

## Women in Construction USA 2019



Photo Credit by [www.buildingconnected.com](http://www.buildingconnected.com)

[ Article was originally posted on <https://blog.buildingconnected.com> ]

By Ann Marie Riley,

Women in Construction touched down for the first time in the U.S. this week, right here in San Francisco, after captivating London last year. The sold-out event at the Hyatt Regency was buzzing for two days with the future-shapers of construction who are shattering the notion that the industry is a man's world. In fact, the powerful lineup of speakers proved that construction is now everyone's world.

From motivational leaders sharing how they've created an inclusive workspace to workshops on leveraging tech the wise way, it was nearly impossible to choose which sessions to hit. Here's a rundown of some invaluable takeaways from this year's Women in Construction conference.

### 1. Inclusion starts from the top

Katie Coulson (VP of Skanska) has worked tirelessly to promote inclusivity, recently reaching a landmark 40% diversity at her company. One of her proudest moments as a leader was when she overheard a male colleague remark, "It's so

strange to work in such an inclusive, non-judgmental environment."

Katie has chosen to make diversity and inclusion a cultural norm at Skanska. That said, there's no secret sauce to achieving inclusivity and diversity: it takes understanding and work. She suggested a few key actions organizations can take to cultivate a culture of inclusion:

- Do what you do because you want to do it — not because it's prescribed to you based on social constructs.
- Don't leave anyone out.
- Cultivate a culture where people can be their authentic selves.
- Treat people the way they want to be treated.

### 2. Lean into technology and innovation your way

Autodesk's own Allison Scott (Head of Thought Leadership and Customer Marketing) and Sellen Construction's Jenny Moshea (Head of Technology) sparked rich conversation in their interactive workshop about construction technology.

Jenny mapped out how the use of smart, interconnected technology works at Sellen Construction,

unpacking how her team makes intentional tech choices. Many of their go-to tools come from Autodesk's offerings, like TradeTapp, BuildingConnected, BIM360, Assemble, and Revit.

Allison broke down how the rapid growth of construction tech can be overwhelming with the endless sea of options to choose from. Though it's easy to fall into the trap of blindly chasing the next shiny object, it's still possible to adopt tech at a pace and scale that makes sense for your company. All it takes is a little self-reflection and some guidance from the Innovation Spectrum (Harvard Business Review), a handy way to help you decide where to best allocate your resources.

### 3. The picture-perfect role model isn't a unicorn

The first thing that Catrina Alexandre (founder of Beyond the Looking Glass) said as she grabbed the mic was, "This is not going to be a boring Powerpoint presentation." Catrina is anything but boring: her first construction project was working to preserve Alcatraz, and now, she has her own organization where she matches young women interested in construction with mentors.

Catrina got everyone head-nodding when she said, "There would be more women in construction if they had access to more female role models." Most attendees resonated with the experience of being the only woman in the room and craved connection and mentorship with other women in the construction world.

She pushed attendees to share their experiences with positive role models, making everyone feel understood and connected. To hit it home, they were challenged to see themselves as role models — and pass it on. Catrina deeply believes in the power of connecting and the power of social media, so check her out on Instagram @blackwomeninconstruction.

### Wrap-up

We had a blast attending WICUSA, hosting the speaker dinner on Tuesday evening, and getting to know so many incredible women impacting the construction industry. A serious shout-out and thank you to Maddox Events in the UK for making WICUSA happen — it was truly an empowering and unforgettable event!

### SOURCE:

<https://blog.buildingconnected.com/recap-women-in-construction-usa-2019/>



# California Sub-Bid Request Ads

United Storm Water, Inc. is requesting sub-bids from qualified MBE/WBE/OBE/SBE/LBE/DVBE subcontractors, suppliers, manufacturers & truckers for: Contra Costa County Public Works Dept. 255 Glacier Drive, Martinez, CA 94553

**Project: 2019 Full Trash Capture**

**Project #: 0662-6U4120-19**

**Bid Due Date: 10/22/19 at 2pm**

For the following (but not limited to) work: traffic control, equipment rental, vactron truck rental, stainless steel industrial fastener, supplier and confined space certified laborer

If you are interested in bidding on this work or know of someone who is, please contact Maria Mercado P-626/961-9326 Ext. 261 F-626/961-3166 Email: [maria@unitedstormwater.com](mailto:maria@unitedstormwater.com)

Plans, specs, and requirements for the project are available for review at our office at 14000 E. Valley Blvd., Industry, CA 91746 and are available to purchase online at [www.cccounty.us/pwprojects](http://www.cccounty.us/pwprojects)

For assistance in obtaining bonds, line of credit, and/or insurance of this project, please contact Maria Mercado at the noted phone number.

