

# SBE TODAY

Vol 30, Edition 158 MARCH 11, 2015 Diversity in Action Publish by SBE certified SBE/DBE/MBE

## 6 Tips for Getting Government Contracts



By Bill Murphy Jr.

Federal spending is up. No matter how you might feel about that politically, it means great opportunity for government contractors. And that in turn means unprecedented opportunity for small and emerging businesses.

Here at National Small Business Week, the SBA set up a total of nearly four hours of training on how to compete for federal government contracts—with panelists including top SBA officials, contractors, and those who recruit subcontractors for the country's largest companies—companies that do a lot of government business.

Granted, there's something a bit meta about the U.S. government running classes on how to sell stuff to the U.S. government. But setting that aside, whether you want to contract directly with the government or carve out a niche as a subcontractor, we learned six key things about getting on the government payroll.

### 1. Really, truly know your business.

There are currently at least 31,000 federal contracting opportunities listed on the government's clearinghouse website (more on that in a minute). But, in a way, 31,000 is worse than zero—at least if it's your role to comb through them all and figure out which ones you might actually want to compete for.

Well, the No. 1 bit of advice heard at the SBA training was to make sure you know your own company inside and out, and understand exactly what it is you have to offer. That can narrow scope of your search considerably.

"Own your own destiny," said Diane Marsden, manager of the small business office at Booz Allen Hamilton. "You have to get down to a level of granularity. You have to articulate what you do."

### 2. Be aware of your advantages before stepping into competition.

Small businesses can feel like they're at a disadvantage when competing against larger entities. Sure, you might be more nimble or customer-focused than a big organization with a matching bureaucracy, but playing with big boys can feel like a real fight.

In government contracting, however, that model can be turned on its head. For one thing, the government formally sets aside opportunities run by women, members of economically or socially disadvantaged groups, service-connected disabled veterans, and businesses located in certain underprivileged geographic areas. (Of course, there are a lot of restrictions; see each program for more details.)

Beyond that, the government tries to set aside about a quarter of its contracts for small businesses. That's a goal, not a reality—but it sets the tone.

### 3. Get comfy with all the paperwork.

If you want to do business directly with the U.S. Government, your company needs to be registered

with the Central Contractor Registration database. CCR can also be a great tool for you, as well, because it lets you look at how many competitors in your industry are already doing business with the government. Maybe it will clue you in to what makes a business attractive to the feds, or even give you an idea about subcontractor opportunities.

### 4. And we mean all the paperwork.

For all the government contracts out there, landing them isn't easy. Another way to get federal is to work as a subcontractor for larger companies. These big contractors usually maintain their own databases of potential subcontractor partners, and you have to register with them separately from the government's site. Check out the big firms' websites of course, but also keep in mind Supplier Connection, a shared database that connects potential subcontractors to 16 major contractors. Included are AT&T, Bank of America, Facebook, IBM, John Deere, JP Morgan Chase & Co., Kellogg, UPS, and others.

■ Continued on page 4

**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

Seeking MBE, DVBE, DBE, WBE, SBE, SBRA, LSAF, HUB subcontractors and suppliers for  
**AGUA HEDIONDA SEWER LIFT STATION, VISTA/CARLSBAD INTERCEPTOR SEWER REACHES VC11B-VC15  
AND RECYCLED WATER LINE; CONTRACT NO. PWS13-40UTIL**

**Project Owner: City of Carlsbad, CA**

**Project Location: Carlsbad, CA**

**Bid Date: Wednesday April 1, 2015**

**Trades:** SWPPP, Dewatering/Sewer Bypassing, Shoring/Shafts/Piling, Landscaping & Irrigation, Fencing, AC Paving/Curbs/Stampcrete, Striping/Pavement Markings, Horizontal Directional Drilling, Microtunneling, Reinforcing Steel, Misc. Metal/Structural Steel, HVAC, Electrical & Instrumentation, Supply of Pipe and Valves, Aggregates, Redi-Mix Concrete.

