Recruit the team

As you develop the idea you have to think about what kind of a team it will take. Successful business takes production, marketing, sales, and administration. Your business might take research, prototyping, manufacturing, website



# 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)

## 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**  
**Construction on State Highway in La County - Rinaldi St/Amigo Ave & Rt 118**  
**CALTRANS #07A4613**

**Location: Los Angeles County**

**BID DATE: December 6, 2018**

**Scope of work/Trades: Construction Area Signs, Traffic Control, Portable Changeable Message Signs, Job Site Management (Spill Prevention "Oil", Material Management, Waste Management & Disposal, Non-Storm Water Management and Dewatering Activities), Water Pollution Control Program, Roadside Signs, Striping, Markings & Signage, Fencing (Contractor), Concrete ramps, sidewalk, curb, gutter improvements (Contractor)**

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



## 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 # 1000001147



# California Sub-Bid Request Ads

## ROEBUCK CONSTRUCTION, INC.

We are requesting bid quotations from all Subcontractors and Suppliers and DVBE Subcontractors/Supplier for the following:

**San Francisco Unified School District  
Tule Elk Park Early Education School  
Demolition & Abatement Project  
Project No. 11904**

**Location: 2110 Greenwich Street,  
San Francisco, CA 94123**

**Bid Due: December 4, 2018 @ 2:00 PM**

PLEASE FAX US YOUR BID PROPOSAL AT LEAST 2 HOURS PRIOR THE BID OPENING. THANK YOU.

## ROEBUCK CONSTRUCTION, INC.

1780 Oakdale Avenue

San Francisco, CA 94124

Tel: (415) 255-1506 • Fax: (415) 255-1508

Estimator: Ruairi Murphy

WE ARE AN EQUAL OPPORTUNITY EMPLOYER



**O.C. Jones & Sons, Inc.**  
General Engineering Contractor

## O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710

Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Greg Souder

REQUEST FOR DBE  
SUBCONTRACTORS AND SUPPLIERS FOR:

**Rehabilitate roadway, concrete barrier,  
MGS, lighting  
Hwy 880 Oakland  
Caltrans #04-1A6834**

**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, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Noise Monitoring, Clearing & Grubbing, Temporary Erosion Control Measures, Prime and Tack Coat, Grind Concrete, Roadway Excavation (Type Z-2 Aerially Deposited Lead, Lean Concrete Base, Base Bond Breaker, Crack Treatment, Preparing Inertial Profiler, Preparing Grinding, Geosynthetic Pavement Interlayer, AC Dike, Cold Plane AC, Precast Jointed Concrete Pavement, Individual Slab Replacement, Isolation Joint Seal (Preformed Compression), Structural Concrete, Minor Concrete, Underground, Adjust Utilities to Grade, Misc. Iron & Steel, Fencing, Pavement Marker, Midwest Guard-rail System, Vegetation Control, Concrete Barrier, Striping & Marking, Rumble Strip, Electrical, Transition Railing, 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).

## 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 and password is f7pa55wd) 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.

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909

Dublin, CA 94568-2909

(925) 829-9220 / FAX (925) 803-4263

Estimator: **Eric Allred**

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 CONTRACT NO. 04-3K6004 -  
FOR CONSTRUCTION ON STATE HIGHWAY IN  
SANTA CLARA COUNTY IN SAN JOSE FROM  
0.2 MILE SOUTH OF CAPITOL EXPRESSWAY  
UNDERCROSSING TO 0.2 MILE NORTH OF  
CURTNER AVENUE UNDERCROSSING  
DVBE GOAL: 5%**

OWNER

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

**BID DATE: December 6th, 2018 @ 2:00 P.M.**

DGC is soliciting quotations from certified Disabled Veterans Business Enterprises and Small Business Enterprises, for the following types of work and supplies/materials including but not limited to: Cold Plane, Construction Area Sign, Construction Site Management, Crack Sealing, Electrical, Emulsion Supplier, Erosion Control, Fabric/Geosynthetic Pavement Interlayer, Roadside Signs, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Traffic Control Systems, Traffic Control Material Supplier, Traffic Control /Engineer, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at [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 Eric Allred. 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](http://www.dir.ca.gov/Public-Works/Public-Works.html)

If you need DVBE 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 DVBE 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/Affirmative Action Employer.



# California Sub-Bid Request Ads

## 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, drive-ways, 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.

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

## You Have a Business Idea, What's Next?

### Continued from page 1

development, or whatever; all businesses are different. Even while you're looking at the market, you are also recruiting the people you need to make it work.

As with the big market question above, you continue to ask and answer the people question as you develop the business. And, along the way, you develop your plan. Your first team members help you figure out who else you need. The team and personnel plan become part of your business plan, which you will revise as you go along.

As you do this, watch for signs that it is time to abandon your plan along the way.

### Do the legal

The legal details depend on what your idea is, where you are, and who you are. A consulting business might start without any legal expense, using just the consultant's real name and social security number on invoices. Most businesses

require at least initial steps to establish a legal business entity, bank account, and tax ID numbers. Sometimes licenses are important, and often you need website domain names. Think this through early on and put it into your plan. Revise it in your plan as you move towards launch and discover more details.

### Muster the money

As you develop the idea you naturally flesh out your lists of what you need to spend on expenses, people, assets, development, and so on. You can refer to this blog. With early estimates of starting costs and operational cash flow you develop an idea of how much money this business will take.

That early idea becomes a part of your early business plan, with the details reflecting the money requirements and resources. Some businesses can get going with just the entrepreneur's money, others require more funding from loans, friends and family, or formal investors such as angel investors, or even venture capital. Every

business is different, so you make a plan for financing based on your early estimates. Then you start taking the initial steps, and revise as the real world reveals itself to you. Lots of entrepreneurs start thinking they'll get outside investors, and end up having to revise plans, compromise, narrow their focus, and make do with less than the ideal.

### It's a journey — Constant review and revision

In the real world, the moving forward, discovering and overcoming problems, meeting milestones, and reviewing and revising the plan never stops. From the moment after you settle in on that idea, you are always planning.

Keep this final thought in mind: Every day is another question. Do you continue, or do you drop it? Have the courage to admit it to yourself if you realize it isn't going to work; or the perseverance to stick with it, and get through the hard parts.

**SOURCE: U.S. Small Business Administration**