

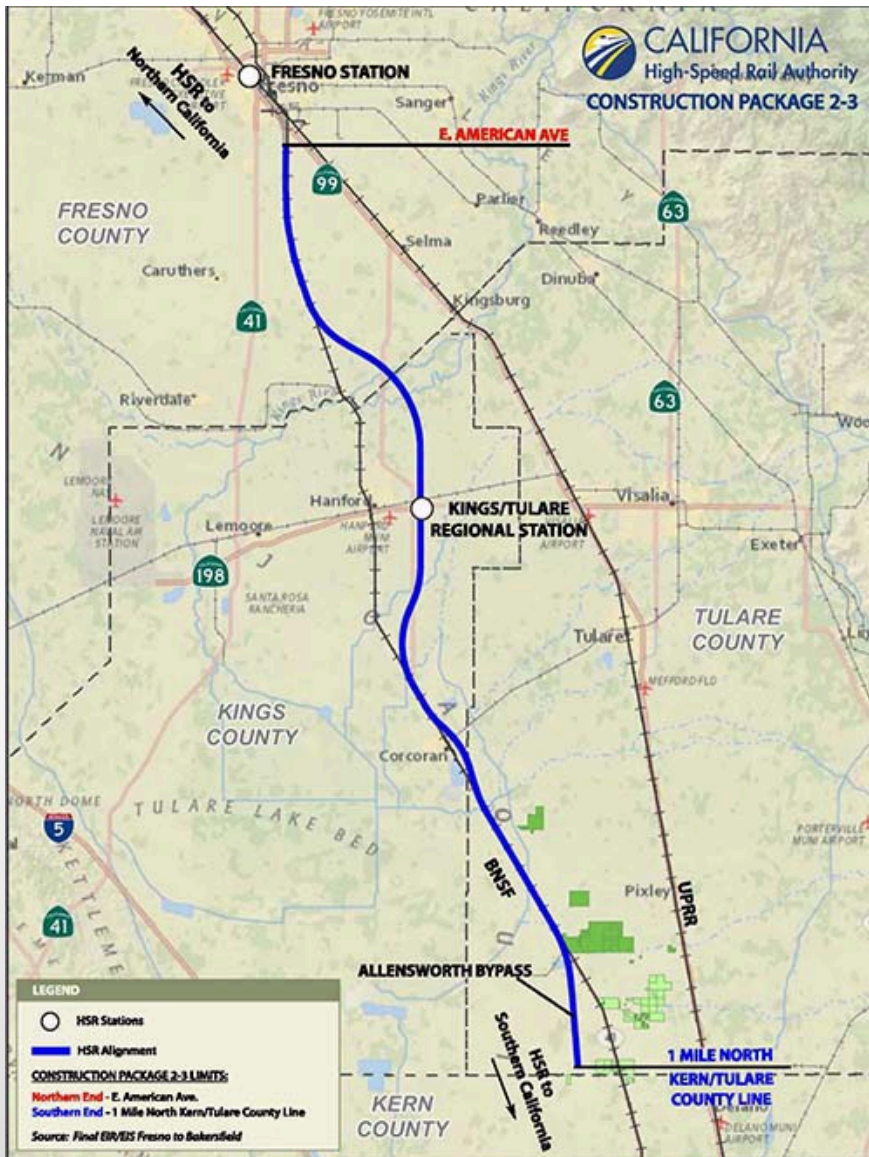
California High Speed Rail Construction Project 2-3



Small Business Opportunities



Construction Package 2-3



65.5 Miles of Project Area

\$2.46 Billion Contract Value

Small Business Requirements:

30% Overall = \$724.9 million

Inclusive of:

17% max SB/SBPW = \$410.8 million

10% min DBE = \$241.6 million

3% min DVBE = \$72.5 million



Construction Project 2-3

What are we building?



Construction Project 2-3

What do we need?

- CIDH Pilings
- Fencing
- Barrier Walls
- Ground/Bond
- Utility Relo
- Slope Paving
- Asphalt Work
- Hydroseeding
- Waterproofing
- Misc. Irrigation
 - Canals
 - Pumps
 - Gates
- Misc. Structures
 - Concrete Work
 - Rebar
 - Lighting
- Falsework
- Box Culverts
- Steel Casing
- Welding
- Joint Seals
- Earthwork
- RCP
- Generals



DFJV Small Business Point of Contact



Bjorn Nilsen, Small Business Manager

Cell: (559) 356-8688

E-mail: smallbusiness@dfcp23.com

bnilsen@dfcp23.com



DESILVA  GATES
C O N S T R U C T I O N

Jack Shewmaker
Chief Estimator

DESILVA GATES

C O N S T R U C T I O N

Heavy/Civil contractor based in Dublin, CA
Work throughout Northern California

Primary Self-Performed Work: Mass Exc, Fine Grade, Aggregate Base & HMA Paving

COMMITMENT TO SBE PROGRAMS

DeSilva Gates Construction is committed to complying with the requirements related to all SBE programs:

- Disadvantaged Business Enterprises ("DBE")
- Minority Business Enterprises ("MBE")
- Women Business Enterprises ("WBE")
- Service Disabled Veteran Business Enterprise ("SDVBE")
- Small Business programs
- LBE programs

We provide opportunities for all Small Businesses to participate on all phases of a project in order to meet or exceed the goals set by the State and/or local agency.



CUF - Commercial Useful Function:

A business performing a CUF is one that does all of the following:

- Is responsible for the execution of a distinct element of the work of the contract
- Carries out its obligation by actually performing managing or supervising the work involved
- Performs work that is normal for its business, services and function
- Is not further subcontracting a portion of the work that is greater than that expected to be subcontracted by normal industry practices.

Best Practices For A Successful Partnership

Understand **NAICS** Codes (North American Industry Classification System)

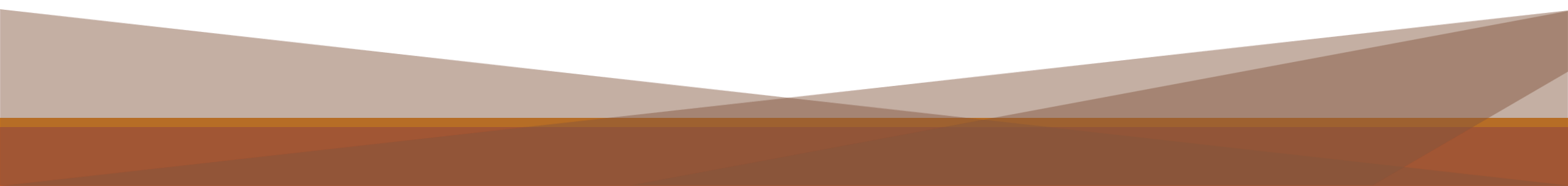
Have a broad range of NAICS Codes (to the extent you can perform the work)

Only bid work for which you have a NAICS code (Prime can only count that work)

Understand your scope of work (bid a complete package)

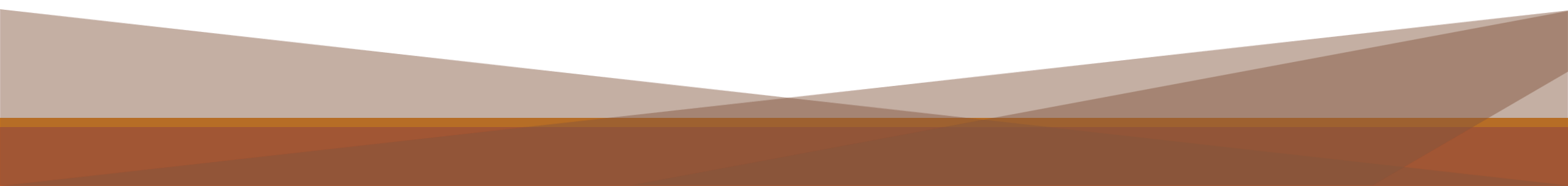
Send scope letters early for Prime review

Review the Terms & Conditions before bidding work:

- Subcontract/Purchase Order General Terms & Conditions
 - Insurance requirements (they can be different from owner)
 - Bonding
- 

FINAL THOUGHTS

Estimators are creatures of habit

- Once we accept a quote and enter into our estimate, it's hard to go back to an uncertain position.
 - Most of our projects are made up between 50% and 70% subcontractors and suppliers. The ultimate success of a project is the collaborative environment built on each project team.
 - Communication is essential. Reach out and contact the estimator prior to bid day; do not just rely on a fax or email the day of the bid.
- 
- A decorative graphic at the bottom of the slide consisting of several overlapping, semi-transparent geometric shapes in shades of brown and tan, creating a layered, abstract effect.

Subcontracting/Supplier Opportunities

Weekly project list is sent out every Friday.

To be added to the distribution list Email: dgcestimating@desilvagates.com

Jack Shewmaker – Chief Estimator / 925-361-1487 / jshewmaker@desilvagates.com



QUESTIONS?





Granite is America's Infrastructure Company™

BOC Virtual Meet the Primes

John Boies, Chief Estimator

8/18/2022



Who We Are

Granite is America's Infrastructure Company.™ Incorporated in 1922, Granite is one of the largest diversified construction and construction materials companies in the United States as well as a full-suite provider in the transportation, water infrastructure and mineral exploration markets serving North America and Guam. Granite's Code of Conduct and strong core values guide the company to uphold the highest ethical standards. Granite is an industry leader in safety and an award-winning firm in quality and sustainability.

