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Why Not Prequalifying Subcontractors is Still Risky Business

[Article was originally posted on www.constructconnect.com]

By Kendall Jones,

Not that long ago, general contractors who weren't using a subcontractor prequalification process were taking a huge risk. We were in the midst of the Great Recession and good contracting opportunities were becoming harder and harder to find.

This led to more firms, both general contractors and subcontractors, bidding on projects they weren't equipped to handle. General contractors were focused more on getting the lowest bid from subcontractors rather than making sure they were capable of adequately performing the work.

With the COVID-19 pandemic still in full swing, we find ourselves in a similar situation. Many projects have been delayed, cancelled, or decreased in scope. With the uncertainty surrounding the economic recovery, we again are seeing more contractors bidding on fewer opportunities.

Avoiding Risky Subcontractors

This doesn't mean that general contractors should get lax in their subcontractor prequalifications. If anything, general contractors should be paying closer attention to whether their potential subcontractors are capable of successfully completing the jobs they are bidding on.

As a general contractor, you have to be selective when it comes to the subcontractors you work with. You want to choose companies that have a dependable skilled workforce, strong management, financial stability, and can perform quality work to your company's standards.

Dealing with a defaulting subcontractor can be a real nightmare. A subcontractor that isn't meeting its contractual obligations can wreak havoc on a project. This can lead to delays in the schedule that impact other subcontractors and can result in costly rework.

Having to replace a terminated subcontractor or supplement their work can kill a project. If a subcontractor is experiencing difficulties it is imperative that you work with them to resolve any issues before they escalate and get out of hand.

As with any business decision, picking subcontractors to work with requires you to do your due diligence. You should be prequalifying every subcontractor you are considering working with to



This doesn't mean that general contractors should reduce risks that could impact your business such get lax in their subcontractor prequalifications. If as subcontractor default or substandard work.

Building Strong Relationships

Maybe you have a stable of subcontractors you routinely do business with, but what happens when you decide to take on a project in another state or all of your regular subcontractors are unavailable? At some point, you are going to work with a subcontractor that you have little to no experience working with.

The construction industry is heavily relationshipbased. Take the time to reach out and review each subcontractor's prequalification submittals, approved or not, to discuss your decision. Prequalifying subcontractors before you allow them to bid on your projects can lead to mutually beneficial partnerships for years to come.

Make sure you add subcontractors who are prequalified to your distribution list for future Invitations to Bid. For subcontractors who didn't meet your prequalifications standards, take the time to explain why and what they can do to get qualified.

Here is some of the key information you need to obtain in your prequalification form:

General – You want to get some basic information such as company ownership, current management, the number of employees and the states in which they have contractor licenses.

Ask about the size and scope of the projects they typically work on and whether they are certified as a Minority Business Enterprise. Have them provide a list of projects they've completed over the past year or two and include project location and subcontract amount for each.

Find out what other projects they currently have going on. Don't be afraid to ask for resumes of relevant employees along with a list of the suppliers and subcontractors they will be employing.

Safety – At the very least you need to get their OSHA 300 information and whether they've had any citations issued and their Experience Modification Rate for the previous three years. You can also inquire about their training program and whether or not they hold regular safety meetings.

Surety – Find out who their current surety provider is along with their agent's name and contact information. Be sure to ask about their bond rates for specific volumes along with their single project bonding capacity and their aggregate bonding capacity.



Is requesting guotes from certified and gualified DBE (including MBE, WBE, SBE, SBRA, LSAF, HubZone) Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Construction Stake, Demo Minor, Elect @ Pump Plant, Joint Seals, Landscape, Erosion Control, Masonry Building/Other, Mechanical - Building, Minor Conc Struct, Plane A C, Rebar, Struct Excavate Site, and Trucking Dirt Haul

SUPPLIERS

Aggregate, Conc Pumping, Equip Rent - Dirt/Gen, Equip Rent - Small only, Joint Seal ASM, Lumber & Timber, Misc Iron & Steel, Pipe - Steel, Pump Plant Equip, Ready Mix Conc, Struct Steel, and Security Guard Serv

WATER RECLAMATION PLANT NO. 10 T-1 PUMP STATION

REPLACEMENT AND T-2 PUMP STATION MODIFICATIONS

Specification No. 2020-34

BID DATE DECEMBER 10, 2020 at 2:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704 **Contact: Eric Bodyfelt**

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

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

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all 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

A & B Construction 1350 4th Street, Berkeley, CA 94710

Phone: 510-999-6000 • Fax: 510-982-3636

Sub-Bids Requested From Qualified SBE/DVBE Subcontractors & Suppliers

SENECA PROPERTY SALE -**SENECA RESIVOIR DEMOLITION - SPEC 2163** Bids: Wednesday, December 9, 2020 @ 1:30 pm

Requesting quote from Qualified/Certified DVBE/SBE subcontractors, suppliers, service providers and truckers for: Demolition, Crushing Concrete, Abatement, Haz-Mat Disposal, Abandonment, Coating, Electrical, Rebar, Concrete, Fabrication, Cutting/Coring, Fencing & Grinding; Piping, Aggregate, Asphalt & Concrete Materials in accordance with the project drawings and specifications.