Plans are available to download on City of Carlsbad Bids & Contracts website

## **Pulice Construction, Inc.**

591 Camino de la Reina, Suite 1250 • San Diego, CA 92108

Phone: (619) 814-3705 • Fax: (619) 814-3770

Contact: **Arinda Cale**, [acale@pulice.com](mailto:acale@pulice.com); **Kimberly Bell**, [kbell@pulice.com](mailto:kbell@pulice.com)

*An Equal Opportunity Employer*

## **REQUEST FOR CERTIFIED DBE SUBS & SUPPLIERS FOR:**

**The City of Dixon, CA**

**Wastewater Treatment Facility Improvements Project**

**Project 184030042**

**State Revolving Fund Project**

**BID DATE: March 26, 2015 at 2:00 PM**

We are soliciting quotes for the following items of work **Division 2 through 17, including, but not limited to:** Demolition, Clear & Grub, Earthwork, Dewatering, Utility Line Marking, Vegetative Erosion Control, Landscaping & Irrigation, AC Paving, Joint Seal Assembly, Epoxies and Floor Grouting, Rebar, Erect Steel Structures, Painting & Staining Concrete, Masonry, Underground Utilities, Fencing & Gates, Metal Railing, Electrical, Instrumentation (including Testing, Calibration and Installation), Minor Concrete, Sawcutting & Core Drilling, Structural Steel, Misc. Metals Fabrication (including Grating, Stair Treads, Floor Plates & Metal Support Framing), Pipe Railing, Abandon Well, Welding, Membrane Waterproofing & Repellants, Interior Doors, Overhead Doors and Hatches, Ready Mix, Concrete Pumping, Pipe (including Copper, RCP, Steel, Stainless, Ductile and Plastic Pipe), Valves, Slide Gates, Flap Gates, Stop Gates, Const. Material Supplies, Misc Metals/Iron & Steel, Trucking, SWPPP Plan, SWPPP Materials, Underground Precast, Street Sweeping, Aggregates Supply (including: Sand, Class 2 Agg Base, Crushed Rock & Rip Rap).

**Non-DBE Subs/Suppliers:** You will be expected to carry a proportionate percentage of 2nd-tier participation with your quote. 2nd-tier participation will be evaluated with your price.

100% performance and payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor and supplier quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes can be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Ironworkers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with all subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron West will reimburse for bond premium up to 2%. Subs must possess current contractors license, insurance and workers compensation coverage meeting our requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm.

Project documents are available for free viewing on ARC Sacramento Planwell (Public Planroom). They may be purchased by contacting ARC at 916-443-1322. Project documents may also be viewed in our office by appointment only. Email: [LiSimon@flatironcorp.com](mailto:LiSimon@flatironcorp.com) for appointment to view plans and specs in our office. Upon email request only, Flatiron will provide electronic docs by Sharefile link. Due to Non-DBE and DBE submittal requirements at bid time, if you intend to bid to us on this project, we will require your quote by no later than Noon on Bid Day.



## **FLATIRON WEST**

2100 Goodyear Rd Benicia, CA 94510

Phone 707-742-6000 Bid Fax 707-746-1603

Email quotes to: [FWNCBID@flatironcorp.com](mailto:FWNCBID@flatironcorp.com)

**WE ARE AN EQUAL OPPORTUNITY EMPLOYER**

Bid Requests from Certified SBE Subcontractors and Suppliers for the following Design-Build Trades:  
**Mechanical, Electrical, Plumbing, Fire Sprinkler, Solar Hot Water System, and Exterior Building Maintenance Systems.**

## **TRANSBAY BLOCK 7 (DESIGN-BUILD TRADES)**

This is a OCII project with construction workforce and prevailing wage requirements.

**Transbay Block 7**

**255 Fremont Street**

**San Francisco, CA 94105**

**Bid Date: 4/10/15 @ 2 PM**

Voluntary Pre-bid Meeting on 3/24/15 at 11:00 AM at Cahill Contractors, 425 California Street, Suite 2200, San Francisco, CA 94104.