Seward Highway Milepost 75-90 Road & Bridge Rehabilitation Project, AK

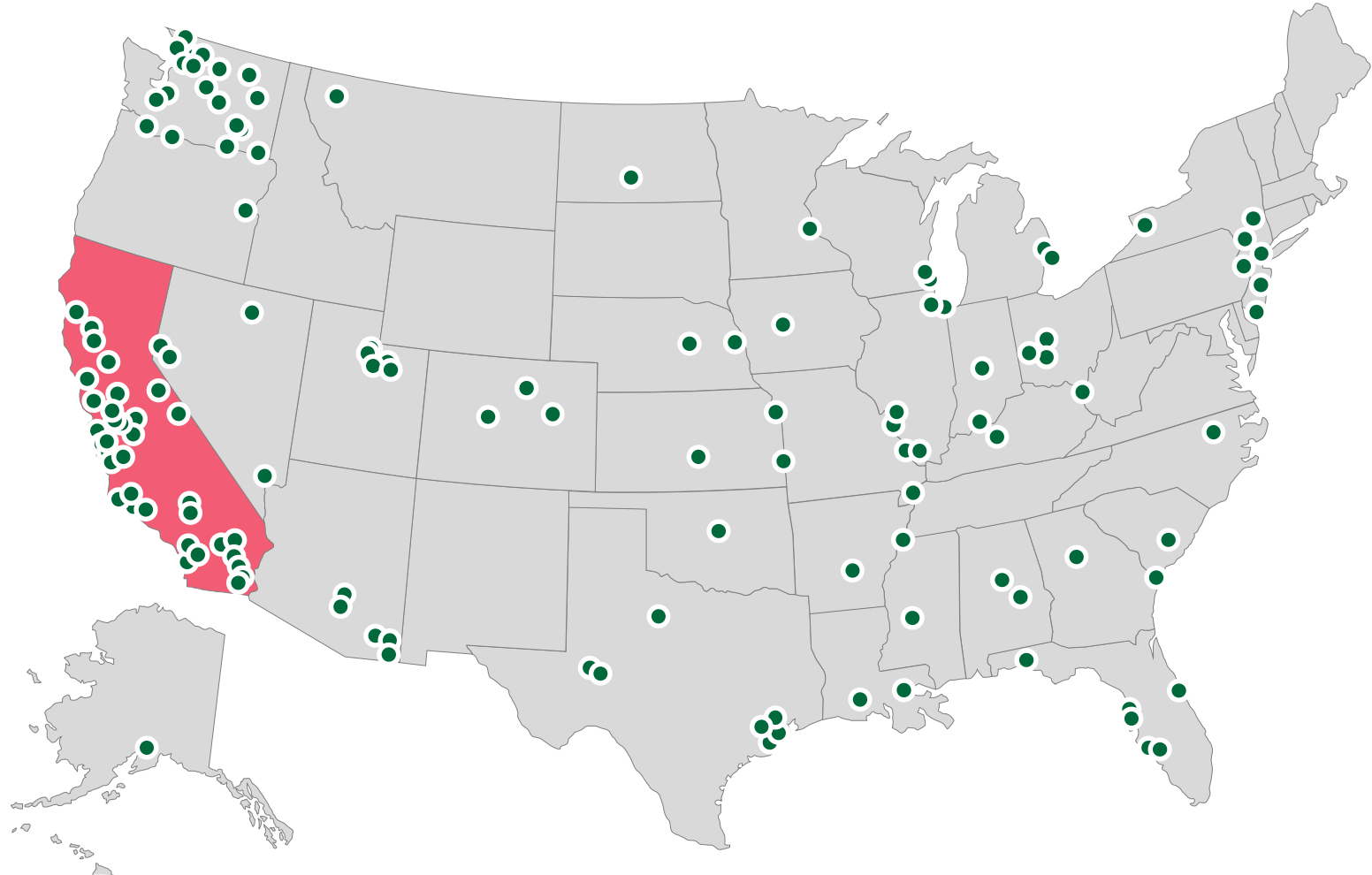


CALIFORNIA CAPABILITY

- ✓ 100 Years as Contractor
- ✓ 2,400 CA Employees
- ✓ #89 CA State Contractor License
- ✓ CA Top Ranked Hwy Contractor
- ✓ Private and Public Clients



GRANITE NATIONWIDE OFFICES



VALUE AS TOP CALTRANS CONTRACTOR

As California's premiere infrastructure provider our reputation depends on achieving if not exceeding your expectations – start to finish.

Granite's Diverse Markets:

National presence & capabilities
 Local personal & responsive presence

Coastal Region – Local and Personal:

CARB Compliant Fleet
 Using Renewable Diesel Fuel

550 Bay Area Workforce	450 Bay Area Equipment Fleet	0.66 EMR Safety Rating
\$20B Value Engineered Alternative Procurement Delivery Projects in last Two Decades		9 Regional Materials Facilities
1,500 Civil Infrastructure Projects in Last 10 Years	GREEN CALIFORNIA GREEN BUSINESS NETWORK	1 st CA Certified Green Business Asphalt Plant

Transportation

Infrastructure that drives the movement of goods and people.

Federal

Projects built for those that protect and serve our country.

Pavement Preservation

Roadway solutions for residential street, highway and commercial clients.

Power

Traditional and renewable projects that empower and energize communities.

Industrial

Scalable solutions for mechanical, mining and manufacturing.

Water + Wastewater

Systems to clean and conserve water resources.

Commercial + Residential

Work that improves where we live, work and play.

Environmental

Remediation services to sustain our planet and safeguard its people.

Tunneling

Intricate tunneling systems and drilling services.

Granite Coastal Region

List of upcoming contracting and subcontracting opportunities

Bid Date	Name	Client Name	Granite's Portion	Minority Goals
8/23/2022	CT 01-0F5104 Cooks Valley Hwy 101 HMA Overlay	California Department of Transportation	\$ 4,490,000.00	3% DVBE
8/30/2022	CT 01-0H8104 Hopland Hwy 101 Soldier Pile Wall	California Department of Transportation	\$ 3,520,000.00	23% DBE
8/31/2022	CT 01-434804 Fort Bragg Hwy 1 PM 62 Widen Bridge & Upgrade Rail	California Department of Transportation	\$ 8,100,000.00	24% DBE
9/1/2022	CT 01-0F6204 Blue Lake Hwy 299 Culverts	California Department of Transportation	\$ 6,400,000.00	DVBE/SBE
9/1/2022	Seaside 2021-2022 Pavement Rehabilitation Project	Seaside, City Of	\$ 1,000,000.00	No Minority Goals
9/15/2022	CT 05-1J4604 Monterey County HWY 68 Shoulder Widening	California Department of Transportation	\$ 2,400,000.00	22% DBE

California Department of Transportation

01-0F5104 Cooks Valley Hwy 101 HMA Overlay

Bid Date 8/23/2022 Engineers Estimate \$ 4,490,000 DVBE Goal of 3%

If you have any questions, please contact Terry Richards at 707.467.4114 or email at terry.richards@gcinc.com. All quotes should be emailed to Ukiah.Estimating@gcinc.com or sent via fax to 707.467.4143 on or before 1:00 pm on bid day.

Traffic Control System	Concrete Barrier
Traffic Flaggers	Thermoplastic Traffic Striping & Marking
Plane Asphalt Concrete	Remove Pavement Marking & Traffic Stripes
Remove Bridge Item	Maint. Existing Traffic Mgmt System
Hydroseeding	Lighting
Erosion Control	Pavement Profiling
Temporary Erosion Control	Environmental Engineer
Pavement Reinforcing Fabric	Materials Testing Services
Place Asphalt Concrete Dike & Misc	Environmental - Biological Studies
Clean & Seal Pavement Joints - Rout & Seal Cracks	Environmental - Water Quality
Joint Seal - Water Stop	Lead Compliance
Reinforcing Steel	Biological Resources Studies
Roadside Sign	Street Sweeping Truck
Metal Beam Guard Railing	Trucker

California Department of Transportation

01-0H8104 Hopland Hwy 101 Soldier Pile Wall

Bid Date 8/30/2022 Engineers Estimate \$ 3,520,000 DBE Goal of 23%

If you have any questions, please contact Nisha Matekar at 408-327-7039 or email at nisha.matekar@gcinc.com. All quotes should be emailed to Ukiah.Estimating@gcinc.com or sent via fax to 707.467.4143 on or before 1:00 pm on bid day.

Concrete & Cement Supplier	CORRUGATED METAL PIPE (CSP)
Fencing Supplier	Rock Slope Protection
Construction Area Signs	Concrete Curb & Sidewalk - Misc
Traffic Control System	Temporary Fencing
Temporary Railing (Type K)	Metal Beam Guard Railing
Plane Asphalt Concrete	Thermoplastic Traffic Striping & Marking
Erosion Control	Remove Pavement Marking & Traffic Stripes
Temporary Erosion Control	Pavement Marking
Concrete Pumping	Environmental - Biological Studies
Penetration Treatment & Prime Coat	Lead Compliance
Pavement Reinforcing Fabric	Swppp Planning
Furnish & Drive Piling	Bottom Dump Trucking
Drilled Hole	Super 10 Dump Truck
Soil Stabilization	End Dump Truck
Reinforcing Steel	Street Sweeping Truck
Clean & Paint Steel	Trucker

California Department of Transportation

01-434804 Fort Bragg Hwy 1 PM 62 Widen Bridge & Upgrade Rail

Bid Date 8/31/2022 Engineers Estimate \$ 8,100,000 DBE Goal of 24%

If you have any questions, please contact Terry Richards at 707.467.4114 or email at terry.richards@gcinc.com. All quotes should be emailed to Ukiah.Estimating@gcinc.com or sent via fax to 707.467.4143 on or before 1:00 pm on bid day.

Construction Staking Supplier	Concrete Curb & Sidewalk - Misc
Construction Area Signs	Saw Cutting
Traffic Control System	Object Marker
Traffic Flaggers	Metal Beam Guard Railing
Remove Bridge Item	Thermoplastic Traffic Striping & Marking
Modify Bridge Item	Maint. Existing Traffic Mgmt system
Hydroseeding	Signal & Lighting
Erosion Control	Message Signs, Lighting & Sign Illumination
Temporary Erosion Control	Pavement Profiling
Penetration Treatment & Prime Coat	Consultant, Environmental
Place Asphalt Concrete Dike & Misc	Materials Testing Services
Furnish & Drive Piling	Lead Compliance
Furnish Precast Concrete Deck Unit	Biological Resources Studies
Erect Precast Concrete	Transfer Dump Truck
Joint Seal - Water Stop	Super 10 Dump Truck
Reinforcing Steel	Trucker
Clean & Paint Steel	Coring

California Department of Transportation

01-0F6204 Blue Lake Hwy 299 Culverts

Bid Date 9/1/2022 Engineers Estimate \$ 6,400,000 DVBE & SBE

If you have any questions, please contact Terry Richards at 707.467.4114 or email at terry.richards@gcinc.com. All quotes should be emailed to Ukiah.Estimating@gcinc.com or sent via fax to 707.467.4143 on or before 1:00 pm on bid day.

