

SBE TODAY

SMALL BUSINESS EXCHANGE

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DIVERSITY IN ACTION -

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How to Get Your Workforce Bill Passed

SkillWorks:

Partners for a Productive Workforce



In a recent What Works case study, we highlighted how Boston-based SkillWorks has spent the past decade rallying private sector support for industry-specific workforce development programming. A truly public-private partnership, SkillWorks has leveraged \$60 million in funds for workforce development. The results are impressive; over 4,500 people have enrolled in a SkillWorks funded program, 66% of whom were unemployed before training.

Part of the success of SkillWorks has been its ability to garner state resources that support the private sector investment. The legislative efforts of SkillWorks are insightful. In 2012, Mt. Auburn Associates issued a full public policy report accessing the advocacy efforts during the 2012 legislative session. Pulling takeaways from that report, here's how to get your workforce solutions passed.

Background

The advocacy arm of SkillWorks operates primarily through the Workforce Solutions Group (WSG), a collaborative of workforce development agencies and policy think tanks. In 2010, after the release of a report called Massachusetts' Forgotten Middle-Skill Jobs, SkillWorks and WSG began a two-year campaign for the passage of a new "Middle-Skills Solutions Act."

The Middle-Skills Solutions Act would establish a middle-skills council that would advise on how to increase the readiness and success of working adults to help them acquire middle-skill jobs. The Act would also establish Regional Skills Academies that would address skill gaps identified by regional employers. And finally, the Act would require the regular reporting of local and regional labor market data in order to ascertain which sectors should be targeted for workforce training. The bill asked for \$8 million in annual support to fund the Regional Skills Academies. Funding would be administered through the preexisting Workforce Competitive Trust Fund (WCTF).

Middle-skill jobs are particularly important in Massachusetts, where there is a thriving economy but where most jobs require more than basic skills. Estimates suggest that between 2010 and 2016, there would be nearly 400,000 job openings in Massachusetts that require less than a bachelor's degree. Governor Deval Patrick reiterated this in his January 2012 State of the Commonwealth Address: Many [of the state's job] openings are for so-called middle-skills jobs that require more than a high school diploma, but not necessarily a four-year degree – jobs in medical device manufacturing, or as lab technicians, or solar installers, for example."

Getting on the Agenda

As most policy advocates known, legislators are always grappling with various agendas. This is why the industry for lobbyists has grown so large.

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REQUESTS FOR BIDS & SUB-BIDS

SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

Replace and Widen Genesee Bridge at Route 5

District 11 on Route 5

Contract No.: 110223U4

DBE Goal: 8 %

Bid Date: September 12, 2013 – 2:00 PM

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.

Plans and Specifications are available for view at our main office in Riverside or on the Caltrans website: http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php

Quotes requested from Subcontractors, 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, Type III Barricade, Fencing, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Plane Concrete Pavement, Remove Concrete (Structure), Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Rock Blanket, Soil Nail, Erosion Control, Fiber Rolls, Class 2 Aggregate Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joint, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Structure Concrete (Box Culvert), Minor Concrete, Shotcrete, Treat Bridge Deck, Joint Seal Assembly, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish & Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Roadside Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Rock Slope Protection, Slope Paving, Minor Concrete, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Chain Link Fence, Pipe Handrail, Cable Railing, Transition Railing, Terminal System, Crash Cushion, Concrete Barrier, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Signal & Lighting, Lighting & Sign Illumination, Fiber Optic Conduit, Electric Service (Irrigation, Traffic Monitoring Station) Closed Circuit TV System, Ramp Metering System, Slope Inclinometer, Landscape and Irrigation

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: joe.sidor@skanska.com

Sub Bids Requested From Qualified DBE, UDBE Subcontractors & Suppliers for

County of Yuba -

Loma Rica Road Safety Improvements

Project No. 2013-2217

Location: Marysville, CA

Bid Date: September 18, 2013 @ 10:00 AM

McGuire and Hester is seeking qualified subcontractors in the following trades: staking/surveying; SWPPP; traffic control; sawcutting; cold plane; fencing; trucking; clearing & grubbing; paving fabric; and striping & signage.

