



Transmittal Cover Sheet

Detailed, Grouped by Each Transmittal Number

ESTIMATING  
645 Clarion Court  
San Luis Obispo, CA 93401

Project # ESTIMATING  
Tel: 805-543-1706 Fax: 805-543-1706

**Date:** 1/27/2012

**Reference Number:** 0282

<b>Transmitted To</b> Jeff Werst San Luis Obispo County Department of Public Works County Government Center Room 207 San Luis Obispo, CA 93408 Tel: 805-781-5252 Fax: 805-781-1229	<b>Transmitted By</b> Traci Huss Specialty Construction, Inc. 645 Clarion Court San Luis Obispo, CA 93401 Tel: 805-543-1706 Fax: 805-543-1722
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RECEIVED

JAN 27 2012

COUNTY OF SAN LUIS OBISPO  
DEPARTMENT OF PUBLIC WORKS

Acknowledgement Required

<b>Package Transmitted For</b>	<b>Delivered Via</b>	<b>Tracking Number</b>
Submission, Your Response	Hand Delivery	

Item #	Qty	Item	Reference	Description	Notes	Status
001	1.00			Bridge Widening Reconsideration on Price Canyon near Edna, CA - HP21L-5949(126), BHL5949(062), BHL5949(063)	Exhibits A - O	Sent

Cc:	Company Name	Contact Name	Copies	Notes
	Souza Construction, Inc.	Steve Souza	1	
	Specialty Construction, Inc.	Doug Clay	1	
	Specialty Construction, Inc.	Tom Seidel	1	
	Specialty Construction, Inc.	Jeff Marlin	1	
	Specialty Construction, Inc.	Rudy Bachmann	1	

**Remarks**

Attached you will find SCI's reconsideration documentation and response.

Signature

1/27/12

Signed Date

## Specialty Construction Inc.

January 27, 2012

Jeff Werst, Design Engineer  
County of San Luis Obispo  
Department of Public Works  
Room 207, County Government Center  
976 Osos Street  
San Luis Obispo, Ca. 93408  
Fax: 805-781-1229

Reference: Bridge Widening on Price Canyon near Edna, Ca.  
HP21L-5949(126), BHL 5949(062), BHL5949(063)

Dear Mr. Werst:

Pursuant to your letter of January 20, 2012, enclosed is additional argument and documentation we wish to present at the in person hearing to show Specialty Construction, Inc. (SCI) made a good faith effort to meet the goal of 3% UDBE participation.

SCI first would like to thank the County and its employees for their efforts in setting forth the County's position. The County's "Evaluation of Good Faith Efforts of Specialty Construction, Inc.", particularly in regards to the County's analysis of the bids of A.C. Dike and KRC Safety, explains why the County ruled the way it did.

The Evaluation also shows that SCI's good faith efforts would have resulted in a 3 % UDBE participation at bid time (and will result in a 3% UDBE participation at contract completion) but for the events described below.

In light of the facts set forth below, SCI asks the County's Public Works Department to reconsider its' preliminary determination that SCI's bid is not responsive because of an alleged "failure to meet the UDBE requirements set forth in the bidding documents" (Letter of January 20, 2012, p. 1).

This letter will address each area of SCI's good faith efforts which the County said was either "marginal" or "insufficient".

**A. Items of work bidder made available to UDBE Firms.**

The County said in its January 20, 2012 Evaluation that:

- 1. There are no UDBE firms available that perform several of the work items SCI claimed to have made available to UDBE firms. For example, SCI claimed to make Cast-In-Drilled-Hole Concrete Piling for 7.43% (\$256,000) available to UDBE firms. Based on the County's search of the Caltrans DBE Query website, there are no UDBE firms that*

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*perform this work; therefore the County did not count any of these items as made available to UDBE firms.*

The County's finding that there were no UDBEs available for work SCI made available is based on two premises, both of which, SCI submits, are mistaken.

First, this finding is based on a premise that SCI only solicited UDBE participation for work SCI expressly set aside. This is inaccurate. SCI solicited UDBE participation for all of the contract work, even that work which SCI usually performs with its own forces (See SCI's Advertisements included in SCI's bid).

Second, the County's statement is based on the premise that Caltrans' "DBE Query" Website exhaustively sets forth all UDBEs available to perform the work. If this premise was correct, there would be no reason to require any advertising or outreach other than to contact UDBEs on that list. Such outreach is necessary because this list may not be current or entirely accurate.

The bidding proves this is so. For example, the County refutes SCI's claim to make Cast-in-Drilled-Hole ("CIDH") Concrete Piling for 7.43% (\$256,000) as a valid solicitation item of UDBE firms because no CIDH UDBE was on Caltrans' Website. But Souza identified Mahaffey Drilling as a UDBE on its bid form for CIDH work. This shows that Caltrans' list is not complete and that SCI's outreach was performed in good faith.

The County stated in its Evaluation that:

*2. SCI did not solicit any UDBE firms that perform several items of work (i.e. SWPPP and Lead Compliance Plan) they claimed to have made available to UDBE firms; therefore the County did not count these items as made available to UDBE firms.*

This statement is inaccurate. SCI did advertise and make available to UDBE firms all items of work, including: 1) SWPPP @ \$10,600 (0.31%), and Lead Compliance Plan @ \$1,810 (0.05%). "Work Category Codes" for these specific trades are not set up as searchable options on the DOT site. This does not mean that their aren't UDBE firms available to perform these trades. It just means that they are not searchable on the DOT site. SCI should not be penalized for failing to conduct a DOT site search which the DOT site is not capable of performing.

The County stated in its Evaluation that:

*3. SCI is self-performing several of the items of work they claimed to have made available to UDBE firms (i.e. Traffic Control, Bridge Removal, and MSE Wall). 49 CFR 26, Appendix A (IV) (D) (2) states: "the ability or desire of a prime contractor to perform the work of a*

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*contract with its own organization does not relieve the bidder of the responsibility to make good faith efforts." It appears SCI made pro forma efforts by simply soliciting UDBE firms for those items of work that it is self-performing; therefore the County did not count those items as made available to UDBE firms.<sup>1</sup>*

The County's conclusions are inaccurate. First, SCI's advertisements enclosed with its bid actively solicited for items of work which it normally self performs. When subcontractor quotes are received for items which SCI self performs, SCI analyzes and compares pricing between the quotes received, and SCI's estimate of the costs for self performing work.

Second, SCI received no UDBE quotes for MSE Wall and Bridge Removal work so it had to self- perform this work.

Third, for Traffic Control, KRC Safety (UDBE firm) submitted a bid which was not commercially competitive, as its bid was about 1/3 higher than SCI's (\$1,425.00 vs. \$1,099.20). Souza also rejected KRC Safety's bid for the same reason: it was not commercially competitive. The bid solicitation expressly allows bidders such as SCI and Souza to reject noncompetitive UDBE bids.

SCI made all of the contract work available for UDBE bidding and specifically designated 59.21% of the total cost of the bid (\$2,041,079) as available to UDBE firms. SCI disagrees with the County's finding that SCI's efforts were marginal. Even if the County concludes that SCI only made 12.22% (\$421,401) of work available to UDBEs, this is more than sufficient to garner bids to satisfy the 3% (\$103,413) UDBE participation goal.

**B. Solicitation effort documentation ("not sufficient").**

The County stated in its Evaluation that:

*"Follow-up correspondence occurred on 12/7/11, allowing sufficient time for UDBE firms to respond, in which three additional firms confirmed they were planning to provide a bid, ten firms confirmed they would not be bidding, and the remaining nine firms did not respond. Based on the response from potential UDBE firms, a bidder who was actively and aggressively trying to meet the goal would have made an attempt to solicit additional UDBE firms."*

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<sup>1</sup> The County also stated that 49 CFR 26, Appendix A (IV) (A) requires the "bidder to solicit through all reasonable and available means (e.g. attendance at pre-bid meetings)". However, the County did not schedule a pre-bid meeting for this project.

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The County suggests that SCI should have solicited additional UDBEs, but the County should take into consideration that it is not uncommon to not hear back from a UDBE firm and then receive a quote from them on the day of the bid. In addition, aside from these nine firms, SCI also could reasonably rely on other UDBEs responding to its advertisements. Since these papers specifically target minority groups, it was reasonable for SCI to anticipate that it would receive an adequate UDBE response by the day of the bid from this source alone.

SCI potentially had UDBE firms responding from direct solicitations, along with a reasonable belief that even more UDBE firms would be responding to our Construction Update, Minority Bidders Bulletin, Small Business Administration, and Minority Business Development Agency advertisements. This should be considered a sufficient good faith effort to obtain 3% participation because, as discussed below, these efforts were sufficient to reach the 3% goal.

