

# SBE TODAY

**SMALL BUSINESS EXCHANGE**

Volume 29, Edition 72 - October 8, 2013

DIVERSITY IN ACTION -

Published by SBE, certified SBE/DBE/MBE

## Step 1 in Successfully Competing for Contracts

### Do you have sufficient cash flow to be able to complete a contract?

In much the same way as business and marketing plans are key elements for a successful business, having a well thought out plan for competing for government and corporate contracts is a must. The plan focuses on many aspects including target markets/agencies/corporations, marketing techniques, strategic partnerships, certifications, and building capacity.

**One often overlooked area is "Do you have the cash flow capacity to successfully perform on the contract should you win the award?" The time to review your financial statements, update cash flow projections, and review financial options is before you start marketing to any agency or corporation.**

Your financial statements will provide you with historical data about your past performance and show how much of a profit or loss you are making. Consider the following points when determining if your business is ready to step into the contracting arena:

1. Are you currently making a profit each year or at a minimum, breaking even?
2. Do you have a cash surplus at the end of each month?
3. If you do, is it sufficient to cover all of your employee expenses and material costs associated with taking on a new contract?
4. Do you have access to an additional cash resources, such as a business line of credit, should you need it to cover your expenses?

Your business needs to be stable and financially secure. As you apply for many of the certification programs, you will be required to provide financial statements and tax returns to the entity conducting the certification evaluation. Government agencies and corporations want to do business with companies that are financially solid. They want to know that the business they are awarding a contract to will have the financial resources to successfully perform on the contract. They want you to succeed. Many corporations won't award a contract to a small business if the award exceeds a specific percentage of the small businesses total revenue. For example, if you want to do business with Costco, they will not award any contracts that exceed 20% of your total revenue.

If you aren't seeing a cash surplus at the end of each month, you need to reconsider or delay your plan to look for government and corporate contracts. The longer standard payment terms of a government agency can stress the cash flow capacity of a business. For example, the State of California's standard terms are 45 days. You still need to pay your employees and material suppliers even while you are waiting to get paid. If you take on a new contract,

will you need to add employees? Can you get terms from your suppliers that will better fit the payment schedule of your contract? Will you be able to negotiate progress payments into the contract? Have you considered the potential for higher operating expenses for items such as higher insurance coverage, which is often required?

Before you venture off bidding on new contracts, you should consider whether or not you have some form of emergency fund that you can tap into if the need arises. A business line of credit can be a good safety net for you should the cash flow get tight. You should use it only to cover the necessities and be diligent about paying it back once you receive payment. If you don't currently have a line, start to shop around to see if you qualify and if you do, how much of a line can you expect to get. Credit and collateral will be keys in helping you secure a line. If your credit is a challenge, then you need to begin right away to understand what the problems are and how you might begin to repair your credit.

**Continued on page 2**



**SMALL BUSINESS EXCHANGE**

### SBE OUTREACH SERVICES

With half a 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 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.

**Call Toll FREE for more information: 800-800-8534**

# BIDDING OPPORTUNITIES



## Arntz Builders, Inc.

19 Pamaron Way • Novato, CA 94949  
415-382-1188 • Fax: 415-883-7529  
Contact: Kathy Rowen or Adrienne Lewis  
bid@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL  
CERTIFIED DVBE/SBE/DBE/WBE/MBE/  
LBE and ALL QUALIFIED  
SUBCONTRACTORS & SUPPLIERS  
**FOR ALL TRADES**

FOR THE FOLLOWING PROJECT:

**MODERNIZATION AT MONROE ELEMENTARY SCHOOL  
SAN FRANCISCO UNIFIED SCHOOL DISTRICT  
SAN FRANCISCO, CA**

**BID DATE: OCTOBER 15, 2013 at 2:00pm  
ESTIMATE: \$6,500,000.00**

Bonding, Insurance, Technical Assistance available. Plans available in GC's Plan room. Successful subcontractors will be required to sign Arntz Builders inc standard subcontract agreement which includes the right for Arntz Builders inc to require subcontractors to provide a 100% faithful performance and payment bonds of the subcontract price from a treasury listed surety company acceptable to Arntz Builders. Bond premium to be included in bid as a separate item. Subcontractors will be required to provide a waiver of subrogation endorsement to their workers compensation insurance.

We are signatory to the Carpenter's and Laborer's Collective Bargaining Agreements  
This project has a Project Labor Agreement.

