

## General contractors on why company culture is important in construction

[ Article was originally posted on <https://blog.buildingconnected.com> ]

By Tony Faccenda,

For three consecutive years, the top concern among contractors has been recruiting and retaining employees, according to the 2018 Maryland Construction Industry Survey. In an industry facing challenges with technology adoption and labor shortages, it's more important than ever to retain talent. Some contractors are using technology to attract new talent and decrease

employee turnover, but the most important aspect of the workplace is creating a great company culture.

We asked some of the top general contractors in the U.S. and Canada on why company culture is so important in the construction industry and what their companies are doing to stand out.

**SOURCE:** <https://blog.buildingconnected.com/general-contractors-on-why-company-culture-is-important-in-construction/>



### Train the next generation

“One thing Shawmut does well is bringing in younger people and training them upward. I’m part of the construction management skills trainee (CMST) program. It’s a three-year rotational program where we do one year in product management, one year in estimating, and one year in the field. At the end of it, you become a really well-rounded individual in construction. We start training them right out of college or as soon as they enter the industry. I came from a civil engineering background, but they trained me with all of the necessary material to go into construction headfirst. We have a very good culture at Shawmut for teaching and lifelong learning”

— Austin Chun, Assistant Estimator at Shawmut Design and Construction



### Align yourself with clients

“At UAG, we pride ourselves on having a culture where we truly try and align ourselves with our clients and understand what they’re looking for in terms of an end result. Some of the core traits we look for in our employees revolve around their personal ethics. Transparency is a huge challenge in our business, so finding people that ethically believe in transparency is key. When our people communicate more and communicate openly with our clients, it creates a recipe for success not only for us but for great projects.”

— Andrew D’Amico, President at UAG



### Concentrate on quality and collaboration

“BCCI’s culture is known for having a very high level of collaboration and quality. A lot of people use the term ‘quality’ loosely, but we really back that up by delivering on our product. We have achieved zero punch list far more than any other general contractor, and that’s according to most of our clients, not us boasting about our ability. It’s not something that’s achievable on every project, and we know that, but we want to target that as a true milestone. Another big thing is about being forward-thinking and focusing on collaboration from the front end. Everything about preconstruction involves preplanning a job from day one so that we’re spending less time in construction. These days, we spend twice as much on the front end and in preconstruction than we ever do in the field during construction.”

— Don Tiefenbrunn, Vice President of Preconstruction at BCCI



# California Sub-Bid Request Ads



## Kiewit

### Kiewit Infrastructure West Co.

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

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the East Bay Municipal Utility District, MWWTP Digester Upgrade Phase 3 Project in Oakland, CA.

<http://www.dgs.ca.gov>

[http://www.dot.ca.gov/hq/bep/find\\_certified.htm](http://www.dot.ca.gov/hq/bep/find_certified.htm)

<http://cces.oalandnet.com/contcomp>

<http://www.acgov.org/auditor/sleb>

<http://sf-hrc.org>

<http://www.portfoakland.com/srd>

Subcontractors and Suppliers for the following project:

### MWWTP Digester Upgrade Phase 3 Project Specification No. SD-356

**Owner: East Bay Municipal Utility District**

**Bid Date: August 14, 2019 @ 1:30 P.M.**

### Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Disabled Veteran Business Enterprise (DVBE) and all other small/local business enterprises wanted for the following scopes, including, but not limited to:

**Asbestos & Lead Abatement, Concrete Supply, Concrete Reinforcing, Cast in Place Concrete, Demo, Equipment, Electrical, HVAC, Instrumentation & Controls, Injection Grouting, Metals, Painting & Coatings, Piping & Valves, Survey, Trucking & Hauling, Sweeper and Water Truck.**

Bonding, insurance, and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested DBE, MBE, SBE, DVBE and all other small/local business enterprise suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

### Subcontractor and Supplier Scopes are due

**August 9, 2019 and Quotes**

**NO LATER THAN August 13, 2019 at 5 PM.**

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid.

Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications.

Contract Equity Program applies -

See Spec. Section 00 43 39.