The County points out that:

*“County staff performed an independent search of the Caltrans DBE Query website, which is the online database used by SCI to locate certified UDBE firms, using the same work categories searched by SCI. This search yielded 70 UDBE firms.”*

SCI's search of UDBEs was focused on soliciting UDBEs who were likely to provide a competitive bid. SCI targeted UDBE firms listed under NAICS Category: 23 Construction; NAICS Codes: 237310 Highway, Street, and Bridge Construction, and 237990 Other Heavy and Civil Engineering Construction, i.e., UDBEs who were familiar with or capable to perform the roadwork the contract required, not just anyone who performed a specific trade. SCI also focused on UDBEs who had sufficient geographic proximity to the project. Mobilization costs are high and increase with distance making it highly unlikely that a UDBE located in San Francisco would have submitted a bid at all, much less a competitive bid. SCI's bid solicitation was in good faith because it solicited those UDBEs likely to respond with competitive bids.

The County's suggestion that SCI should have solicited UDBEs who are not familiar with or capable of performing the road work the contract requires (by an indiscriminate use of “Work Category Codes”), or that SCI should have solicited UDBEs located in Washington or Texas, may have resulted in more UDBEs being contacted but, SCI submits, this would have been more of a “pro forma” search, not a search reasonably intended to generate UDBE participation.

SCI solicited those UDBEs who were likely to provide a competitive price. SCI acted in good faith.

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The County stated, in paragraph 6:

*“By using the Caltrans DBE Query website incorrectly...”*

The County points to no policy or guideline to support the above statement, and respectfully, SCI disagrees with it. The primary difference in the number of UDBE firms SCIs search yielded vs. the number of UDBE firms the County’s search yielded was due to the fact that SCI utilized the “NAICS Categories” and the “NAICS Codes” search options (in order to find companies how who work on Highway, Streets and Bridges) on the DBE Query form tools. The DBE Query Form Instructions/Tutorial (source: Caltrans Unified Certification Program?) states *“On the query form, you will select one, or a combination of different search criteria to refine your search.”* Under the “NAICS Categories” it also states *“Use this field if you are looking for DBEs who perform a specific type of work.”* Under the “Work Category Codes” it states *“If you are looking for DBEs who perform a specific type of work, you may want to use this field rather than, or in addition to, the NAICS Code fields.”* Based on the instructions/Tutorial provided by the DOT, SCI used the DBE Query Website correctly.

**C. Rejected UDBE documentation.**

The County’s evaluation stated that bids from two UDBEs, A.C. Dike Company Inc. (“A.C. Dike”) and KRC Safety Company, Inc. (“KRC”) were lower than the firms SCI selected and said “it appears that SCI did not take contract goals into consideration”.

To SCI, this explains the County’s rejection of SCI’s bid. If the County believed SCI knowingly rejected low UDBE bids to accept higher non-UDBE bids, then SCI understands why the County found a lack of good faith on the part of SCI.

But this is not what occurred. As SCI’s bid documentation clearly shows, SCI believed that KRC’s and A.C. Dike’s bids were higher than the bids SCI received and rejected those bids solely for that reason. The County’s Evaluation was the first time SCI realized that those subcontractor bids could be perceived to be lower than the bids SCI accepted.

In order to understand how this occurred, one must understand the context in which these subcontractor bids are received. Competitive bidding is extremely fast paced. Bids from some subcontractors come in days before the bid, but most of the competitive bids from subcontractors arrive on bid day. The closer it gets to bid time, the more subcontractor bids are received and the lower those bids tend to be. It is not uncommon for SCI to have its four fax machines receiving subcontractor bids at the same time.

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All bids are delivered to the contractor's "bid room" where they are analyzed and compared to other bids. If a new subcontractor bid is more favorable than the bid currently used, then the new subcontractor bid is used, and SCI's bid to the owner has to be changed to reflect the new subcontractor's bid. This involves not only a change in unit price and total price, but also may involve changes to other bid forms, such as subcontractor lists, UDBE lists, reasons not to accept a UDBE bid, and other lists.

To get the maximum use of time to take advantage of low bids which may arrive shortly before bid time, SCI, like most bidders, uses "bid runners". The bid runner is stationed close to the place where bids are to be submitted. At the last possible moment, SCI's bid room will call the bid runner on the phone and read the final bid numbers to the bid runner. The bid runner will then complete the bid forms using the most favorable subcontractor bids and submit SCI's bid (hopefully) before the deadline.

The bid in question was more complicated than usual because there were 177 separate bid items, many of which changed as subcontractor bids came in. Just reading these 177 bid items to the bid runner took over 30 minutes, so the "last possible moment" was sooner than in other bids. SCI began reading final numbers to our bid runner at 2:26 p.m. and still barely got its bid in on time.

The quote provided by A.C. Dike Company was received at 2:08 p.m. on the day of the bid, some 18 minutes before the bid was read to the bid runner. SCI entered the unit pricing as set forth in A.C. Dike's bid, which totaled \$11,190.00. This was compared to the quoted price from APCO, which totaled \$6,166.80 for what SCI believed was the same work. Based upon this comparison, SCI rejected A.C. Dike Company's bid as non-competitive. After this calculation and comparison was done (along with numerous similar analyses of other bids from other subcontractors and suppliers), there was not sufficient time to negotiate further terms with A.C. Dike before the bid numbers had to be read to the bid runner.

The County also must understand that in addition to trying to meet the 3% UDBE goal, SCI also had to address the other 97% of the contract work and get its bid in on time.

The County, in its Evaluation, states that A.C. Dike's bid price of \$11,190 was for three mobilizations, and that A.C. Dike's unit price for one mobilization, when calculated for all of the units, was \$4,691.25. In the intense time pressure of this particular bid, SCI did not read A.C. Dike's bid in that fashion. SCI read A.C. Dike's bid as being \$11,190. SCI did not see how A.C. Dike's bid could be read as being \$4,691.25 until receipt of the County's Evaluation.

SCI was not alone in reading A.C. Dike's bid as being \$11,190. A.C. Dike submitted a similar bid to Souza, who interpreted that bid the same way as SCI did: that A.C. Dike's bid was for

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\$11,190 (Compare A.C. Dike's bid to Souza showing prices for one mobilization with Souza's bid showing \$11,190). Only Whittaker interpreted A.C. Dike's bid as being \$4,691.25.<sup>2</sup>

The fact is that SCI acted in good faith in reading A.C. Dike's bid as being \$11,190 and not being competitive with a bid of \$6,166.80 for the same work.

The issue of SCI not listing KRC Safety, a UDBE subcontractor verses the listed subcontractor, Statewide Safety & Sign, also was a result of bad timing and interpretation as described above.

KRC's bid was faxed to SCI at 2:31 p.m., which was while SCI was reading bid prices to its runner. The KRC bid for Item #32-Construction Area Signs was stated to be \$6,600. A quick comparison (which was all that time permitted) to Statewide's price of \$3,735 showed that the KRC bid was not competitive. KRC was not selected for this reason.

As SCI's bid reflects, SCI did not see KRC's note under Item #111-Construction Area Signs, which read "included in item 32", which caused the County to interpret KRC's bid for the Construction Signs as being \$3,300, not \$6,600 as set forth in KRC's bid item 32. It is not industry standard to bid a unit price contract in this manner, and SCI was not made aware of this until the County pointed this out in its Evaluation. Again, while the County had multiple days to analyze this bid, SCI was in the process of reading its bid to the bid runner when KRC's bid was delivered. SCI virtually had no time at all.

Souza read KRC's bid the same way SCI did and rejected KRC's bid for the same reason.

The County's comment that "it appears SCI did not take contract goals into consideration when negotiating with subcontractors, and therefore did not act in accordance with 49 CFR 26, Appendix A (IV) (D) (2)" is unfair because it fails to take into account that due to the time these bids were received, SCI did not have time to conduct such negotiations.

In hindsight the County points out that had SCI utilized A.C. Dike's and KRC's bids as interpreted after the fact by the County, SCI's overall UDBE participation would have increased .14% for A.C. Dike .34% for KRC. SCI previously pointed out that Tipco Engineering, Inc.'s bid, interpreted with the same hindsight, would increase SCI's UDBE participation to 2.86%. In combination, these after the fact bid interpretations prove that SCI's good faith efforts were sufficient to generate bids which would have allowed SCI to exceed the contract's 3% UDBE participation goal. SCI's good faith efforts were sufficient. This shows that SCI's good faith

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<sup>2</sup> The County appears inconsistent in its application of A.C. Dike's price between Souza's and SCI's bid. If A.C. Dike's price actually is \$4,625, the County cannot give Souza a UDBE credit of \$11,190.90 for A.C. Dike's subcontract.

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efforts would have resulted in a 3 % UDBE participation at bid time but for the events described above.

**D. Publication efforts advertise the projects to include UDBE participation.**

The County found SCI's efforts in this regard sufficient so no comments will be made.