Lead Compliance Plan	Temporary Creek Diversion Systems	Concrete Backfill
Develop Water Supply	Biologist	Reinforced Concrete Pipe
Construction Area Signs	Invasive Species Control	Corrugated Steel Pipe
Traffic Control System	Temporary High-Visibility Fence	Concrete Anchor And Cable Assembly
Portable Radar Speed Feedback Sign Systems	Clearing And Grubbing	Cleaning, Inspecting, And Preparing Culvert
Portable Changeable Message Sign	Roadway Excavation	Sand Backfill
Prepare Storm Water Pollution Prevention Plan	Decorative Boulders	Minor Concrete
Temporary Erosion Control	Gravel Filter	Rock Slope Protection
Temporary Reinforced Silt Fence	Erosion Control	Miscellaneous Iron And Steel
Temporary Silt Fence	Hot Mix Asphalt (Type A)	Destroy Well
Temporary Construction Entrance	Place Hot Mix Asphalt Dike	Cable Railing
Street Sweeping	Structural Concrete	Maint. Existing Traffic Mgmt System
Temporary Concrete Washout	Minor Concrete	Trucker

City of Seaside

2021-2022 Pavement Rehabilitation Project

Bid Date 9/1/2022 Engineers Estimate \$ 1,000,000 No Minority Goals

If you have any questions, please contact Diana Millet at 925.574.5020 or email at diana.millet@gcinc.com. All quotes should be emailed to BAB.Estimating@gcinc.com or sent via fax to 831.761.1042 on or before 1:00 pm on bid day.

Traffic Control System	Adjust Utilities
Water Pollution Control	Thermoplastic Traffic Stripe
Lead Compliance Plan	Thermoplastic Pavement Marking
Grind and Removal of Existing Roadway	Install Traffic Sign and Post
Crack Seal	Remove and Install Detector Loops
Foamed Full Depth Reclamation (FDR)	Detectable Warning Surface
Foamed Asphalt	Decomposed Granite Walkway
Adjust Monument Cover to Grade	

California Department of Transportation

05-1J4604 HWY 68 Monterey County Shoulder Widening

Bid Date 9/15/2022 Engineers Estimate \$ 2,400,000 DBE Goal of 22%

If you have any questions, please contact Diana Millet at 925.574.5020 or email at diana.millet@gcinc.com. All quotes should be emailed to BAB.Estimating@gcinc.com or sent via fax to 831.761.1042 on or before 1:00 pm on bid day.

Lead Compliance Plan	Geosynthetic Reinforcement
Construction Area Signs	Erosion Control
Traffic Control System	Hydroseed
Temporary Traffic Stripe & Marking	Prepaving Inertial Profiler
Temporary Pavement Marker	Rubberized Hot Mix Asphalt-Open Graded
Portable Changeable Message Sign (Ls)	Place Hot Mix Asphalt Dike
Temporary Railing (Type K)	Tack Coat
Alternative Temporary Crash Cushion	Cold Plane Asphalt Concrete Pavement
Temporary Radar Speed Feedback Sign System	3" Plastic Pipe Underdrain
Automated Flagger Assistance Device Day	Adjust Inlet
Prepare Water Pollution Control Program	Reset Delineator
Temporary Fiber Roll	Pavement Marker
Temporary High-Visibility Fence	Reset Roadside Sign
Clearing And Grubbing	Thermoplastic Pavement Marking
Roadway Excavation	12" Rumble Strip
Imported Borrow	Modifying Flashing Beacon Systems

Requirements for doing business with Granite



Granite Construction Company is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions.

Subcontractors must possess a current contractor's license, DIR registration number, insurance, and workers compensation coverage meeting Granite's requirements, and will be required to sign the standard Granite subcontract agreement.

A copy of the insurance requirements and agreement can be obtained at www.graniteconstruction.com under the "Company/Contact Us" tab

Partner With Us

[SUBCONTRACTOR REGISTRATION →](#)

[STANDARD AGREEMENTS →](#)



Register to be Notified

of subcontracting opportunities

www.graniteconstruction.com

Drop down the “Company” tab and select “Contact us”

Partner With Us

SUBCONTRACTOR REGISTRATION →

Please include CSI codes and areas of work.

Other relevant information beneficial to DBEs/SBEs

100% performance and payment bonds may be required for the full amount of subcontract price.
Granite will pay for bond premium up to 1.5%

Granite intends to work cooperatively with all qualified firms seeking work on this project.

Portions of work can be made available upon request prior to bid date.

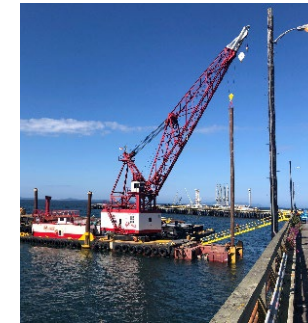
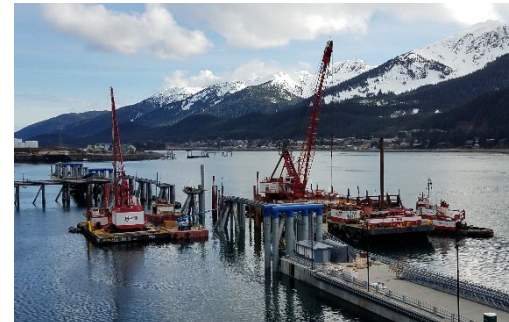
Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies

Granite Construction Company is an Equal Opportunity Employer



Thank You!

An introduction to
Manson Construction Co.



EXECUTIVE SUMMARY

Experienced project management and flawless execution are Manson's hallmarks. Our core services include heavy civil marine construction, dredging and offshore decommissioning.

We have performed specialized projects worldwide, providing a solid foundation in the areas of engineering, environment, and safety that is essential for timely and cost-effective project completion.

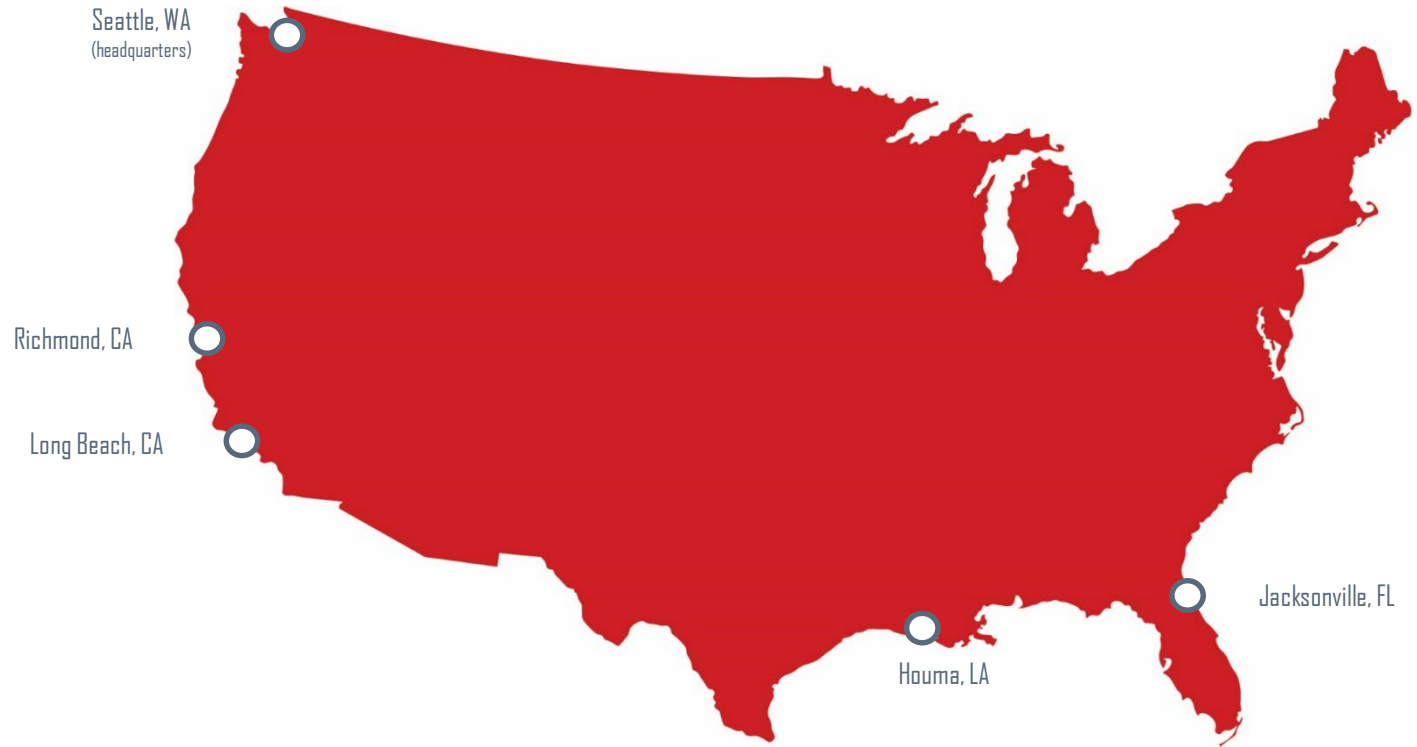


OVERVIEW

- Founded in 1905 as a small piledriving business supporting the early development of Seattle's waterfront.
- Today, Manson's legacy of quality marine services continues to grow at locations around the country.
- In 2012, Manson became an employee-owned company, inheriting the timeless values of the company which started over a century ago.



OFFICE LOCATIONS



CORE SERVICES

Marine Construction

- Bridges
- Wharves and Piers
- Ferry Terminals
- Storm Protection
- Pipelines, Outfalls, Submarine Cables

Dredging

- Cutter Suction
- Hopper
- Clamshell
- Maintenance Dredging
- Coastal Restoration

Offshore Oil and Energy

- Subsea Cable
- Oil and Gas Platforms

Project Range \$1M - \$150M



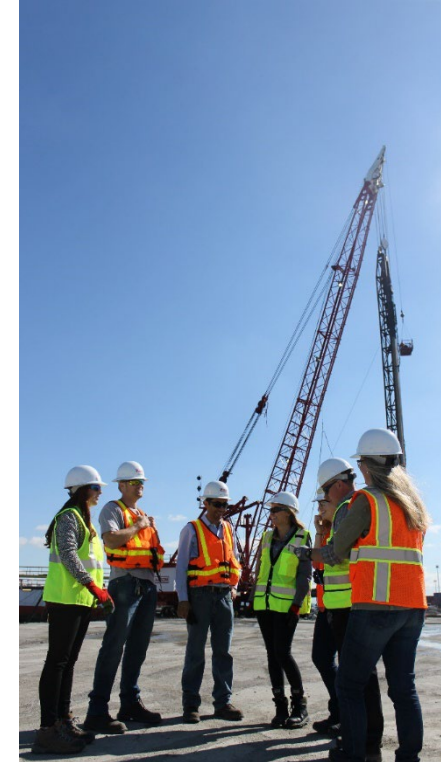
PERSONNEL RESOURCES

- Over 900 employees company wide
- Experienced project management personnel
- Skilled craft employees
- In-house engineering team is staffed by registered professional engineers with expertise in structural and civil engineering.
- Team members are experienced managers with proven methods for managing marine projects of nearly any size.