Performance and Payment Bonds may be required for Subcontractors and Supply Bonds for Suppliers

### An Equal Opportunity Employer

CA Lic. 433176

DIR #: 100001147

## AECOM

300 California Street • San Francisco, CA 94104

### City and County of San Francisco Public Works RFQ for Joint Development Technical Advisory Services for the SFMTA Potrero Yard Modernization Project (SF Public Works Sourcing Event ID: 000002559)

**Contact:** To be considered for this team, please provide the following items by noon, **Monday, August 5:**

- (1) Letter of Interest
- (2) a copy of your current LBE/MBE/WBE/OBE certification
- (3) brief qualifications package
- (4) fee schedule.

All information should be provided electronically in MS Word or PDF format to Elaine Chan at [elaine.chan@aecom.com](mailto:elaine.chan@aecom.com). AECOM will also provide copies of the RFQ document upon request. Be advised that an AECOM representative will contact qualified respondents and request additional information regarding this solicitation. Thank you for your response.

**Specialty:** AECOM is committed to achieving the goals set forth for the City and County of San Francisco Public Works Request for Qualifications for Joint Development Technical Advisory Services

for the SFMTA Potrero Yard Modernization Project (SF Public Works Sourcing Event ID: 000002559). AECOM would welcome information from qualified subcontractors in the following professional service areas: Acoustical Engineering, Architectural, Surveying, Value/Quality Engineering, Fire Protection Engineer, Financial Services, Environmental Advisory Services, Construction Management.

To qualify as a subconsultant that will provide technical services described in the RFQ for this contract, firms must possess the following: • Must be able to provide one or more of the above noted services, with experience in transit facilities and/or residential, commercial, and/or multi-use facilities in an urban environment • Must have demonstrated experience with clients in the local San Francisco market • Prior experience working with the City & County of San Francisco, including SF Public Works and SFMTA, is preferred • Must have knowledge and understanding of City and County of San Francisco regulations, codes and laws • Have key professional personnel who possess appropriate licenses, registration or certifications.

**O.C. Jones & Sons, Inc.**  
1520 Fourth Street • Berkeley, CA 94710  
Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Donat Galicz & Jason Martin  
REQUEST FOR MBE/WBE  
SUBCONTRACTORS AND SUPPLIERS FOR:  
**The Improvements of East 14th Street from  
162nd Avenue to 172nd Avenue  
In the Ashland Community  
County of Alameda Public Works Agency**  
**BID DATE: July 30, 2019 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Construction Surveying, Traffic Control, Construction Area Signs, Flashing Arrow Signs, Delineators, Temporary Business Entry Signs, Temporary Railing, Portable Changeable Message Sign, Project Funding Identification Signs, Disposal of Contaminated Soils, Clearing & Grubbing, Tree Protective Fencing, Imported Borrow, Milling (Cold Plane Asphalt Concrete Pavement), Adjust Utilities to Grade, Geosynthetic Pavement Interlayer (Pavement Fabric), Minor Concrete, Reinforced Concrete Bioretention Tie-Beam, Reinforced Concrete Pipe, Concrete Backfill, Bioretention Areas, Storm Drain Manhole, Sidewalk Curb Drain, Curb Drain Boxes, Bioretention Areas, Storm Drain Cleanouts, Standard Concrete Monument, Monument Preservation, Thermoplastic Striping & Marking, Painted Curb, Roadside Signs, Fencing, Sewer Main, Sanitary Sewer Manhole, SWPPP, Sweeping, Traffic Signal & Lighting System, Decorative Pedestrian Light & Foundation, Fiber Optic Cable, Solar Rectangular Rapid Flashing Beacon System, Electrical, Planting & Irrigation, Site Furnishings, Pavers, Pedestrian Barrier, Traffic Control Plans, Biologist, Bird Survey, and Construction Materials

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 MBE/WBE Participation. Plans & Specs are available for viewing at our office

## 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:

**795 Folsom Street, 1st Flr, Room 1124  
San Francisco, CA 94107**

**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

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: **VICTOR LE**  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:

