

U.S. EPA invites 13 projects in California, 1 in Arizona to apply for nearly \$2 billion in water infrastructure loans



The U.S. Environmental Protection Agency (EPA) is inviting 13 projects in California to apply for a total of \$1.6 billion in Water Infrastructure Finance and Innovation Act (WIFIA) loans. EPA is also inviting the City of Phoenix to apply for a \$172 million WIFIA loan. Across the nation, a total of 38 projects in 18 states are being invited to apply for about \$6 billion in loans to help finance over \$12 billion in water infrastructure investments and create almost 200,000 jobs.

“Through WIFIA, EPA is playing an integral role in President Trump’s efforts to improve and upgrade our nation’s water infrastructure and ensure all Americans have access to clean and safe water,” said EPA Administrator Andrew Wheeler. “This announcement highlights billions of dollars in needed water infrastructure investments to upgrade aging infrastructure, reduce exposure to lead and emerging contaminants and improve the lives of millions of Americans across the country – all while creating almost 200,000 jobs.”

“Investments in water infrastructure can build healthier communities and stronger economies across our region,” said EPA Pacific Southwest

Regional Administrator Mike Stoker. “These prospective borrowers have submitted proposals for projects that will deliver clean water and protect human health.”

EPA’s WIFIA loans will allow communities across the country to implement projects to address national water priorities – including providing for clean and safe drinking water by reducing exposure to lead and emerging contaminants, addressing aging water infrastructure and developing water recycling and reuse projects. EPA received 51 letters of interest from both public and private entities in response to the 2019 WIFIA Notice of Funding Availability (NOFA).

After a robust, statutorily required review process, the WIFIA Selection Committee chose the following prospective borrowers’ project in Arizona to submit a loan application:

- City of Phoenix; Zone 3D and 4A Improvements Program; \$172 million
- The following prospective borrowers in California were invited to submit loan applications:

- City of San Mateo; Basins 2 and 3 Collection System Improvements Project; \$85 million
- Soquel Creek Water District; Pure Water Soquel; \$49 million
- City of Oceanside; Buccaneer Sewer List Station and Force Main Project; \$47 million
- City of Oceanside; Pure Water Oceanside and Lower Recycled Water Distribution System Expansion Project; \$57 million
- South Coast Water District; Doheny Ocean Desalination Project; \$60 million
- Monterey One Water; Pure Water Monterey Groundwater Replenishment Project; \$44 million
- Poseidon Resources-Channelside, LP; Huntington Beach Desalination Plant; \$585 million
- City of Daly City; Vista Grande Drainage Basin Improvement Project; \$61 million
- City of Roseville; Roseville’s Water Future Initiative; \$37 million



California Sub-Bid Request Ads



Requests quotes from qualified and certified **DBE** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

Subs

Striping & Signage, Demolition, Asphalt Paving, Clear & Grub, CIDH, Biologist, SWPPP Prep, Erosion Control, Landscape, Reinforcing Steel, AC Dike, Cured In Place Pipe, Rumble Strips, Monument Sign, Bridge, Abandon Culverts, Guardrail, Asphalt Grinding, Construction Area Signs, Fencing, Electrical, Minor Concrete, Minor Concrete Structures, Sign Structures, Underground Work, Trucking, Water Trucks, Sweeping

Suppliers

CSP & RCP, HMA Material, RHMA Material, Tack Coat Material, Concrete, Aggregate, Misc. Metals, Traffic Control Materials, Erosion Control Materials,

FOR CONSTRUCTION ON STATE HIGHWAY IN YUBA COUNTY FROM MARYSVILLE ROAD TO THE YUBA RIVER BRIDGE

In District 03 On Route 20

Contract No. 03-0A5704 Federal-Aid Project ACNH- P020 (191E)

DBE Goal 13%

BID DATE November 20, 2019 @ 2:00 p.m.

