

## SBE NEWS ALERT

# Public vs. Private Employees: Who Wins in a Bidding War?



We've grown weary of debates about privatization, especially those where commentators tell us that it is always good or that it is never good. This simplistic argument is troubling as it leaves out an alternative: managed competition. Instead of simply preselecting private- or public-sector employees, projects can be put out for bid with both groups competing for the work.

One big benefit of this is that it encourages public-sector employees to stay on their toes -- without lopping their feet off. "There is a managed competition benefit in encouraging public employees to be more innovative," says Gene Perry, policy analyst at the nonprofit Oklahoma Policy Institute. It motivates "employees to think about ways to improve efficiency and to have a more dynamic way to pay employees to improve processes."

Not that managed competition is a panacea. Relying exclusively on the lowest bids can lead a city astray when quality of services isn't taken into account. "Cities need to be very careful because

the devil is in the details," says Perry. "Competition is sometimes thrown out there as a magic button, but if you go with the low bid [to the exclusion of all other considerations] you may get yourself into big trouble."

Charlotte, N.C., has been using managed competition for about 15 years. David Elmore, business process manager for the city's Business Support Services, says he learned to "look not just at low price, but also at how people do the work. We learned to ask, 'Why is this guy low? What kind of equipment is he running? How big is his crew?'"

Some cities back into managed competition when privatization creates pushback from unions. That was the case in Indianapolis, according to former Mayor Stephen Goldsmith. Goldsmith agreed to hold off on a wholesale privatization effort, and spent time communicating directly with city employees whose jobs might otherwise have been outsourced. "I was impressed with the workers," he recalls. "They always had good ideas

about how to do their jobs better. We did 80 managed competitions. Some were won by public employees and some by private management."

Phoenix was one of the pioneers in using this technique for services like garbage collection. The city now has a 40-year track record in using managed competition. "In most cases," Frank Fairbanks, former city manager, reports, "it has proven an effective way of doing business."

As he describes it, the city created a thorough description of the service it wanted and wrote an RFP. Once the RFP was prepared, the city would publish it and then hold a bidding conference at which potential bidders could critique the RFP. City departments

■ Continued on page 5

## SMALL BUSINESS EXCHANGE

### 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:

703 Market Street, Suite 1000

San Francisco, CA 94103

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

## REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

### **Hwy 99 Widening and Ramp Metering Stockton - Caltrans #10-OW4304**

**BID DATE: December 10, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Treated Wood Waste, Cold Plane AC, Clearing & Grubbing, Wood Mulch, Erosion Control, Hydromulch, Hydroseed, AC Dike, Tack Coat, Minor Concrete, Roadside Signs, Underground, Rock Slope Protection, Misc. Iron & Steel, Fencing, Delineator, Object Marker, Midwest Guardrail System, Striping & Marking, Traffic Monitoring Station, Ramp Metering System and Construction Materials

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

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Greg Souder

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php)

## REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

### **Hwy 160 Isleton Caltrans #03-2F9904**

**BID DATE: December 3, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Prepare WPCP, Treated Wood Waste, Reconstruct Guardrail, Cold Plane AC, Shoulder Backing, Crack Treatment, AC Dike, Rumble Strip, Tack Coat, Delineator, Object Marker, Striping & Marking, Traffic Monitoring System, Modify Signal and Construction Materials

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

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Jean Sicard

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php)

## REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

### **Milpitas Station Surface Parking and Roadway Contract C740 (13002F)**

**Santa Clara Valley Transit Authority**

**BID DATE: December 4, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, SWPPP, Flagging, Sweeping, Temp. Hydraulic Mulch, Temp. Fence, Construction Area Signs, Clearing & Grubbing, Develop Water Supply, Erosion Control, Irrigation, Import Topsoil, Bio Retention Basin, Roadside Sign, Underground, Rock Slope Protection, Minor Concrete, Detectable Warning Surface, Misc. Iron & Steel, Bollard, Survey Monument, Striping & Marking, Signals & Lighting, Fire Hydrant, Minor Structures, Porous Paving System, Bollards, Underground, Security Infrastructure and Construction Materials

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

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Greg Souder

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office on the VTA's website.

## REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

### **Niles Boulevard Overhead Bridge Replacement Project Fox Avenue to Linda Drive**

**City of Fremont**

**City Project No. 8460 (PWC)**

**BID DATE: December 9, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Engineer's Field Office Facilities, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis and Annual Report, Construction Area Signs, Traffic Control System, Abandon Culvert, Adjust Monument to Grade, Cold Plane AC, Bridge Removal, Temporary Erosion Control, Clearing & Grubbing, Lead Compliance Plan, Structure Excavation (Bridge), Structure Backfill (Bridge), Imported Borrow, Amended Soil, AC Dike, Tack Coat, Permanent Steel Casing, CIDH Concrete Piling, Furnish Piling, Prestressing Cast-In-Place Concrete, Structural Concrete, Minor Concrete (Minor Structure), Modular Block Wall, Joint Seal Assembly, Bar Reinforcing Steel, Roadside Signs, Underground, Drainage Inlet Marker, Rock Slope Protection, Minor Concrete (Curb and Gutter), Misc. Iron & Steel, Misc. Metal, Survey Monument, Delineator, Object Marker, MBGR, Chain Link Railing, Pedestrian Barricade, Concrete Barrier, Transition Railing, Striping & Marking, Electrical, Planting & Irrigation and Construction Materials

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

1520 Fourth Street • Berkeley, CA 94710

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

Contact: Jean Sicard

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office.

Sub Bids Requested From Qualified

**MBE, WBE, DBE**

Subcontractors & Suppliers for

### **City of Woodland - Water Transmission Main West, Surface Water Local Facilities**

**CIP #12-05**

**Location: Woodland, CA**

**Bid Date: December 4, 2014 @ 2:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: cathodic protection; trucking; sawcutting; SWPPP; clearing & grubbing; survey; traffic control; electrical; micro-surfacing; and striping.

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

### **McGuire and Hester**

9009 Railroad Avenue • Oakland, CA 94603

Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Dave Koerber

An Equal Opportunity Employer

## Advertisewith the Small Business Exchange

Utilize SBE's TARGET DISTRIBUTION to reach the DBEs, SBEs, DVBEs, MBEs, and OBEs that match the trades and goods you need.

[www.sbeinc.com](http://www.sbeinc.com)

# California Sub-Bid Request Ads

## Turner

Turner Construction Company, representing UCSF Benioff Children's Hospital, formally announces the upcoming bidding opportunity for the project listed below.

**UCSF Benioff Children's Hospital – Outpatient Clinic 2 (OPC2)**  
**Owner: UCSF Benioff Children's Hospital**

This project is a new, 6-story, steel-frame, medical clinic, approximately 88,000gsf, with associated landscaping, site utility work and existing parking garage modifications.

We are seeking the following trade packages for our upcoming Bid Group 2: Fire Sprinklers, Plumbing, Mechanical, Electrical, Drywall / Metal Framing / Plaster, Structural Concrete, Structural Steel, Metal Decking, Metal Stairs / Railings, Window Washing, Site Utilities, Service Yard / Make Ready

Plans, Specs and Bid Documents for Bid Group #2 will be released **December 10, 2014**.

**You are invited to attend a Pre-Bid Meeting**

**Date: Monday, December 15, 2014**

**Time: 9:00 AM – 11:00 AM**

**Location: Oakland City Center - 5 Star Conference Center**  
**500 12th Street, Suite 105, FOX ROOM**  
**Oakland, CA 94607**

**Representatives from Turner will be present to answer questions regarding the bid packages, timing, schedules and certification**

There is a 35% Local Firm goal for this project. We are seeking businesses located within the East Bay Green Corridor (Alameda, Albany, Berkeley, El Cerrito, Emeryville, Hayward, Oakland, Richmond and San Leandro)

Turner has a 20% SBE/MBE and WBE goal for this project.

Bidders are encouraged to seek certification for SBE, DVBE, MBE and WBE for this project.

For information on how to Pre-Qualify with Turner, please contact Sylvia Strowe [sstrowe@tcco.com](mailto:ssrowe@tcco.com)

Please direct all questions to Shirley San Diego at 510.267.8114 or [ssandiego@tcco.com](mailto:ssandiego@tcco.com)

REQUESTING SUB-QUOTES FROM QUALIFIED DBE  
 SUBCONTRACTORS/SUPPLIERS FOR:

**Milpitas Station Surface Parking and Roadway**

**Contract: C740 (13002F)**

**Owner: Santa Clara Valley**

**Transportation Authority**

**Engineers' Estimate: \$6,000,000.**

**BID DATE: December 4, 2014 @ 2:00 PM**

Items of work include but are not limited to: Erosion Control, Fencing, Construction Area Signs, Landscape, Minor Concrete, Striping, Electrical, Underground, Trucking, Survey, Brick Pavers and SWP Plan.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project. Granite Rock Company is an equal opportunity employer.