**United Storm Water, Inc.**

14000 E. Valley Blvd., Industry, CA 91746

Contact: Maria Mercado

P-626/961-9326 Ext. 261

F-626/434-6994



**Proven Management, Inc.**

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

PMI requests proposals/quotes from all qualified and certified Local Small Business (LSB), Minority Business Enterprise (MBE) Women Business Enterprise (WBE) subcontractors, suppliers, and truckers for the following project:

**A65 AND A75 INTERLOCKING RENEWAL  
BART CONTRACT NO. 15CQ-125**

**Bids: 11/26/2019 @ 2pm**

**LSB GOAL - 16%**

The work includes but is not limited to: Concrete; Conc. Forming; Rebar/Finishing; Portland Cement/CIP/Precast Concrete; Non-Shrink Grout; Metals, Mtl Welding; Mtl Fab.; Raceways / Underground Ductwork & Structures for Facility Services; Electrical; Low Voltage Wires & Cables; Grounding & Bonding for Electrical Systems; Earthwork; Clearing & Grubbing; Excavation Support & Protection; Chain Link Fence & Gates; Support & Protection/Trenching & Backfilling for Utilities; Common Materials & Methods for Train Control; Special Trackwork; Running Rail; Ballasted Track; Concrete Ties; Track Appurtenances; Traction Power Facilities Installation Reqs./Field Acceptance Testing; Traction Power Cables; Contact Rail System; Train Control System Reqs./Wires & Cables; Wayside Equip.; Switch Machine Layouts.

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 LSB/ MBE/ WBE certified suppliers & subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested LSB/MBE/WBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

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

We are an Equal Opportunity Employer



**Pipe and Plant Solutions, Inc.**  
225 3rd Street, Oakland, CA 94607

Contact: Andrew Florita

Phone: (888) 978-8264 • Fax: (866) 977-2642

Email: [afiorita@pipeandplant.com](mailto:afiorita@pipeandplant.com)

Pipe and Plant Solutions, Inc. is requesting sub-bids from qualified MBE/WBE/OBE/SBE/LBE/DVBE subcontractors, suppliers, manufacturers & truckers for: Contra Costa County Public Works Dept., 255 Glacier Drive, Martinez, CA

**Project: 2019 FULL TRASH CAPTURE**

**Project#: 0662-6U4120**

**Bid Due Date: 10-22-2019 at 2 pm.**

For the following (but not limited to) work: traffic control, construction area signs, clearing and grubbing, trucking.

If you are interested in bidding on this work or know someone who is, please contact Andrew Florita at (888) 978-8264 Fax: (866) 977-2642 Plans, Specs, and Requirements for the project are available for review at our office in Anytown or at the Contra Costa County Public Works Dept. 255 Glacier Drive, Martinez, CA., 94553 and are available for purchase online at [www.cccounty.us/pwprojects](http://www.cccounty.us/pwprojects).

For assistance in obtaining bonds, line of credit, and/or insurance for this project, please contact Andrew Florita at the noted phone number.



Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:  
**PURE WATER OCEANSIDE - ADVANCED WATER PURIFICATION FACILITY**

**PROJECT NO. 908130200715**

**Owner: City of Oceanside**

**Location: Oceanside, CA**

**Bid Date: November 12, 2019 @ 4:00 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](mailto: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:

AC Paving, Traffic Striping, Landscaping, Ready-Mix Concrete, Reinforcing Steel, Structural Steel, Metal Deck, Metal Framing & Drywall, Miscellaneous Metals, Waterproofing, Insulation, Roofing, Sheet Metal, Metal Doors/Frames/Hardware, Overhead Coiling Doors, Skylights, Louvers, Cement Plaster, Acoustical Ceilings, Resilient Flooring, Tile Carpeting, Painting & Coatings, Signage, Fire Extinguishers, Equipment, FRP Tanks, Prefabricated Building, HVAC, Electrical and Instrumentation.