**THE IMPROVEMENTS OF EAST 14TH STREET FROM 162ND AVENUE TO 172ND AVENUE IN THE ASHLAND COMMUNITY, ALAMEDA COUNTY, CALIFORNIA**  
Specification No. 2340,  
Minority/Women-Owned Business Enterprise Goal Assigned is 15% MBE and 5% WBE  
**OWNER**  
COUNTY OF ALAMEDA - 951 Turner Court, Room 300, Hayward, CA 94545

**REVISED BID DATE: August 13, 2019 @ 2:00 P.M.**

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

**ADJUST IRON, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, DELINEATORS, ELECTRICAL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, FENCING, CONTAMINATED/HAZARDOUS MATERIAL, LANDSCAPING/IRRIGATION, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, UNIT PAVER/STAMPED/TEXTURED PAVING, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](mailto:ftp@desilvagates.com) and password is f7pa55wd) or from the Owner's site at [www.ipdservices.com/clients/eastbay/index.html?alco&Show=Planroom](http://www.ipdservices.com/clients/eastbay/index.html?alco&Show=Planroom)

Fax your bid to (925) 803-4263 to the attention of Estimator Victor Le. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need M/WBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the M/WBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

## DESILVA GATES CONSTRUCTION

**CM/GC: DESILVA GATES CONSTRUCTION**  
11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Chief Estimator: **GARRY DAY**  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/Affirmative Action Employer

DeSilva Gates Construction (DGC) is requesting bids for the project listed below:

**TREASURE ISLAND STREET IMPROVEMENTS Sub-Phase 1B, 1C and 1E, San Francisco, CA**  
Contract No. TICD-19-03  
Small Business Enterprise Goal Assigned is 41%  
**OWNER**  
TREASURE ISLAND DEVELOPMENT AUTHORITY  
1 Sansome Street, Suite 3200,  
San Francisco, CA 94104

**REVISED BID DATE: August 1, 2019 @ 2:00 P.M.**

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

**UTILITY CONSTRUCTION, INCLUDING WET UTILITIES (STORM WATER, STORM WATER FORCE MAIN, SANITARY SEWER, SANITARY SEWER FORCE MAIN, LOW PRESSURE WATER, STORM WATER AND SANITARY SEWER TREATMENT PLAN UTILITIES), AND DRY UTILITIES (JOINT TRENCH, ELECTRIC 12KV UNDERGROUND SUBSTRUCTURE, DTIS SUBSTRUCTURE, TELECOM COMMUNICATION SUBSTRUCTURE): SANITARY SEWER PUMP STATION AND LIFT STATION CONSTRUCTION: ROADWAY RETAINING WALL CONSTRUCTION: STRUCTURAL CONCRETE: ARCHITECTURAL CONCRETE: TRAFFIC CONTROL: ROADWAY AND SURFACE IMPROVEMENTS: HARDSCAPE: STREET LIGHTING: TRAFFIC SIGNALS: SITE FURNISHINGS: STORM WATER PLAN IMPROVEMENTS: ROADWAY PLANTING, IRRIGATION AND LANDSCAPE: STREETScape PLANTING, IRRIGATION AND LANDSCAPE: AND STORM WATER PLANTING, IRRIGATION AND LANDSCAPING.**

Plans and specifications may be reviewed and downloaded from the Dropbox site at <https://www.dropbox.com/sh/f6sgllceigsojz/AAD0IE4iy4kQD6ztp59gDQGQa?dl=0>

Information is also available on the City and County of San Francisco's website at <https://sftreasuresland.org/contracting-ticd>

A Pre-Bid Conference will be held on June 20, 2019 at 10:00 AM located at One Avenue of Palms, Suite 216, San Francisco, CA 94130.

Fax your bid to (925) 803-4263 or email it to [gday@desilvagates.com](mailto:gday@desilvagates.com) to the attention of Chief Estimator Garry Day. If you have questions, please email.