**Granite Rock Company**

120 Granite Rock Way • San Jose, CA 95136

Phone (408) 574-1400 • Fax (408) 365-9548

Contact: **Paul Brizzolara** • Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

**We Are An Equal Opportunity Employer**

REQUESTING BIDS FROM  
 DBE/MBE/WBE and OBE (Other)  
 Subcontractors and Suppliers for:

**Project: Welded Steel Pipe & Appurtenances for  
 Ultraviolet Disinfection Plant,**

**Los Angeles**

**Project Owner: Los Angeles Department of  
 Water & Power**

**Bid Date: 12/8/2014 @ 2:00 pm**

**(Please respond 3 days before the bid date)**

Requesting Quotes for the following: Trucking (Freight), Nuts, Bolts and Gaskets, Flanges, Mechanical Couplings, Small Diameter Buyout Pipe & Fittings, Bulkheads, Linings and Coatings, Hardware and Machined Parts

Please submit bids prior to bid date and include any certification you may have. Items can be broken down and delivery schedules can be accommodated to facilitate maximum participation. Northwest Pipe Company will assist with Bonding, Insurance, Materials and/or line of credit to all qualified respondents if necessary. Northwest Pipe Company does not discriminate on the basis of race, gender, religion, national origin, ethnicity, sexual orientation, age or disability in the solicitation, selection, hiring or treatment of subcontractors, vendors or suppliers.

Specifications can be obtained at no charge from Northwest Pipe Company via email.

For technical questions or assistance, please contact **Michael DeMascio** at **714.965.2305**,

Fax: **714.964.5503** or

email: [MDeMascio@nwpipe.com](mailto:MDeMascio@nwpipe.com)

**Northwest Pipe Company**

1101 California Avenue, Suite 100, Corona, CA 92881

Phone: 714-965-2305 • FAX: 714-964-5503

Requesting Sub-bids from Qualified SBE/DVBE/  
 MBE/WBE/OBE Subcontractors for:

**Butterfly Valves for the  
 LA Reservoir UV Disinfection Plant  
 IFB7521R1**

**Los Angeles Department of Water & Power**

**Bid Deadline: November 26, 2014**

**at or before 2pm on the bid closing date**

For information on the availability of plans and specifications and the bidder's policy concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please contact our office.

**Autrans Corporation**

Ms. Lucy Takeuchi

33533 W. 12 Mile Road, Suite 340

Farmington Hills, MI 48331

Tel: (248)357-7545 • Fax: (248)987-2659

Email: [li\\_q@autransusa.com](mailto:li_q@autransusa.com) or  
[info@kprconsultinginc.com](mailto:info@kprconsultinginc.com)

## With SBE you can:

**FIND**

Subcontractors, Vendors,  
 and Suppliers

**REACH**

Diverse Audiences of Various  
 Ethnicity, Race, & Gender

**ADVERTISE**

Sub-Bid Request Ad

**SMALL BUSINESS EXCHANGE**

# California Sub-Bid Request Ads

REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS  
AND SUPPLIERS FOR THE FOLLOWING PROJECT:

**Niles Blvd. Bridge Replacement Project**

**City of Fremont, City Project No. 8460, Bid Date: December 9, 2014 at 2:00 pm**

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (14.5% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a high-way project with the typical items of work associated, but not limited to: Prepare Storm Water Pollution Prevention Plan, Temporary Fiber Roll, Temporary Silt Fence, Temporary Concrete Washout, Temporary Construction Entrance, Temporary Check Dam, Temporary Drainage Inlet Protection, Rain Event Action Plan, Storm Water Annual Report, Construction Area Signs, Traffic Control, Remove Stripe and Markers, Minor Concrete, Remove Roadside Sign, Remove MBGR, Remove Minor Concrete, Roadside Sign, Cold Plane Asphalt Concrete Pavement, Bridge Removal, Clear and Grub, Roadway Excavation, Lead Compliance Plan, Structure Excavation, Structure Backfill, Ditch Excavation, Imported Borrow, Aggregate Base and Sub Base, Hot Mix Asphalt, Tack Coat, Steel Casing, CIDH, Furnish Piling, Drive Pile, Prestressing CIP Concrete, Structural Concrete, Joint Seal Assembly, Rebar, Reinforced Concrete Pipe, Corrugated Steel Pipe, Rock Slope Protection, Miscellaneous Metal, Delineator and Markers, MBGR, Chain Link Railing, Pedestrian Barricade, Concrete Barrier, Transition Railing, Stripe and Markers, Lighting, Landscaping, Construction Equipment and Rentals, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available on the C.C. Myers, Inc. Sharepoint Site, please contact CCMi for log in information.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



**C.C. Myers, Inc.**

3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation.