**Plans and Specifications:** You may obtain a free download from the City of Oceanside's website at: <https://www.ci.oceanside.ca.us/gov/dev/eng/cip/bids/default.asp>. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

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

## 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



**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:

**US101/Holly Street Interchange & POC**  
City of San Carlos

**BID DATE: October 21, 2019 @ 10:00 AM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, Temp. Crash Cushion, SWPPP, Temporary Dewatering & Non-Stormwater Control System, Storm Water Annual Report, Temporary Fencing, Sweeping, Treated Wood Waste, Clearing & Grubbing, Structure Excavation, Pervious Backfill Material, Lightweight Cellular Concrete Fill, Import Borrow, Underground, Imported Biofiltration Soil, Hydroseed, Compost, Lean Concrete Base, Data Core, AC Dike, Tack Coat, Prime Coat, Cold Plane AC, CIDH Concrete Piling, Prestressing Cast-In-Place Concrete, Structural Concrete, Minor Concrete, Fractured Rib Texture, Drill and Bond Dowel, Polyester Concrete, PTFE Spherical Bearing, Bar Reinforcing Steel, Shotcrete, Roadside Signs, Prepare Bridge Deck Surface, Bridge Removal, Misc. Metal, Underground, Rock Slope Protection, Minor Concrete, Misc. Iron & Steel, Isolation Casing, Bridge Deck Drainage System, Electrical, Fencing, Delineator, Pavement Marker, Object Marker, Midwest Guardrail System, Chain Link Railing, Concrete Barrier, Transition Railing, Striping & Marking, Message Sign, Ramp Metering System, Fiber Optic System, Wall Graphics, Color Changing Lighting, Metal Arc, Porcelain Enamel Graphics-Pilasters, Micro-Surfacing Ground Anchors, Bridge Grazing Lighting, and Construction Materials

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

Jean Sicard (510-809-3411)(jsicard@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or specification interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OC Jones is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OC Jones may require Performance and Payment bonds on subcontracts. OC Jones will pay the bond premium up to 2% of the contract value.

All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OC Jones as additional insured. Copies of our agreement and insurance requirements are available upon request. OC Jones is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OC Jones is an Equal Opportunity Employer



**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:

**Cold Plane AC Pavement, RHMA (Gap Graded)**  
**Overlay, and Replace Guardrail**

**Hwy 101 Mendocino County Near Hopland**  
**Caltrans #01-466304**

**BID DATE: October 22, 2019 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Flashing Arrow Sign, Type III Barricade, Flashing Beacon, Portable Changeable Message Sign, Water Pollution Control Program, Asbestos Compliance Plan, Treated Wood Waste, Dust Control Plan (Naturally Occurring Asbestos), Imported Borrow, Wood Mulch, Crack Treatment, Asphalt Binder, Geosynthetic Pavement Interlayer, Date Core, AC Dike, Tack Coat, Cold Plane AC, Adjust Monument Cover to Grade, Guard Railing Delineator, Pavement Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Wildlife Passageway, Transition Railing, Alternative In-Line Terminal System, Severe-Duty Crash Cushion, Rumble Strip, Remove Barriers and Railing, Concrete Barriers and Transitions, Striping & Marking, Electrical and Construction Materials

Greg Souder (510-809-3430 [gsouder@ocjones.com](mailto:gsouder@ocjones.com)) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is 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 Department of General Services (DGS) certified Local Small Business Enterprises (LSB), Local Micro Small Businesses having a primary business office in the counties of Alameda, Contra Costa and San Francisco and California Unified Certification Program (CUCP) certified Minority/Women Business Enterprise (MBE/WBE) Subcontractors, Consultants, and/or Suppliers seeking to participate in the construction on the Market Street Entry Canopies Project in San Francisco, CA.

<https://cucp.dot.ca.gov/cup>  
<http://www.pd.dgs.ca.gov>  
[www.bart.gov/ocr](http://www.bart.gov/ocr)

Subcontractors and Suppliers  
for the following project:

**Market Street Entry Canopies**  
**Contract No. 15LK-140**  
**Owner: BART**

**Bid Date: November 12, 2019 by 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**  
**and Local Small Businesses (LSB)**

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Local Small Business Enterprise (LSB), wanted for the following scopes, including, but not limited to:

**AC Paving, Bird Control Devices, CCTV, Concrete - Minor, Concrete Reinforcing, Concrete Supply, Concrete Cast in Place, Concrete Pumping, Demo, Drywall, Electrical, Flooring, Hazardous Abatement, Joint Protection, Masonry, Metals, Metal Decking, Openings, Painting & Coatings, Piping, Plumbing, Quality Control, Roofing, Security, Signage, Structural Steel, Temp Facilities and Traffic Control.**

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 DBE, MBE, WBE and LSB certified suppliers, service providers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers, service providers and subcontractors.

**Subcontractor and Supplier Scopes are due**  
**November 8, 2019 and Quotes**  
**NO LATER THAN November 11, 2019 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 <https://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 may be required for subcontractors and a suppliers bond for suppliers.

Project Stabilization Agreement (PLA) applies for SF Bay Area Rapid Transit District

Subcontract work shall be signatory to the applicable local union or willing to sign a one-time agreement.