There will not be a job walk.

## **CAHILL CONTRACTORS, INC.**

Contact: **Julie Park**

[estimating@cahill-sf.com](mailto:estimating@cahill-sf.com), (415) 986-0600



## **Proven Management, Inc.**

2000 5th Street, Berkeley, CA 94710

Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified and certified SBE/MBE/WBE/DBE subcontractors, suppliers, and truckers for the following project:

**R LINE P-377 to P-380 STRUCTURE UPGRADE**

**BART Contract No. 15PE-120**

**Bids: March 31, 2015 @ 2pm**

**SUBCONTRACTING GOALS - MBE-23% - WBE-12%**

**Trades include but not limited to:** Demolition; Selective Demolition; Preservation & Restoration; Concrete Restoration; Portland Cement & CIP Concrete; Falsework; Concrete Accessories; Non-Shrink Grout; Metal Welding; Metal Fabrications; Traffic Signs; Low & Medium-Voltage Wires & Cables; Electrical; Earthwork; Clearing & Grubbing; Dewatering; Shoring & Underpinning; Excavation Support & Protection; Micropiles; Asphalt Paving; Concrete Curbs, Gutters & Walks; Traffic Stripes, Pavement Markings, Pavement Markers; Chain Link Fences & Gates; Planting; Support & Protection of Utilities

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 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

**KENNEDY VALVE IN ELMIRA, NY  
IS SEEKING A WBE/MBE  
FREIGHT SERVICE PROVIDER TO  
TRANSPORT IRON GATE VALVES  
FROM HOME WAREHOUSE TO  
CALIFORNIA DESTINATIONS.**

**IF YOU ARE A CERTIFIED WBE/MBE  
FREIGHT SERVICE PROVIDER AND  
INTERESTED IN THIS BUSINESS  
PLEASE CALL 607-873-9409**

# 2015 Small Business Procurement Fair



## 2015 Small Business Procurement Fair

All Small and Disabled Veteran Businesses are invited to attend



Don't miss the opportunity to meet Caltrans purchasers and have an opportunity to network and sell your products!

March 25, 2015

Register @

<http://www.dot.ca.gov/dist4/smallbusiness/>

Vendor Sign-in: 10:00 AM  
Procurement: 10:30 AM – 12:30 PM

FREE  
ADMISSION

Jack London Aquatic Center  
115 Embarcadero  
Oakland, CA  
510.286.7110

### BUSINESS PROCUREMENT FAIR 2015



(These are the goods and services we may be procuring)

#### COMMODITIES

ASPHALT MATERIALS  
AUDIO VISUAL EQUIPMENT  
AUTO SUPPLIES  
BARRICADES  
BATTERIES  
CAMERAS & DIGITAL VIDEO  
CELL PHONES  
CONCRETE SUPPLIES  
CONES, TRAFFIC  
DRYWALL/CEILING TILES  
ELECTRICAL HARDWARE  
ELECTRONIC TEST EQUIPMENT  
FASTENERS  
FENCE MATERIALS  
GUADRIL  
HUSKEE CONTAINERS  
IT EQUIPMENT AND SUPPLIES  
JANITORIAL SUPPLIES  
LOCKSMITH EQUIPMENT  
LUMINARIES AND LAMPS  
METAL FABRICATION  
OFFICE EQUIPMENT / SUPPLIES  
PAINT SUPPLIES  
PAVEMENT MARKERS  
POSTS  
RAINWEAR  
RESPIRATORS & FILTERS  
SAFETY EQUIPMENT  
SIGNS  
TANDEM DOLLIES  
TOOLS, HAND & POWER  
TRAFFIC SAFETY EQUIPMENT  
TRAFFIC SIGNAL PARTS