If you need SBE/LBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services for this project call the Estimator at (925) 829-9220. DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/LBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: **JACK SHEWMAKER**  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:

**CAMPUS PARKWAY SEGMENT 3, Contract No. 300-1233**  
**OWNER**  
COUNTY OF MERCED -  
345 West 7th Street, Building A, Merced, CA 95341

**REVISED BID DATE: JULY 31, 2019 @ 3:00 P.M.**

DGC is soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to:

**AC DIKE, BARRIER RAIL SUB, BIOLOGIST CONSULTANT, BRIDGE, BRIDGE REMOVAL, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CPM SCHEDULING CONSULTANT, CRASH CUSHION, DEVELOP WATER SUPPLY, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FENCING, HORIZONTAL BORING, HYDROSEEDING, IRRIGATION, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, MISC. IRON AND STEEL, PUMP STATION, REINFORCED CONCRETE PIPE, JACKED REINFORCED CONCRETE PIPE, CORRUGATED METAL PIPE, ROADSIDE SIGNS, ROCK SLOPE PROTECTION SUPPLIER, SIGN STRUCTURE, STRIPING, STRUCTURAL BACK-FILL, STRUCTURAL EXCAVATION, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, TREE REMOVAL/TRIMMING, UNDERGROUND, VEGETATION CONTROL, WELL DRILLING & SEALING, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

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Fax your bid to (925) 803-4263 to the attention of Estimator Jack Shewmaker. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.



# California Sub-Bid Request Ads

## JACOBS®

3257 East Guasti Road, Suite 120 • Ontario CA 9176

Jacobs is seeking qualified subconsultants with DBE Certification for the following opportunity:

**Owner: Inland Empire Utilities Agency (IEUA)**  
**Request for Proposals**  
**For Construction Management Services for the**  
**RP-5 Liquids Treatment Expansion and**  
**RP-5 Solids Treatment Facility**  
**Project Nos. EN19001 and EN19006 | Proposal # RFP-JV-008**  
**IEUA Proposal Due Date: August 29, 2019**  
**DBE Subconsultant Due Date: August 22, 2019**

The Scope of work is to provide construction management and support services (construction inspection, coatings inspection, special inspection, materials testing, construction scheduling, cost estimating, document control, survey, administrative support, and outreach). Project firm experience shall have past or current performance on similar construction projects and proven specialization of firm on similar construction projects. Inspectors and engineers shall have past performance and recent project experience on public works construction projects of similar cost and complexity.

Firms must be able to comply with prevailing wage requirements.

Assistance is available in obtaining bonds, lines of credit, or insurance related to the requirements for the work.

By **August 22, 2019 at 12:00 noon Pacific Time**, please email a brief statement of qualifications, including candidate resumes and copy of your firm's DBE/MBE/WBE/SBE/SBRA/LSAF/HUB certification(s) to: [Jacobs\\_purewater@jacobs.com](mailto:Jacobs_purewater@jacobs.com)

**Certifications accepted:** USEPA, SBA, Caltrans State implemented DBE Certification Program (with U.S. citizenship), Tribal, State, and Local governments, and Independent private organization certifications.

## Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621

Phone (510) 777-5000 • Fax (510) 777-5099

An Equal Opportunity Employer

DBE/SBE Subcontractor/Supplier Bids Requested For:

**San Francisco Municipal Transportation Agency**  
**L Taraval Improvement Project - Sunset Boulevard to West Portal**  
**Contract No. 1308**  
**BID DATE: August 1, 2019 at 3:00PM**

Fax all quotes to 510-777-5099 or email to [northwest.esteeming@shimmick.com](mailto:northwest.esteeming@shimmick.com)