The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.

**AN EQUAL OPPORTUNITY EMPLOYER**

DeSilva Gates Construction, L.P.

is soliciting for DBEs

**FOR CONSTRUCTION ON STATE HIGHWAY IN  
SACRAMENTO COUNTY NEAR ANTIOCH  
FROM 1.2 MILES SOUTH OF SHERMAN ISLAND  
LEVEE ROAD TO WEST SHERMAN ISLAND ROAD,  
CONTRACT NO. 03-3F6604,  
FEDERAL AID PROJECT ACNH-P160(023)**

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

**BID DATE: DECEMBER 17, 2014 @ 2:00 P.M.**

We hereby encourage responsible participation of local Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

**AC DIKE, CLEARING AND GRUBBING/DE-  
MOLITION, CONSTRUCTION AREA SIGNS,  
CRACK SEALING, EROSION CONTROL,  
GUARDRAIL, INERTIAL PROFILEGRAPH,  
ROADSIDE SIGNS, RUMBLE STRIP, STRIP-  
PING, SWPPP/LEAD PLANS, VEGETATION  
CONTROL, TRUCKING, WATER TRUCKS,  
STREET SWEEPING, RUBBERIZED HMA  
(OPEN GRADE) MATERIAL, RUBBERIZED  
HMA (GAP GRADE) MATERIAL**

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction, L.P. DeSilva Gates Construction, L.P. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction, L.P.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

## **DESILVA GATES CONSTRUCTION, L.P.**

11555 Dublin Boulevard  
P.O. Box 2909

Dublin, CA 94568-2909

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

Estimator: Steve Lippis

Website: www.desilvagates.com

**An Equal Opportunity Employer**

DeSilva Gates Construction, L.P. is soliciting for DBEs  
**FOR CONSTRUCTION ON STATE HIGHWAY IN SACRAMENTO COUNTY IN AND NEAR ISLETON FROM  
ROUTE 12 TO 0.5 MILE NORTH OF ROUTE 220, CONTRACT NO. 03-2F9904,  
FEDERAL AID PROJECT ACNH-P160(022)**

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

**BID DATE: DECEMBER 3rd, 2014 @ 2:00 P.M.**

We hereby encourage responsible participation of local Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

**AC DIKE, COLD PLANE, CONSTRUCTION AREA SIGN, CRACK SEALING, ELECTRICAL,  
GUARDRAIL, ROADSIDE SIGNS, RUMBLE STRIP, STRIPING, SWPPP PLAN, TRUCKING, WATER  
TRUCKS, STREET SWEEPING, RUBBERIZED HMA (GAP GRADE) MATERIAL.**

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety Company will have to be approved by DeSilva Gates Construction, L.P. DeSilva Gates Construction, L.P. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction, L.P.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and Specifications are available for review at our Dublin office.

## **DESILVA GATES CONSTRUCTION, L.P.**

11555 Dublin Boulevard  
P.O. Box 2909

Dublin, CA 94568-2909

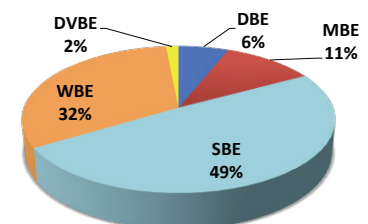
(925) 829-9220 / FAX (925) 803-4263

Estimator: Steve Lippis

Website: www.desilvagates.com

**An Equal Opportunity Employer**

## **AUDIENCE PROFILE Small Business Exchange, Inc.**



# California Sub-Bid Request Ads

## GALEB PAVING, INC. REQUEST FOR SUBCONTRACTOR BIDS

**PROJECT: C740 (13002F)**

**Milpitas Station Surface Parking and Roadway**

**OWNER: Valley Transportation Authority**

**BIDS: December 4, 2014 @ 2:00 PM**

Galeb Paving, Inc. is bidding this project as a prime bidder and is requesting DBE bids for the following trades: **Concrete, Underground Utilities, Electrical, Erosion Control, Trucking, Survey, Fence, Signs and Striping, Flexible Porous Paving System, Barrier Rail, Miscellaneous Iron and Steel**

Please fax your bids to  
**(408) 253-4753 Attn: Lee Pellicciotti**  
100% Payment and Performance Bonds may be required.