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

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

For plans and specifications visit:

https://construction-bids.ebmud.com/CurrentorFutureBid.aspx?BidMode=Current For questions and concerns please contact A&B's estimating department: Email: AB_Estimating@a-bconstruction.net Phone: 510-999-6000 / Fax: 510-982-3636

KJ Woods Construction, Inc.

is requesting quotes from certified LBE/DBE businesses for

City & County of San Francisco, Wawona Area Stormwater Improvement and Vicente Street Water Main Replacement, Contract #WW-711

Bid Due 12/10/20 @ 2 PM

We are seeking subs/suppliers of Traffic Control, Paving, Grinding, Install Concrete Flatwork, Manholes & Junction Structures, Excavation, Shoring, Trucking, Saw Cutting, Install VCP Pipe, Sewer Bypass, TV Inspection, Jack & Bore, Micro-Tunneling and Water Main Excavation Installation.

Payment & performance bonds may be required.

Subs are encouraged to contact Annette Andrade office@kjwoods.com / 415.759.0506 for info/assist with insurance regs, bonding, lines of credit, equipment or instructions to obtain plans/ specs at no cost



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

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 Website: www.sbeinc.com Phone: (415) 778-6250, (800) 800-8534 Fax: (415) 778-6255

Publisher of

Small Business Exchange weekly newspaper



Is requesting quotes from certified and qualified **MBE**, **DBE**, **WBE**, **SBRA**, **LSAF** and **HUB** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Const. Area Signs, Asphalt Concrete, Remove Concrete, Hydroseeding, Erosion Control, Portland Cement, Roadway Sign, Asbestos-Cement Pipe Removal, Plastic Pipe, Concreted-Rock Slope Protection, Saw Cutting, Engineering, Survey, SWPPP, Steel Piles, Rebar, Traffic Control, Bore & Jack Steel Casing, Demo, Equipment Rental, Bottom Dump Trucking, Transfer Dump Truck, Super 10 Dump Truck, Flat Bed Trucking, Water Truck, End Dump Truck, and Street Sweeping, Fencing and Guard Railing & Barriers

SUPPLIERS

Safety Equipment, Landscaping Materials, Sand & Gravel, Asphalt, Concrete & Cement, Lumber, and Pipe

COACHELLA VALLEY STORMWATER CHANNEL IMPROVEMENT PROJECT -AVENUE 54 TO THE THERMAL DROP STRUCTURE, COACHELLA, CA Specification No.: 2018-60

DBE GOAL - Fair Share

BID DATE: January 7, 2021 at 2:00 p.m.

All Quotes Due Prior Sukut Construction, LLC 4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

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

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

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all 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

NBC Construction & Engineering INC.

as a "GENERAL CONTRACTOR" is requesting proposal on "ALL TRADES" from all subcontractors & suppliers, including DVBE, LBE, DBE, SBE, MBE, WBE firms for the following project:

McAteer World Music Room Modernization at McAteer Campus/School of the Arts(SOTA)

BID NO. 11094 BID DATE & TIME: 12/08/2020 @2:00PM PROJECT LOCATION: 555 Portola Ave., San Francisco, CA 94131 Owner: San Francisco Unified School District **NBC Construction & Engineering Inc.** 850 South Van Ness Avenue San Francisco, CA 94110 Phone # 925-324-2727 • Fax # 800-622-9144

All Bidders are hereby notified that provisions of the Labor Code of the State of California, regarding prevailing wages shall be applicable to the work performed under this contract. Pursuant to Labor Code Section 1773 the general prevailing wage rates have been determined by the Director of the California Department of Industrial Relations and appear in the California and Federal Prevailing Wage Rates, which can be found at https://www.dir.ca.gov/OPRL/DPreWageDetermination.htm. Future effective wage rates which have been predetermined and are on file with the CA DIR are referenced but not printed in such publication.

Bidder is responsible for all shipping and handling fees. Documents and plans are available for viewing on the following site, https://order.e-arc.com/arcEOC/PWELL_Main.asp?mem=23, or contact NBC Construction & Engineering, Inc. to obtain or view a copy of plans.