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

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Requesting bids from qualified SBE/SBA/VSBE (Micro) Subs/Suppliers for:

PORT OF LONG BEACH

PIER E Middle Harbor Terminal

Battery Exchange Building (BXB)

Long Beach, CA. Project #HD-S2383

BID DATE: September 23, 2013 @ 2:00pm

Project Labor Agreement and Prevailing Wage Rate Requirements Apply

SCOPE: Construction of a single story, pre-engineered steel framed battery exchange building (BXB), an unoccupied warehouse, w/terminal vehicle pkg lot for use by adjacent PCMS, site improvements, fencing at adjacent container yard, site util including water, gas, sewer, storm drain, bldg exterior lighting, and u/g electrical communications. Value \$7 million Completion: 240 calendar days

TRADES: Survey, environmental remediation, SWPPP, earthwork, paving, site concrete, u/g utilities, fencing, concrete, structural steel, rough carpentry, insulation, firestopping, doors/hdwe, glass, drywall, painting, signage, fire ext/cabinets, pre-engineered structure, sheet metal, fire protection, plumbing, hvac, electrical, methane mitigation, fire alarm system, etc.

W.E. O'NEIL

W.E. O'Neil Construction Co. of California

909 N. Sepulveda Blvd., #400 • El Segundo, CA.

90245 • Ph (310) 643-7900 • Fax (310) 643-6541

Contact: Nancy South

100% Performance/Payment Bonds may be required. W.E. O'Neil will assist SBE/SBA/VSBE firms w/smaller scopes of work, bonding, insurance, and equipment. Plans/specs are available on CD, viewing in our Planroom and at www.bidmail.com please contact nasouth@weoneil.com for access and/or questions regarding this bid.

**Looking for
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REQUESTS FOR BIDS & SUB-BIDS

Sub-Bids Requested from Qualified DBE Subcontractors & Suppliers:

Route 5-South of Genesee to Sorrento Viaduct

District 11 Route 5

Contract No.: 11-0223U4

Owner: Caltrans

Bid Date: Sept. 12, 2013 @ 2:00 pm

Quotes Due: Sept 11, 2013 at 5:00PM

Quotes requested for supplies & services including, but not limited to: Lead Compliance Plan, Construction Areas Signs, Traffic Control, Pavement Marking & Striping, SWPPP, Erosion Control, Street Sweeping, Concrete Washout, Cold Plane AC, Bridge Deck Treatment, Bridge Removal, Clearing & Grubbing, Roadway Ex, Structure Ex, Structure Backfill, Geosynthetic Reinforcement, Roadside Clearing, Rock Blanket, Decomposed Granite, landscape & Irrigation, Imported Topsoil, Class 1 & 2 Aggregate Base, Emulsion/Fog Seal, Hot Mix Asphalt, Tack Coat, Joint Seal, Soil Nail, Jacking Superstructure, Drive Pile, CIDH Piling, Prestressing Concrete, Minor Concrete, drill & Bond Dowel, Joint Seal, Bar Reinforcing Steel, Sign Structures, Sign Panels, Roadside Signs, Alt. Pipe Culvert, RCP, Plastic Pipe Underdrain, Rock Slope Protection, Minor Concrete (gutter), Misc Iron & Steel, Misc Metal (bridge), Bridge Deck Drainage, Fiber Optic System, Chain Link Fence, MBGR, Pipe Handrailing, Concrete Barrier, Cable Railing, Crash Cushions, Alt In-Line Terminal, Electrical, Closed Circuit TV System, Ramp Metering System, Trucking, Hauling, Aggregates

Coffman Specialties, Inc.

9685 Via Excelencia, Suite 200 • San Diego, California 92126
 Phone (858) 536-3100 • Bid Fax (858) 536-3131
 estimating@coffmanspecialties.com

Plans & Specifications are available on Caltrans Website or for view at our main office in San Diego.

Coffman is interested in soliciting in Good Faith with DBE's for this project. Please call if you need assistance/advice with obtaining Bonds/Insurance/Credit. Subcontractors may be required to furnish 100% Payment & Performance Bonds by an admitted surety and subject to approval by Coffman. Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. 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. Waiver of Subrogation will be required. In order to assist DBE Contractors and suppliers, we will divide total requirements into smaller tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. We are an EOE & seriously intend to negotiate with qualified firms. Non-DBE Subs/Suppliers: Indicate 2nd tier DBE participation offered on your quotation as it will be evaluated with your price.