### Galeb Paving, Inc.

12340 Saratoga-Sunnyvale Road  
Saratoga, Ca 95070

Phone: (408) 253-4747 • Fax: (408) 253-4753

Galeb Paving, Inc.

is an Equal Opportunity Employer

## REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Hwy 160 RHMA, MBGR, Excavation  
Sacramento County near Antioch  
Caltrans #03-3F6604**

**BID DATE: December 17, 2014 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): **Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Treated Wood Waste, Cold Plane AC, Clearing & Grubbing, Shoulder Backing, Imported Borrow, Subgrade Enhancement Geotextile Class B2, Erosion Control, Compost, Crack Treatment, Rumble Strip, Data Core, AC Dike, Tack Coat, Delineator, Highway Post Marker, Object Marker, Midwest Guardrail System, Minor Concrete, Striping & Marking, Vegetation Control (Minor Concrete) and Construction Materials**

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

1520 Fourth Street • Berkeley, CA 94710 • Phone:

510-526-3424 • FAX: 510-526-0990

Contact: Donat Galicz

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to break-out any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).



19 PAMARON WAY, NOVATO, CA 94949  
PHONE: (415) 382-1188 FAX: (415) 883-7529

CONTACT: ADRIANNE LEWIS

Email: [Adrienne@arntzbuilders.com](mailto:Adrienne@arntzbuilders.com)

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

FOR THE FOLLOWING PROJECTS:

**EASTERLY WASTEWATER TREATMENT PLANT  
TERTIARY PROJECT LAB EXPANSION**

in THE CITY OF VACAVILLE

CONTRACT NO. 850080

**BID DATE: DECEMBER 16, 2014 at 2:00PM**

**ESTIMATE: \$3,300,000**

Trades needed but not limited to: **Control of ground water, surface water and excavation drainage. Cast-in-place concrete, Rebar, Concrete waterproofing, Structural Steel, Steel Decking, Cold Formed Metal Framing, Misc and Decorative Metal Fabrication, Architectural Woodwork, Laboratory Casework and Furnishings, Water Repellents, Thermal Insulation, Below-Grade Vapor Retarder, Building Envelope Underlayment, Standing Seam Roofing, Metal Roof Screen, TPO Roofing, Flashing and Sheet Metal, Joint Sealants. Hollow Metal Doors, Frames and Installation, Door Hardware, Wood Doors, Access Doors and Panels, Glass and Glazing, Automatic Door Operators, Louvers, Drywall, Lath and Plaster, Tiling; Acoustic Ceilings, Linear Wood Ceilings, Resilient Tile and Base, Tile Carpeting, Painting and Coating, Signage, Toilet Acc., FE Cabs, Metal Storage Shelving, Window Shades, Plumbing, Fire Sprinklers, HVAC, Electrical, Site Clearing, Grading and Paving, Site Concrete, Landscaping and Underground.**

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 ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND 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.

AN EQUAL OPPORTUNITY EMPLOYER

## Public vs. Private Employees: Who Wins in a Bidding War?

Continued from page 1

were allowed to bid against the private sector. Fairbanks adds that the city auditor "owned the process. The City Council did have the power to award the bid to whichever company they thought could deliver the best services, but I could not recall a single incident in which they did not go with the low bidder."

Some observers of managed competition fear that the process might be just a backdoor way to outsource city jobs. That was the case in San Diego when its citizens approved an initiative permitting managed competition back in 2006 [read "Public Workers Bid for Their Jobs"]. At the time, opponents argued that "the initiative was actually a scheme to award lucrative contracts to political allies in the private sector," according to Keegan Kyle, writing in the Voice of San Diego. Kyle checked around and discovered that all four bids done through managed competition wound up in the hands of city employees.

The theory that managed competition would favor the private sector was also proven to be untrue in Phoenix. "Very early in the process the city lost 80 percent of the bids and maybe retained 20 percent," says Fairbanks. "But as time went on, it headed toward a 50-50 split. For some two- to three-year spans, the city employees would win two-thirds of them. But it went back and forth."