COMMITMENT TO SAFETY

- At Manson, we have an *Incident and Injury-Free™ (IIF™)* culture that fosters safety, health and environmental responsibility.
- *IIF™* encourages and empowers every team member to champion safety and seek opportunities for continual improvement.
- Employees are accountable for preparing work plans, developing Job Safety Analyses (JSA), and for stopping work if necessary to eliminate a hazard before it causes an accident or injury.
- **Safe production**, not safety and production, is our motto.



EQUIPMENT

Operating from five strategically located facilities across the U.S., our highly qualified team of equipment managers, port engineers and crews, keep Manson's fleet in top mechanical condition, utilizing state-of-the-art fleet technology and equipment.

No two projects are exactly alike. **Managing our own fleet means we properly outfit our vessels to bring everything needed to safely do the job right the first time, on time and on budget.**



DERRICK BARGES



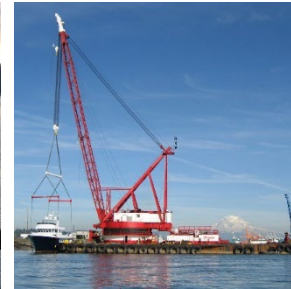
ANDREW
Capacity 80 Tons



DERRICK 3 & 6
Capacity 50 Tons



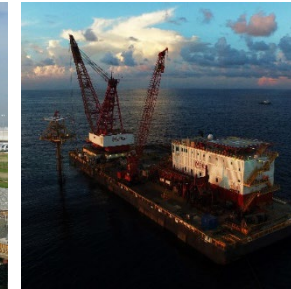
DERRICK 8
Capacity 60 Tons



DERRICK 24
Capacity 300 Tons



EINAR
Capacity 75 Tons



E.P. PAUP
Capacity 1,000 Tons

HOPPER DREDGES



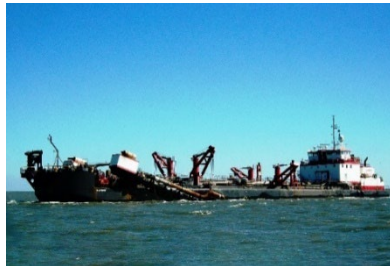
GLENN EDWARDS

Length: 390 ft / 118.9 m ~ Beam: 76 ft / 23.16 m
Light Draft: 15 ft / 4.57 m ~ Loaded Draft: 28 ft / 8.53 m
Suction Diameter: 38 in / 965 mm
Discharge Diameter: 38 in / 965 mm
Hopper Capacity: 13,500 yd³ / 10,300 m³
Total Installed Power: 12,000 hp / 8,951 kW



NEWPORT

Length: 265 ft / 80.8 m ~ Beam: 52 ft / 15.8 m
Light Draft: 8 ft / 2.4 m ~ Loaded Draft: 19 ft / 5.8 m
Suction Diameter: 26 in / 660 mm
Discharge Diameter: 24 in / 610 mm Hopper
Capacity: 4,000 yd³ / 3,058 m³ Total
Installed Power: 5,400 hp / 4,028 kW



BAYPORT

Length: 303 ft / 92.4 m ~ Beam: 54 ft / 16.5 m
Light Draft: 10 ft / 3.1 m ~ Loaded Draft: 22 ft / 6.7 m
Suction Diameter: 30 in / 762 mm
Discharge Diameter: 30 in / 762 mm
Hopper Capacity: 4,855 yd³ / 3,712 m³
Total Installed Power: 10,350 hp / 7,721 kW



WESTPORT

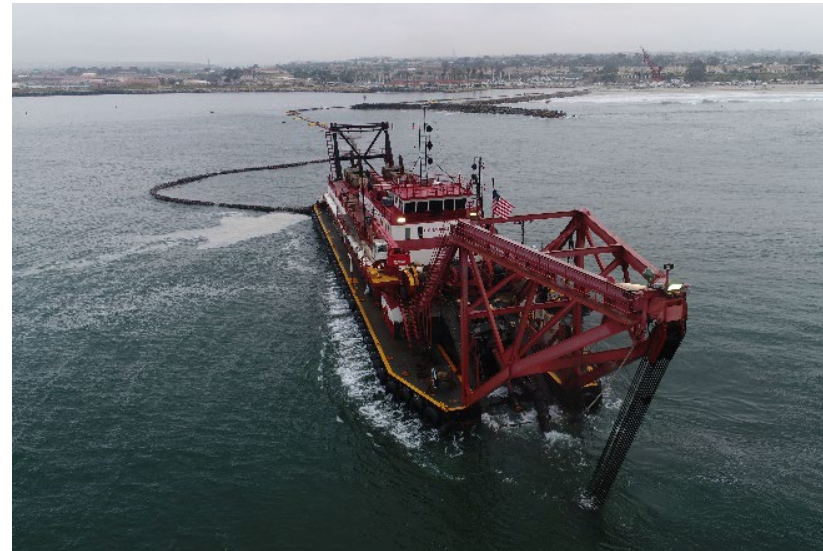
Length: 180 ft / 54.9 m ~ Beam: 50 ft / 15.2 m
Light Draft: 3 ft / 0.9 m ~ Loaded Draft: 11 ft / 3.6 m
Suction Diameter: 20 in / 508 mm
Discharge Diameter: 20 in / 508 mm
Hopper Capacity: 2,000 yd³ / 1,529 m³
Total Installed Power: 2,560 hp / 19,098 kW

CUTTER SUCTION DREDGES



ROBERT M. WHITE

Length: 267 ft/81.3 m (ladder up) ~ Beam: 46 ft/14 m
Fixed Draft: 7 ft/2.1 m
Suction Diameter: 30 in /762 mm
Discharge Diameter: 30 in /762 mm
Total Installed Power: 10,000 hp



H.R. MORRIS

Length: 220 ft/67 m ~ Beam: 52 ft/15.8 m
Fixed Draft: 9 ft/2.7 m
Suction Diameter: 30 in /762 mm
Discharge Diameter: 27 in /686 mm
Total Installed Power: 10,850 hp

UPCOMING CONTRACTING & SUBCONTRACTING OPPORTUNITIES

- **National Park Service Stabilize Alcatraz Wharf - \$35M**
 - Awarded to Manson, Concrete Repair
 - San Francisco, CA
 - September 2022 to September 2025
- **WETA Alameda Main Street Terminal Upgrade - \$5M**
 - Ferry Terminal structural and utility upgrades
 - Alameda, CA
 - Duration Unknown
- **Port of Oakland Berth 55-59 Upgrade - \$23M**
 - Bids 9/14/2022
 - Fender/Mooring bollard replacement
 - Oakland, CA
 - November 2022 to November 2024
- **National Park Service Hyde Street Pier - \$60M**
 - Replacement of the Hyde Street Pier
 - San Francisco, CA
 - 2023 through 2025
- **City of Richmond Terminal 4 Wharf and Pile Removal - \$5M**
 - Timber wharf and pile demolition
 - Richmond, CA
 - Duration unknown. \$5M



OPPORTUNITIES FOR SBE/DBEs

- **Diving services**
- **Quality control inspection services**
- **Surveying**
- **Trucking**
- **Supply hardware/bolts**
- **Supply fuel**
- **Supply fabricated steel**
- **Piling**
- **Furnish/Install rebar**
- **Furnish/Install electrical**
- **Furnish/Install mechanical**
- **Noise/vibration monitoring**
- **Endangered species monitoring**

REQUIREMENTS FOR DOING BUSINESS WITH MANSON

- **Project-related experience**
- **Meet Manson's insurance requirements, including USL&H**
- **Payment & performance bonds for all on-site subcontractors**
- **DIR registration**
- **CUCP registration preferred**
- **Other - related to project-specific SOW/socioeconomic requirements**



HOW TO BE NOTIFIED OF SUBCONTRACTING OPPORTUNITIES

- **SAM.gov**
- **Utilize PTAC (<https://www.norcalptac.org/services>)**
- **Daily Construction Services Subscription**
- **Small Business Exchange Subscription**

**HANNAH SCHORR
SMALL BUSINESS LIAISON OFFICER**

**Mobile: 904-718-0395
Office: 206-762-0850**

SBLO@mansonconstruction.com

**TRINA MCNARY
PURCHASING AGENT**

TMcNary@mansonconstruction.com

**RENEE WILLIAMS
WEST COAST REGIONAL BUSINESS MANAGER**

**Mobile: 510-566-5823
Office: 510-232-6319**

RWilliams@mansonconstruction.com

**CHRIS SCHAEFFER
ESTIMATOR**

CSchaeffer@mansonconstruction.com





POWER

ENGINEERING CONSTRUCTION CO.