In addition, if any assistance is needed in obtaining insurance, bonds, or lines of credits, please reach out to NBC Construction & Engineering, Inc. for information.

Please submit proposals to estimatingnbcinc@gmail.com. If email is unavailable, proposals can be faxed to (800)622-9144.

For more information, please call Mike Schalchi at (925)322-7473.



SYBLON REID

Providing Solutions to Difficult Projects

P.O. BOX 100 Folsom, CA 95763 Phone: (916) 351-0457 Fax: (916) 351-1674 Contact: John Pottenburgh Email: johnp@srco.com & estimating@srco.com

Sub-Bids Requested From **DBE, MBE** and **WBE** Subcontractors & Suppliers for:

OWNER: DEL ORO WATER COMPANY RIVER ISLAND DISTRICT-WATER TREATMENT PLANT PROJECT- REBID LOCATION: PORTERVILLE, CA <u>REVISED BID DATE: JANUARY 5, 2021 @ 2:00 PM</u> **ADDENDUM #2**

Scope of Work: The project includes but is not limited to the following elements: the construction of a surface water treatment plant to include the addition of a water treatment packaged modules, along with all associated chemical feed equipment, backwash system, backwash tank, transfer tank, pre-engineered metal building; piping, valving, booster pumps controls and electrical, the installation of a finished water mainline to connect to the existing Territory #1 service area; the installation of two new 500,000 gallon bolted steel finished water storage tanks; the installation of two new 60,000 gallon bolted steel backwash tanks, the installation of one 10,000 gallon backwash transfer tank, the installation of a raw water pipeline and canal turnout structure to divert raw water from the Pleasant Valley Canal to be treated; installation of two separate pipelines to future wells on the water treatment plant (WTP) site; installation of a preengineered metal building for storage and maintenance equipment; and an all-weather access road and onsite paving and fencing.

Trades Solicited: Traffic Control, Erosion Control, Demo, Clear and Grub, Earthwork, Trenching, Paving, Fence, Concrete, Pre-Cast, Metal, Door & Frames, Gypsum Board, Painting, Metal Building, Sign & Safety Equipment, Storage Tank, Pipe, Valve, etc, Pump Treatment System, Electrical, HVAC, Roofing, Overhead Door, Trucking, Rebar and Aggregate Supply.

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.

ANVIL BUILDERS

1475 Donner Ave. San Francisco, CA 94124 Phone: 415-285-5000 • Fax: 415-285-5005

Request for D/M/WBE's Subcontractors and Suppliers for Project: Alameda County Flood Control and Water Conservation District Line G-1 Crossing Improvements 0.6 Miles South of Alvarado **Pump Station** Contract No: FC 3A-143 Bid Date: Tuesday, December 12, 2020 Bid Time: 2:00 PM

The project, in general, consists of providing and implementing water pollution control plan and job site management; clearing and grubbing; furnishing and applying water; providing trench and excavation shoring protection; providing and implementing de-watering system and temporary sheet pile cofferdams; furnishing and installing corrugated metal pipe; furnishing and installing steel sheet piles, strand ties, and walers; constructing concrete structures including aprons, staircases, and pile caps; furnishing, placing, and compacting Class 3 permeable backfill with filter fabric; furnishing and placing controlled low strength material; furnishing and installing 48-inch duckbill check valve and sluice gate; furnishing, placing and compacting Class 2 aggregate base; earthwork and all miscellaneous work necessary to complete said project.

Seeking all trades (but not limited to): Chain Link Fence, Hydroseeding, Flatwork, Earthwork, Trucking, Concrete Structure, Sheet Piling / Cofferdam, Painting & Coating, Rebar, and Trucking. Vendors / Materials: Bio-exclusion fence, Fiber Roll, Lumber, Tierods, Tiebacks, Readymix Concrete, Chain Link Fence, Valve (Duckbill Valve), Handrail, Filter Fabric, Aggregate (Class 3 Permeable), CLSM, Misc Metals, CMP, Hydroseed, and Sheet pile.

Plans, specifications, and requirements can be viewed at our office or by using the link below. https://www.ipdservices.com/clients/eastbay/?ALCO

For assistance with bonding, lines of credit, insurance, or anything else regarding bidding on this project, contact Anvil Builders via phone or email.

Will you be bidding this project? Please email or fax your response to estimating@anvilbuilders.com / 415-285-5005



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 tradional industry segments.