**An Equal Opportunity Employer**  
**CA Lic. 433176**  
**DIR# 100001147**

SMALL  
**BUSINESS**  
EXCHANGE



# 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/  
Affirmative Action Employer

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

**US 101 / HOLLY STREET INTERCHANGE  
AND POC PROJECT**  
City Project No. 04-1G6224,  
Federal Project No. SRTSL-5267(018)  
Disadvantaged Business Enterprise Goal  
Assigned is 8.4%

**OWNER:**  
CITY OF SAN CARLOS

600 Elm Street, San Carlos, CA 94070

**BID DATE: OCTOBER 21, 2019 @ 10:00 A.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, BRIDGE DECK RESURFACING, BRIDGE, CELLULAR CONCRETE, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, BARRICADE AND CHANNELIZER, DRAINAGE WICK, ELECTRICAL, EROSION CONTROL, FENCING, LANDSCAPING/IRRIGATION, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PAVEMENT GROOVING, LEAN CONCRETE BASE, ROADSIDE SIGNS, MICRO-SURFACING, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE SUBBASE MATERIAL, 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://ftp%25desilvagates.com> and password is f7pa55wd) or from the Owner's site at <https://www.cityofsan-carlos.org>

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/Affirmative Action Employer.

## Kiewit

10704 Shoemaker Ave., Santa Fe Springs, CA 90670  
Tel: (562) 946-1816, Fax: (562) 946-3823  
Contact: Branden Willcut  
Email: [Branden.Willcut@kiewit.com](mailto:Branden.Willcut@kiewit.com)

**Owner: City of Oceanside**  
**Project Name: Pure Water Oceanside - Advanced Water Purification Facility (AWPF) Contract**  
**Project No. 908130200715**  
**Location: San Luis Rey Water Reclamation Facility (SLRWRF),**  
**3950 North River Road, Oceanside, CA 92058**  
**Bid Date: November 12, 2019 at 4:00p.m.**

**Request for DBE sub-quotes**

Kiewit Infrastructure West Co. ("Kiewit") is seeking quotes from qualified Disadvantaged Business Enterprises (DBE), including Minority Business Enterprises (MBE), Woman Business Enterprises (WBE), Small Business Enterprises (SBE), Small Business in Rural Area (SBRA), Labor Surplus Area Firms (LSAF), Historically Underutilized Business (HUB) Zone Small Businesses and all other business enterprises to perform as subcontractors, material contractors, and suppliers. DBEs must provide evidence of certification by the U.S. Environmental Protection Agency (US EPA), the Small Business Administration (SBA), the CA DOT DBE Certification Program (with U.S. citizenship) (CUCP), Tribal, State, and Local Governments, or Independent Private Organization Certifications.

The **Pure Water Oceanside - AWPF** project consists of new AWPF designed to produce 4.5 MGD of fully advanced treated recycled water (referred to as Phase 1), with provisions to expand an ultimate minimum production capacity of 6.0 MGD (referred to as Ultimate or Phase 2). Key components will include: nitrification-denitrification (NDN) facilities at Plant 2, Plant 2 blower improvements, and AWPF process building consisting of process feed tank, pump station and strainers, ultra-filtration, reverse osmosis, ultra-violet light advanced oxidation, stabilization, product water pump station and connection to conveyance piping. A waste equalization wet-well and pump station, pipeline to plant headworks. A new RO concentrate pipeline connection to the secondary effluent pump station at the SLRWRF, and chemical storage and feed facilities.

Kiewit is requesting quotes for various areas of work including but not limited to: Asphalt paving • ready mix supply • concrete reinforcing installation • concrete pumping • pre-cast concrete • metals • metal deck • damp proofing and waterproofing • building insulation • flashing and sheet metal • metal doors and frames • overhead door • plaster and gypsum board • flooring • paints and coating • louvers and vents • identification device • fire protection specialties • pre-engineered structure.

Firms interested in providing a sub-quote for this project must contact Kiewit and responding firms will be issued an "Invitation to Bid" through Kiewit's electronic use of Smart-Bid system (at no cost to bidder) with project information and bid instructions. Plans and specifications are also available for review at Kiewit's office.

This project is subject to federal funding which requires compliance with federal labor standards, including Davis-Bacon and Related Acts and State Prevailing Wages and is subject but not limited to American Iron and Steel provisions.