**E. Agencies, organizations, or groups contacted to provide assistance in contracting, recruiting and using UDBE firms.**

The County stated:

*"SCI placed online advertisements with the Minority Business Development Agency and the Small Business Administration on 11/29/11. No Documentation was provided that either of these agencies were contacted to provide assistance in contracting, recruiting, or using UDBE firms."*

This statement is inaccurate. By placing an advertisement on the MBDA site, SCI asked for and received such assistance. *"All registered MBE firms are automatically notified by email with the opportunity matching your capabilities"* (source U.S. Department of Commerce Minority Business Development Agency website) As a result of our advertisement, the MBDA sent 871 firms emails regarding our solicitation.

The County stated:

*SCI's contact with the County of San Luis Obispo was through the County's DBE Directory available on the County's website. SCI included a copy of the DBE Directory but did not show supporting documentation that they solicited bids from the UDBE firms shown on the County's DBE Directory. It appears SCI made pro forma efforts by simply copying the County's DBE Directory, but not utilizing it.*

This statement also is inaccurate. SCI solicited to 3 firms on the County's Directory (A.C. Dike, Alert-O-Lite, and Super Seal & Stripe). Documentation of this was included with our GFE submission.

SCI's Good Faith Effort (GFE) is planned in advance and diligently completed with careful consideration by our division managers, estimators, project engineers and office staff. Our procedures, and the requirement for authentic good faith as required by the bid documents requires significant office staff hours strictly for the GFE process to assure fair dealings and encouraging opportunities to available UDBE business concerns. These efforts include, but not limited to: initial sourcing and resourcing of available portions of the work, email and facsimile

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invitations, phone calls for verifications, assistance, assembling and compiling documentation, recording and advising on bid day decisions, and submitting documentation in clear and concise manner. In addition to this, we advertise and obtain assistance with this UDBE GFE process with direct publications with the following agencies: Minority Business Development Agency, Small Business Administration, and Construction Up-Date Minority Bidders Bulletin. SCI contacted the State of California, Department of Transportation and the County of San Luis Obispo in efforts to locate potential UDBE resources.

These were not pro forma efforts. These were good faith efforts which did, in fact, generate bids which will permit SCI to exceed the 3% performance goal. It was only by the last minute submission of bids, coupled by SCI's bid interpretations, which prevented SCI from showing at bid time that it will meet the 3% UDBE participation goal.

By comparison, the second and third low bidders outsourced their duty to act in good faith by paying a \$90 fee to a UDBE solicitation service and making a few phone calls a day or two before bid.

**F. Efforts to provide information about the plans, specifications, and contract Requirements.**

The County found SCI's efforts in this regard sufficient so no comments will be made.

**G. Assistance with bonding, lines of credit, insurance, equipment, supplies, materials, and/or services.**

The County found SCI's efforts in this regard sufficient so no comments will be made.

**H. Additional data to support demonstration of good faith effort.**

SCI respectfully disagrees with the County's analysis. The additional documentation shows that SCI will meet the contract's 3% goal based on SCI's pre-bid efforts. The County should not find that SCI's pre-bid efforts were not in good faith when the additional information shows that these efforts will result in SCI meeting the contract's 3% goal.

This information, which shows the effectiveness of SCI's pre-bid good faith efforts (as described in SCI's bid), must be considered. If additional data showing the effectiveness of the good faith efforts described in the bid is not relevant, this category would not exist.

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**I. Comparison of UDBE participation achieved by other bidders ("county has determined with additional reasonable efforts, SCI could have met the goal")**

Specialty disagrees with this assessment. SCI could have met the contract goal using the efforts it employed as described in its bid documents. It was only by the events as discussed above which caused SCI's bid to not reflect that SCI will reach the 3% goal.

**Conclusion.**

SCI relies on its prior correspondence on this bid protest, the documents enclosed herein, and may submit additional documents obtained from its request for public records, and may utilize the bid documents of the three low bidders, which the County already possesses. SCI looks forward to discussing these matters with you at our meeting.

Thank you for your time and consideration of this matter.

Sincerely,

SPECIALTY CONSTRUCTION, INC.



Rudolph C. Bachmann  
President

cc: Souza Construction, w/attachments.  
Enclosures (see attached index of Exhibits)

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Index of Exhibits

- A. SCI Letter dated 12/23/2011 – UDBE Commitment / Good Faith Efforts
- B. Souza Construction, Inc.'s Letter of Protest dated 12/27/11
- C. Email Correspondence Reference Sanjay Singh
- D. Email Correspondence Reference Pat Connally
- E. Email Correspondence Reference Eugene Shy
- F. Email Correspondence Reference Sam Hassoun
- G. SCI Letter dated 12/28/11 Acknowledgment of Souza Construction's Protest
- H. SCI's response to Souza Construction, Inc.'s Letter of Protest
- I. San Luis Obispo County; Department of Public Works Notice of Non-Responsive Bid
- J. SCI Letter dated 1/23/12 Formal Re-Consideration Request
- K. SCI Letter dated 1/24/12 Request to Review Public Works Files
- L. SCI Letter dated 1/25/12 California Public Records Request (DLA Dist 05)
- M. DBE Query Form: Instructions/Tutorial
- N. MBDA Outreach Documentation
- O. California Unified Certified Program / Work Code Descriptions
- P. Souza Construction, Inc.'s Bid Package (by reference only)
- Q. Souza Construction, Inc.'s Documentation of Good Faith Efforts Package (by reference only)
- R. Whitaker Construction Group, Inc.'s Bid Package (by reference only)
- S. Whitaker Construction Group, Inc.'s Documentation of Good Faith Efforts Package (by reference only)

## Specialty Construction Inc.

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December 23, 2011

Via Email & Hand Delivery

County of San Luis Obispo  
Mr. Jeff Werst, P.E.  
Design Division Manager  
Department of Public Works  
[jwerst@co.slo.ca.us](mailto:jwerst@co.slo.ca.us)

Re: Bridge Widening on Price Canyon near Edna, CA - HP21L-5949(126),  
BHL5949(062), BHL5949(063)

Subject: UDBE Commitment /Good Faith Efforts

Dear Mr. Werst,

This is in response to your email inquiry this morning regarding our bid for the Bridge Widening on Price Canyon Road.

*You ask, "Please clarify the bid items that your subcontractor "West Coast/Tipco Pile Driving" will be performing for the contract. According to the "Designation of Subcontractors" form and "UDBE Commitment" form submitted with your bid, the subcontractor would be performing Items 63, 144 and 145 from the Bid Schedule. According to the revised "UDBE Commitment" form you submitted with your Good Faith Effort documentation, the subcontractor will be performing Items 63, 64 and 145 from the Bid Schedule."*

Please find attached the revised UDBE Commitment form identifying specific items to be accomplished by Tipco Engineering, Inc. (Item #64, #65, #144, & #145).

*You ask "You indicated that "West Coast/Tipco Pile Driving" was a joint-venture, with one of the joint-venture firms (Tipco?) being UDBE. We need clarification from you as to which bid items the UDBE firm will actually be doing, as the "UDBE Commitment" form lists the joint-venture. The "UDBE Commitment" form should be corrected to list Tipco Engineering, Inc. (the certified UDBE) rather than West Coast/Tipco Pile Driving, JV."*

The UDBE Commitment form has been corrected and attached herewith listing Tipco Engineering, Inc., and the specific items they will perform (#64, #65, #144, & #145).

*You ask "The quote from West Coast/Tipco Pile Driving, JV included in your Good Faith Effort submittal indicates that their proposal "includes a minimum \$80,000.00 of UDBE Participation with our Joint Venture Partner Tipco Engineering, Inc. in Bellflower, CA."*

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*As I mentioned on the phone, we would like clarification on how this estimate was arrived at and/or what it includes. (ex is Tipco a broker providing materials? Are they providing drivers? Are they performing work?)"*

Please find attached a cost breakdown from Tipco Engineering, Inc. identifying the specific items bid, including breakdown of labor, materials & equipment in the performance of their work. Please note that after post-bid analysis, Tipco Engineering, Inc. identifies that their performance value has increased from their pre-bid estimate of \$80,000, to an actual amount of \$98,638.02.

The specifications and bid instructions provide a goal of 3% for UDBE. This is a goal for the performance of the work (which Specialty still intends to meet), and is not a requirement to be awarded a contract. See 49 CFR 26.55 The same specifications and bid instructions provide specific procedures to follow to show the bidder's Good Faith Efforts to meet the goal. As part of our bid, we provided comprehensive documentation evidencing our Good Faith Efforts satisfied the bid requirements and the San Luis Obispo County UDBE program. This documentation is attached with this email and was delivered to the County Clerk on December 19, 2011 consisting of approximately 106 documents. Specialty's Good Faith Efforts, as evidenced by our bid submission, shows that Specialty is the lowest responsive and responsible bidder, even though Specialty did not meet the initial UDBE goal in its bid.