An Equal Opportunity Employer

## BLOCKA CONSTRUCTION, INC.

REQUESTS QUOTATIONS FROM ALL  
QUALIFIED SUBCONTRACTORS  
AND SUPPLIERS, INCLUDING  
CITY AND COUNTY OF SAN FRANCISCO  
SMALL AND MICRO LBE FIRMS,  
FOR THE FOLLOWING PROJECT:

**Broadway Tunnel Ventilation Upgrade  
(DPW Contract No. 2143J)**

**OWNER: City and County of San Francisco –  
Department of Public Works**

**BID DATE/TIME: October 16, 2013 – 2:30 PM**

Qualified Subcontractors and Suppliers, including City and County of San Francisco Small and Micro LBE firms, wanted for the following items, including, but not limited to: Concrete, Demolition (including concrete and equipment), Sheet Metal Fabrication, Painting, Duct Cleaning, Electrical, Traffic Control, HVAC Testing & Balancing, HVAC Controls, CO2 Monitoring

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications and requirements for the work will be made available to all interested firms.

Plans available for viewing at:

## Blocka Construction, Inc.

4455 Enterprise Street, Fremont, CA 94538  
Contact: Lori Magruder – lmagruder@blockainc.com  
P: 510-657-3686; F: 510-657-3688

**WE ARE AN EQUAL OPPORTUNITY  
EMPLOYER - CA LICENSE NO. 679326**

WE ARE REQUESTING QUOTES FROM ALL CERTIFIED DVBE/MBE/DBE/WBE CONTRACTORS  
FOR THE FOLLOWING PROJECT:

**Monroe Elementary School, Project No. 11501  
260 Madrid Street, San Francisco, CA 94112**

**BID DATE/TIME: Tuesday, October 15, 2013 @ 2:00 PM**

**PROJECT DESCRIPTION:** Extensive modernization and voluntary partial seismic strengthening: Modernize existing building including but not limited to construction of accessible restrooms, new finishes throughout, remodel all classrooms, provide new casework, provide new warming kitchen, modernize and expand multi-purpose room, modernize library, braced frame modifications and footing upgrades, fire sprinkler & fire alarm systems, and hazmat abatement. Disconnect and demolish (e) portable classroom & toilet buildings. Site work including but not limited to replacement of fence & gates, play structure modifications and new safety mats, ADA ramps & door landings, Hazmat abatement, and resurfacing and striping of yard.

**PREVAILING WAGE RATES EST. \$6,500,000.00 PLA/PROJECT LABOR AGREEMENT**

Plans are available to view at the Fine Line Construction office or you can contact us in writing and request that we send them electronically to you. You may also purchase or view them at the following locations: ARC Northern California; Asian Inc; Most all Northern CA Builder Exchanges; EBidboard; El Dorado Builder Exchange; Marin Builders Association; McGraw-Hill/Dodge-Daily Pacific Builder; Reed Construction Data; Sub-Hub.

**Trades Needed (but not limited to):** SITE CONSTRUCTION, CONCRETE, METALS, WOOD AND PLASTICS, THERMAL AND MOISTURE PROTECTION, DOORS AND WINDOWS, FINISHES, SPECIALTIES, EQUIPMENT, FURNISHINGS, SPECIAL CONSTRUCTION, MECHANICAL, ELECTRICAL, AND HAZARDOUS MATERIALS.

**PLEASE SEND BIDS TO (415) 512-7688 NO LATER THAN 1:00 PM ON THE DATE OF BID**

*Fine Line Construction is signatory to the Carpenter's and Laborer's Agreements. Successful Subcontractors will be expected to execute a standard Fine Line Construction Subcontract Agreement.*

**WE ARE AN EQUAL OPPORTUNITY EMPLOYER**

RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises)  
for the following project:

**State Highway in Santa Clara County Near Gilroy at Various Locations from 0.2 Mile North of  
Bella Vista Lane to 0.2 Mile East of Watsonville Road**

**Caltrans Contract No. 04-2A2504  
Federal Aid Project HSSTP-S152(080)E**

**Engineer Estimate: \$14,100,000 - 700 Working Days**

**Goal: DBE 11%**

**Bids: October 8, 2013 @ 2:00 PM**

**Requesting Sub-quotes for (including but not limited to)** Oils (Prime & Tack), Construction Area Signs, Traffic Control, Cold Plane, Demolition of Concrete Barrier, Clear & Grub, Erosion Control, AC Dike, Reinforcing Steel, Signs Roadside, Object Marker, MBGR, Concrete Barrier, Thermoplastic and Painted Traffic Stripe & Marking, Temporary Signal Systems, Message Signs Modify, SWPPP Planning, Trucker, Soil Nails, Shotcrete, Underground, Rumble Strip, Painting & Staining Concrete (Anti-Graffiti).