Responsive bidders must possess a valid California Contractor's license (as appropriate) and provide acceptable insurance. Responsible subcontractors and material contractors may be required to provide bonding for 100% of their contract value. Kiewit will reimburse bond premiums. Kiewit is signatory to collective bargaining agreements with the carpenters, laborers, cement masons, ironworkers, operating engineers and teamsters. Kiewit will consider quotes from any and all bidders who demonstrate an ability to foster and maintain labor harmony on the Project.

Kiewit intends to conduct itself in good faith with all DBEs regarding participation on this project. For further information regarding this project, insurance, bonding, related assistance with equipment, supplies, and materials, or the project schedule, please contact the Lead Estimator listed below.

**Kiewit Infrastructure West Co.**  
is an Equal Opportunity Employer. Employment decisions are made without regard to race, color, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability, protected veteran status or other characteristics protected by law.

## DESILVA GATES CONSTRUCTION

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](http://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 - STATE HIGHWAY IN  
MERCED COUNTY IN AND NEAR ATWATER  
FROM 0.4 MILE SOUTH OF BUHACH  
OVERCROSSING TO 0.8 MILE NORTH OF  
WEST ATWATER OVERHEAD**

**Contract No. 10-3A7204,**  
**Federal Aid Project No. ACNH-P099(646)E**  
**Disadvantaged Business Enterprise Goal**  
**Assigned is 17%**

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

**BID DATE: OCTOBER 30, 2019 @ 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, BRIDGE, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, FENCING, MBGR, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PCC PAVING, ROADSIDE SIGNS, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE SUB BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, ASPHALT OIL BINDER.**

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://ftp%25desilvagates.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 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](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/Affirmative Action Employer.

# Solopreneur Tips: Ways to Grow a One-person Business

Solopreneurs encounter many of the same challenges that other business owners face—and some unique ones, as well. Tasked with single-handedly managing all aspects of their businesses—sales, marketing, production, office management, accounting, etc.—they can quickly become overworked and overwhelmed. They may also find it difficult to grow their businesses as they deal with competing priorities and not enough hours in the day.

Fortunately, with dedication to working smarter not harder, solopreneurs can gain the capacity to devote more time and energy to revenue-growth.

If you're starting or running a one-person company, consider the following suggestions:

## Tips for Growing a Solo-Business

Here are five ways you can empower yourself to have the time and focus to grow your business.

1. Get organized.
2. Boost efficiency and productivity.
3. Don't sell yourself short.
4. Outsource tasks.
5. Ask for guidance from a SCORE mentor.

### Get organized.

Use technology tools to help you keep track of to-dos, deadlines, and important information. For example, block out time on your calendar for all of the projects and tasks you need to accomplish. Also, use platforms like Evernote or Dropbox to save and organize information you'll need to reference later. For keeping projects on track, cloud-based software services like Trello provide

collaborative features that streamline communication with project partners and maintain all project information in a central place.

### Boost efficiency and productivity.

Figure out the times of the day when you're at your peak performance and schedule your work for clients during those timeframes. This will help ensure you're putting your best foot forward on the tasks that matter most. Also, consider using platforms and features that allow you to automate certain aspects of your business. For example, you can streamline social media efforts by composing and scheduling posts with Hootsuite or Buffer. And if you have clients that you bill the same amount to at regular intervals, you can save time by scheduling recurring invoices in Quickbooks.

### Don't sell yourself short.

If you bill hourly for your services, use a time-tracking app (like Toggl or Hours) that you can turn on and off easily whenever dedicating time to a client. This will help ensure you're not missing out on billing for 5 minutes here and 10 minutes there—those short increments can add up! Also, review your rates to make sure you're getting paid fairly for your services. Often, startup solopreneurs will charge a little less to ramp up their client base. If this is the case with you, you may want to revisit your rate schedule and adjust it upward as demand for your services increases and you build a reputation of dependability and value.

### Outsource tasks.

Just because you don't want to hire employees doesn't mean you can't get help with different

aspects of your business. To give yourself more time to work on revenue-generating activities, consider outsourcing tasks that you either...

- a. aren't adept at, or
- b. dislike...

to freelancers and independent contractors. Some activities you might consider outsourcing include bookkeeping, writing blog posts, and researching (competition, industry, etc.).

### Ask for guidance from a SCORE mentor.

Mentoring is free of charge and SCORE volunteers have expertise in all aspects of starting and growing a small business. They can provide you with guidance on how to scale your one-person operation.

Just because you're a "solo"-preneur, doesn't mean you have to go it alone! Contact SCORE to request a mentor and get the insight and feedback you need to grow your business.