Sub-Bids Requested from qualified MBE/WBE/SBE/DVBE/DBE/OBE/ELBE/SLBE/SDB/HUBzone Subcontractors and Suppliers For:

MORENA PUMP STATION BID NO. K-21-1801-DBB-3-A **Owner: City of San Diego** Location: San Diego, CA Bid Date: December 17, 2020 @ 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:

Aggregates, AC Paving, Demolition, Site Concrete, Fencing, Landscaping, Geotextiles, Stone Columns, Microtunneling, Ready-Mix Concrete, Reinforcing Steel, Precast Concrete, Masonry, Welding, Structural Steel, Steel Decking, Miscellaneous Metals, FRP Fabrications, Thermal Insulation, Roofing, Roof Hatches, Sealants, Metal Doors/Frames/Hardware, Access Doors, Overhead Coiling Doors, Glazed Aluminum Curtainwalls, Glazing, Louvers, Painting & Coatings, Signage, Fire Protection Specialties, HVAC, Equipment, Bridge Crane, Monorail Hoists, Electrical and Instrumentation.

Plans and Specifications: You may obtain a free download of all Project Documents at: https://www.planetbids.com/portal/portal.cfm?companyID=17950. 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 MBE/WBE/SBE/DVBE/DBE/OBE/ELBE/SLBE/SDB/HUBzone 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.



BAY CITIES PAVING & GRADING, INC. 1450 Civic Court | Concord, CA 94520 Office: (925) 687-6666 | Fax: (925) 687-2122 INVITATION TO BID

Bay Cities Paving & Grading, Inc. invites all certified DBE's to submit bids on the following project:

SAN FRANCISCO BAY AREA RAPID TRANSIT DISTRICT HAYWARD MAINTENANCE COMPLEX (PHASE 2) CIVIL GRADING CONTRACT No.: 01RQ-102

Bid Date: December 1, 2020

Bid Date: December 1, 2020 Sub-trades/suppliers/truckers needed for following work (but not limited to): Differing Site Conditions; District-Caused Delays; Partnering; Dis-pute Resolution Board; RWP Training; Watchperson; Mobilization (Includes Equipment); Demolition; Cut; Fill; Clearing and Grubbing - Haul-off; Aggregate Subbase, Class 3 Below Wall Footing; Drain Rock Aggregate; 16' Steel Casing; 6' PVC Sewer Lateral C900 Class 200 (5 Ft o 7 Ft Deep Trench); "4"" PVC Sewer Main C900 Class 200 (5 Ft o 7 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 10 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 10 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 7 Ft Deep Trench); "4"" PVC Sewer Main C900 Class 200 (8 Ft to 7 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 10 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 10 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 7 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 7 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 10 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 10 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 10 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 10 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 10 Ft Deep Trench); '8" PVC Sewer Main C900 Class 200 (8 Ft to 10 Ft Deep Trench); '8" Tructural Retaining Wall Rebar; Structural Retaining Wall Concrete; Structure Buckfill; Sheet Pile Wall; '7 Ft CL Barrier Fence; 10 Ft Expanded Metal Fence with Razor Coli, Double 40 Pt Kivide Concrete Shaft; Permanent Casing; '8" Drilled Concrete; Structure Excavation; Structure Backfill; Sheet Pile Wall; '7 Ft CL Barrier Fence; 10 Ft Expanded Metal Fence with Razor Coil; Double 40 Ft Wide Cantilever Slide Gate; 15Ft Swing Gate 20Ft Swing Gate; '8 Ft Chain Link Barrier with Barb Wire"; Golf Cart and Pedestrian Overcrossing Abutment Excavation; Golf Cart and Pedestrian Overcrossing Abutment Rebar; Golf Cart and Pedestrian Overcr Base, Class 2"; 4" Asphalt Concrete; Caltrans Type 84 Curb.

Plans and specifications for the Project are available for review at our office at 1450 Civic Court, Concord, CA 94520 or can be downloaded, please contact BCPG estimating department for assistance. 100% Performance, Payment Bonds by an admitted surety naming prime contractor as oblige, in the full amount of the subcontractors bid shall be required. Retention will be withheld if subcontractor fails to provide bonds. Bonding assistance is available, Bay Cities Paving & Grading, Inc., will pay bond premium up to 2%. Call Russ Olney or Robert Rosas at (925) 687-6666 for assistance with credit line, bonding, insurance, equipment, supplies and materials. Subcontractors will be required to enter into our standard contract. Items of work can be broken down to facilitate DBE and SBE participation. BCPG will make every effort to work cooperatively with all qualified firms seeking work on this project.

Please be advised, Contractors and Subcontractors must register with the D.I.R (Department of Industrial Relations) in order to bid on public works projects. Registration with the D.I.R. costs \$300 and covers the fiscal year (July 1 to June 30th). To verify the status of your D.I.R. number, please visit: http://www.dir.ca.gov/Public-Works/Contractors.html.