**Scope of Work:** Roadway for realignment, and construct retaining walls.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or the Caltrans website [www.dot.ca.gov/hq/esc/oe/](http://www.dot.ca.gov/hq/esc/oe/). Contact John Pitsch 925-606-2400 john.pitsch@rgwconstruction.com for questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

## RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

An Equal Opportunity Employer

## Do you have sufficient cash flow

### ■ Continued from page 1

The Orange County SBDC is a great way to find help in developing your plan for successfully competing, winning, and completing for government and corporate contracts. Visit our website [www.ocsbdc.org](http://www.ocsbdc.org) or call 714.564.5200 to determine if the SBDC is a good resource for you.

Source: Orange County Small Business Development Center

# BIDDING OPPORTUNITIES

## McCarthy Building Companies, Inc. IS SEEKING BIDS FROM QUALIFIED DVBE SUBCONTRACTORS & SUPPLIERS:

**JORDAN HIGH SCHOOL PHASE 1A  
INTERIM HOUSING / PARKING LOT /  
TENNIS COURTS  
6500 Atlantic Avenue,  
Long Beach, CA 90805**

McCarthy Building Companies, Inc. is the General Contractor on the above referenced project and is requesting a proposal from you for labor and/or material in your specialty of work.

**SUBCONTRACTOR BIDS ARE DUE**  
**Thursday, Oct. 24th, 2013 at 2:00 PM.**

McCarthy Building Companies, Inc. as the General Contractor invites your prequalified firm to propose on the PHASE 1A INTERIM HOUSING at the JORDAN HIGH SCHOOL project for the construction of a 53-unit Interim Housing Village, a 29-stall Parking Lot, 6 post-tensioned Tennis Courts, a new Main Service Electrical Yard, and Underground Infrastructure for future phases of Site Utilities and Conduit Ductbanks for power & communications. Interior building trades include new & relocated cabinetry, signs, new sinks, Communications & Fire Alarm. Sitework includes earthwork, underground utilities, site concrete, AC paving, pavement markings/signs/bumpers, fencing, tennis courts, landscaping & site electrical. The approximate construction value is \$4.0 million with an 8-month duration.

Work categories include: Survey, Erosion Control, Demolition, Earthwork, Site Utilities, Fences and Gates, AC Paving, Pavement Markings, Site Concrete, Post-tensioned Tennis Courts, Landscaping, Rough Carpentry, Finish Carpentry, Painting, Signage, Screens & Mounts, Window Coverings, Plumbing, Electrical/Fire Alarm/Low Voltage Communication Systems, and Final Cleanup.

This is a prevailing wage project with an OCIP requirement.

Prequalification - All subcontractor bidders must be prequalified to participate in this bid. Contact Kevin Helgevoid at McCarthy Building Companies for Prequalification Form & instructions. Suppliers: A list of prequalified subcontractors is available upon request.

Bid Documents - An electronic CD of the bid documents is available upon request.

Disabled Veteran Business Enterprise (DVBE)

The District has adopted a Disabled Veteran Business Enterprise Participation Program (DVBE), which includes businesses owned by Disabled Veterans. The District has established participation goals to attain 3 percent going to DVBE.

McCarthy is an equal opportunity employer and encourages DVBE participation.

A 100% Performance & Payment Bond will be required from an admitted surety for subcontracts over \$100,000. Upon request, subcontractors will be required to provide evidence of their ability to provide same within twenty-four (24) hours.