Seeking D/DV/M/S/VS/WBE (Disadvantaged, Disabled Veteran, Minority, Small, Very Small, and Woman Business Enterprises) subcontractors and suppliers for

San Vicente Marina Facilities, Specification 594

Project Owner: San Diego County Water Authority

Project Location: North end of Moreno Ave., Lakeside, CA in San Diego County

Bid Date: September 20, 2013

Trades: Site grading, shoreline stabilization, pump stations, concession buildings, office building, drainage pipe, water tank, water pipe, sanitary sewer pipe, boat ramp concrete, floating docks, ADA compliant wheelchair lift, asphalt concrete paving, PCC paving, storm drain channels, bio-retention facilities, inlet filters, drainage facilities, selective demolition, fire sprinklers, landscaping, irrigation, habitat restoration, curbs, gutters, sidewalk, retaining walls, fencing, park amenities, shade structure, signage and striping, signal intersection, electrical, communications, foundation grouting, monitoring wells.

Plans and specifications can be purchased directly from SDCWA by filling out the Contract Documents Order Form found at <http://www.sdcwa.org/contracting-opportunities>

Plans and specifications are available to be viewed and copied at the Pulice offices located at 591 Camino De La Reina, San Diego, CA 92018 from 8:00 AM to 4:00 PM. Please call 619-814-3700 to make an appointment to view the plans and specifications.

Plans are also available for download on the eBidBoard website at:

<http://www.ebidboard.com/public/projects/index.asp?mbrguid=D27F6EF1-9BA1-46D6-B1CC-429FA8EB09CC>

Pulice Construction, Inc.

591 Camino De La Reina, San Diego, CA 92108
 Phone: 619-814-3700 • Fax: 619-814-3770
 Contact: Arinda Cale • E-mail: acale@pulice.com

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Shimmick Construction Company, Inc.
 SBE Subcontractor/Supplier Bids Requested For:

City and County of San Francisco –

Municipal Transportation Agency

Muni Metro System – Bluelight Emergency

Telephone Replacement Project • Contract No. 1268

Bid Date: September 25 at 3:00 PM

Fax all quotes to 510-777-5099

Requesting certified SBE Subcontractor and Supplier Quotes on **Electrical, Electrical Equipment and Supplies, Instrumentation Equipment & Supplies, Communications Equipment & Supplies, Signal & Lighting, and Rail Car Services.**

The drawings and specifications included in the bid documents for this contract are protected under federal law as confidential Security Sensitive Information. To obtain a copy of the bid documents, requestors will be required to certify that they are a qualified subcontractor and sign a confidentiality agreement that will restrict the access, use and final disposition of the drawings and specifications. To obtain the confidentiality agreement and contract documents please call Mr. Shahnam Farhangi with MUNI at 415-701-4284. Please contact Shimmick Construction by Phone (510) 777-5000 for further instruction.

Subcontractors and Suppliers interested in this project may contact Greg Adams by phone at (510) 777-5040.

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202
 Oakland, CA 94621
 Phone (510) 777-5000
 Fax (510) 777-5099

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REQUESTS FOR BIDS & SUB-BIDS

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

**Alpine Avenue and Sinclair Avenue Resurfacing
Federal Project No. STPL-5929(225)
San Joaquin county
DBE Goal: 7%**

**Engineer Estimate: \$979,000
Bids: September 19th, 2013 at 1:30pm**

Requesting Sub-quotes for (including but not limited to): Fabric and Oils, Construction Area Signs, Traffic Control, Raise Iron Utilities, Cold Plane, Clear & Grub, Landscaping, Concrete Curb & Sidewalk Misc., Painted Traffic Strip and Marking, Pavement Marking, Signal and Lighting, SWPPP Planning, Trucker and Sweeper.

Scope of Work: Resurfacing 1.08 miles of existing minor arterial and major collector roadways and repair portions of existing curb, gutter and sidewalks.