Since 1964, SCORE "Mentors to America's Small Business" has helped more than 10 million aspiring entrepreneurs and small business owners through mentoring and business workshops. More than 11,000 volunteer business mentors in over 320 chapters serve their communities through entrepreneur education dedicated to the formation, growth and success of small businesses. For more information about starting or operating a small business, call 1-800-634-0245 for the SCORE chapter nearest you.

Visit SCORE at [www.score.org](http://www.score.org).

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## Facts About Manufacturing

### Facts You Need to Know

#### The Top 18 Facts You Need to Know

##### 1. Manufacturers contributed \$2.38 trillion to the U.S. economy.

In the most recent data, manufacturers contributed \$2.38 trillion to the U.S. economy in the fourth quarter of 2018. This figure has risen since the second quarter of 2009, when manufacturers contributed \$1.67 trillion. Over that same time frame, value-added output from durable goods manufacturing grew from \$0.87 trillion to \$1.33 trillion, with nondurable goods output up from \$0.81 trillion to \$1.06 trillion. In 2018, manufacturing accounted for 11.4 percent of GDP in the economy. (Source: Bureau of Economic Analysis)

##### 2. For every \$1.00 spent in manufacturing, another \$1.82 is added.

For every \$1.00 spent in manufacturing, another \$1.82 is added to the economy. That is the highest multiplier effect of any economic sector. In ad-

dition, for every one worker in manufacturing, there are another four employees hired elsewhere. (Source: NAM calculations using IMPLAN)

With that said, recent research suggests that manufacturing's impacts on the economy are even larger than that if we consider the entire manufacturing value chain plus manufacturing for other industries' supply chains. That approach estimates that manufacturing could account for one-third of GDP and employment. Along those lines, it also estimated the total multiplier effect for manufacturing to be \$3.60 for every \$1.00 of value-added output, with one manufacturing employee generating another 3.4 workers elsewhere. (Source: Manufacturers Alliance for Productivity and Innovation)

##### 3. The majority of manufacturing firms in the United States are quite small.

The majority of manufacturing firms in the United States are quite small. In 2016, there were 249,962 firms in the manufacturing sector, with

all but 3,837 firms considered to be small (i.e., having fewer than 500 employees). In fact, three-quarters of these firms have fewer than 20 employees. (Source: U.S. Census Bureau, Statistics of U.S. Businesses)

##### 4. There are 12.82 million manufacturing workers in the United States.

There are 12.82 million manufacturing workers in the United States, accounting for 8.5 percent of the workforce. Since the end of the Great Recession, manufacturers have hired an additional 1.37 million workers. There are 8.05 million and 4.77 million workers in durable and nondurable goods manufacturing, respectively. (Source: Bureau of Labor Statistics)

##### 5. Manufacturing workers in the United States earned \$84,832 annually.

In 2017, the average manufacturing worker in the United States earned \$84,832 annually, including

■ Continued on page 7



# Public Legal Notices



## CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Sourcing Event ID No. 000002277

Contract ID No. 1000013347

### VARIOUS LOCATIONS PAVEMENT RENOVATION NO. 43 AND SEWER REPLACEMENT (PW VL PAVE RENOV NO.43 &SWR)

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on November 6, 2019**, 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.sfpublishworks.org/biddocs](http://www.sfpublishworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublishworks.org](http://www.sfpublishworks.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 is located at various locations throughout San Francisco, California and consists of pavement renovation, sewer replacement, traffic routing, and all related work. The time allowed for completion is 510 consecutive calendar days. The Engineer's estimate is approximately \$9,900,000. For more information, contact the Project Manager, **Ramon Kong** at 415-554-8280.

**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 2**. 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 Unit Price basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsible 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 **25%**. Call Selormey Dzikunu at 415-554-8369 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 **October 21, 2019; 10:00 a.m.**, at 1680 Mission Street, 3rd Floor.

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 "A"** 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.

10/10/19

**CNS-3302123#**

**SMALL BUSINESS EXCHANGE**

## UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

Subject to conditions prescribed by the University of California, Irvine Medical Center, sealed bids for a Lump-Sum Contract are invited for the following project:

**Fashion Island, Wellness Center  
Project No. 994657**

**ESTIMATED CONSTRUCTION COST: \$1,700,000**

**LICENSE CLASS REQUIRED: B**

**PROJECT DURATION: 120 calendar days**

**GENERAL DESCRIPTION OF WORK:** Build-out ~7209 SF of existing space on 2161 San Joaquin Hills Road, Newport Beach, CA 92660. The buildout will create a wellness clinic to include approx. 14 exam rooms, 1 office, 3 treatment rooms, 1 procedure room, a waiting and reception area, and administrative workspace that will serve coastal population.