Who We Are





Who We Are - People





Who We Are - People





Who We Are - People





Who We Are – Safety



Experience Modification Rate (EMR)

.65



Who We Are - Equipment





D.B. PACIFIC



- Clyde 37 Crane, 250-ton capacity at 50 feet, fully revolving
- ABS Load Line Rated barge
- All Electric Barge Crane
- 72' x 200' x 12' new build barge with spuds and anchors
- New Build in 2018



D.B. ALAMEDA



- Clyde 24 Crane, 100-ton capacity at 40', fully revolving
- 60' x 130' x 9' 6" barge with spuds and anchors
- Build completion in December 2012



D.B. CALIFORNIA



- Clyde 32 Crane, 164-ton capacity at 50', fully revolving
- ABS Load Line Rated barge
- All Electric Barge Crane
- 72' x 180' x 10' new build barge with spuds and anchors
- Build completion is projected for December 2023 (barge is complete, crane needs rework)



C.B. CHALLENGER



- Kobelco 1100 G2 110-ton crawler crane on flat deck barge
- 38' x 90' x 7' new build barge with spuds and anchors

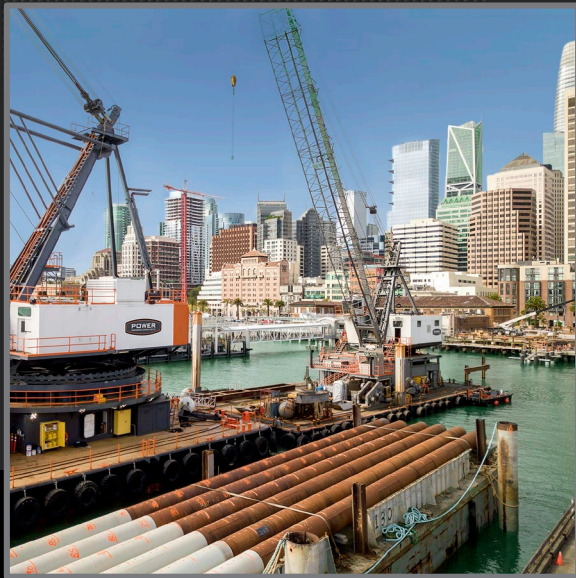
FLEXIFLOAT JACK-UP BARGE



- 150-ton capacity per leg
- 50' x 80' Sectional Barge with S-70 Sectionals
- Kobelco 1100 G2 110-ton crawler on barge
- Note: we have a number of additional S-70 and H-50 sectionals available for use.



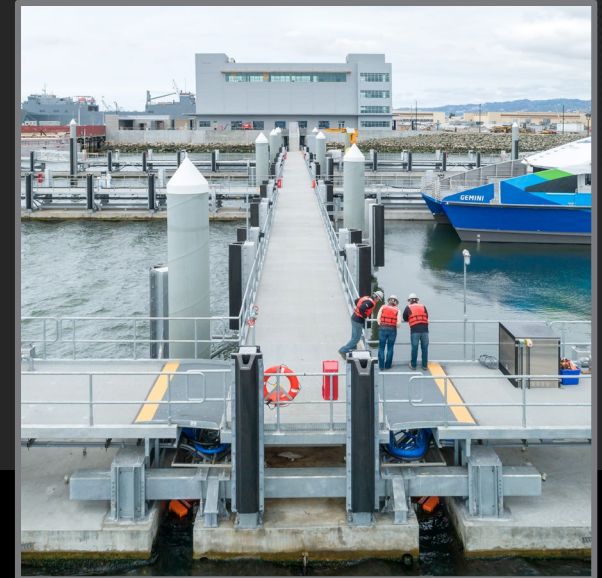
What We Do



Marine Construction



Heavy Civil Construction



Design-Build



Marine Construction Services

- Marine Terminals
- Pier Construction and Rehabilitation
- Diving Services
- Pile Driving
- Sheet Pile Shoring and Cofferdams
- Outfalls & Intakes
- Marinas
- Rock Rip Rap



75%

Piers on San Francisco Waterfront

Pier Construction



Near Shore Structures



Marinas and Terminals



Outfalls and Pipelines



Industrial Process Marine Terminal



WETA Downtown SF Ferry Terminal





Civil Engineering Construction Projects

- Steel and Concrete Structures
- Flood and Erosion Control
- Near Shore Civil
- Creek/Wetland/Habitat Restoration
- Slope Stabilization and Rock Bolting
- Concrete Rehabilitation
- Deep Excavation



Near Shore Civil Construction





Near Shore Civil Construction





Near Shore Civil Construction





Lake Merced Outfall Repair





Desalination Structures





Large Diameter Process Piping





Large Diameter Process Piping





Microtunneling and Pipe Jacking





Near Shore Cut & Cover Piping





Who We Are – In-House Commercial Diving



Photography by Amy Snyder





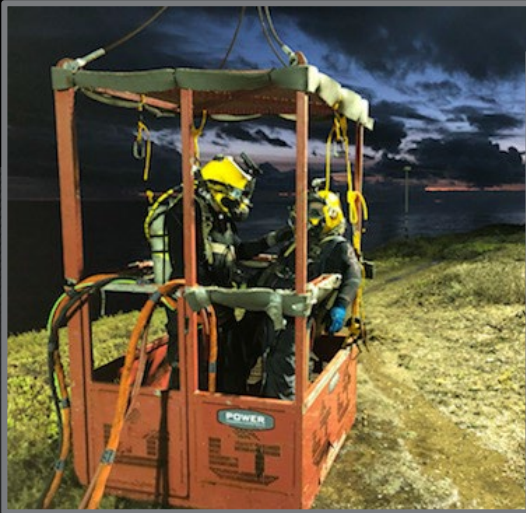
Commercial Diving Services

- Underwater construction
- Inspections
- Underwater piping, valves, screens
- Turn around and shutdown dive operations
- Certified underwater and topside welding
- Pipeline repairs
- Marine salvage
- Site surveys
- Debris removal
- Underwater pile repairs
- Weko seal installation





NEAR SHORE DIVING





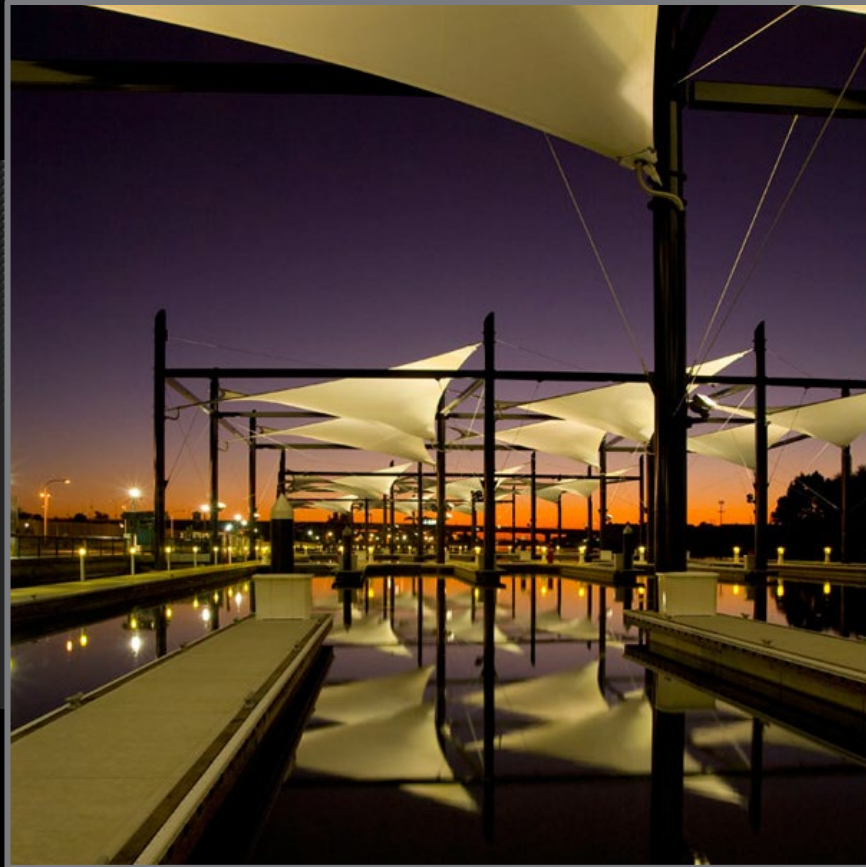
OFF SHORE DIVING





CONTAMINATED WATER DIVING





Design-Build Projects



Stockton Marina





Oyster Point Ferry Terminal





Oyster Point Ferry Terminal

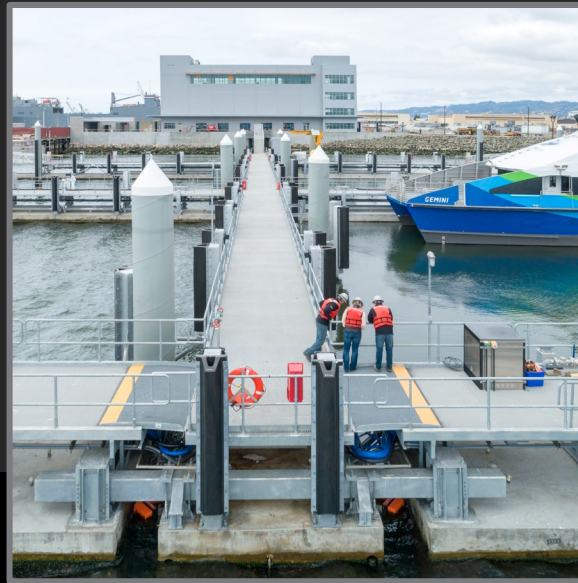




Who We Are - Customers



SVCW since 1986



WETA 5th Ferry Terminal



Stanford since 1989



Who We Are - Customers



Chevron Long Wharf
since 1994



Water Emergency
Transportation Authority



Silicon Valley Clean Water
since 1986



Solicitations

- Daily Pacific Builder
- U.S. Small Business Administration website
- Company website:
<https://www.powerengconstruction.com/>



Subcontractor Requirements

- Union Contractor
- Proper License(s)
- Ability to Bond
- Understanding of Marine Insurance
- Excellent Safety Record
- Knowledge of Certified Payroll



NAICS Codes for Subcontracting

- 238210
- 238220
- 332996
- 813930
- 238320

Contact Us



1501 Viking Street, Suite 200, Alameda, CA 94501
Website: <https://www.powerengconstruction.com/>
tel: (510) 337-3800
fax: (510) 337-3808



POWER

ENGINEERING CONSTRUCTION CO.