All Quotes Due Prior to Bid Date

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

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

Sukut Construction, LLC
An Equal Opportunity Employer



SKANSKA • TRAYLOR • SHEA

Skanska-Traylor-Shea JV

5055 Wilshire Blvd, Suite 700, Los Angeles, CA
requests sub-bid quotes from all interested firms,
including certified DBE's for Terrazzo, Floor and
Wall Tile on the

Westside Subway Extension Section 1 project.

Owner: LACMTA (Metro).

Contract No. C1045.

Bid Date: November 15, 2019 at 2:00pm.

Plans & Specs can be viewed at our office Monday -
Friday 8am to 4pm (call for appointment) or downloaded
free at the following links:

Link to 096WS Terrazzo RFP:

<https://skanskausa.sharefile.com/i/i0a6f8f1b8c64ffd8>

Link to 097WS Floor and Wall Tile RFP:

<https://skanskausa.sharefile.com/i/i381a7316b3e4fffa>

Pre-bid meetings Thursday, October 31, 2019 9am for
096WS Terrazzo and 10am for 097WS Tile. STS Office,
5055 Wilshire Blvd, Los Angeles, CA 90036. Meeting
is not mandatory, but highly recommended. Please
register if attending at erika.barajas@skanska.com

Should you have any questions or desire to quote on this
project, please contact Erika Barajas, DBE Coordinator
at 323-852-4220 or erika.barajas@skanska.com. Assis-
tance in bonding, insurance, lines of credit or obtaining
equipment, supplies and materials is available upon re-
quest. This advertisement is in response to Metro's DBE
program. Skanska-Traylor-Shea JV intends to conduct it-
self in good faith with DBE firms regarding participation
on this project. More info about this project is available
at www.skanska-traylor-shea.com.

Skanska-Traylor-Shea JV
is an EEO/AA/Vet/Disability Employer.

SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is
California's #1 source for diversity outreach.

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criteria.

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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

Balfour Beatty

Project Description: Sterling Natural Resource Center (SNRC)

Project Location: 25376 5th Street, San Bernardino, CA 92410

Owner: East Valley Water District

Bid Date: Thursday November 21, 2019

SUBCONTRACTOR BIDS ARE SOUGHT FOR THE FOLLOWING TRADE(S)

Balfour Beatty Infrastructure, Inc. is the Design Builder on this project. We are soliciting proposals for **Bid Packages #21 Fire Protection, #22 Plumbing, and #23 HVAC** at this time. This is a \$150M progressive design-build project funded by the California State Revolving Fund (CASRF) and as such Balfour Beatty is seeking interested Disadvantaged Business Enterprises (DBE) as defined by the CASRF Guidelines (including MBE, SBE, SBRA, LSAF & HUB). Prospective bidders must be certified by SBA, CDOT, or USEPA at the time of bid opening make good faith efforts to hire San Bernardino/ Highland Area residents This project is also to include implementation of American Iron and Steel (AIS) provisions of P.L. 113-76, Consolidated Appropriations Act, 2014. Balfour Beatty is a Union Contractor and Subcontractors must abide by the terms and conditions of the applicable contract documents. Proposals must be valid for ninety (90) days from the time of submission.

PLANS & SPECIFICATIONS: Project Bid Documents may be viewed at BBII's office by appointment. For your convenience, you may also view and download plans by following this link maintained by BBII: <https://secure.smartinsight.co/#!/PublicBidProject/411236>

Subcontractors and Suppliers are responsible for reading and acknowledging all Specifications and Addenda.

BONDING & INSURANCE: Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract, by an admitted surety subject to approval by BBII. Bonding cost assistance is available. Subcontractors should expect to sign the standard BBII subcontract agreement and provide a waiver of subrogation. Please contact BBII at 707-427-8900 for bonding and other types of assistance.