**PROCEDURES:** Bid documents are available beginning on Tuesday, October 15, 2019 at 4:00 p.m. upon request to Kim Kerwin @ [khau@uci.edu](mailto:khau@uci.edu).

**BIDDER QUALIFICATIONS:** The successful Contractor will be required to have the following California contractor's license (s): active at the time of submission of the Bid: **B, General Building Contractor**

Bidders will be required to submit a completed Statement of Qualifications for themselves and their MEP subcontractors. Bidders that do not submit a completed Statement of Bidder's Qualifications or do not meet the University's requirements for relevant project experience, financial ability to complete the project, safety record and professional conduct will not be eligible for award.

**MANDATORY PRE-BID CONFERENCE:** The Pre-Bid Conference and Job Walk will be conducted on **Thursday, October 17, 2019 at 10:00 am** at 2161 San Joaquin Hills Road, Newport Beach, CA 92660. Contractors arriving after **10:00 am** will not be eligible to participate in the bid process as a General Contractor. Only bidders who participate in both the pre-bid conference and the job walk in their entirety will be allowed to bid on the Project as General Contractors.

**BID SUBMITTAL REQUIREMENTS:** Sealed bids will be received only at: UCI Medical Center, Planning Administration, Building 27, Room 136, 101 The City Drive South, Orange, CA 92868, on or before **2:00 pm on Tuesday, November 12, 2019**.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Bidder may be required to show evidence of its equal employment opportunity policy. The successful Bidder and its subcontractors will

be required to follow the nondiscrimination requirements set forth in the Bidding Documents and to pay prevailing wage at the location of the work.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

No contractor or subcontractor, regardless of tier, may be listed on a Bid for, or engage in the performance of, any portion of this project, unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5 and 1771.1.

This project is subject to compliance monitoring and enforcement by the Department of Industrial Relations.

The successful Bidder shall pay all persons providing construction services and/or any labor on site, including any University location, no less than the UC Fair Wage (defined as \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

For additional information contact **Kim Kerwin, Project Governance Manager at (714) 456-5735**.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
University of California, Irvine  
October 2, 2019



# Public Legal Notices

## DEPARTMENT OF MOTOR VEHICLES (DMV)

### Parking Lot Repair, Seal, and Stripe Services for Parking Lots I and K at DMV Headquarters. Project No. 19-315

Provide the DMV all labor, tools, materials, equipment, supervision, travel, and permits necessary to repair, seal, and stripe Parking Lots I and K at DMV Headquarters for the term of this Agreement. The Contractor is responsible for field verifying all dimensions and existing site conditions pertinent to this Agreement.

A mandatory pre-bid conference is scheduled at 9:00 a.m. on 10/29/19 at 2415 First Ave., Sacramento, CA 95818. Meeting in the lobby.

The bidder shall possess a valid A contractor license issued by the California Department of Consumer Affairs, Contractors State License Board (CSLB). All subcontractors that the bidder intends to utilize to perform work under the contract shall possess all applicable contractor licenses for the work they shall perform under the contract. All bidder and subcontractor contractor licenses shall be in good standing from the time of the bid opening through the term of the contract.

Successful bidder shall furnish all applicable bonds (e.g., Bidder's Bond) and must pay prevailing wages. Awarded Contractor shall be required to provide Payment Bond. (Estimate: \$333,656.00)

Bid Opening: 11/13/19 at 3:00 p.m.

This Invitation for Bid is advertised in the California State Contracts Register through Cal eProcure at: <http://www.dgs.ca.gov>.

10/10, 10/17/19

CNS-3302443#

SMALL BUSINESS EXCHANGE

## Facts About Manufacturing

### Continued from page 5

pay and benefits. The average worker in all non-farm industries earned \$66,847. Looking specifically at wages, the average manufacturing worker earned more than \$27 per hour, according to the latest figures, not including benefits. (Source: Bureau of Economic Analysis and Bureau of Labor Statistics)

### 6. 92 percent of manufacturing employees were eligible for health insurance.

Manufacturers have one of the highest percentages of workers who are eligible for health benefits provided by their employer. Indeed, 92 percent of manufacturing employees were eligible for health insurance benefits in 2018, according to the Kaiser Family Foundation. This is significantly higher than the 79 percent average for all firms. Of those who are eligible, 82 percent participate in their employer's plans (i.e., the take-up rate). There are only three other sectors—state and local government (85 percent), trade, communications and utilities (85 percent) and wholesale (84 percent)—that have higher take-up rates. (Source: Kaiser Family Foundation)