Furthering the point made above, that the 3% UDBE goal is a performance goal (not a bid goal), we wish to point out that the documentation available to us at the time of bid indicated that West Coast/Tipco Pile Driving would provide an \$80,000 UDBE utilization amount at a minimum. That is the information we relied on which resulted in our Good Faith statement of approximately 2.32%. During recent conversations with the listed subcontractor, they have indicated that the \$80,000 was a conservative estimate, and they actually plan to perform about \$98,638.02 of work, which would result in reaching UDBE utilization of approximately 2.86%. In addition, we are using KRC Safety Company, Inc. (a UDBE) for supplying and installing construction area signs, which provides no less than an addition \$6,600 of UDBE utilization which provides a total utilization for the performance of our work exceeding 3.0%.

Specialty satisfied the bid's Good Faith Efforts requirements and so is the lowest responsive and responsible bidder. As such, we believe that the contract must be awarded to Specialty. The fact that other bidders' bids indicate that they met the 3% goal and Specialty did not may not be considered (49 C.F.R. § 26.53(a)(2)) because this is not a factor set forth in the bid documents or the San Luis Obispo UDBE program (*Monterey Mech. Co. v. Sacramento Reg'l County Sanitation Dist.*, (1996) 44 Cal. App. 4th 1391). Considering such a factor would be illegal under California law. Compare California Constitution, Art. 1, § 31 with 49 CFR § 26.47 (funding will not be lost if goal is not met).

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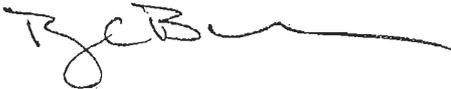
Specialty's home office is in San Luis Obispo County, and its employees are part San Luis Obispo County community. We understand the importance of federal funding to our community and we will do all we can to assist the County's ability to obtain much needed federal funding now and in the future.

Specialty demonstrated in its documentation our good faith, which is the requirement of the bid and the SLO UDBE program, and we will continue to demonstrate that good faith by continuing our attempts to meet or exceed the contract's 3% performance goal, which we believe we will achieve.

Should you have any additional inquiries, please do not hesitate to contact the undersigned.

Sincerely,

SPECIALTY CONSTRUCTION, INC.



Rudy Bachmann  
President

C: DC, JM

Enclosure



West Coast/Tipco Pile Driving Joint Venture -  
 San Luis Obispo County-Department of Public Works Bid Date 12/15/2011  
 Bridge Widening on Price Canyon Road near Edna, CA

Tipco Engineering Joint Venture Participation

LABOR		Days	Oper	Oilers (2)	Labor Cost
MOBILIZATION		1	\$ 648.00	\$ 1,120.00	\$ 1,768.00
Acced RIG UP/DOWN		2	\$ 648.00	\$ 1,120.00	\$ 3,536.00
Drive Production Piles		4	\$ 648.00	\$ 1,120.00	\$ 7,072.00
Moves/Unload/Resinlke		3	\$ 648.00	\$ 1,120.00	\$ 5,304.00
Total Labor Cost =					\$ 17,680.00

Equipment		Days	Crane	Pile Ham	Forklift	Labor Cost
MOBILIZATION		1	\$ 500.00	\$ 500.00	\$ 300.00	\$ 1,300.00
Acced RIG UP/DOWN		2	\$ 500.00	\$ 500.00	\$ 300.00	\$ 1,600.00
Drive Production Piles		4	\$ 500.00	\$ 500.00	\$ 300.00	\$ 3,200.00
Moves/Unload/Resinlke		3	\$ 500.00	\$ 500.00	\$ 300.00	\$ 2,400.00
Total Labor Cost =						\$ 8,500.00

DESCRIPTION (NON TAX)	QUANTITY	UNIT	PRICE	TOTAL
Deliver Pipe 14" Class 140	1,120	LF	\$11,350.00	\$12,712.00
				\$0
TOTAL NON TAX (A)				\$12,712.00
DESCRIPTION (TAX)	QUANTITY	UNIT	PRICE	TOTAL
Furnish Pipe Pile	1,120	LF	\$40,450.00	\$45,304.00
Dowels (84lbs/pile)	1152	LBS	0.75	\$864.00
TAX (7.75%)				\$3,578.00
TOTAL TAXABLE (B)				\$49,746.00
TOTAL (A)+(B)				\$62,458.00

Total Labor, Equip, and Materials = \$ 88,636.02  
 1/2 Estimated Overhead & Profit = \$ 10,000.00  
 Total Estimated Tipco Eng. Participation = \$ 98,636.02

West Coast/Tipco Pile Driving Joint Venture (As Bid)

Item	Description	Unit	Quantity	Unit Price	Price
63	Furnish Piling (Class 140)	LF	854	\$ 75.00	\$ 64,050.00
64	Drive Pile (Class 140)	EA	12	\$ 3,200.00	\$ 38,400.00
144	Furnish Piling (Class 140)	LF	208	\$ 75.00	\$ 15,600.00
145	Drive Pile (Class 140)	EA	6	\$ 3,300.00	\$ 19,800.00
Base Price					\$ 137,850.00

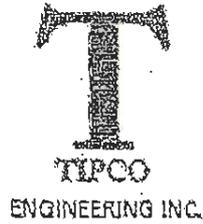
Tipco Engineering Item Breakdown

Item	Description	Unit	Quantity	Unit Price	Price
63	Furnish Piling (Class 140)	LF	854	\$ 69.00	\$ 58,926.00
64	Drive Pile (Class 140)	EA	12	\$ 1,400.00	\$ 16,800.00
144	Furnish Piling (Class 140)	LF	208	\$ 69.00	\$ 14,352.00
145	Drive Pile (Class 140)	EA	6	\$ 1,500.00	\$ 9,000.00
Base Price					\$ 99,078.00

West Coast Welding Item Breakdown

Item	Description	Unit	Quantity	Unit Price	Price
63	Furnish Piling (Class 140)	LF	854	\$ 6.00	\$ 5,124.00
64	Drive Pile (Class 140)	EA	12	\$ 1,800.00	\$ 21,600.00
144	Furnish Piling (Class 140)	LF	208	\$ 6.00	\$ 1,248.00
145	Drive Pile (Class 140)	EA	6	\$ 1,800.00	\$ 10,800.00
Base Price					\$ 38,772.00

5



425 E Redondo Beach Blvd. • Gardena, CA 90248  
Phone: 310-993-7005 • Fax: 866-623-8349

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FACSIMILE TRANSMITTAL SHEET

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To:	From:
Estimator	Kevin Tipton
Company:	Date:
Specialty Construction	December 14, 2011
Fax Number:	Total No. of Pages Including Cover:
1-805-543-1722	3
Subject:	

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URGENT     FOR REVIEW     PLEASE COMMENT     PLEASE REPLY     PLEASE RECYCLE

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NOTES/COMMENTS:

Please call if you have any questions.

Thank you,  
Kevin Tipton  
E-mail: Tipcoinc@aol.com

West Coast/Tipco Pile Driving, JV  
818 Grayson Rd.  
Pleasant Hill, CA 94523  
Lic# 940884

NC Office (925) 934-5728  
FAX (866) 243-2154

SC Office (323) 833-6981  
FAX (866) 623-8349

PROPOSAL AND SCOPE OF WORK

Date: December 15, 2011  
To: Estimator

Bridge Widening on Price Canyon Road near Edna, CA  
San Luis Obispo County-Department of Public Works

West Coast/Tipco Pile Driving JV will furnish all labor, materials, and equipment to complete the following work on the above-mentioned project.

Item	Description	Unit	Quantity	Unit Price	Price
63	Furnish Piling (Class 140)	LF	854	\$ 75.00	\$ 64,050.00
<del>63</del>	Drive Pile (Class 140)	EA	12	\$ 3,200.00	\$ 38,400.00
144	Furnish Piling (Class 140)	LF	208	\$ 75.00	\$ 15,600.00
145	Drive Pile (Class 140)	EA	6	\$ 3,300.00	\$ 19,800.00
<b>Base Price</b>					<b>\$ 137,850.00</b>

Our price is based on the following conditions and our general conditions, which are attached. Included in our proposal are:

1. WC/Tipco is a bondable (1.5%) union contractor signatory to the operators, pile drivers, labors, & ironworkers. This proposal includes a minimum \$80,000.00 of UDBE Participation with our Joint Venture Partner Tipco Engineering, Inc. in Bellflower, CA. (License No. 928364-DBE Firm ID 37925). Tipco Engineering will be furnishing, delivering, unloading, and storing all piles as required. They employ fully qualified operating engineers to run all equipment involved to support the pile driving operation.
2. Proposal includes One (1) crane mobilization to complete all piling work identified.
3. Furnish and installation of piles and standard U rebar dowels as required
4. All piles cut off to grade with debris disposal included.

Specifically excluded from our proposal

5. We do not include the drill out, furnish/placement of the rebar cage or concrete shown Section D-D (page 33-79).
6. All engineering, excavation, shoring unless otherwise noted, spoil removal, backfill, QCP/Third Party Inspection, drawings, or pile driving records. Truck crane and pile handling equipment access to each location. WQCP, Welding Inspection, Traffic Control, Lighting, K-rail Removal, Noise Control, Etc. Vibration or movement monitoring of adjacent structures.
7. Any hazardous waste management, disposal, or liability.

