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
Jack Shewmaker
Chief Estimator
Heavy/Civil contractor based in Dublin, CA
Work throughout Northern California
Primary Self-Performed Work: Mass Exc, Fine Grade, Aggregate Base & HMA Paving
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.
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?
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.
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**
- **Bay Area Workforce**: 550
- **Bay Area Equipment Fleet**: 450
- **EMR Safety Rating**: 0.66
- **Value Engineered Alternative Procurement**: $20B
- **Regional Materials**: 9
- **Civil Infrastructure Projects**: 1,500
- **CA Certified Green Business**: 1st

**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, infra, highway and commercial styles.

**Power**
Traditional and renewable projects that empower and energize communities.

**Industrial**
Sustainable 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**
Innovative tunneling systems and drilling services.
# Granite Coastal Region

List of upcoming contracting and subcontracting opportunities

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

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

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

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

<table>
<thead>
<tr>
<th>Item</th>
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<th>Item</th>
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</thead>
<tbody>
<tr>
<td>Lead Compliance Plan</td>
<td>Temporary Creek Diversion Systems</td>
<td>Concrete Backfill</td>
</tr>
<tr>
<td>Develop Water Supply</td>
<td>Biologist</td>
<td>Reinforced Concrete Pipe</td>
</tr>
<tr>
<td>Construction Area Signs</td>
<td>Invasive Species Control</td>
<td>Corrugated Steel Pipe</td>
</tr>
<tr>
<td>Traffic Control System</td>
<td>Temporary High-Visibility Fence</td>
<td>Concrete Anchor And Cable Assembly</td>
</tr>
<tr>
<td>Portable Radar Speed Feedback Sign Systems</td>
<td>Clearing And Grubbing</td>
<td>Cleaning, Inspecting, And Preparing Culvert</td>
</tr>
<tr>
<td>Portable Changeable Message Sign</td>
<td>Roadway Excavation</td>
<td>Sand Backfill</td>
</tr>
<tr>
<td>Prepare Storm Water Pollution Prevention Plan</td>
<td>Decorative Boulders</td>
<td>Minor Concrete</td>
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<tr>
<td>Temporary Erosion Control</td>
<td>Gravel Filter</td>
<td>Rock Slope Protection</td>
</tr>
<tr>
<td>Temporary Reinforced Silt Fence</td>
<td>Erosion Control</td>
<td>Miscellaneous Iron And Steel</td>
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<tr>
<td>Temporary Silt Fence</td>
<td>Hot Mix Asphalt (Type A)</td>
<td>Destroy Well</td>
</tr>
<tr>
<td>Temporary Construction Entrance</td>
<td>Place Hot Mix Asphalt Dike</td>
<td>Cable Railing</td>
</tr>
<tr>
<td>Street Sweeping</td>
<td>Structural Concrete</td>
<td>Maint. Existing Traffic Mgmt System</td>
</tr>
<tr>
<td>Temporary Concrete Washout</td>
<td>Minor Concrete</td>
<td>Trucker</td>
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<td></td>
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<td></td>
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<td></td>
</tr>
</tbody>
</table>
City of Seaside
2021-2022 Pavement Réhabilitation 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.

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

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

Seattle, WA (headquarters)
Richmond, CA
Long Beach, CA
Houma, LA
Jacksonville, Fl.
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.
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

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

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

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

• Port of Oakland Berth 55-59 Upgrade - $23M
  • Bids 9/14/2022
  • Fender/Mooring bollard replacement
  • Oakland, CA
  • November 2022 to November 2024

• City of Richmond Terminal 4 Wharf and Pile Removal - $5M
  • Timber wharf and pile demolition
  • Richmond, CA
  • Duration unknown. $5M

• WETA Alameda Main Street Terminal Upgrade - $5M
  • Ferry Terminal structural and utility upgrades
  • Alameda, CA
  • Duration Unknown

• National Park Service Hyde Street Pier - $60M
  • Replacement of the Hyde Street Pier
  • San Francisco, CA
  • 2023 through 2025
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

RENEE WILLIAMS
WEST COAST REGIONAL BUSINESS MANAGER
Mobile: 510-566-5823
Office: 510-232-6319
RWilliams@mansonconstruction.com

TRINA MCNARY
PURCHASING AGENT
TMcNary@mansonconstruction.com

CHRIS SCHAEFFER
ESTIMATOR
CSchaeffer@mansonconstruction.com
Who We Are - People
Who We Are – Safety

Experience Modification Rate (EMR) 0.65
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
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
Large Diameter Process Piping
Large Diameter Process Piping
Microtunneling and Pipe Jacking
Near Shore Cut & Cover Piping
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
CONTAMINATED WATER DIVING
Design-Build Projects
Oyster Point Ferry Terminal
Who We Are - Customers

- SVCW since 1986
- WETA 5\textsuperscript{th} 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
Doing Business with Skanska

August 18, 2022
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

SKANSKA
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 Process

Step 1
Project Team obtains the insurance certificate from subcontractor or sub's agent.

Step 2
Project Team turns the certificate over to the Insurance Administrator.

Step 3 - Declined
If declined, the Insurance Admin will work with the subcontractor and/or agent to make the corrections to the certificate.

Step 4 - Approved
Once approved, the Insurance Admin will enter the expiration date and mark it as approved in PROLOG and will link the approved PDF to the corresponding subcontract and notify the Project Team.

Skanska Project Team

Skanska Risk Management Insurance Administrator

Subcontractor or Subcontractor Agent

Skanska Project Team
Typical Insurance

Standard subcontract 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
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

<table>
<thead>
<tr>
<th>Client</th>
<th>Project</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Peralta Community College District</td>
<td>Laney College Library and Learning Resource Center</td>
<td>$68.5M</td>
</tr>
<tr>
<td>Sutter Health</td>
<td>Santa Clara County New Complex Clinic</td>
<td>$65M</td>
</tr>
<tr>
<td>Contra Costa Community College District</td>
<td>DVC – Academic Center</td>
<td>$44M</td>
</tr>
<tr>
<td>German Consulate</td>
<td>German Consulate Remodel – Pacific Heights</td>
<td>$25M</td>
</tr>
</tbody>
</table>
## Upcoming Bid Opportunities
### Southern California

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

Phone: 415-822-4400
Mobile: 415-7301900
Web: www.yerba-buena.net
Email: mgalarza@yerba-buena.net
1340 Egbert Ave, San Francisco, CA 94124