#### SERVICES

WINDOW BLINDS  
AC/ HEATING  
CRANE & RIGGING SERVICE  
DEBRIS & WASTE REMOVAL  
EQUIPMENT MAINT. & REPAIR  
EQUIPMENT INSTALL/RENTAL  
HIGH MAST LIGHTING  
HIGHWAY EQUIP. RENTAL  
INTERPRETIVE SERVICES  
JANITORIAL SERVICES  
LOCKSMITH  
PAINTING  
PAINTING SERVICES  
PEST CONTROL/FUMIGATION  
PLUMBING  
PORTA-POTTIE SERVICE  
POTABLE WATER SERVICE  
PUMP REPAIR  
RECYCLING SERVICES  
RENTAL PROPERTY MTCE.  
ROLL-UP DOOR REPAIRS  
STORAGE CONTAINERS  
TREE TRIMMING SERVICE  
VACTOR & RODDING SERVICE  
WEED ABATEMENT

# California Sub-Bid Request Ads

Sub-Bids Requested from qualified MBE/WBE/SBE/DVBE/DBE Subcontractors and Suppliers For:

**CARLSBAD WATER RECYCLING FACILITY PHASE III EXPANSION (DB)  
PROJECT NO. 5209**

Owner: The Carlsbad Municipal Water District  
Location: Carlsbad, CA

**Bid Date: April 9, 2015 @ 2:00 P.M. • All Sub-Bids Due: April 2, 2015 @ 2:00 P.M.**

**J.F. Shea Construction, Inc.**

667 Brea Canyon Road, Suite 30 • Walnut, CA 91788-0489  
Phone: (909) 595-4397 • Fax: (909) 444-4268  
Contact: Lori Olivas, [lori.olivas@jfshea.com](mailto:lori.olivas@jfshea.com)

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items: Demolition, AC Paving, Hydroseeding, Ready-Mix Concrete, Reinforcing Steel, Masonry, Miscellaneous Metals, Roofing, Painting & Coatings, Welding, Materials Testing / QC Services, Pipe Supply, Valves, Pump Equipment, MF Equipment, Electrical and Instrumentation

Plans and Specifications are available from: The City of Carlsbad is issuing bid documents through ebidboard. The following link will lead you to the free download: <http://www.carlsbadca.gov/services/depts/finance/contracting/default.asp>. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

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

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

**City of Davis - Surface Water Pipelines, Water Quality Improvement  
CIP 8224**

Location: Davis, CA

**Bid Date: April 9, 2015 @ 2:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: trucking; bore & jack; directional drilling; cathodic protection; electrical; slurry seal; grinding; traffic loops; survey; traffic control; painting & coating; striping; SWPPP; shoring; dewatering; and fencing.

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: Duane Schulze

An Equal Opportunity Employer



# California Sub-Bid Request Ads

## Balfour Beatty Construction

2335 Broadway, Suite #300 • Oakland, CA 94612  
(510) 903-2054

Contact: Chet Brians • cbrians@balfourbeattyus.com

**PROJECT:** Transbay Block 9

**LOCATION:** San Francisco, CA

**BID DUE DATE:** March 26, 2015 at 2:00 PM

**OCII project and 50% SBE / LBE goal**

### SCOPE OF WORK: Bid Package Group 1:

- Mechanical Systems – Design/Build
- Plumbing – Design/Build
- Electrical – Design/Build
- Fire Protection – Design/Build
- Curtainwall Systems – Design/Build
- Elevators – Design/Build
- Shoring Systems – Design/Build
- Excavation, Remediation and Demolition
- Dewatering Systems

### Proposing Subcontractor/Supplier

You are hereby invited to submit a bid proposal to provide labor, material and equipment as necessary to perform the Work according to the your respective discipline per the corresponding Bid Package(s) listed above for the **Transbay Block 9** located in San Francisco, California. Your bid is to be in based on the Contract Documents, as prepared by SOM, and other Bid Instructions, Contract Appendices, and Attachments.