QUESTIONS: For questions regarding the bid, please contact Carla Becker at 909-751-4025
Email: cbecker@balfourbeattyus.com, or in writing to: PO Box 1786, San Bernardino, CA 92402



California Sub-Bid Request Ads

Con-Quest Contractors, Inc.
 290 Toland Street, San Francisco, Ca 94124
 Email: bidday@cqcontractors.com
 Fax: 415-206-0528

REQUEST FOR QUALIFIED DBE/MBE/WBE
 SUBCONTRACTORS & SUPPLIERS FOR:
EBMUD
Westside Pumping Plant Replacement
El Toyona/La Encinal Pipeline Improvements
Specification 2149
Bid Date: November 6th, 2019 at 1:30pm

Quotes needed: SWPPP, Utility Trenching, Material Testing/Inspection, Electrical, Precast Fabricator/ Installer, Landscaping, Tree Removal, Environment Monitoring, Ready Mix Concrete, Concrete Pumping, Trucking, Aggregate Materials, Asphalt Paving, Demolition, Survey, Rebar, Structural/Misc. Metals, Scaffolding/Falsework/Forms, Fencing, Crane/ Hoisting Service, Sheeting & Shoring, Painting, Geocomposite Drain, Roadway Traffic Striping, Tile Work

Plans & Specs are available on EBMUD's website
<https://construction-bids.ebmud.com/>

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Scope letters and Quotes should be submitted by 5:00pm on November 5th, 2019



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

Requests sub-bids from qualified 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/cucp>
<http://www.pd.dgs.ca.gov>
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)

Visit www.sbeinc.com to download the latest SBE Newspaper and SBE E-Newsletter




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:
34.5 KV CABLE REPLACEMENT & FIBER OPTIC CABLE INSTALL
A-LINE, ACO TO AUC
BART CONTRACT NO. 15EJ-180
Bids: 12/3/2019 @ 2pm
LSB GOAL - 8%

The work includes but is not limited to: Demo; PCC, CIP, and Precast Concrete; Rebar; Concrete Restoration; Mtl Welding; Struct. Stl Framing; Mtl Fab; Metal Railings; Rough Carpentry; Plastic Structural Assemblies; Joint Protection; Expansion Control; Door Hdwr; Painting; Sump Pumps; Facility Services; Electrical; Communications Cables; Earthwork; Clearing & Grubbing; Dewatering; Controlled Fill; Slope Protection; Driven Piles; Ground Screw Anchors; Drilled Concrete Piers & Shafts; Utility Structures; Storm Drainage Utilities; Subdrainage; Asphalt & Concrete Paving; Traffic Barriers; Chain Link Fences & Gates; Ballasted Track; AC Isolation Disconnect Switches; Traction Power Cables; Grounding & Bonding for Traction Power; Hi-Rail Vehicle.

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

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.

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 CA Lic. 433176
 DIR# 100001147

\$2 billion in water infrastructure loans

Continued from page 1

- San Francisco Public Utilities Commission; Southeast Plant New Headworks Facility Project; \$236 million
- San Luis & Delta-Mendota Water Authority; Jones Pumping Plant Unit Motor Rehabilitation Project; \$19 million
- Vallejo Flood & Wastewater District; Secondary Effluent Project; \$12 million
- East County Advanced Water Purification Joint Powers Authority; Water Purification Project; \$342 million

To learn more about the 38 projects that are invited to apply, visit <https://www.epa.gov/wifia/wifia-selected-projects>.

Background

Established by the Water Infrastructure Finance and Innovation Act of 2014, the WIFIA program is a federal loan and guarantee program administered by EPA. WIFIA's aim is to accelerate investment in the nation's water infrastructure by providing long-term and low-cost supplemental credit assistance for regionally and nationally significant projects. EPA's WIFIA program plays an important part in President Trump's infrastructure plan, which calls for expanding project eligibility. The WIFIA program has an active pipeline of pending applications for projects that will result in billions of dollars in water infrastructure investment and thousands of jobs.

For more information about the WIFIA program, visit: <https://www.epa.gov/wifia>.