## McCarthy Building Companies, Inc.

**Kevin Helgevoid x73392,  
Preconstruction Director  
20401 SW Birch Street, Suite 300,  
Newport Beach, CA 92660**

**Phone: (949) 851-8383 • Fax: (949) 756-6841**

## Sukut Construction, LLC

Is requesting sub-bids/supplier quotes from qualified SBE, VSBE, MBE, WBE, DVBE, LBE, and OBE Subcontractors, Suppliers, and Manufacturers for the following (but not limited to) work:

### Subcontractors

Electrical, Electrical Trenching, Rail Installation, Asphalt Paving, Concrete Paving, Concrete Curb & Gutter, Demolition, Structural Steel Erection, Fence and Barriers, Painting, Striping, Hazardous Material Removal, Reinforcing Steel, Survey

### Vendors

Reinforced Concrete Pipe, PVC Pipe, Ductile Iron Pipe & Fittings, Ready Mix Concrete, Aggregates, K Rail, Misc. Metal, Pre-Fab Buildings, Pre-Fab Canopy, Signs, Trucking, Temporary Offices, Geotextiles, Pre-Cast Concrete Vaults, CPM Scheduling, SWPPP

### **HARBOR DEPARTMENT of the CITY OF LOS ANGELES**

**Port of Los Angeles  
Berths 142-143 Backland Improvements  
San Pedro, CA**

**Specification No. 2756**

**BID DATE October 15, 2013 @ 2:45 p.m.**

**Sub & Vendor Bids Due Prior**



## Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

**Contact: Steve Reiser**

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

Plans/specs are available from owner and for viewing at our office – please call for an appointment. 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 Construction 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 is an Equal Opportunity Employer**

### REQUESTING SUB-BIDS

From All Qualified Disadvantaged Business Enterprises (DBE) and other Small Businesses (SBE, WBE, MBE, VOSB, Other) Subcontractors/Sub-consultants/Suppliers/Vendors registered as a DBE or small business for:

**Lakeview Avenue Railroad Grade Separation Project  
Specification No. 02-2034  
Owner: Orange County Transportation Authority (OCTA)**

Reyes Construction is requesting bids for: (Subcontractors) Asphalt Grinding, Architectural Treatment, Asphalt Concrete, Bar Reinforcing, Bottom Trucks, Concrete Barriers, Concrete Pavement, Demolition, Drainage Structures, End Dump Truck, Excavation, Fencing, Jack & Bore, Landscape and Irrigation, Metal Railing, Minor Concrete, MSE Walls, Pile Driving, Pre-Cast Girders, Sanitary Sewer System, Shoring, Storm Drain System, Street Lighting, Street Sweeping, Striping & Signage, Structural Concrete, Surveying, Traffic Control, Traffic Signals, Trucking, Water System, Water Trucks (Suppliers): Aggregate Products, Asphalt, BMP/SWPPP Materials, Concrete Piles, Detectable Warning Surface, Drainage System Supplier, Filter Fabric Geocomposite Drain, Miscellaneous Metals, Plastic Pipe, Pre-cast Concrete, Ready Mix Concrete, Reinforced Concrete Pipe, Riprap, Steel Casing, Steel Pipes, Traffic Control Equipment & Materials, VCP Pipe, Waterworks Material.

**BID DATE: October 29, 2013 @ 11:00 am**

### **Reyes Construction, Inc.**

State License Number 507561  
1383 South Signal Drive, Pomona, CA 91766  
Phone: 909-622-2259 • Fax: 909-622-3053  
Contact: Estimating Mon-Fri 8am-5pm

Assistance will be available for obtaining Bonds, Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

Plans and Specifications can be viewed online at no additional cost at

1.) <http://www.bidmail.com/Sublogin.aspx> (To request an invite please email [estimating@reyesconstruction.com](mailto:estimating@reyesconstruction.com))

2.) OCTA website <https://camnet.octa.net/procurements/landing/Default.aspx?id=22034#>

**Please fax quotes to: 909.622.3053**

# BIDDING OPPORTUNITIES



## Potential Minority and Non-Minority Subcontractors

### EBMUD, El Portal Reservoir Rehabilitation and Almond Pumping Plant Replacement,

**Bids 10/16/13**

**Services needed:** This is a heavy civil project with the typical items of work associated with heavy civil construction. Myers and Sons Construction is requesting quotes from all qualified subcontractors, trucking firms and suppliers including Men, Women and Ethnic Minority Men and Women firms for the following types of work, including but not limited to: Demo, Earthwork, Site Grading, Mechanical, Electrical, Piping, Underground, Fencing, Landscaping, Soldier Pile and Lagging, Building Work, Equipment, Pumps, Misc. Metal, Painting, Traffic Control, Concrete, Paving Work.