SKANSKA

Doing Business with Skanska

August 18, 2022



SKANSKA

Welcome

By Rita Ohaya



Company Overview

3

Business units



Building

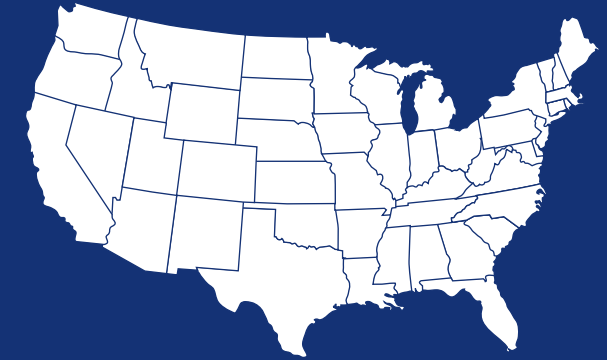


Civil



Commercial Development

30 offices



7,300+

employees



\$3M

annual community investment



\$4.2B

in 2022 revenue

Agenda

Prequalification

Certification Requirements

Insurance and Bonding

Preconstruction

Questions and Closing

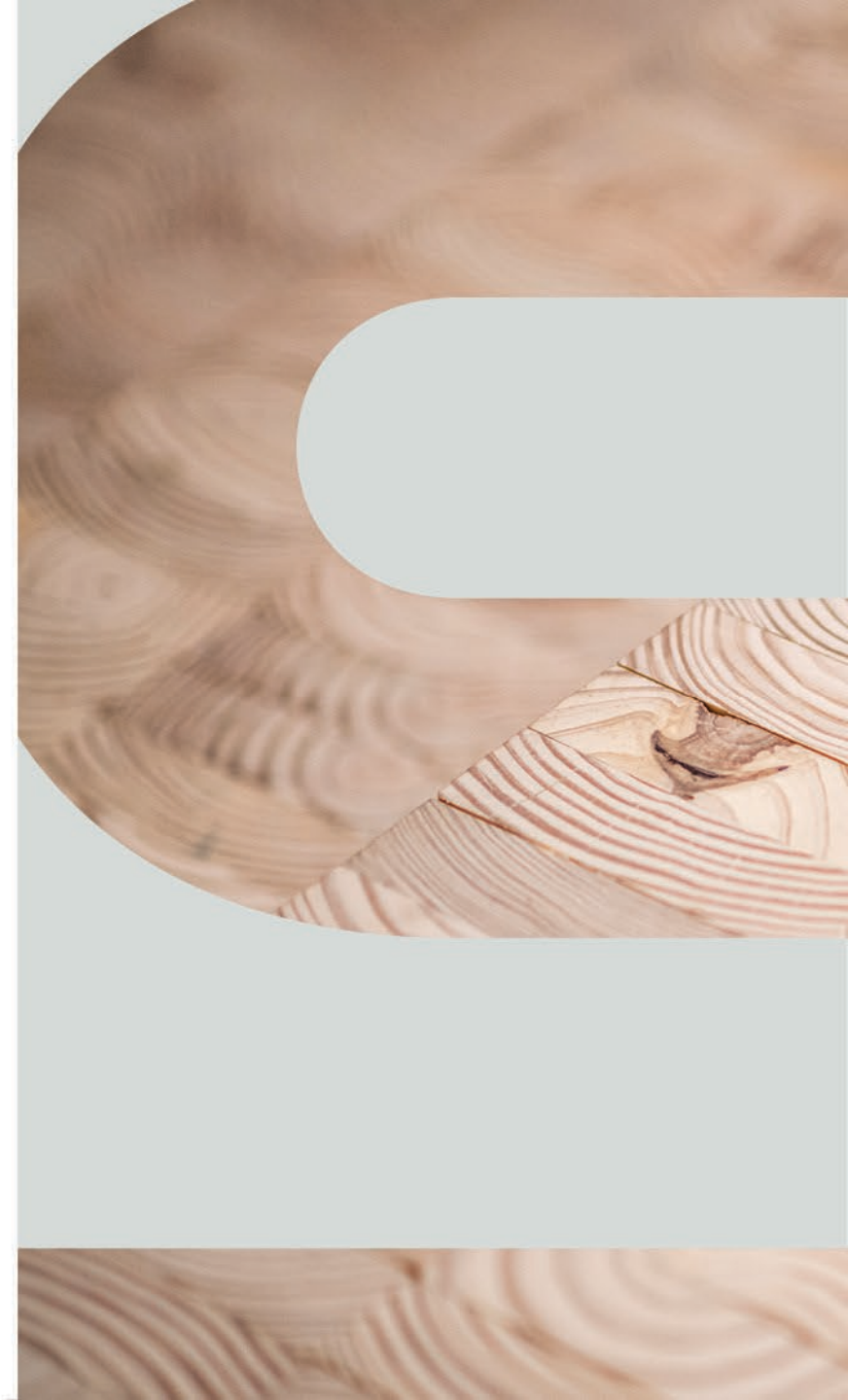


Prequalification

What is Prequalification?

A review to determine if your firm possesses the necessary experience, financial resources, and commitment to safety and quality to ensure good performance on our projects.

Skanska is currently utilizing TradeTapp, an easy-to-use, and online-based prequalification platform.



Beginning the Process

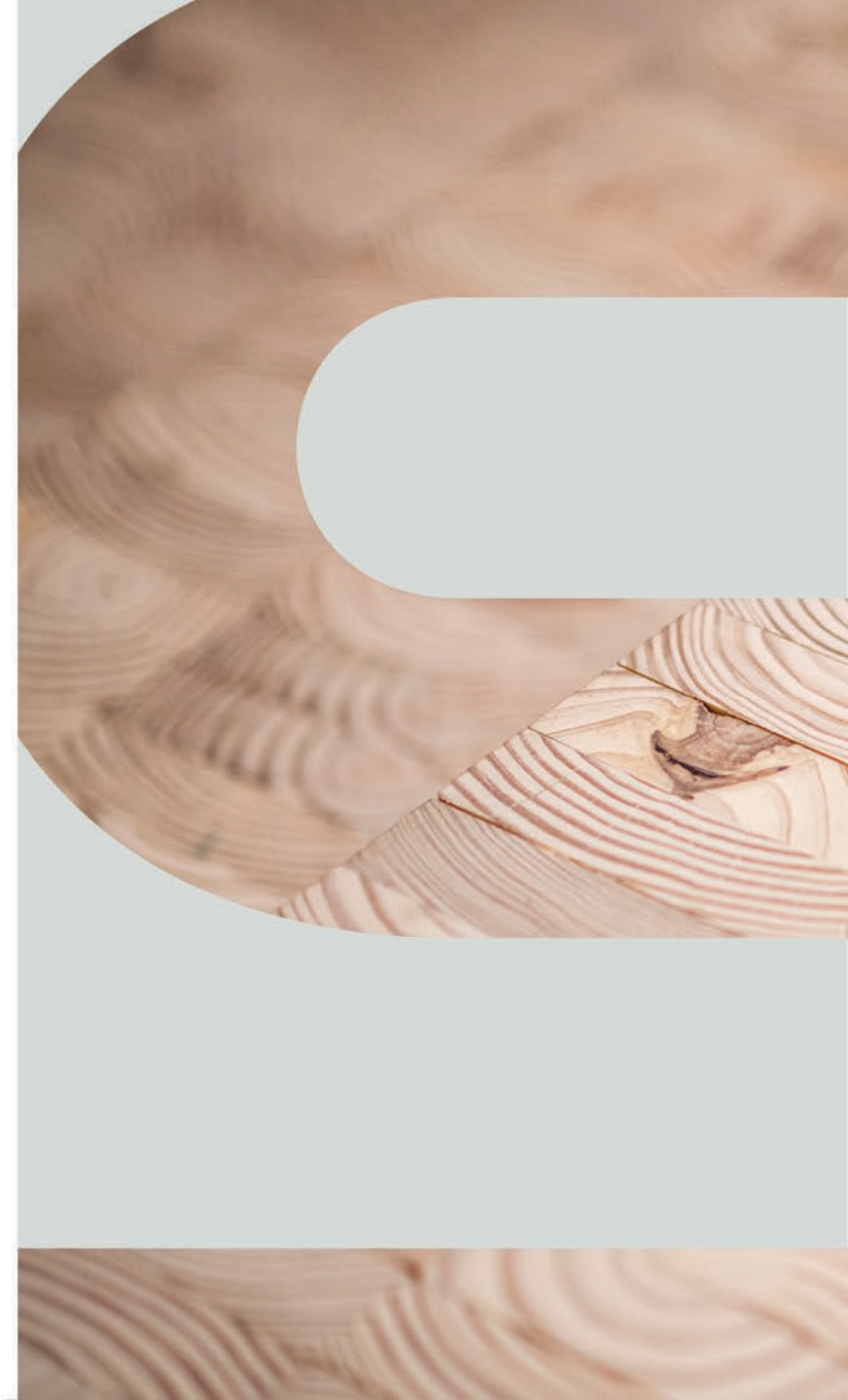
Contact clifford.brown@skanska.com and request an invitation to prequalify with Skanska.

An email from TradeTapp will be sent containing a link to access the prequalification form.

Follow the instructions in the email to complete the prequalification form.

Once the form has been submitted, it will be reviewed by Skanska's prequalification team.

After the review has been completed, an email confirmation will be sent to the subcontractor with their approved single project limit and expiration date of their prequalification.