Bay Cities Paving & Grading is signatory to the following Unions: Operators, Laborers, Teamsters, & Cement Masons. Bay Cities Paving & Grading, Inc. is an Equal Opportunity Employer

How SBA Helps Native American Small Business Owners Succeed

American Indians, Alaska Natives, and Native Hawaiians have a strong history of entrepreneurship and small business ownership. There are about 300,000 Native American-owned small businesses in the U.S. today, generating around \$50 billion of revenue a year. Native American business owners have made their mark in a variety of industries, including tourism, gaming, energy, agriculture, forestry, manufacturing, and federal contracting. These businesses sustain local communities, create jobs, and help grow the economy.

If you are interested in starting a business or boosting your existing business, the U.S. Small Business Administration (SBA) can help through a variety of financial support, contracting opportunities, and educational tools for Native American business owners.

Financial Resources and Contracting Help

We offer a variety of financial resources like SBAguaranteed loans that help small businesses grow in times of prosperity or recover after a disaster. If your small business was impacted by the pandemic, you may consider applying for an Economic Injury Disaster Loan (EIDL). These loans can be used to pay fixed debts, payroll, accounts payable, and other bills that can't be paid because of the disaster. Learn more about EIDL and other pandemic-related resources for small businesses here.

Beyond direct financial help, the SBA also provides growth opportunities for small businesses via contracting assistance programs. The HUBZone program for businesses in historically underutilized business zones allows qualified small businesses to compete for set-aside federal government contracts. Find out whether you may be eligible for one of SBA's contracting assistance programs on our website.

Educational Opportunities

SBA also provides educational tools that benefit Native American business owners across the country. The SBA's Office of Native American Affairs (ONAA) is dedicated specifically to the prosperity of Native American entrepreneurs, offering training and technical assistance, including Native American Entrepreneurial Empowerment Workshops.

The Empowerment Workshops are free business training programs focused on entrepreneurship and small business management. Now through December, participants can choose between a full two-day workshop or shorter class days spread out over four weeks. Both options are offered in a virtual webinar format, and participants are eligible to earn continuing education credits through Salish Kootenai College.

Native American businesses can also get one-onone mentorships through SBA resource partners, which provide customized, expert small business advice both in-person and online.

You can also find resources for Native American entrepreneurs at:

- National Congress of American Indians: www. ncai.org
- Native American Finance Officers Association: www.nafoa.org
- National Center for American Indian Enterprise Development: www.ncaied.org
- Native American Contractors Association: www.nativecontractors.org
- National 8(a) Association: http://www.national8aassociation.org/

Follow us on Twitter @SBAgov for more general business tips and @nativeSBA for updates on our Empowerment Workshops.

Why Not Prequalifying Subcontractors is Still Risky Business

Continued from page 1

If you are using subcontractor default insurance, the burden lies with the general contractor to thoroughly prequalify their subs.

Financial – Determine if the subcontractor has ever filed for bankruptcy and ask for their Dun & Bradstreet number if they have one. You can also ask them to provide other financial information such as current year revenues, working capital, total and current assets, net equity, current liabilities, and average monthly billings. Your safest bet is to have potential subcontractors provide financial statements prepared by a CPA who has construction industry experience.

Litigation – The first thing to determine is whether the company, or any of the owners, have any active litigation. Find out if the company has had any labor law violations, had their license suspended or revoked and if they've had any judgments filed against the company. You should also ask about any contract defaults and whether they've ever been terminated from a contract.

References – Ask them to provide three to four reference contacts that can attest to both the quality and dependability of their company and employees but can also verify the company's creditworthiness.

Ask for an in-person visit with your potential subcontractor either at their office or one of their project sites to get an idea of how they manage their business and perform their work.

Prequalifying should not be a "one and done" kind of deal. Requalifying subcontractors every six months to a year can help you identify any possible red flags that may have developed since the last time you worked with them.

General contractors should make their subcontractor prequalification process easily accessible. Create an online prequalification form that can be easily found on your company's website. Have a link to the form prominently featured on the page where you have your subcontractor opportunities or currently bidding projects listed.

Tips for Subcontractors

If you are a subcontractor looking for more opportunities you should contact general contractors in your area and ask to get prequalified with their company. You don't have to wait until they have a job that meets your company's capabilities. Be proactive and get prequalified first, this way you'll get contacted by the general contractor first when they have an upcoming project requiring services your company provides.

Also, prequalifying can go both ways. Subcontractors should do a little research on general contractors they are hoping to work with on future projects. Talk with other subcontractors who have worked with the GC in the past. Find out what it's like to work with them, if they've ever had any issues with the GC in the past and how promptly they pay their subcontractors and suppliers.