Unless otherwise noted, all terms and conditions in this proposal shall become an attachment (Exhibit "A") to any contract, which references the work in this proposal. In the event of any conflict between any one or more of the provisions in this proposal and the provisions of the Contract, the provisions of this proposal shall supersede and prevail.

1. Prime Contractor/Owner shall provide at NO cost to West Coast/Tipco Pile Driving JV (WC/T):
  - a) Locating and removing belowground obstructions that interfere with pile installation and de-energize electric lines to conform to all safety regulations.
  - b) Excavation dewatering.
  - c) Public safety measures including but not limited to traffic control, delineation and barricading of the job site, barricading and/or fencing for excavations.
  - d) Excavation at pile location required in plans and specifications completed before pile driving.
  - e) Establishing and maintaining surveying for pile layout and pile cut-off elevations.
  - f) Shoring and sloping for excavations in accordance with OSHA and approved by WC/T.
  - g) Protection of property from diesel hammer spray and exhaust.
  - h) Minimum distance of 36 inches from pile center to shoring or other obstructions.
  - i) Protection of utilities, structures, improvements, and property from damages due to ground heave, soil movements, or vibrations generated by pile installation.
  - j) Removal and disposal of pre-drill spoils and pile cutoffs unless noted otherwise.
  - k) Provide on-site storage area for the project materials.
  - l) Provide all weather level access, minimum 25 feet wide that allows pile driving and pile moving equipment within 35 feet of all piles.
2. Prices are based on the following:
  - a) Pile driving performed during eight hour, daytime shifts, Monday through Friday.
  - b) Reimbursement to WC/T for all costs associated with delays, out-of sequence moves, and extra work caused by obstructions.
  - c) One mobilization and demobilization for one pile driving set up. Each additional mobilization/demobilization charged at \$25,000.00
  - d) Pile driving in one continuous operation with sequence mutually agreed upon for each mobilization.
  - e) Standby for crew and equipment charged at \$875 per hour.
  - f) Standby for equipment at site with no crew present charged at \$1250 per day.
  - g) WC/T General Liability insurance coverage of \$1,000,000 each occurrence and \$2,000,000 aggregate. Special agreements, waivers, or additional coverage's will be an additional cost.
  - h) Pile driving schedule shall be mutually agreed upon before mobilization.
  - i) If noise reduction requires equipment modifications, delays, or any changes in our pile driving operation, WC/T shall be reimbursed for costs incurred.
3. Prices do NOT include the following:
  - a) Payment or Performance bonds.
  - b) Any inspection associated with piles.
  - c) Reports, as-built drawings, pile driving records, engineering or design.
  - d) Furnishing/installing rebar dowels or pile anchors, bending of extended rebar unless noted otherwise.
  - e) Hold-harmless agreements.
  - f) Working on mats.
  - g) Permits of any kind except hauling.
  - h) Railroad insurance.
  - i) Using a follower to drive pile top below surface.
  - j) Sound, vibration or ground movement measurement.
4. Payment:
  - a) Payment of 90% of work completed the preceding month shall be received by the 15th of the following month, and full payment (including retention) to be received within 60 days after substantial completion of work performed by WC/T.
  - b) Late payments are subject to a 2% per month charge.

West Coast/Tipco Pile Driving J.V. is not responsible for any damages, costs incurred, inconveniences or delays caused by ground heave, ground movements, or vibrations generated by pile installation.

This quote is firm for 30 days.

Respectfully submitted,

Accepted by,

Kevin Tipton  
Estimator (323-833-6981)

[Back To Query Form](#)

**Search Returned 1 Records**

Fri Dec 16 14:39:03 PST 2011

Query Criteria  
Firm ID: 37925

Firm Type: DBE

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Firm ID	37925
Firm/DBA Name	TIPCO ENGINEERING, INC
Address Line1	425 E REDONDO BEACH BLVD
Address Line2	
City	GARDENA
State	CA
Zip Code1	90248
Zip Code2	
Mailing Address Line1	
Mailing Address Line2	
Mailing City	
Mailing State	
Mailing Zip Code1	
Mailing Zip Code2	
Certification Type	DBE
E-Mail	tipcoinc@aol.com
Contact Name	KEVIN TIPTON
Area Code	( 323 )
Phone Number	833-6981
Fax Area Code	( 866 )
Fax Phone Number	623-8349
Agency Name	DEPARTMENT OF TRANSPORTATION
Counties	13; 19; 30; 33; 36; 37; 42; 56;
Districts	05; 07; 08; 11; 12;
DBE NAICS	237310;

ACDBE NAICS

Work Codes	C1920 STRUCTURE EXCAVATION; C2201 FINISHING ROADWAY; C4901 FURNISH & DRIVE PILING; C7035 WELDED STEEL PIPE;
Licenses	A General Engineering Contractor;
Trucks	
Gender	M
Ethnicity	BLACK
Firm Type	DBE

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[Back To Query Form](#)

Dec. 27. 2011 3:36PM Souza Construction, Inc.

EXHIBIT No. 4083 P. 1/10  
Page 1 of 10



SOUZA CONSTRUCTION, INC.  
P.O. Box 3810, San Luis Obispo, CA 93403-3810  
(805) 546-8288 • Fax (805) 546-8287 Lic. No. 479476

Date: Dec 27, 2011

To: *SPECIALTY CONSTRUCTION*

Firm:

Phone No:

Fax No: *805-543-1712*

From: Ken Johnston

Re: Bridge Widening on Price Canyon Rd

Contract No: \_\_\_\_\_

Souza Job No: \_\_\_\_\_

WE ARE TRANSMITTING:		THE FOLLOWING:		FOR:
<input type="checkbox"/> By Hand		Report		Signature
<input type="checkbox"/> By Mail	<input checked="" type="checkbox"/>	Letter		Review & Approval
<input checked="" type="checkbox"/> FAX		Memo	<input checked="" type="checkbox"/>	Your Information & Use
<input type="checkbox"/> Under Separate Cover		Plans		As Requested
<input type="checkbox"/> By Delivery Service		Specifications		Review & Return (with comments)
<input type="checkbox"/> CA Delivery Service		Cost Estimate		Re-submittal
<input type="checkbox"/> Federal Express		Submittal		
		Contract		

REMARKS:

  
Ken Johnston

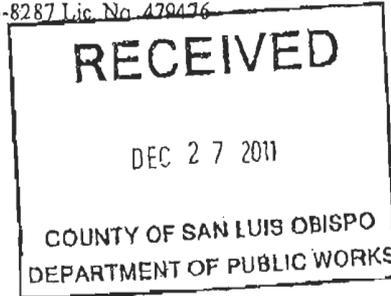
Dec. 27. 2011 3:36PM Souza Construction, Inc.

EXHIBIT No. 4083 P. 2/10  
Page 2 of 10



SOUZA CONSTRUCTION, INC.  
P.O. Box 3810, San Luis Obispo, CA 93403-3810  
(805) 546-8288 • Fax (805) 546-8287 Lic. No. 479476

Date: Dec 27, 2011  
To: Jeff Werst  
Firm: San Luis Obispo County Public Works  
Phone No: 805-781-4480  
Fax No:  
From: Ken Johnston  
Re: Bridge Widening on Price Canyon Rd near Edna, CA  
Project No: 300136, 300360, & 300361



Souza Job No: \_\_\_\_\_

WE ARE TRANSMITTING:		THE FOLLOWING:		FOR:
<input checked="" type="checkbox"/>	By Hand		Report	Signature
	By Mail	<input checked="" type="checkbox"/>	Letter	Review & Approval
	FAX		Memo	<input checked="" type="checkbox"/> Your Information & Use
	Under Separate Cover		Plans	As Requested
	By Delivery Service		Specifications	Review & Return (with comments)
	CA Delivery Service		Cost Estimate	Re-submittal
	Federal Express		Submittal	
			Contract	

REMARKS:

Please find attached the formal protest of contract award to Specialty Construction, Inc for the above mentioned project. We have also attached copies of prior protests that may be of interest as both protests were successful and the projects were awarded to Souza Construction, Inc the lowest responsible bidder.

With regards to this project and ensuing award I have spoken to the following people and have received overwhelming support, given the facts for the award to be granted to Souza Construction.

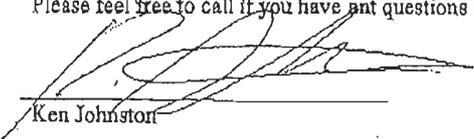
- Paul Richard, Caltrans Office of Business and Economic Development, 916-324-0453
- MaryJane Stahl, Caltrans Office of Business and Economic Development 916-324-1700
- Pat Connelly, Construction Manager District 5 Caltrans 805-549-3111
- Gene SHY, Statewide Local Assistance, Caltrans 916-651-6552

Dec. 27. 2011 3:36PM Souza Construction, Inc.