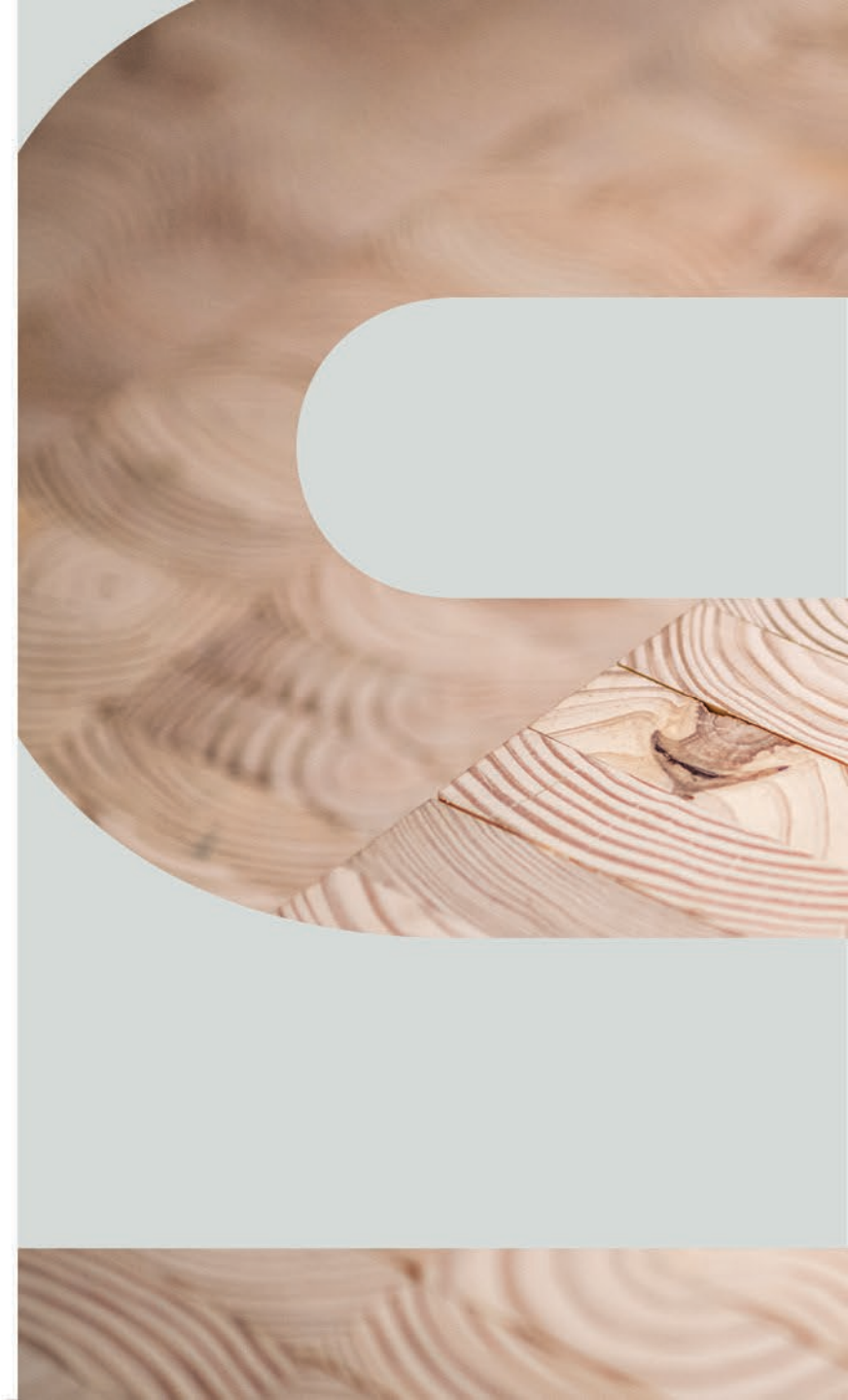


Required Documentation

Contracts \$0 to \$250,000 –
company information only.

Contracts \$250,001 to
\$999,999 – Experience
Modification Rating letter,
safety information, surety
reference letter, trade credit
references and project
references.

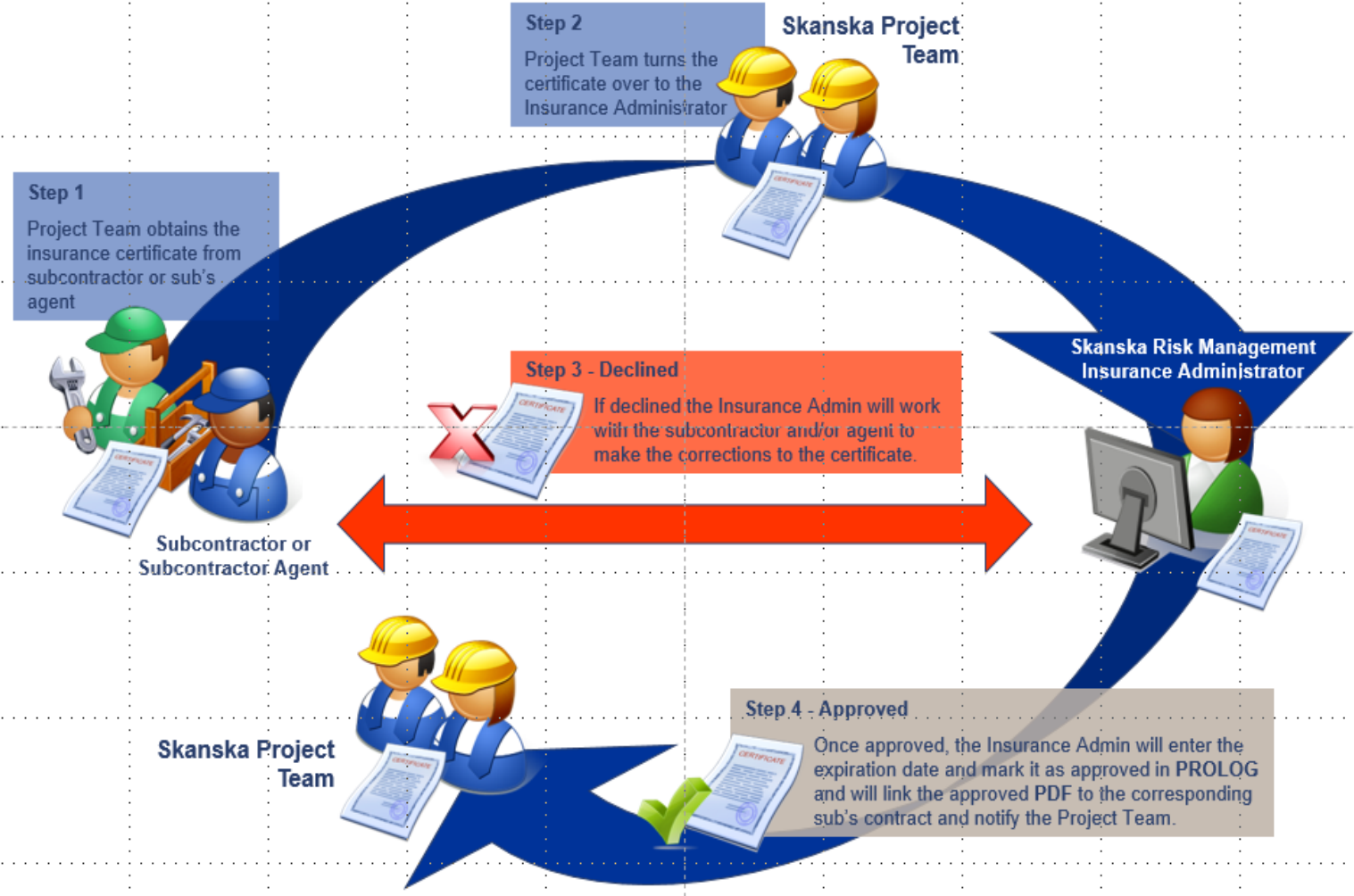
Contracts \$1,000,000 and
greater – all the above plus
current CPA prepared
audited or reviewed
financial statements.



Certification Requirements

Insurance and Bonding

Insurance Process



Typical Insurance

Standard subcontractor insurance (not-CCIP/OCIP)

1. General Liability
 2. Auto Liability
 3. Umbrella Liability (Excess Liability)
 4. Workers Compensation
- Certificate of Insurance gives us no coverage – it only demonstrates policy information. Skanska’s coverage is in the endorsements & waivers.
 - Any project specific and optional coverages will be identified in bid documents/subcontract – typically on Exhibit G or Q

EXHIBIT "G"

Attachment to Subcontract/Purchase Order No. XXXXXX-XXX dated mm dd, year, by and between insert full legal name of subcontractor/seller and SKANSKA USA BUILDING INC. for [insert description of trade work/goods and services] at [insert project name and location].

- For the attainment of Workers Compensation in monopolistic states and Puerto Rico, coverage must be secured through the state fund of that state.
- Certificate must clearly identify that coverage applies in the State in which the Project is located.

1.2 Commercial General Liability Insurance

On-site exposures will be insured through (choose one):

- The Subcontractor/Seller's own Commercial General Liability Insurance ("CGL") policy. (Refer to the same limits, terms and conditions as set forth below under "Off-site Commercial General Liability Insurance".)
- An Owner Controlled Insurance Program ("OCIP"). The manual explaining these coverages is attached to this Exhibit G-1.
- A Contractor Controlled Insurance Program ("CCIP"). The manual explaining these coverages is attached to this Exhibit G-1.

Off-site Commercial General Liability Insurance ("CGL") written on ISO form CG 00 01 Edition date 10/01 or prior ISO edition occurrence form or equivalent for hazards of: (a) Construction Operation, (b) Subcontractors and Independent Contractors, (c) Products and Completed Operations applicable to the Additional Insured (with Completed Operations coverage to remain in force from the date of final completion of the Scope until the expiration of the statute of repose of the State in which the Project is located). The insurance shall include: (1) Contractual Liability coverage sufficient to meet the requirements of the Subcontract/Purchase Order (including defense costs and attorney's fees assumed under contract, which shall be payable in addition to the limit of liability); (2) Personal Injury Liability (with the standard contractual and employee exclusions deleted); (3) Notice and Knowledge of Occurrence; and (4) no subordination exclusion.

If marked as required, Subcontractor's/Seller's CGL insurance is required to provide the following coverages:

	<u>Required</u>	
	Yes	No
• Mold	<input type="checkbox"/>	<input type="checkbox"/>
• EIFS	<input type="checkbox"/>	<input type="checkbox"/>
• Operations (performed within) 50' of railroad property	<input type="checkbox"/>	<input type="checkbox"/>
• Residential operations	<input type="checkbox"/>	<input type="checkbox"/>
• Pollution Coverage (Exhibit Q) Required	<input type="checkbox"/>	<input type="checkbox"/>

If the Subcontractor's/Seller's CGL insurance excludes any of the required coverages, a separate policy acceptable to Contractor/Buyer must be obtained.

For each insurance category checked "Yes" above, Subcontractor/Seller's CGL insurer and/or broker will evidence, through Policy endorsement, or provide written confirmation, that such coverage is intact, even if each respective insurance certificate lists that type of coverage and describes its liability limits.