Final Thoughts on Subcontractor Prequalification

You're subcontractor prequalification process should not be a cut and dry, yes or no decision. Yes, you need to set some minimum standards and create a process for assessing and approving subcontractors to bid on your projects, but you will occasionally need to make exceptions to your rules.

If you allow a subcontractor or supplier to bid on, or award, a project to a company that hasn't met your minimum standards, it's not the end of the world. To mitigate potential risks, you will just need to manage the subcontractor a little closer and keep a more watchful eye on them during the project.

Be open with subcontractors when you do this and let them know what risk management controls you are putting in place. Encourage them to come to you the moment they begin to experience any type of issue or delay so that you can work together to get things corrected before they get out of hand.

SOURCE: www.constructconnect.com/blog/ not-prequalifying-subs-still-risky-business



Gallagher & Burk, Inc. 344 High Street • Oakland, CA 94601 Phone: (510) 261-0466 • FAX (510) 261-0478 Estimator: JAMES YACKLEY AND JOE GOEHRING Website: www.gallagherandburk.com

Gallagher & Burk, Inc. (GBI) is preparing a bid as a Prime Contractor for the project listed below:

CALTRANS ROUTE 101 STATE HIGHWAY IN THE CITY AND COUNTY OF SAN FRANCISCO FROM THE SAN MATEO COUNTY LINE TO THE BAYSHORE VIADUCT Contract No. 04-4J3904, Federal Aid Project No. ACHSNH-Q101(379)E Disadvantaged Business Enterprise Goal Assigned is 12%

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

BID DATE: DECEMBER 16TH, 2020 @ 2:00 P.M.

GBI & Myers are soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to:

Gallagher & Burk, Inc.

CONTACT: JAMES YACKLEY jyackley@desilvagates.com AC DIKE, CONCRETE BARRIER, CONSTRUCTION AREA SIGN, ELECTRICAL, EROSION CONTROL, LEAD COM-PLIANCE PLAN, MBGR, MINOR CONCRETE, PAVEMENT GROOVING, PAVING FABRIC, PCC GRINDING, ROAD-SIDE SIGNS, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PRE-PARE, TEMPORARY EROSION CONTROL, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEP-ING, CLASS 2 AGGREGATE BASE MATERIAL, RUBBER-IZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL, ASPHALT BINDER.

MYERS CONTACT: JOE GOEHRING 916-283-9950 jgoehring@myers-sons.com

TRAFFIC CONTROL, TEMPORARY CONCRETE WASH-OUTS, BASE BOND BREAKER MATERIALS, RAPID SET-TING CONCRETE MATERIALS, PCC SAWCUTTING FOR REMOVALS, DOWEL BAR MATERIALS, REPLACE JOINT SEAL (SILICONE).

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 3855 N. Freeway Blvd., Suite 100, Sacramento, CA or at your local Builders Exchange, or reviewed and downloaded from the ftp site at ftp://ftp%25gallagherburk.com:f7pa55wd@ pub.gallagherburk.com (if prompted the username is ftp@ desilvagates.com and password is f7pa55wd) or from the Owner's site.

Fax your bid to (510) 261-0478 to the attention of Estimator James Yackley 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). GBI 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. GBI is an Equal Opportunity/Affirmative Action Employer.

11555 Dublin Boulevard • P.O. Box 2909 Dublin, CA 94568-2909 (925) 829-9220 / FAX (925) 803-4263 Estimator: Jack Shewmaker Website: www.desilvagates.com An Equal Opportunity/ Affirmative Action Employer

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

BART - Hayward Maintenance Complex -Phase 2 Civil Grading Contract No. 01RQ-102

Disadvantaged Business Enterprise Goal Assigned is 28% OWNER:

San Francisco Bay Area Rapid Transit District, 300 Lakeside Drive, 23rd fl., Oakland, CA 94612 REVISED BID DATE:

December 22nd, 2020 @ 2:00 P.M.

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

Bridge, Clearing and Grubbing/Demolition, Electrical, Erosion Control, Fencing, Minor Concrete, Minor Concrete Structure, Reinforced Concrete Pipe/Jacked Reinforced Concrete Pipe/Corrugated Metal Pipe, SWPPP Prep Water Pollution Control Plan Prepare, Tree Removal/Trimming, Underground, Trucking, Water Trucks, Street Sweeping, Imported Borrow, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 3855 N Freeway Blvd. Suite 100, Sacramento, CA 95834, or reviewed and down loaded from the DeSilva Gates ftp site at ftp:// ftp%25desilvagates.com:f7pa55wd@pub.desil-

vagates.com (if prompted the username is ftp@ desilvagates.com and password is f7pa55wd). Prospective Bidders or Interested Parties (including prospective Subcontractors of any tier) who are not currently registered on the BART Procurement Portal to do business with BART are required to register on the BART Procurement Portal on line at www.suppliers.bart.gov in order to download the Contract Documents' Order Form to the District Secretary's Office, San Francisco Bay Area Rapid Transit District, 300 Lakeside Drive, Oakland, California 94612.