EXHIBIT No. 4083 P. 3/10  
Page 3 of 10

I have been in contact with, Sam Hassoun, Director of Joint Engineering Division, Associated General Contractors of California, 916-371-2422, and he has committed to support us in any legal action that may be necessary.

Please feel free to call if you have any questions or comments.



Ken Johnston

Dec. 27. 2011 3:36PM Souza Construction, Inc.

EXHIBIT No. 4081 P. 4/10  
Page 4 of 10



December 27, 2011

Design Engineer  
County of San Luis Obispo  
Department of Public Works  
Room 207, County Government Center  
976 Osos Street  
San Luis Obispo, CA 93408

RE: Bridge Widening on Price Canyon Road near Edna, California  
Contract Nos. 300136, 300360, & 300361  
Federal Project Nos. HP21L-5949(126), BHL-5949(062), & BHL5949(063)

Dear Mr., Jeff Werst

Souza Construction, Inc. ("Souza") hereby protests award of this contract to Specialty Construction, Inc. ("SCI"), the low monetary bidder.

Souza, the lowest responsive bidder, bases this protest on the grounds that SCI utterly failed to meet the UDBE contract goal of three percent (3%) or to establish a "good faith effort" to meet that goal.

Exhibit 15-H to the contract inquires bidders to provide UDBE potential bidders as subcontractors, suppliers and haulers with an explanation of the project and give them a reasonable opportunity to provide bid proposals.

*"The bidder must solicit this interest within sufficient time to allow the DBE to respond to the solicitation. The bidder must determine with certainty if the DBEs are interested by taking appropriate steps to follow up initial solicitations." (CFR, Appendix A to Part 26).*

This project contains a significant number of items of work that include a large number of trucking hours. All of us in the industry recognize that on mixed engineering projects, trucking provides an easy path to meet the project goals. The following items of work include a significant amount of trucking.

1. Roadway Excavation - Haul Off Trucking
2. Asphalt Concrete and Aggregate Base.
3. Import Borrow
4. Clear and Grub - Haul Off of Debris
5. Structure Demolition - Haul Off Debris

Available hours of trucking for UDBE commitment contained within our estimate is approximately 700 hours.

Souza Construction, Inc.  
General Engineering Contracting  
P. O. Box 3810  
San Luis Obispo, CA 93403  
805/546-8288  
Fax 805/546-8287

Dec. 27. 2011 3:36PM Souza Construction, Inc.

EXHIBIT BNo. 4083 P. 5/10  
Page 5 of 10

Any prudent contractor putting together a UDBe submittal can easily use these items of work towards meeting the contract goals. The list below represents a few of the local trucking companies that can be utilized to meet the goal:

- Kritz Excavating & Trucking
- Charlene's Trucking
- STI Trucking
- Borden Trucking

SCI limited the items of work that it made available to UDBe firms and did not even seek quotes for various items of work. Souza listed Austin Enterprise for the "Joint Seal," Items 73, 74, 155, and 156, to achieve \$25,919, a significant portion of the goal. SCI's "Items Made Available to UDBe Firms" (Attachment "A"), did not make the "Joint Seal" Items 73, 74, 155, or 156 available to qualified UDBe's.

SCI received a quote from KRC Safety, a UDBe firm, to furnish and install the "Temporary Railing (Type K)", for Items 1, 38, and 177. This was another substantial amount of work in which the items of work were not made available to UDBe's to bid upon. (See Attachment "A")

The lack of "Items Made Available to UDBe Firms" prevented those UDBe firms from having the opportunity to submit a competitive price; thus reducing the number of UDBe firms SCI had to choose from. As stated in 49 CFR Appendix A to Part 26 (B):

*"Selecting portions of the work to be performed by DBEs in order to increase the likelihood that the DBE goals will be achieved. This includes, where appropriate, breaking out contract work items into economically feasible units to facilitate DBE participation, even when the prime contractor might otherwise prefer to perform these work items with its own forces."*

Under SCI's "Rejected UDBe Firms" (Attachment "B"), SCI received four UDBe quotes and accepted one. This is a total of four (4) UDBe firms that SCI solicited and/or received quotes from. Souza received a total of eleven (11), accepted four (4) on our UDBe commitment, and listed one additional qualified UDBe subcontractor West Coast/Tipco Pile Driving JV for a total of 5. SCI rejected Super Seal and Stripe (UDBe) and accepted Toste Construction's price for a price difference of \$2,601. 49 CFR Appendix A to Part 26 D(2) states:

*"However, the fact that there may be some additional costs involved in finding and using DBEs is not in itself sufficient reason for a bidder's failure to meet the contract DBE goal, as long as such costs are reasonable."*

The price difference between Toste Construction and Super Seal and Stripe is minimal.

Souza would have been the lowest monetary and responsive bidder on this project had Souza not made the effort to meet the contract goal. Souza used UDBe companies that did not provide low bids, that were reasonable and not excessive in order to meet the goal.

Dec. 27. 2011 3:36PM Souza Construction, Inc.

EXHIBIT No. 4083 P. 6/10  
Page 6 of 10

Souza listed West Coast/Tipco Pile Driving JV (UDBE) as a subcontractor. However Souza exceeded the contract goal without listing West Coast/Tipco on Souza's UDBE Commitment Form, as Souza had already met and exceeded the goal. We will however, include West Coast/Tipco Pile Driving in our final UDBE utilization report which will increase our actual participation to \$188,264.00 or 5.43%, and improve San Luis Obispo County's overall participation.

49 CFR, Appendix A to Part 26 V states:

*"In determining whether a bidder has made good faith efforts, you may take into account the performance of other bidders in meeting the contract. For example, when the apparent successful bidder fails to meet the contract goal, but others meet it, you may reasonably raise the question of whether, with additional reasonable efforts, the apparent successful bidder could have met the goal."*

All other bidders met and exceeded the contract goal.

Souza and the other bidders' success in achieving the 3% UDBE goal is compelling proof that SCI did not make a good faith effort as defined in 49 CFR, Appendix A to Part 26. Section V states that *"In determining whether a bidder has made good faith efforts, you may take into account the performance of other bidders in meeting the contract."*

A competitive bid contract for public works requires that the successful bidder be the lowest monetary bidder whose bid is also responsive to the contract requirements. A bid cannot be considered responsive unless the bidder can demonstrate that he met the "good faith effort" requirements set forth of the Code of Federal Regulations cited above. SCI clearly failed to do so, and cannot legally be awarded the contract as the "lowest monetary bidder whose bid is responsive to the invitation to bid."

Thank you for consideration of our request, which we believe are full and complete statements specifying the grounds for protest (Public Contract Code 10345 (a)(3)).

Sincerely,

  
Steve A Souza  
President  
Souza Construction Inc.

Dec. 27. 2011 3:36PM Souza Construction, Inc.

EXHIBIT B No. 4083 P. 1/10  
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Attachment "A"



Documentation of Good Faith Efforts  
County of San Luis Obispo Contract #s 300136, 300360, 300361  
Federal Project #s. HP21L-5949(126), BHL-5949(062), BHL-5949(063)  
Bridge Widening on Price Canyon Rd near Edna, Ca

## Items Made Available to UDBE Firms

Specialty Construction, Inc.  
Items Made Available to UDBE Firms  
County of San Luis Obispo Contract #s 300138, 300380, 300381  
Federal Project #s HP21L-5949(128), BHL-5949(082), BHL-5949(063)  
Bridge Widening on Price Canyon Rd near Edna, CA

C. The items of work which the bidder made available to UDBE firms, including, where appropriate, any breaking down of the contract work items (including those items normally performed by the bidder with its own forces) into economically feasible units to facilitate UDBE participation. It is the bidder's responsibility to demonstrate that sufficient work to facilitate UDBE participation was made available to UDBE firms.

Items of Work	Bidder Normally Performs Item (Y/N)	Breakdown of Items	Amount (\$)	Percentage of Contract
MECHANICALLY STABILIZED EARTH WALL	Y	Yes	\$ 827,550.00	24.01%
EROSION CONTROL	N	Yes	\$ 27,844.00	0.80%
ASPHALT PAVING	N	Yes	\$ 69,100.00	2.00%
ASPHALT DIKE PLACEMENT	N	Yes	\$ 6,479.00	0.19%
METAL BEAM GUARD RAIL	N	Yes	\$ 34,080.00	0.99%
STRIPING	N	Yes	\$ 6,230.00	0.18%
CABLE RAILING	N	Yes	\$ 12,570.00	0.36%
SWPPP	N	Yes	\$ 10,800.00	0.31%
CONSTRUCTION AREA SIGNS	N	Yes	\$ 7,400.00	0.21%
TRAFFIC CONTROL	Y	Yes	\$ 34,500.00	1.00%
LEAD COMPLIANCE PLAN	N	Yes	\$ 1,810.00	0.05%
ASPHALTIC EMULSION	N	Yes	\$ 23,333.00	0.68%
DRIVE PILES	N	Yes	\$ 140,400.00	4.07%
PRECAST CONCRETE GIRDER	N	Yes	\$ 155,000.00	4.50%
BAR REINFORCING STEEL	N	Yes	\$ 179,925.00	6.22%
FENCING	N	Yes	\$ 3,930.00	0.11%
CONCRETE BARRIER	N	Yes	\$ 73,688.00	2.14%
BRIDGE REMOVAL	N	Yes	\$ 137,000.00	3.97%
72" CAST-IN-DRILLED-HOLE CONCRETE PILING	N	Yes	\$ 256,000.00	7.43%
SHOTCRETE	Y	Yes	\$ 5,200.00	0.15%
TUBULAR HANDRAILING	N	Yes	\$ 28,640.00	0.83%
Total			\$ 2,041,079.00	59.21%

Dec. 27. 2011 3:33/PM Souza Construction, Inc.