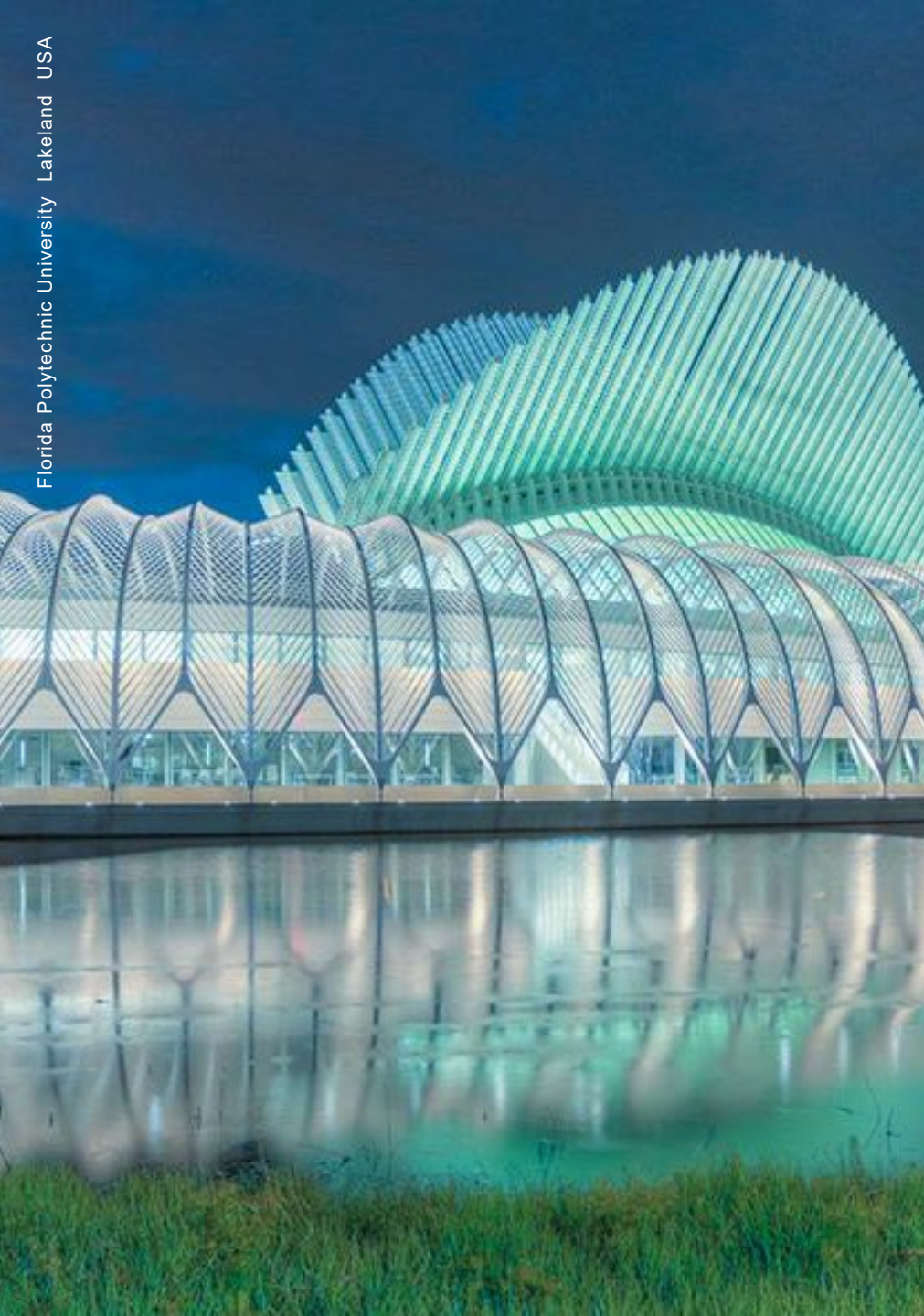
The insurance shall have the following minimum limits of liability, which shall be available to the Project:

EACH OCCURRENCE	\$ 1,000,000
PRODUCTS-COMP/OP A.O.G.	\$ 2,000,000
PERSONAL & ADV INJURY	\$ 1,000,000
GENERAL AGGREGATE	\$ 2,000,000

The general aggregate coverage limits shall be per project general aggregate and shall be evidenced on Subcontractor's/Seller's Certificate of Insurance.

Page 2 of 13

Skanska Standard Insurance Requirements
(06.2015 ed. Rev. 0)



Contractual Trigger

Why isn't my certificate any good?

- No Contract = No Insurance
- Without an executed contract, there is no insurance, regardless of what you have in the way of a compliant insurance certificate. Without the contract, no coverage is provided.

Skanska's Policy

- 1** | No subcontractor should be on site without an approved certificate of insurance
- 2** | Project team must stay on top of subcontractor if certificate of insurance is changes and is declined or expires
- 3** | No payment should be made until we have an approved certificate of insurance



Preconstruction

Bid Opportunities at Skanska USA Building



Pre-qualification Process

- Complete the inquiry form at the following website:
<https://apps.skanska.com/prequalinquiry/>
- Within two business days, you will be emailed an invitation from TradeTapp to complete Skanska's prequalification form
- Follow the instructions in the email to complete the prequalification form



Review Opportunities Online

- Skanska uses BuildingConnected® for bid solicitation
- System allows you to:
 - Register for projects
 - See Invitations to Bid
 - Access Bid Documents
 - Scope Packages
 - Receive notifications and updates
 - Submit bids and qualifications
- Access the site at
<https://app.buildingconnected.com/public/5430e7ad5cdc2e0300dd7c53>
- Sort by office to see projects

Upcoming Bid Opportunities

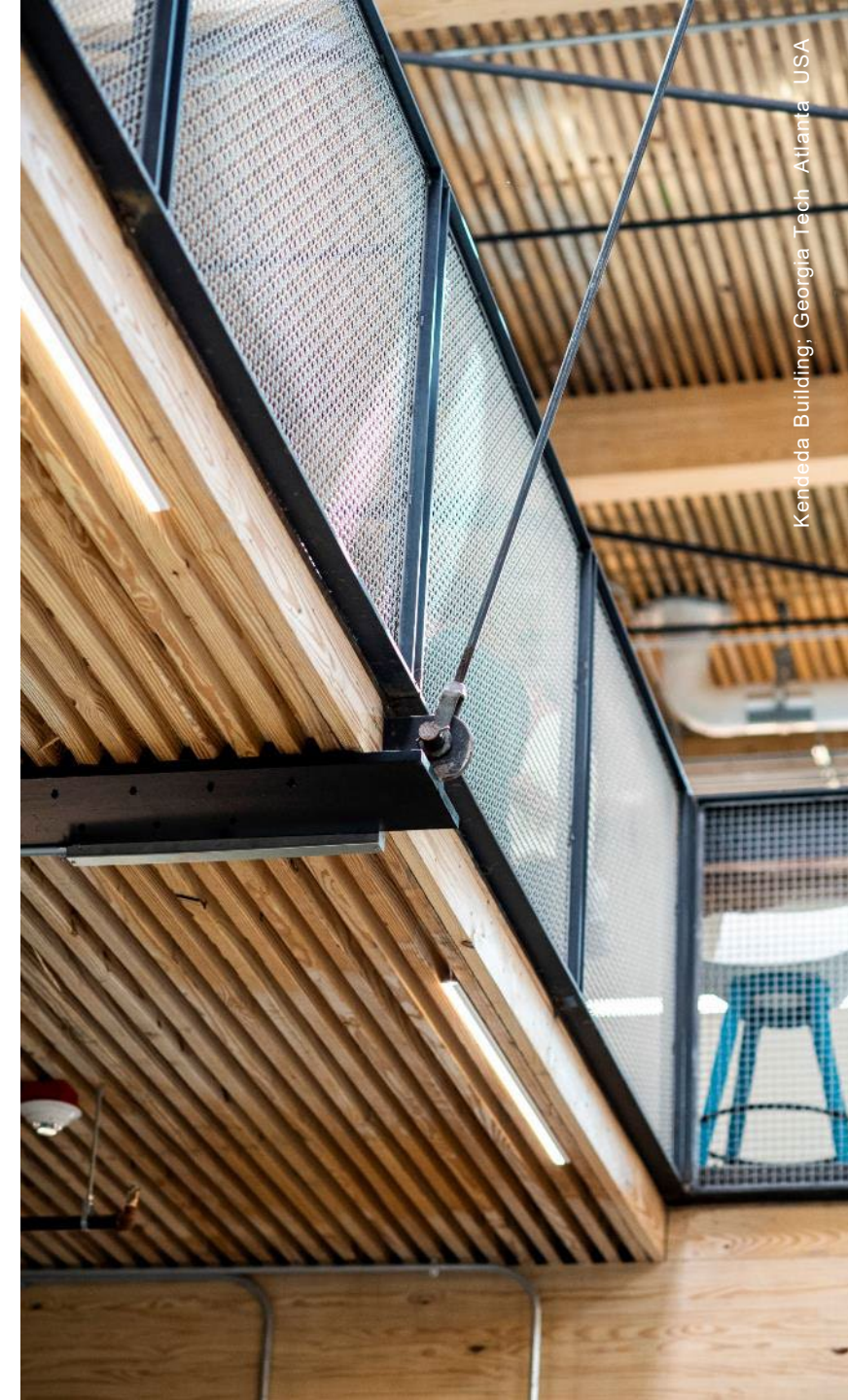
Northern California

Client	Project	Value
Peralta Community College District	Laney College Library and Learning Resource Center	\$68.5M
Sutter Health	Santa Clara County New Complex Clinic	\$65M
Contra Costa Community College District	DVC – Academic Center	\$44M
German Consulate	German Consulate Remodel – Pacific Heights	\$25M

Upcoming Bid Opportunities

Southern California

Client	Project	Value
San Bernardino Community College District	Crafton Hills College Performing Arts Center	\$40M
San Bernardino Community College District	Crafton Hills College East Instructional Building	\$35M
Skanska Commercial Development	Multiple Projects	Confidential
Henry Mayo Newhall Hospital	Surgery Expansion Project	\$12M
Los Angeles World Airports	TBIT BOP Phase 2	\$10M
Providence Mission Hospital	Medical Office Building	\$30M



SKANSKA

YERBA BUENA ENGINEERING



Miguel is the Founder & President of Yerba Buena Engineering. In his role at Yerba Buena, Mr. Galarza oversees all cost and technical proposals and operational management related to Yerba Buena Engineering. He has successfully managed contracts for the U.S. Navy, U.S. Army Corps of Engineers (USACE), US Fish & Wildlife Service, U.S. Air Force, National Park Service, Department of Veterans Affairs, and General Service Administration as well as for the City and County of San Francisco. Mr. Galarza was appointed by Governor Newson to serve on the California Contractor State License Board, and he

currently serves as the chair of the Licensing Committee. Lastly, in support of small business contractors in San Francisco, Mr. Galarza was appointed by Late Mayor Lee and reappointed by Mayor Breed to Chair the Local Business Advisory Committee for the San Francisco Contract Monitoring Division.

Miguel Galarza, President
Yerba Buena Engineering

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