

**Welcome** to SFI JV UDBE/DBE Special Event:

**Successful Bidding Strategies**  
**Purchasing Department**  
**January 29, 2016**



# NOTICE & DISCLAIMER

---

## **Notice:**

Although we have strived to make this meeting as informative as possible, contractors are advised that individual contracts may have unique requirements. Bidders are advised to thoroughly review the contract documents (plans, specifications, materials information, bid items and addenda).

## **Disclaimer:**

SFI JV is providing this information as a convenience to potential bidders. It does not constitute a legal standard, nor does it establish SFI JV policy.

# Project Overview JV/TEAM

---

**Shimmick Construction Company, Inc./FCC Construction S.A./Impregilo S.p.A,**  
A Joint Venture (SFI), an equal opportunity Prime Contractor, is actively seeking qualified subcontractors/suppliers and encourages participation of certified Underutilized Disadvantaged Business Enterprises (UDBE) firms to help attain the project goal of 11% UDBE.

## **GERALD DESMOND BRIDGE REPLACEMENT PROJECT**

Construction of a new 2000 ft. cable stay main span bridge with approximately 3 miles of approach bridge structures in the Port of Long Beach.



# Existing Bridge

---



# Rendering

---



# What is UDBE?

## Underutilized Disadvantaged Business Enterprise

- **African American**
- **Asian-Pacific Americans:** Japan, China, Taiwan, Korea, Burma (Myanmar), Vietnam, Laos, Cambodia (Kampuchea), Thailand, Malaysia, Indonesia, the Philippines, Brunei, Samoa, Guam, the US Trust Territories of the Pacific Islands (Republic of Palau), the Commonwealth of the Northern Mariana Island, Macao, Fiji, Tonga, Kirbati, Juvalu, Nauru, Federated States of Micronesia, or Hong Kong
- **Native Americans:** American Indians, Eskimos, Aleuts or Native Hawaiians
- **Women**

### **Excluded:**

- **Hispanic Americans:** Mexican, Puerto Rican, Cuban, Dominican, Central or South American, or other Spanish or Portuguese culture or origin, regardless of race.
- **Subcontinent Asian Americans:** India, Pakistan, Bangladesh, Bhutan, the Maldives Islands, Nepal or Sri Lanka

# Working with SFI JV

## Minimum Requirements

- Pre-Qualify: Visit SFI UDBE Website: [www.sfigdb.com](http://www.sfigdb.com)
- Valid DBE Certification (California Unified Certification Program). A DBE through CUCP is automatically accepted by all USDOT recipients in California.
  - CA Department of Transportation (**Caltrans**)
  - LA County Metropolitan Transportation Authority (**METRO**)
  - SF Bay Area Rapid Transit (**BART**)
  - SF Municipal Transportation Agency (**SFMTA**)
  - Santa Clara Valley Transportation Authority (**VTA**)
  - San Mateo County Transit District (**SAMTRANS**)
  - Central Contra Costa Transit Authority (**CCCTA**)
  - Yolo County Transportation District (**YOLOBUS**)

# Working with SFI JV

## Insurance Requirements & Key Documents

---

- **Minimum Liability Insurance:** See 1<sup>st</sup> attachment
- Click Link Below for Complete List of Subcontractor Documents

<http://www.sfigdb.com/subcontractor/requiredcompliance-docs/>

# Submitting a Responsive Bid

## Materials Supply: Counting UDBE Participation



### Check Your DBE Certification – *WE WILL...*

**DBE Broker - 49 CFR § 26.55 (e)(3).** 100% of the *fee or commission* received by the DBE for the materials purchased and resold to the contractor that become a permanent part of project. A broker, facilitator, packager, manufacturers' representative, or other person who **arranges or expedites** transactions (but does not manufacture or supply on a regular basis) is a broker.

**DBE Supplier (regular dealer) - 49 CFR § 26.55 (e)(2):** 60% of value paid for materials that become a permanent part of project. The firm must be an established, regular business that engages in the purchase and sale/lease of products requested. The materials, supplies or equipment described by the specs and required under the contract are bought, kept in stock, and regularly sold/leased to the public in the usual course of business. A person may be a regular dealer in bulk items as petroleum products, steel, cement, gravel, stone, or asphalt **without owning, operating, or maintaining** a place of business as provided in this paragraph (e)(2)(ii) if the person **both owns and operates distribution equipment** for the products. Any supplementing of regular dealers' own distribution equipment shall be by a long-term lease agreement and **not** on an ad hoc or contract-by-contract basis.