EXHIBIT No. 4083 P. 9/10  
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Attachment "B"



Documentation of Good Faith Efforts  
County of San Luis Obispo Contract #s 300136, 300360, 300361  
Federal Project #s. HP21L-5949(126), BHL-5949(062), BHL-5949(063)  
Bridge Widening on Price Canyon Rd near Edna, Ca

**Rejected UDBE Firms**  
**Copies of quotes received from firms involved**

Dec. 27, 2011 3:37PM Souza Construction, Inc.

EXHIBIT B No. 4083 P. 10/10  
Page 10 of 10

**Specialty Construction, Inc.**  
**Rejected UDBE Firms**  
 County of San Luis Obispo Contract #s 300136, 300360, 300361  
 Federal Project #s HP21L-5948(128), BHL5948(062), BHL-5948(003)  
 Bridge Widening on Price Canyon Rd near Edna, CA

D. The names, addresses and phone numbers of rejected UDBE firms, the reasons for the bidder's rejection of the UDBEs, the firms selected for that work (please attach copies of quotes from the firms involved), and the price difference for each UDBE if the selected firm is not a UDBE: Names, addresses and phone numbers of rejected UDBEs and the reasons for the bidder's rejection of the UDBEs:

Names, addresses and phone numbers of firms selected for the work above:

Rejected UDBE Firm Name/Address/Phone	Reason for Rejection	Selected Firm Name/Address/Phone	Price Difference
A.C. Dike Co. 2788 Venture Dr. Lincoln, CA 95848 Ph: (916) 862-0159	Not Compellive	Asphalt Dike Construction, Inc. dba APCO P.O. Box 780 Goshen, CA 93227-0780 Ph: (559) 651-7900	\$5,024.10
Super Seal & Stripe P.O. Box 755 Fillmore, CA 93016-0755 Ph: (805) 524-7345	Not Compellive	Tosie Construction, Inc. 2651 Green Place Arroyo Grande, CA 93420 Ph: (805) 473-0884	\$2,801.00
KRC Safety Co., Inc. 6085 West Hurley Ave. Visalia, CA 93292 Ph: (559) 732-0384	Not Compellive	Stalewide Traffic Safety & Signs 130 Grobrie Ct Fairfield, CA 94533 Ph: (707) 884-8852 (Items: 32, 34, 38, 40, 111, 113, 118, 119, 172)	\$18,001.00
		Specialty Construction, Inc. (SELF PERFORMED) 845 Clarion Ct. San Luis Obispo, CA 93401 Ph: (805) 543-1708 (Items: 1, 33, 37, 38, 112, 116, 117)	\$85,721.65

**Rudy Bachmann**

---

**From:** Sanjay Singh <sanjay\_singh@dot.ca.gov>  
**Sent:** Wednesday, December 28, 2011 2:27 PM  
**To:** Rudy Bachmann  
**Subject:** Re: FW: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support  
**Attachments:** Souza Letter.pdf

I have no objection to that, provided the confidentiality disclaimer is attached to the message.

Rudy Bachmann <RBachmann@specialtyconstruction.com> To "Sanjay\_Singh@dot.ca.gov" <Sanjay\_Singh@dot.ca.gov>  
12/28/2011 02:19 PM cc  
Subject FW: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Dear Mr. Singh,

Thank you for your quick review and response.

Because the information has been sent to the County as fact and part of a bid protest, would you object to forwarding your response below to Jeff Wesrt at the County to make the record correct?

Sincerely,

Rudy

Rudy C. Bachmann  
President  
Specialty Construction Inc.  
645 Clarion Court  
San Luis Obispo, CA 93401  
Office (805) 543-1706  
Fax (805) 543-1712

**From:** Sanjay Singh [mailto:sanjay\_singh@dot.ca.gov]  
**Sent:** Wednesday, December 28, 2011 1:51 PM  
**To:** Rudy Bachmann  
**Subject:** Re: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Dear Mr. Bachmann,

I have reviewed the information that you sent over, and have discussed it with the two staff listed on the letter from Souza Construction.

Ms. Marijane Stahl, an administrative assistant our executive office, received a phone call from Mr. Johnston and

transferred it to Paul Richard Sr, who is a staff in the Contract Evaluation Unit - that's the extent of Marijane's involvement - she isn't involved in matters pertaining to contracts.

With regard to the purported support of Paul Richard Sr., here are his comments:

"On 12/27/11 I received a call from someone identifying himself as Ken Johnston. He stated he was referred to me by Marijane Shahl. He then proceeded to mention he was the second low bidder on a county project in San Luis Obispo. He explained that the apparent low bidder had not met the goal of the project and his firm as the second bidder as well as the third bidder had met the goal. I explained that this office did not evaluate local agency contracts and referred him to Gene Shy."

Given the sensitive nature of the work performed by this unit on a daily basis, it is highly unlikely that the staff here would discuss bid preference issues with contractors even on Caltrans projects, let alone projects belonging to other agencies.

It is obvious that Mr. Johnston used the names of these staff with malicious intent. We will take this matter up with Souza Construction, Inc. and voice our strong concerns for the misrepresentation of facts about the conversation.

Trust his helps.

Thanks,

---

Sanjay Singh  
Manager  
Certification Unit/Contract Evaluation Unit  
Office of Business and Economic Opportunity  
Department of Transportation  
1823 14th Street, MS 79  
Sacramento, CA 95811  
Phone (916) 324-1059  
Fax (916) 324-1862  
[www.dot.ca.gov/hq/bep](http://www.dot.ca.gov/hq/bep)

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Rudy Bachmann  
<[RBachmann@specialtyconstruction.com](mailto:RBachmann@specialtyconstruction.com)>

12/28/2011 12:31 PM

To "Sanjay\_Singh@dot.ca.gov" <[Sanjay\\_Singh@dot.ca.gov](mailto:Sanjay_Singh@dot.ca.gov)>  
cc Rudy Bachmann <[RBachmann@specialtyconstruction.com](mailto:RBachmann@specialtyconstruction.com)>  
Subject Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Dear Mr. Singh,

Thank you for taking my call and discussing my concerns regarding the attached letter from Souza Construction to the County of San Luis Obispo. Again my concern is that this information has been sent to the County as part of the bid protest and thus I need to follow up and verify if in fact the assertions of Souza Construction are accurate.

I spoke to Gene Shy after we spoke and Gene indicated that he did not make these comments other than he said the local agency would have to make a determination and in fact responded that it "is not true" and will be following up in written format to substantiate.

Thank you for your time and effort regarding this concern.

Sincerely,

Rudy

Rudy C. Bachmann  
President  
Specialty Construction Inc.  
645 Clarion Court  
San Luis Obispo, CA 93401  
Office (805) 543-1706  
Fax (805) 543-1712

- NOTICE -

*This e-mail and its attachment(s) may contain information that is privileged, confidential, and/or exempt from disclosure under applicable law and is intended solely for the use of the individual or entity to which it is addressed. If the reader of this message is not the intended recipient, you are hereby notified that any disclosure, dissemination, distribution, copying, or use of this message is strictly prohibited and may be unlawful. If received in error, please notify the sender immediately and delete/destroy the message and any copies thereof.*

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Attachment J

EXHIBIT C

Page 4 of 6

*addressed. If the reader of this message is not the intended recipient, you are hereby notified that any disclosure, dissemination, distribution, copying, or use of this message is strictly prohibited and may be unlawful. If received in error, please notify the sender immediately and delete/destroy the message and any copies thereof.*

Dec. 27, 2011 3:36PM

Souza Construc

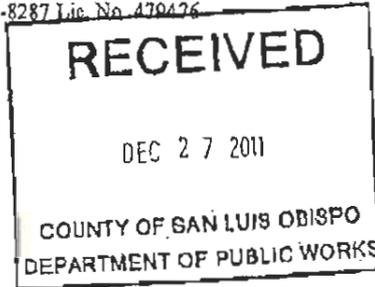
EXHIBIT C  
Page 5 of 6

No. 4083 P. 2/10



SOUZA CONSTRUCTION, INC.  
P.O. Box 3810, San Luis Obispo, CA 93403-3810  
(805) 546-8288 • Fax (805) 546-8287 Lic. No. 479426