Fax your bid to (925) 803-4263 to the attention of Estimator Jack Shewmaker. 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/Affirmative Action Employer.



11555 Dublin Boulevard • P.O. Box 2909 Dublin, CA 94568-2909 (925) 829-9220 / FAX (925) 803-4263 Estimator: VICTOR LE Website: www.desilvagates.com An Equal Opportunity/ Affirmative Action Employer

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

CALTRANS ROUTE 99 - CONSTRUCTION ON STATE HIGHWAY IN MERCED COUNTY IN MERCED FROM 0.2 MILE SOUTH OF CHILDS AVENUE OVERCROSSING TO 0.2 MILE

SOUTH OF FRANKLIN ROAD OVERCROSSING

Contract No. 10-1C1704, Federal Aid Project No. ACNH-P099(662)E Disadvantaged Business Enterprise Goal Assigned is 16%

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

Revised Bid Date: January 6, 2021 @ 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:

CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CHANNELIZERS, BARRICADES, OB-JECT MARKERS, ELECTRICAL, EROSION CONTROL, ADL, HAZARDOUS MATERIAL, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PCC PAVING, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CON-TROL, TRAFFFIC CONTROL SYSTEMS, UNDER-GROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATE-RIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices 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'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/Affirmative Action Employer.

🛞 Kiewit

Kiewit Infrastructure West Co. 4650 Business Center Drive Fairfield, CA 94534 Attn: Krista Christensen at <u>norcal.bids@kiewit.com</u>

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Santa Cruz, Graham Hill Water Treatment Plant Concrete Tanks Replacement Project in Santa Cruz, CA.

Subcontractors and Suppliers for the following project:

Graham Hill Water Treatment Plant Concrete Tanks Replacement Project CWO #2019-002 Owner: City of Santa Cruz

REVISED Bid Date: December 10, 2020 @ 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

www.mbda.gov ; www.epa.gov ; www.sba.gov ; dot.ca.gov

Minority Business Enterprise (**MBE**), Women Business Enterprise (**WBE**), Small Business Enterprise (**SBE**), Small Business in a Rural Area (**SBRA**), Labor Surplus Area Firm (**LSAF**), or Historically Underutilized Business (**HUB**) Zone Businesses wanted for the following scopes, including, but not limited to:

Aggregates • Asphalt Paving • Building • Building Insulation • Bypass Pumping • Concrete Crack Injection • Concrete Formwork • Concrete Pumping • Concrete Reinforcement • Concrete Supply • Concrete, Pre-cast • Demolition • Dewatering • Drywall • Electrical • Electrical Supply • Erosion Control • Fire Alarm • FRP • FRP Building • HVAC • Instrumentation • Joint Sealant • Lighting • Masonry • Mechanical Equipment • Metal Decking & Roofing • Miscellaneous Metals & Structural Steel • Openings • Paintings & Coatings • Piping & Valves • Potholing • Pre-Stressed Concrete Tanks • Quality Assurance/Quality Control • Segmental Retaining Walls • Signage • Soil Nail Wall • Soldier Pile Wall • Sweeper Truck • SWPPP • Thermal & Moisture Protection • Trucking & Hauling • Water Truck

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

Subcontractor and Supplier Scopes are due December 3, 2020 and Quotes NO LATER THAN December 9, 2020 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 <u>https://www.kiewit.com/districts/northern-california/overview</u> to register your company to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for permanent material Suppliers on this project.

CA Drinking Water State R evolving Fund (CASRF) applies American Iron and Steel requirements apply Davis-Bacon and California prevailing wage rates apply CA Lic. 433176

DIR #: 1000001147 An Equal Opportunity Employer





Kiewit Infrastructure West Co. 4650 Business Center Drive Fairfield, CA 94534 Attn: Krista Christensen at <u>norcal.bids@kiewit.com</u> Fax (707) 439-7301

Requests quotes from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate for the following project in Antioch, CA:

Brackish Water Desalination Project Project No. PW 694 Owner: City of Antioch

REVISED Bid Date: December 2, 2020 @ 2:00 P.M.

Subcontractor and Supplier Scopes are due November 25, 2020 and Quotes NO LATER THAN December 1, 2020 at 5 PM.