**DBE Manufacturer - 49 CFR § 26.55 (e)(1).** 100% of the value paid for **materials**. Operates or maintains a factory or establishment that produces, on the premises, the materials, supplies, articles, or equipment required under the contract and of the general character described by the specifications.

# Count UDBE Participation: 49 C.F.R. Part 26.

Credit for materials or supplies purchased from UDBEs counts towards the goal in the following manner:

- **100 percent** counts if the materials or supplies are obtained from a **UDBE manufacturer.**
- **60 percent** counts if the materials or supplies are obtained from a **UDBE regular dealer.**
- Only fees, commissions, and charges for assistance in the procurement and delivery of materials or supplies count if obtained from a UDBE that is neither a manufacturer nor regular dealer. ***49 C.F.R. 526.55 defines "manufacturer" and "regular dealer."***
- Credit towards the goal will be received if employing a UDBE trucking company that performs a commercially useful function as defined in 49 C.F.R. 526.55(d)(1)-(4), (6).

# Count UDBE/DBE Participation: 49 C.F.R. Part 26.

## Owner - Operator

---

- The listed DBE must itself **own and operate at least one fully licensed, insured, and operational truck used on the contract.**
- **100% credit** for total value of the transportation services if DBE uses trucks it owns, insures, and operates, and using drivers it employs.
- **100% credit** for total value of the transportation services if DBE leases trucks from another DBE firm, including an owner-operator who is certified as a DBE.
- DBE trucking firms who sublease to **non-DBE** trucking firms or non-DBE owner operators receive credit for the transportation arrangement or **broker fees only.**

# Submitting a Responsive Bid

- Identify Company as **Trucking, Broker, Supplier/Regular Dealer or Manufacturer**
- On Time.
- Responsive To Requirements
  - Meets Specifications Required
  - Shows Delivery Charges (When Applicable)
  - Pricing clearly identified and understandable. (i.e., unit price or lump sum)
  - Quantities Identified
- Competitive Pricing.
- Insurance provided (if applicable).
- PLA (labor compliance) information provided (if applicable).

# Submitting a **Non-Responsive Bid**

- Submitting Bid Late **or** Not Signing Bid Forms.
- *Confusing*. Not in format requested.
- Does not address **Specifications** appropriately.
- Delivery schedule does not meet requirements.
- Pricing not competitive. Margins, Mark-ups are High.
- **Critical Math Errors**. Not Understanding True Cost of Job.
- Making Bid Pricing “*Subject to Change*”.

# Project Labor Agreement/Certified Payroll

**Project Labor Agreement (PLA): Required when physical labor on site.  
“Delivery only” does not apply.**

- Contractor must sign “Letter of Assent” prior to start of work.
- Non-Signatory Contractors must sign subscription agreement with the applicable trust fund.
- Must pay at least prevailing wage rates.
- Must pay union trust fund payments in accordance with Schedule A Agreements.
- Core Worker Requirements
- Disadvantaged Worker/Veteran aspirational goal – 5%.
- Weekly Certified Payrolls. LCP Tracker.

# Working with SFI JV

## Purchasing Dept. Contacts

---

**Bud Fears:** Purchasing Manager

481 Pier D Ave. Berth 34, Long Beach, Ca. 90802

Office: 949-398-6127/ Email: bfears@sfigdb.com

**Daniel Maquindang:** Equipment Coordinator-- Procurement

11 Golden Shore Suite 330, Long Beach, CA 90802

Office: 949 - 398-6172 / Email: dmaquindang@shimmick.com

**Robert Weston:** Electrical

Office: 949 - 398-6168 / Email: rweston@sfigdb.com

**Steve Muzic:** Civil

Office: 949 - 398-6121 / Email: smuzic@shimmick.com



# THANK YOU!

---

Bid Questions: Contact **Nancy Nguyen** at [nancy.nguyen@sfigdb.com](mailto:nancy.nguyen@sfigdb.com) or 949-398-6153.

For UDBE Information: Contact **Denise Williams** at [denise@dbeworldwide.com](mailto:denise@dbeworldwide.com) or 866.338.6280 Ext. 2

**Send Specific Questions to Denise Williams and we will respond directly to you and offer any assistance.**