Charlotte isn't doing as much managed competition-based bidding as it did in years past. The reason: It no longer has as many clearly appropriate contracts for which to use it. But leaders there have given the topic a great deal of thought. According to a document produced by that city, managed competition has a number of benefits. One is that it nurtures open discussions between front-line employees, many of whom have a good idea of how to improve efficiency and management. It also "encourages all involved parties to talk about what services they perform, why they do them and if they should continue to be offered in the same way."

Charlotte leaders discovered another plus: Competition can help to create a heightened sense of employee pride. When a city-run business unit competes with the private sector and wins, "everyone is proud of the team."

Source: GOVERNING



# Public Legal Notices

**Candlestick Point in San Francisco  
Opportunity to Perform  
Construction Manager for  
Hunters Point Shipyard – Phase 1  
during the development of  
CANDESTICK POINT in San Francisco.**

Lennar Urban is requesting qualified, interested construction firms to respond to a public request for proposals to perform

**Construction Manager for  
Hunters Point Shipyard – Phase 1 for  
Candlestick Point Redevelopment**

For more information, please visit:  
[http://mission.sf.gov.org/OCABidPublication/  
BidDetail.aspx?K=8854](http://mission.sf.gov.org/OCABidPublication/BidDetail.aspx?K=8854)

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Construction Subcontracting.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:  
**December 4 at 10:00 AM**

**Lennar Urban  
1 Sansome Street, Suite 3200  
San Francisco, CA 94104**

Proposals must be submitted by  
**December 18, 2014 @ 2:00 PM (PST).**



## SAN FRANCISCO HOUSING AUTHORITY

### REQUEST FOR QUALIFICATIONS/ PROPOSALS FOR

**AS-NEEDED MECHANICAL ENGINEERING  
SERVICES – Solicitation 15-620-RFQ-0002**

**AS-NEEDED ARCHITECTURAL SERVICES –  
Solicitation 15-620-RFQ-0003**

**AS-NEEDED STRUCTURAL ENGINEERING  
SERVICES – Solicitation 15-620-RFQ-0004**

**AS-NEEDED ENVIRONMENTAL  
CONSULTANT SERVICES –  
Solicitation 15-620-RFP-0005**

### SAN FRANCISCO HOUSING AUTHORITY

The San Francisco Housing Authority will receive statements of qualifications for as-needed consultants on: mechanical at \$50,000, architectural at \$100,000, structural at \$50,000 and environmental at \$100,000. Consulting services are needed to assist in the design and construction work on existing San Francisco Housing Developments.

Qualifications are due 2:00 PM Eastern Pacific Time on **December 11, 2014**. To obtain a set of the RFQ Document, go to <http://www.sfha.org/business/RFP.htm>. To obtain a hardcopy, please come to Authority's office at 1815 Egbert Avenue, San Francisco, and contact Ms. Brenda Moore, at (415) 715-3170, e-mail [moorebr@sfha.org](mailto:moorebr@sfha.org).

Request for Proposal

## Calero Dam Seismic Retrofit Project Design Services



**Who:** Santa Clara Valley Water District is the water resource management agency meeting watershed stewardship needs of and providing wholesale water reliability to Santa Clara County's 1.8 million residents.

**What:** The Santa Clara Valley Water District (District) is soliciting proposals from consultant firms to provide design professional services for the District's Calero Dam Seismic Retrofit Project. The primary objective of the project is to stabilize the Calero Dam embankment to withstand a Maximum Credible Earthquake (MCE). The project will also implement improvements as necessary to safely pass the Probable Maximum Flood (PMF) and as well as ensure that the outlet works meet the current regulatory standards.

You are invited to submit a proposal based on your qualifications performing design services on projects similar in size and scope to the District's project. The full Request for Proposal (RFP) can be viewed at <http://cas.valleywater.org>.

Please submit your proposals electronically to the District's Contract Administration System (CAS) by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "GE11 – Geotechnical Engineering" and add contact information as necessary.

**Contact:** If you need assistance with creating a CAS account, please call (408) 630-2992, or e-mail questions to [ContractAdministration@valleywater.org](mailto:ContractAdministration@valleywater.org).