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 from the Office of the Director of Public Works, 1810 East Hazelton Avenue, Stockton, CA 95205. Contact Derrick Woods 925-606-2400, derrick.woods@rgwconstruction.com for any questions, including bonding, lines of credit, insurance, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

RGW Construction, Inc.

Contractors License A/B 591940

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

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REQUEST FOR LBE & DVBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Pinole Valley High School Detention Basin,
Utilities and Paving • Bid #3621377-01
West Contra Costa Unified School District
BID DATE: September 25, 2013 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Materials Trucking, Construction Survey, SWPPP update, REAP's (Risk Level 2), Tree Pruning, Tree Protection, Underground Utilities, Gas Utilities, Site Electrical, Pre-Cast Concrete Structures, CIDH Piers, Cast-In-Place Concrete Retaining Wall, Street Sweeping, Chain Link Fencing, Hydroseeding, CL1 RCRA Soil Disposal, C12 non-RCRA Soil Disposal, C12 Soil Disposal, C13 Soil Disposal and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710

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

Contact: Russ Hague

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 LBE/DVBE Participation. Plans & Specs are available for viewing at our office.

How to Get Your Workforce Bill Passed

In order to make workforce training a priority, SkillWorks and the WSG had to find an in-road.

Initial support for the Middle Skills Solutions Act appeared strong. The Labor and Workforce Committee seemed to support the bill. The governor even included \$5 million worth of funding for the WCTF in his budget. However, at the time, competing interests included healthcare reform, teacher evaluations, and job creation.

Rather than setting their agenda aside, they decided to attach their bill to the Jobs agenda. The House was drafting a Jobs Bill, which included \$10 million for WCTF funding. The Senate's Job Bills slated \$5 million for the WCTF. Naturally, SkillWorks and WSG would have preferred the \$10 million in funding, but they decided to be practical: the Senate's version was much more likely to be passed. \$5 million was much better than nothing. In turn, they attached their Middle-Skills Solutions Act to the Senate's Jobs Bill and then lobbied hard for its passage.

By the time the Jobs Bill had gone through multiple revisions, it included \$5 million in direct appropriations from the general fund for WCTF and included many of the provisions of the Middle-Skills Solutions Act, including the establishment of new career centers. On August 8, 2012, the Governor signed the Economic Development and Jobs Bill (H4352).

Tactics to Gain Support

- Identify a few key legislatures who are influential and will lobby internally for your cause. SkillWorks and WSG found champions who were able to push the proposal through the legislative channels. These legislators also told SkillWorks and WSG who to contact and prod when things looked to be tying up in committee.
- Data, policy reports and op-eds were incredibly useful in shaping the debate around workforce development. The 2010 middle-skill jobs report pointed to the stark reality that even as job growth in Massachusetts was steady, there were too few people trained to meet the employers' needs. Garnering media attention helped to generate broad interest in the issue.
- Help individuals tell their stories. Legislators were most responsive when contacted by their constituents about how this policy issue directly impacted them. As one legislator put it, "When a business says, 'I can hire six people today but can't find the six people to put in those jobs,' that's a serious problem." No legislature wants to appear unfriendly to the business community. For those sponsoring the legislation, it was critical to increase the advocacy and engagement of the business community.

- Focus on success, not receiving credit. SkillWorks and WSG worked tirelessly behind the scenes to nurture relationships and keep workforce development on the agenda. To this day, few – including policymakers – know who was behind the increased funding for the WCTF, and that's okay. In the end, SkillWorks and WSG were more concerned with making this a collaborative effort than receiving recognition for its success.

Of course, timing is everything. Had the nation not been in the midst of recession, adopting the Middle-Skills Solution Act through would have been more challenging. Given the weakened economy, jobs were at the forefront of everyone's mind, which offered a prime opportunity for SkillWorks and WSG to coordinate like organizations and push their agenda through an open policy window.

Learn more about SkillWorks and how it's helping to up-skill area residents for well-paying, family-sustaining jobs.

See more at:

<http://www.icic.org/connection/blog-entry/blog-how-to-get-your-workforce-bill-passed#sthash.qV9NuYcp.dpuf>

Source: © 2013 Initiative for a Competitive Inner City.