SOURCE: Environmental Protection Agency



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 DVBE & SBE
SUBCONTRACTORS AND SUPPLIERS FOR:**

**Crack, seat and overlay with
RHMA AND HMA, and replace culverts
Hwy 101 Healdsburg
Caltrans #04-0J6424**

BID DATE: November 14, 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, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Vibration Monitoring, Treated Wood Waste, Noise Monitoring, Temporary High-Visibility Fence, Clearing & Grubbing, Shoulder Backing, Pervious Backfill Material, Soil Densification (High Density Polyurethane), Planting & Irrigation, Hydroseed, Compost, Lean Concrete Base Rapid Setting, Crack Treatment, AC Dike, Geosynthetic Pavement Interlayer (Paving Fabric), Tack Coat, Cold Plane AC, Jointed Plain Concrete Pavement, Individual Slab Replacement, Grinding, CIDH Concrete Pile, Structural Concrete, Paving Notch Extension, Architectural Surface (Barrier), Clean Expansion Joint, Joint Seal, Bar Reinforcing Steel, Sign Structure, Alternative Pipe Culvert, Concrete Backfill, Filter Fabric, Underground, Adust Utilities to Grade, Cleaning, Inspecting, and Preparing Culvert, Clean Drainage Facility, Sand Backfill, Machine Spiral Wound PVC Pipeliner, Rock Slope Protection, Detectable Warning Surface, Minor Concrete, Misc. Iron & Steel, Prepare and Stain Concrete, Fencing, Delineator, Pavement Marker, Roadside Signs, Midwest Guardrail System, Asphalt Composite Vegetation Control, Single Thrie Beam Barrier, Alternative In-Line Terminal System, Crash Cushion, Concrete Barrier, Striping & Marking, Electrical, Temporary Active Treatment System, Crack Pavement, Grind Concrete Pavement, Grated Line Drain, Rumble Strip, and Construction Materials.

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 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 DVBE & SBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DVBE & SBE 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.



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:

**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 29, 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 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](http://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 <https://www.cityofsanarlos.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

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: 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:

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: NOVEMBER 14TH, 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](http://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 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.

Marketing Mistakes That Can Haunt Your Business



By Rieva Lesonsky,

Are you letting one of these marketing errors scare your customers away?

Ghosts, goblins and ghouls aren't the only things that can haunt small business owners. Many entrepreneurs fall prey to some common marketing mistakes that can have terrifying results for their businesses. Are you letting one of these marketing mess-ups scare your customers away?

Mistake 1. Marketing without setting a goal

Whether you're doing digital marketing, print marketing or word-of-mouth, the first thing you need to establish is a goal. Without one, how will you know if your marketing worked? Start by setting specific, measurable goals for each marketing campaign, such as "increase email newsletter sign-ups by 10% this quarter." With a goal in mind, you'll be better able to design successful marketing campaigns.

Mistake 2. Neglecting your current customers

Many small businesses focus all of their marketing dollars on attracting new customers. While new customers are important, returning customers can be even more valuable. Create a marketing plan to stay in touch with your existing customers. Work to enhance their loyalty and get them to buy from you more and more often.

Mistake 3. Working without a marketing plan

No small business owner wants to waste money, but that's exactly what you'll be doing if you start marketing without a marketing plan in place. Know which marketing channels resonate with your target audience and develop a marketing plan for those channels that will achieve your marketing goals. Your plan should include time, frequency and costs so every aspect is accounted for.

Mistake 4. Letting your reputation slide

Word-of-mouth has always been essential for marketing a small business, and today it matters even more. Whether your business is B2B or B2C, you must keep tabs on its reputation. Set up tools to monitor the online review sites and social media platforms where your business has a presence. Respond quickly to both positive and negative posts, comments and reviews.

Mistake 5. Not asking for the sale

Some salespeople get so focused on "selling" the customer that they never actually ask for the sale. You see a lot of marketing that makes the same mistake. If your marketing talks about your product or service but doesn't ask your prospects to do anything about it, they may do nothing. Make sure every piece of marketing you create has a call to action that asks prospects to do something, such as going to your website, making an appointment or filling out a leads form.