**Requesting certified DBE/SBE Subcontractor and Supplier Quotes on:** Architectural, Contaminated Soil, Demo, Earthwork, Electrical, Environmental, Erosion Control, Flatwork, Grinding-AC (Concrete), Instrumentation, Paint-Stain, Paving, Railroad, Rebar, Shoring, Signs, Stray Current, Stripes-Markers, Structural Steel, Survey, Trackwork, Traffic Control, Trucking, Utility Work, Welding, Aggregate, Architectural Items, Lumber, Misc. Metal, Pipe-PVC, Pipe-Steel, Precast-Utility, Railroad Products, Ready Mix, Steel-Fab, Utility Pipe-Plastic, Utility Pipe-DIP, Utility Pipe-VCP, Utility Pipe-RCP, Valves & Fittings, Misc. Suppliers, Landscaping & Nursery, Sand & Gravel, Asphalt, Concrete & Cement, Reinforcing Bar Section, Lumber, Paint, Pipe, Pavement Markers, Electrical & Signals, Building Material, Construction Staking, Construction Area Signs, Traffic Control System, Roadway Excavation, Grading, Structure Excavation, Structure Backfill, Imported Borrow, Highway Planting, Soil Amendments, Hydroseeding, Irrigation System, Finishing Roadway, Aggregate Subbase, Aggregate Base, Asphalt Concrete, Paving Asphalt, Portland Cement & Concrete Pavement, Clean & Seal Pavement Joints-Rout & Seal Cracks, Minor Concrete Structure, Concrete Surface Finish, Furnish Precast Concrete Deck Unit, Erect Precast Concrete, Reinforcing Steel, Clean & Paint Steel, Reinforced Concrete Pipe, Reinforced Concrete Sewer Pipe, Clay Sewer Pipe, Sewer Manhole, Concrete Curb & Sidewalk - Misc., Misc. Iron & Steel Frame/Cover & Grate, Metal Railing, Thermoplastic Traffic Stripe & Marking, Painted Traffic Stripe & Marking, Pavement Marking, Signal & Lighting, Engineering, Construction Scheduling, Bottom Dump Trucking, Flat Bed Trucking, Hazardous Substance Removal, Hazardous Waste Trucking, Truck Rental, Trucker Broker, Trucker, Land Surveying, Construction Equipment Rental

Please visit <https://sfcitypartner.sfgov.org/pages/Events-BS3/event-search.aspx> for more information.

You may also contact Natasha Inglis at [ninglis@shimmick.com](mailto:ninglis@shimmick.com) for access to the documents.

Subcontractors and Suppliers interested in this project may contact Aron Oshio by email at [aoshio@shimmick.com](mailto:aoshio@shimmick.com).

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.



O.C. Jones & Sons, Inc.  
 General Engineering Contractor

O.C. Jones & Sons, Inc.  
 1520 Fourth Street • Berkeley, CA 94710  
 Phone: 510-526-3424 • FAX: 510-526-0990  
 Contact: Donat Galicz & Jason Martin

REQUEST FOR MBE/WBE  
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Looking for  
 Subcontractors, Vendors,  
 and Suppliers?

Advertise your Sub-Bid Requests in the  
 Small Business Exchange.  
 With a monthly readership of 75,000,  
 SBE reaches a diverse audience, cutting across  
 ethnic and gender lines as well as traditional  
 industry segments.

# Break Even Analysis: Know When You Can Expect a Profit



[Article was originally posted on [www.mbda.gov](http://www.mbda.gov) ]

Breakeven analysis is a tool used to determine when a business will be able to cover all its expenses and begin to make a profit. For the startup business, it is extremely important to know your startup costs, which provide you with the information you need to generate enough sales revenue to pay the ongoing expenses related to running your business.

A startup business owner must understand that \$5,000 of product sales will not cover \$5,000 in monthly overhead expenses. The cost of selling \$5,000 in retail goods could easily be \$3,000 at the wholesale price, so the \$5,000 in sales revenue only provides \$2,000 in gross profit. The breakeven point is reached when revenue equals all business costs.

## How to Prepare a Break-Even Analysis

To perform a break-even analysis, you'll have to make educated guesses about your expenses and revenues. You should do some serious research -- including an analysis of your market -- to determine your projected sales volume and your anticipated expenses. Business plan books and software can teach you how to make reasonable revenue and cost estimates.