### 7. Manufacturers have experienced tremendous growth.

Manufacturers have experienced tremendous growth over the past few decades, making them more "lean" and helping them become more competitive globally. Output per hour for all workers in the manufacturing sector has increased by more than 2.25 times since 1987. In contrast, productivity is roughly 1.8 times greater for all nonfarm businesses. Note that durable goods manufacturers have seen even greater growth, exceeding 2.6 percent times the output per worker seen three decades ago. (Source: Bureau of Labor Statistics)

### 8. Over the next decade, 4.6 million manufacturing jobs will likely be needed.

Over the next decade, 4.6 million manufacturing jobs will likely be needed, and 2.4 million are expected to go unfilled due to the skills gap. Moreover, according to a recent report, the lack of qualified talent could take a significant bite out of economic growth, potentially costing as much as \$454 billion

from manufacturing GDP in 2028 alone. Between now and 2028, a persistent skills shortage could cost \$2.5 trillion in reduced output. (Source: Deloitte and The Manufacturing Institute)

### 9. Over the past 28 years, U.S.-manufactured goods exports have quadrupled.

Over the past 28 years, U.S.-manufactured goods exports have quadrupled. In 1990, for example, U.S. manufacturers exported \$329.5 billion in goods. By 2000, that number had more than doubled to \$708.0 billion. In 2018, it was just shy of the all-time high reached in 2014, which was \$1.403 trillion. Despite a stronger dollar, slowing global growth and lingering trade uncertainties, U.S.-manufactured goods exports were up 4.7 percent and 5.6 percent in 2017 and 2018, respectively. (Source: U.S. Commerce Department)

### 10. Manufactured goods exports have grown substantially.

Manufactured goods exports have grown substantially to our largest trading partners since 1990, including to Canada, Mexico and even China. The North American market remains vital for manufacturers in the United States. Indeed, Canada and Mexico purchase more manufactured goods from the U.S. (\$500.3 billion in 2018) than from our next 11 largest trading partners combined (\$496.5 billion in 2018). Meanwhile, U.S.-manufactured goods exports to China have tripled from \$31.9 billion in 2005 to \$98.2 billion in 2018. (Source: U.S. Commerce Department)

### 11. Manufacturers export nearly half of U.S. manufacturing output.

Manufacturers in the United States export nearly half of U.S. manufacturing output. Of total U.S.-manufactured goods exports, nearly half were sold to nations with which the U.S. has free trade agreements. In 2018, manufacturers in the U.S. exported \$679.5 billion in goods to FTA countries, or 48.6 percent of the total. (Source: U.S. Commerce Department)

### 12. World trade in manufactured goods has more than doubled.

World trade in manufactured goods has more than doubled between 2000 and 2017—from \$4.8

trillion to \$12.2 trillion. The U.S. share of world trade in manufactured goods has grown from 7.6 percent in 2002 to 8.7 percent in 2017. (Source: World Trade Organization)

### 13. Manufacturing in the US would be the eighth-largest economy in the world.

Taken alone, manufacturing in the United States would be the eighth-largest economy in the world. With \$2.18 trillion in value added from manufacturing in 2017, only seven other nations (including the U.S.) would rank higher in terms of their GDP. Those other nations with higher GDP in 2017 were (in order) the U.S., China, Japan, Germany, India, the United Kingdom and France. (Source: Bureau of Economic Analysis, International Monetary Fund)

### 14. Foreign direct investment in U.S. manufacturing exceeded \$1.6 trillion.

Foreign direct investment in U.S. manufacturing exceeded \$1.6 trillion for the first time ever in 2017. Across the past decade, foreign direct investment has jumped from \$569.3 billion in 2006 to \$1,607.2 billion in 2017. Moreover, that figure is likely to continue growing, especially when we consider the number of announced ventures that have yet to come online. (Source: Bureau of Economic Analysis)

### 15. Affiliates of foreign multinational enterprises employed nearly 2.5 million.

U.S. affiliates of foreign multinational enterprises employed nearly 2.5 million manufacturing workers in the United States in 2016, or roughly one-fifth of total employment in the sector. In 2016, the most recent year with data, manufacturing sectors with the largest employment from foreign multinationals included motor vehicles and parts (407,300), chemicals (364,400), food (301,000), machinery (228,100), primary and fabricated metal products (168,000), plastics and rubber products (156,900) and computer and electronic products (152,900). Total compensation in the manufacturing sectors from these affiliates was \$228.2 billion, and those entities spent \$43.0 billion in research and development. (Source: Bureau of Economic Analysis)

Visit link for the full report:

<https://www.nam.org/facts-about-manufacturing/>