In addition to submitting proposals electronically through the District's web portal, 6 hard copies of the proposal must be received by the proposal due date and time specified in the RFP Schedule. Please refer to the RFP for detailed hardcopy delivery instructions.

General questions regarding this solicitation will be accepted by email to **Bal Ganjoo**, Senior Project Manager, at [bganjoo@valleywater.org](mailto:bganjoo@valleywater.org). Questions must be submitted no later than the date specified in the RFP schedule.

11/2014\_BA

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

### REQUEST FOR PREQUALIFICATIONS GENERAL CONTRACTOR ANNOUNCEMENT

San Francisco Public Works (Public Works) announces a Request for Qualifications (RFQ) for prequalification of general contractors for the ESER 2010 Fire Station 16 Replacement Project located in District 2 at 2251 Greenwich Street, San Francisco, CA. The scope of work includes demolition of an existing 2-story fire station structure, a hose tower and removal of underground fuel tanks along Greenwich Street. The new fire station includes two apparatus bays, associated equipment storage, living and dining areas and a fitness room. The construction cost for this project is estimated at \$8 million.

Digital files of the RFQ Package may be downloaded at no cost at [www.sfdpw.org/biddocs](http://www.sfdpw.org/biddocs). Please visit the Public Works' Contracts, Bid Opportunities and Payments webpage at [www.sfdpw.org](http://www.sfdpw.org) for more information and to register as a plan holder. Notices regarding Addenda and other proposal changes will be distributed by email to plan holders.

An RFQ Informational Conference will be held at **11 am on December 1st, 2014** at Public Works' 4th floor Main Conference Room, 30 Van Ness Avenue, San Francisco, CA. Written questions regarding the RFQ shall be directed to Gabriella Judd Cirelli at [ESERNFS@sfdpw.org](mailto:ESERNFS@sfdpw.org), no later than December 8th, 2014.

Candidates shall submit their Qualifications Package as specified in the RFQ no later than **4:00 PM on December 22nd, 2014** and addressed to:

**San Francisco Public Works  
Project Management Division  
30 Van Ness Avenue, 4th floor  
San Francisco, CA 94102  
Attn: Ms. Gabriella Judd Cirelli, Public Works  
Project Manager  
Re: GC Prequalification – ESER 2010 Fire Station  
16 Replacement**

Note that late submissions will not be considered.  
11/27/14

**CNS-2690140#  
SMALL BUSINESS EXCHANGE**

# Use SBE Services

## Buyer Seller Database

**Get access to the largest non-public database in the nation! Containing information on over 1.5 million companies with 35 fields of information per entity.**

The SBE database is a highly targeted and easily searchable database with detailed information on Certified\*:

- Small, Minority-owned Businesses (MBEs)
- Woman-owned Businesses (WBEs)
- Disadvantaged Business Enterprises (DBEs)
- Disadvantaged Veteran Business Enterprises (DVBEs)



### Bid database

SBE maintains federal procurement opportunities nationwide; state procurement from state of California and local as requested. Opportunities are searchable by category and keyword and full detail available through subscription services.



### B2B database

SBE maintains a nationwide database of businesses from all industries, both certified by federal, state and local jurisdictions and non-certified. Businesses are profiled by 85+ fields of information. Businesses are accessible through SBE's various (customized outreach services).

## What Clients Say About SBE Services

"Small Business Exchange is one of the partners we use for outreach. We solicit their help to meet our goals. SBE's expertise and thorough documentation was especially helpful during the challenge process with the Disadvantaged Business Enterprise Reconsideration Panel upholding our awarded contract."

**- Skanska USA Civil West  
California District Inc**

The Small Business Exchange has been providing advertising services for the San Francisco Department of Public Works for ten

years . . . and has met our specific requirements ... The Department has been more than satisfied.

**- San Francisco DPW**

"Doing business with SBE has been a pleasure. SBE provides a thorough and effective outreach service. SBE is a great asset to our outreach program."

**- Atkinson Construction**

"Thank you for a great job, very much appreciated by the team"

**- Schiavone Construction**

"I know that when a representative of SBE indirectly represents McCarthy in contacting subcontractors—it is always with professionalism."

**- McCarthy Building Companies Inc**

"They are very Committed to helping us meet the necessary requirements of the many different public agencies we deal with, and deliver competent, qualified bidders at the same time. SBE has some very good resources and continues to keep there databases up to date with certified DVBE, DBE, SBE, WBE etc..."

**- Robert A Bothman, Inc.**