You'll need to make the following estimates and calculations:

## Fixed costs

Fixed costs (sometimes called "overhead") don't vary much from month to month. They include rent, insurance, utilities, and other set expenses. It's also a good idea to throw a little extra, say 10%, into your break-even analysis to cover miscellaneous expenses that you can't predict.

## Sales revenue

This is the total dollars from sales activity that you bring into your business each month or year. To perform a valid break-even analysis, you must base your forecast on the volume of business you really expect -- not on how much you need to make a good profit.

## Average gross profit for each sale

Average gross profit is the money left from each sales dollar after paying the direct costs of a sale. (Direct costs are what you pay to provide your product or service.) For example, if Antoinette pays an average of \$100 for goods to make dresses that she sells for an average of \$300, her average gross profit is \$200.

## Average gross profit percentage

This percentage tells you how much of each dollar of sales income is gross profit. To calculate your average gross profit percentage, divide your average gross profit figure by the average selling price. For example,

## Calculating Your Break-Even Point

Once you've calculated the numbers above, it's easy to figure out your break-even point. The formula for determining your breakeven point requires no more than simple arithmetic. Simply divide your estimated annual fixed costs by your gross profit percentage to determine the amount of sales revenue you'll need to bring in just to break even.

For example, if Antoinette's fixed costs are \$6,000 per month, and her expected profit margin is 66.7%, her break-even point is \$9,000 in sales revenue per month (\$6,000 divided by .667). In other words, Antoinette must make \$9,000 each month just to pay her fixed costs and her direct (product) costs. (Note that this number does not include any profit, or even a salary for Antoinette.)

if Antoinette makes an average gross profit of \$200 on dresses that she sells for an average of \$300, her gross profit percentage is 66.7% (\$200 divided by \$300).

## If You Can't Break Even

If your break-even point is higher than your expected revenues, you'll need to decide whether certain aspects of your plan can be changed to create an achievable break-even point. For instance, perhaps you can:

- find a less expensive source of supplies
- do without an employee
- save rent by working out of your home, or
- sell your product or service at a higher price.

If you tinker with the numbers and your break-even sales revenue still seems like an unattainable number, you may need to scrap your business idea. If that's the case, take heart in the fact that you found out before you invested your (or someone else's) money in the idea.

## SOURCE:

<https://www.mbda.gov/news/blog/2012/08/break-even-analysis-know-when-you-can-expect-profit>

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

# MEET THE BUYERS PROCUREMENT FORUM



**FRIDAY, AUGUST 9, 2019**

**REGISTRATION: 12:30PM – 1:00PM**

**EVENT: 1:00PM - 3:00PM**

**Lower Floor, San Francisco Public Library  
Latino/Hispanic Community Room**

**100 Larkin Street, Room 602, San Francisco, CA 94102**

*(Conveniently located across from the Civic Center BART Station)*

**YOUR ATTENDANCE IS HIGHLY ENCOURAGED!**

Please RSVP at:

[https://boc\\_meetthebuyers\\_2019.eventbrite.com](https://boc_meetthebuyers_2019.eventbrite.com)

- **Introduce your firm's goods, products and services**
- **Learn about upcoming contracting opportunities**
- **Network with other small businesses**
- **Expand your business with transit & government entities**

This is an opportunity to connect small and disadvantaged businesses with procurement staff from various participating transit and transportation agencies and government entities.

# Tutor Perini/O & G Joint Venture (TPOG)



## SEEKING DBE FIRMS

FOR SUBCONTRACTING OPPORTUNITIES ON THE WESTSIDE  
PURPLE LINE EXTENSION SECTION 2 PROJECT

**OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)**



## INTERESTED IN WORKING WITH TPOG?

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

**[Nareg@moderntimesinc.com](mailto:Nareg@moderntimesinc.com)**

### **BONDING, LINES OF CREDIT, AND INSURANCE SUPPORT SERVICES:**

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

TPOG is soliciting in good faith all interested subcontractors as well as certified DBE firms. If you are interested in bidding or have any questions in relation to the scope, please email DBE Project Coordinator: Nareg Bostanian or visit the website below. <http://www.tpogjv4purpleline.com/index.html>