### KEY DATES/INFORMATION

**PRE-BID MEETING:** March 5, 2015 at 2:00PM

**LOCATION:** San Francisco Branch Library  
Park Meeting Room  
1833 Page Street, San Francisco, California

**LAST DAY FOR RFI'S:** March 18, 2015 at 4:00PM

**FINAL ADDENDA:** March 20, 2015 at 4:00PM

**BID PROPOSALS DUE:** March 26, 2015 at 2:00PM

Bid Documents and other pertinent information can also be downloaded directly from Balfour Beatty Construction's **Egnyte** site at the following link:

Link to bid documents:  
<https://bbcus.egnyte.com/fl/3wucvVl4z2>

Link to prequalification site:  
[www.balfourbeattyus.com](http://www.balfourbeattyus.com)

Plans and Specs. are also available at Balfour Beatty Construction office.



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 DVBE/SBE/DBE/WBE/MBE/LBE  
and ALL QUALIFIED SUBCONTRACTORS &  
SUPPLIERS

**FOR ALL TRADES**

FOR THE FOLLOWING PROJECT:

**DANIEL WEBSTER ELEMENTARY SCHOOL  
MODERNIZATION**

**SFUSD PROJECT NO. 11499**

**SAN FRANCISCO, CA**

**BID DATE: March 24, 2015 at 2:00PM**

**ESTIMATE: \$8,250,000**

Trades needed but not limited to: Bracing, Shoring and Underpinning, Site Work, Earthwork, Paving and Underground, Pavemarking, Chainlink Fences and Gates, Landscaping, Site and Structural Concrete, Structural Steel, Steel Decking, Polished Concrete, Shotcrete, Metal Fab, Metal Stairs, Decorative Metal Railings, Rough and Finish Carpentry, Interior Architectural Woodwork, Plastic Paneling, Crystalline Waterproofing, Traffic Coatings, Batt Insulation, Under-Slab Vapor Retarders, Self-Adhering Sheet Wall Membranes, Wall Cladding Support System, Fiber Cement Panels, TPO Roofing, Flexible Flashing, Roof Accessories, Applied Fireproofing, Intumescent Mastic Fireproofing, Firestopping, Joint Sealants, Expansion Control, Doors, Frames and Hardware, Overhead Coiling Doors, Elevator Smoke Door Containment Systems, Glass, Glazing and Aluminum, Skylights, Gypsum Board and Shaft Wall Assemblies, Tiling, Acoustical Ceilings, Resilient Base and Flooring, Resinous Flooring, FRP Panels, Painting, Visual Display Surfaces, Toilet Accessories and Compartments, Bird Control Systems, Signage, Fire Extinguishers and Cabinets, Toilet and Bath Accessories, Entrance Floor Mats and Frames, Fire Suppression Sprinkler System, Hydraulic Elevator, Wheelchair Lifts, HVAC, Plumbing, Electrical and Hazmat.

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 HEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S

COLLECTIVE BARGAINING AGREEMENTS

AN EQUAL OPPORTUNITY EMPLOYER

## 6 Tips for Getting Government Contracts

Continued from page 1

### 5. Check the government database.

In theory, every single government contract going out for bid is supposed to be listed on [www.fbo.gov](http://www.fbo.gov), known colloquially as "Fed Biz Opps." Again, besides bidding for contracts yourself, keep in mind that this might clue you in on contracts that larger entities might go after. That might mean opportunities to latch on as a subcontractor.

### 6. Build lasting human relationships.

Sure, government can seem impersonal, but relationships are very important. It's easy to lean too hard on cold calls and databases. So while filling out the forms is a prerequisite, get out of the office, network, and try to meet the decision makers both in the government and in the large contractors. And do it in person, if possible.

"Choose two or three agencies where you think you can do work," suggested Bill Polizos, director of the small business program at AT&T Government Solutions. "Go to the events they hold so you can learn as much as you can about opportunities. As you do that, you'll bump into us."

Source: <http://www.inc.com>