**Requirements:** 100% Performance and payment bonds may be required for the full amount of the subcontract price. Subcontractors must possess a valid contractor's license, current insurance and worker's compensation coverage meeting Myers and Sons Construction's requirements. Subcontractors will be required to sign the standard Myers and Sons Construction Subcontract Agreement. Quotations must be valid for the one hundred and twenty (120) days after the specified Contract Award Date by the Owner. Plans and Specifications are available for viewing at our Sacramento office. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies or visit our website at our website [www.myers-sons.com](http://www.myers-sons.com) for more information. Myers and Sons Construction intends to work cooperatively with all qualified firms seeking work on this project. Myers and Sons Construction is signatory to the Laborers, Carpenters, Cement Masons and Operating Engineers. Myers and Sons Construction is an equal opportunity employer.

### Myers and Sons Construction, LP

2554 Millcreek Dr. • Sacramento, CA 95833  
Phone: 916-649-4504 • Fax: 916-920-2246

Contact: Clinton Myers

Email: [cwmyers@myers-sons.com](mailto:cwmyers@myers-sons.com)

Myers and Sons Construction  
is an equal opportunity employer.

We are requesting bid quotations from all DVBE, SBE, CBE, WBE, & MBE Subcontractors and Suppliers for the following:

### Project: Monroe Community Wellness Center 9119 Haskell Avenue, North Hills, CA 91343

Description: Design-Build, New 1-story building. Wood frame structure. Approximately 13,600 SF.

- Prevailing Wage
- Local hiring requirements

**Bid Due Date: October 18, 2013 at 2pm**

## Pankow

Contact: Monica Jimenez (626) 304-1190

199 S. Los Robles, Suite 300  
Pasadena, CA. 91101

Requests proposals/quotes from all qualified subcontractors, suppliers, and truckers including certified DBE firms for the following project:

### CENTRAL MARIN FERRY CONNECTION (CMFC) MULTI-USE PATHWAY (MUP)

County of Marin, San Rafael, CA

**Bids: October 17, 2013 @ 2pm**

**SUBCONTRACTING GOAL: DBE – 7%**

### Proven Management, Inc.

712 Sansome Street, San Francisco, CA 94111-1704 • Phone: 415-421-9500 • Fax: 415-421-9600

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

## SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

### Sunset Ave at I-10 / UPRR Railway Grade Separation Project Between Ramsey Street and Westward Ave

In the City of Banning

County of Riverside Transportation Department

Project No.: CO-0529

DBE Goal: 2.9%

**Bid Date: October 23, 2013 – 2:00 PM**

Plans and Specifications are available for view at our main office in Riverside or May be purchased from the Transportation Department at: 3525 14th Street, Riverside, California 92501, (951) 955-6780.

**Quotes requested for contractors, suppliers and service providers include, but are not limited to:** Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Flashing Arrow Sign, Type III Barricade, Water Pollution Control, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Roadside Signs, Abandon Culvert, Cold Plane Asphalt Concrete Pavement (Off Ramps), Remove Concrete, Clearing and Grubbing, Roadway Excavation, Lead Compliance Plan, Imported Borrow, Temporary Shoring, Develop Water Supply, Structure Excavation, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Fiber Rolls, Class 2 Aggregate Base, Hot Mix Asphalt, Prime Coat, Place Hot Mix Asphalt Dike, Tack Coat, Furnish & Drive Steel Pile, Prestressing, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Structural Concrete (Approach Slab), Structural Concrete (Barrier Slab), Architectural Treatment, Anti-Graffiti Coating, Minor Concrete, Joint Seal Assembly, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Masonry Walls, Painting Structural Steel, Roadside Sign, Install Sign, Reinforced Concrete Pipe, Welded Steel Pipe Casing, Storm Drain, Rock Slope Protection, Minor Concrete (Structure), Rock Slope Protection Fabric, Miscellaneous Metal (Bridge), Miscellaneous Iron and Steel, Bridge Deck Drainage System, Chain Link Fence, Chain Link Railing, Metal Railing (Decorative), Concrete Barrier, Cable Railing, Transition Railing, Terminal System, Crash Cushion, Pavement Marking, Traffic Stripe, Pavement Marker, Landscaping, Irrigation, Signal & Lighting, Lighting & Sign Illumination, Ductile Iron Pipe, Waterline, Fire Hydrant, Sewer Pipe, Temporary Erosion Control, Erosion Control.

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 1%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept:

1995 Agua Mansa Rd, Riverside, CA 92509 – Ph: (951) 684-5360, Fax: (951) 788-2449

Email: [Tom.Mehas@Skanska.com](mailto:Tom.Mehas@Skanska.com)