Mistake 6. Expecting instant results

Many small business owners flit from one marketing idea to another, never sticking with one marketing tactic long enough to see results. Whether you're doing search engine optimization, social media marketing or public relations, it takes time for your marketing to get results. Stop chasing the latest marketing buzzword or trend and focus on your customers. Create marketing that educates them about what your product or service can do for them, promote it in the proper channels, and give it time to work.

Mistake 7. Not monitoring results of your marketing

Without tracking results, you won't know if your marketing is working. There's no excuse for this: Today's digital marketing tools let you gather more data than ever before on how customers respond to your marketing messages. Learn to use the analytics tools offered by social media platforms, email marketing services and other marketing apps. By learning from what works and what doesn't, you'll be able to fine-tune your marketing message and get better and better results.

Marketing is a scary concept for many small business owners, but like Frankenstein's monster, it doesn't have to be frightening. Correct the seven mistakes above and make your marketing work for your business.

SOURCE: www.sba.gov

THE BUSINESS OUTREACH COMMITTEE (BOC) A CONSORTIUM OF BAY AREA TRANSPORTATION AGENCIES

FREE

MEET THE PRIMES NETWORKING EVENT 2019

TUESDAY, NOVEMBER 5, 2019

Joseph P. Bort MetroCenter
 (Conveniently located across from Lake Merritt BART Station)
 101 8th Street, Oakland, CA 94607



Registration: 12:30 p.m. – 1:00 p.m.



Networking: 1:00 p.m. – 3:00 p.m.

RSVP AT: <https://boc2019meettheprimes.eventbrite.com/>



Plan to market your products and services to BOC agencies and primes in the areas of construction, professional services, architecture, engineering and other businesses. Bring your business card, capability statement, resume and project experience. Plan to make a connection with one or more prime contractors!

Receive valuable information from resource partners including **FREE DBE Supportive Services**.

PARTICIPATING PRIMES / Please see the RSVP page for a full list of exhibitors.

AECOM	Hill International, Inc.	STV Incorporated
Balfour Beatty	HNTB Corporation	The Dutra Group
Granite Construction Company	McGuire & Hester	WSP
Hatch Mott MacDonald	Swinerton	

RESOURCE PARTNERS



SBA's participation is not an endorsement of product, service or entity.

PRESENTED BY



The BOC serves our disadvantaged and small business communities. It is the policy of the member agencies participating in the Business Outreach Committee that small businesses owned and controlled by socially and economically disadvantaged individuals are provided equal opportunity to participate in the construction, professional service and procurement activities of their agencies.

Tutor Perini/O & G Joint Venture (TPOG)



SEEKING DBE FIRMS

FOR SUBCONTRACTING OPPORTUNITIES ON THE WESTSIDE
PURPLE LINE EXTENSION SECTION 3 STATIONS PROJECT

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)



SCOPES CURRENTLY AVAILABLE:

Security Guards • Dewatering • Community Relations



INTERESTED IN WORKING WITH TPOG?

TPOG issues Notice of Interest (NOI) Emails to all Tutor Perini/O & G Joint Venture registered vendors notifying them of upcoming 1st tier opportunities on the project. All CUCP certified DBEs vendors based in Southern California are already registered with TPOG. Please contact us if your firm is not receiving TPOG Notices of Interest by sending a note to:

Nareg@moderntimesinc.com

BONDING, LINES OF CREDIT, AND INSURANCE SUPPORT SERVICES:

TPOG is willing to assist DBE Subcontractors and suppliers in obtaining access to bonds, lines of credit and insurance. Please email Nareg Bostanian for your requests for assistance.

TPOG is soliciting in good faith all interested subcontractors as well as certified DBE firms. If you are interested in bidding or have any questions in relation to the scope, please email DBE Project Coordinator: Nareg Bostanian or visit the website below. <http://www.tpojv4purpleline.com/index.html>