Kiewit requests Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses for the following scopes, but not limited to:

Aggregates • Asphalt Paving • Cathodic Protection • CCTV • Concrete Formwork & Accessories • Concrete Pumping • Concrete Supply • Concrete, Cast in Place • Concrete, Minor • Demolition • Dewatering • Diving • Drilled Concrete Piers • Earthwork • Electrical • Electrical Supply • Electrical Testing • Erosion Control • Fence • FRP • Grouting • Horizontal Directional Drilling • HVAC • Masonry • Mechanical Equipment • Metal Decking • Miscellaneous Metals • MSE Walls • Openings • Paintings & Coatings • Pavement Markings • Piling • Piping & Valves • Precast Structures • Quality Assurance/Quality Control • Rebar • Savcutting • Shotcrete Signage • Soil Nail Wall • Steel Joists • Sweeper Truck • Tanks (FRP and Steel) • Temporary Facilities • Thermal & Moisture Protection • Traffic Control • Trucking & Hauling • Water Truck

Certified thru, but not limited to, any of the following agencies:

www.mbda.gov ; www.epa.gov ;

www.sba.gov ; dot.ca.gov

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

Plans are available for viewing at our office at our address below by appointment only or download at https://www.antiochplanroom.com/jobs/

or through SmartBidNet (SBN). All companies registered in our SBN database will receive an invitation to bid.

Please visit https://www.kiewit.com/districts/northerncalifornia/overview to register your company to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors, and Supply Bond for permanent material Suppliers on this project. Please contact Kiewit for any assistance in bonding, insurance, equipment, materials and/or supplies.

Subcontractor's must possess & provide current California contractor's license number & DIR Registration number.

Each subcontractor must comply with the terms of the Project Stabilization Agreement. Non-signatory subcontractors will be required to sign an agreement for trades covered under this Project Stabilization Agreement.

Subcontractors and Suppliers will be required to execute Kiewit standard agreements and agree to Kiewit standard general terms and conditions. Copies are

available for review through our SmartBidNet (SBN) site. CA Drinking Water State Revolving Fund (CASRF) applies

American Iron and Steel requirements apply Davis-Bacon and California prevailing wage rates apply An Equal Opportunity Employer CA Lic. 433176

An Equal Opportunity Employe CA Lic. 433176 DIR #: 1000001147

ANVIL BUILDERS

1475 Donner Ave. San Francisco, CA 94124 Phone: 415-285-5000 • Fax: 415-285-5005

> Request for **DBE's & LBE's** Subcontractors and Suppliers for

Project: Wawona Area Stormwater Improvement and Vicente Street Water Main Replacement

Contract No: WW-711 Bid Date: Thursday, December 10, 2020 @ 2:00 PM

The objective of the project is to minimize flooding and manage stormwater at the Wawona St. neighborhood close to 15th Ave., by installing a wet weather/auxiliary sewer from on Vicente St., from the intersection of Vicente Street and Wawona Street to 34th Avenue. In addition, the construction project installs a new water transmission main and replaces aging water distribution mains on Vicente Ave. The work also includes various street base restoration and paving. The work is to be performed in San Francisco, California. The Engineer's estimate is between \$30,000,000 to \$40,000,000.

Seeking all trades (but not limited to): Traffic Control, Asphalt Paving, Striping, Concrete, Trucking, Shoring Underground, Televising of Sewer/ Storm, Grout, Settlement Monitoring, Trenchless Pipe Installation, Corrosion Protection, Painting and Coating, and Street Sweeping.

Plans, specifications, and requirements can be viewed at our office or by using the link below.

https://www.sfwater.org/bids/DocList.aspx?bidid=4266

For assistance with bonding, lines of credit, insurance, or anything else regarding bidding on this project, contact Anvil Builders via phone or email.

Will you be bidding this project? Please email or fax your response to<u>estimating@anvilbuilders.com</u> / 415-285-5005.

McGuire and Hester 2810 Harbor Bay Parkway • Alameda, CA 94502 Phone: 510-632-7676 • Fax: 510-562-5209 Contact: Justine Cooper

Sub Bids Requested From Qualified MBE, WBE, DBE, DVBE Subcontractors & Suppliers for

Phase 2B Arden Service Area Pipe & Meter Installation Contract No. 4507 Location: Sacramento, CA Bid Date: 12-10-20 @ 2 PM

McGuire and Hester is seeking qualified subcontractors in the following trades:

Traffic Control, Trucking/Hauling, Sawcutting, Fencing, Concrete, & Striping.

We will pay up to and including one-half percent (1 1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

An Equal Opportunity Employer