Date: Dec 27, 2011  
To: Jeff Werst  
Firm: San Luis Obispo County Public Works  
Phone No: 805-781-4480  
Fax No:  
From: Ken Johnston  
Re: Bridge Widening on Price Canyon Rd near Edna, CA  
Project No: 300136, 300360, & 300361



Souza Job No: \_\_\_\_\_

WE ARE TRANSMITTING:		THE FOLLOWING:		FOR:
<input checked="" type="checkbox"/>	By Hand	<input type="checkbox"/>	Report	Signature
<input type="checkbox"/>	By Mail	<input checked="" type="checkbox"/>	Letter	Review & Approval
<input type="checkbox"/>	FAX	<input type="checkbox"/>	Memo	<input checked="" type="checkbox"/> Your Information & Use
<input type="checkbox"/>	Under Separate Cover	<input type="checkbox"/>	Plans	As Requested
<input type="checkbox"/>	By Delivery Service	<input type="checkbox"/>	Specifications	Review & Return (with comments)
<input type="checkbox"/>	CA Delivery Service	<input type="checkbox"/>	Cost Estimate	Re-submittal
<input type="checkbox"/>	Federal Express	<input type="checkbox"/>	Submittal	
<input type="checkbox"/>		<input type="checkbox"/>	Contract	

REMARKS:

Please find attached the formal protest of contract award to Specialty Construction, Inc for the above mentioned project. We have also attached copies of prior protests that may be of interest as both protests were successful and the projects were awarded to Souza Construction, Inc the lowest responsible bidder.

With regards to this project and ensuing award I have spoken to the following people and have received overwhelming support, given the facts for the award to be granted to Souza Construction.

Paul Richard, Caltrans Office of Business and Economic Development,	916-324-0453
MaryJane Stahl, Caltrans Office of Business and Economic Development	916-324-1700
Pat Connelly, Construction Manager District 5 Caltrans	805-549-3111
Gene SHY, Statewide Local Assistance, Caltrans	916-651-6552

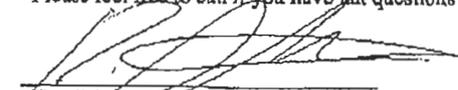
Dec. 27. 2011 3:36PM

Souza Construc

Inc.

I have been in contact with, Sam Hassoun, Director of Joint Engineering Division, Associated General Contractors of California, 916-371-2422, and he has committed to support us in any legal action that may be necessary.

Please feel free to call if you have any questions or comments.

  
\_\_\_\_\_  
Ken Johnston

**Rudy Bachmann**

---

**From:** Pat Connally <pat\_connally@dot.ca.gov>  
**Sent:** Thursday, December 29, 2011 2:52 PM  
**To:** Rudy Bachmann  
**Cc:** jwerst@co.slo.ca.us; Rudy Bachmann  
**Subject:** Re: Follow up to our conversations regarding Souza Construction Statements of overwhelming bid support  
**Attachments:** Souza Letter.pdf

Rudy,

Thank you for sharing the attached document from Souza Contracting, Inc.

First I would like to state that I have not made any determination or supporting statements to Souza that would indicate merit to their protest.

I spoke with Kim Johnston of Souza on the morning of December 27 and gave him the name and number of our Local Assistance Engineer, Garin Schneider, who may be able to provide him more information on how Caltrans (working with FHWA) works with the County on these matters.

The only encouragement that I gave Mr. Johnson is, that if he believes there is a problem in the bidding, he should contact the County of San Luis Obispo for their process and procedures in filing a protest. I have not evaluated their reasons for asserting a protest and have not given an indication of merit to any claims that Souza may assert.

I was simply trying to help Mr. Johnston find the right contacts, and gain information on what the process and procedures may be, to file a protest.

I told him his best contact is with the County and referred him to Dave Flynn.

Pat Connally  
Central Region Office Chief  
Construction West (D-5)  
(805) 549-3247

Rudy Bachmann  
<RBachmann@specialtyconstruction.com>  
To  
"pat\_connally@dot.ca.gov"  
<pat\_connally@dot.ca.gov>  
12/29/2011 02:16 PM cc  
"jwerst@co.slo.ca.us"  
<jwerst@co.slo.ca.us>, Rudy Bachmann  
<RBachmann@specialtyconstruction.com>  
Subject  
Follow up to our conversations regarding Souza Construction Statements of overwhelming bid

support

Dear Mr. Connally,

Thank you for taking my calls and discussing my concerns regarding the attached letter from Souza Construction to the County of San Luis Obispo, Again, my concern is that this information has been sent to the County as part of a bid protest against Specialty Construction's low bid and thus I need to follow up and verify if in fact the assertions of Souza Construction are accurate.

Thank you for your time and effort responding to this matter.

Rudy

Rudy C. Bachmann  
President  
Specialty Construction Inc.  
645 Clarion Court  
San Luis Obispo, CA 93401  
Office (805) 543-1706  
Fax (805) 543-1712

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-- (See attached file: Souza Letter.pdf)

Dec. 27, 2011 3:36PM

Souza Construct

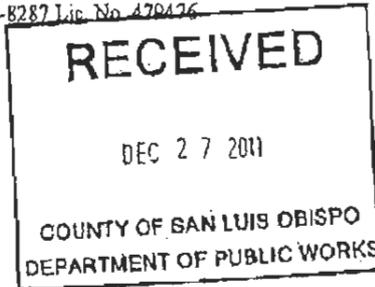
EXHIBIT D  
Page 4 of 5

No. 4083 P. 2/10



SOUZA CONSTRUCTION, INC.  
P.O. Box 3810, San Luis Obispo, CA 93403-3810  
(805) 546-8288 • Fax (805) 546-8287 Lic No. 470426

Date: Dec 27, 2011  
To: Jeff Werst  
Firm: San Luis Obispo County Public Works  
Phone No: 805-781-4480  
Fax No:  
From: Ken Johnston  
Re: Bridge Widening on Price Canyon Rd near Edna, CA  
Project No: 300136, 300360, & 300361



Souza Job No: \_\_\_\_\_

WE ARE TRANSMITTING:	THE FOLLOWING:	FOR:
<input checked="" type="checkbox"/> By Hand	Report	Signature
<input type="checkbox"/> By Mail	<input checked="" type="checkbox"/> Letter	Review & Approval
<input type="checkbox"/> FAX	Memo	<input checked="" type="checkbox"/> Your Information & Use
<input type="checkbox"/> Under Separate Cover	Plans	As Requested
<input type="checkbox"/> By Delivery Service	Specifications	Review & Return (with comments)
<input type="checkbox"/> CA Delivery Service	Cost Estimate	Re-submittal
<input type="checkbox"/> Federal Express	Submittal	
	Contract	

**REMARKS:**

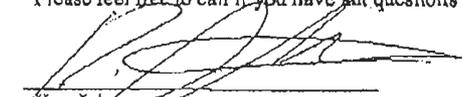
Please find attached the formal protest of contract award to Specialty Construction, Inc for the above mentioned project. We have also attached copies of prior protests that may be of interest as both protests were successful and the projects were awarded to Souza Construction, Inc the lowest responsible bidder.

With regards to this project and ensuing award I have spoken to the following people and have received overwhelming support, given the facts for the award to be granted to Souza Construction.

- Paul Richard, Caltrans Office of Business and Economic Development, 916-324-0453
- MaryJane Stahl, Caltrans Office of Business and Economic Development 916-324-1700
- Pat Connelly, Construction Manager District 5 Caltrans 805-549-3111
- Gene SHY, Statewide Local Assistance, Caltrans 916-651-6552

I have been in contact with, Sam Hassoun, Director of Joint Engineering Division, Associated General Contractors of California, 916-371-2422, and he has committed to support us in any legal action that may be necessary.

Please feel free to call if you have any questions or comments.

  
\_\_\_\_\_  
Ken Johnston

**Rudy Bachmann**

---

**From:** lkershy@comcast.net  
**Sent:** Thursday, December 29, 2011 5:40 AM  
**To:** Rudy Bachmann  
**Subject:** Re: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Dear Mr. Bachmann,  
I agree to forwarding my response below to Jeff Wesrt at the County. Please include the disclaimer below when forwarded!

Eugene Shy, Process Review Engineer  
Project Development & Quality Assurance Office  
Caltrans Division of Local Assistance

---

**From:** "Rudy Bachmann" <[RBachmann@specialtyconstruction.com](mailto:RBachmann@specialtyconstruction.com)>  
**To:** [lkershy@comcast.net](mailto:lkershy@comcast.net)  
**Sent:** Wednesday, December 28, 2011 9:26:05 PM  
**Subject:** RE: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Gene,

Thank you again for your time and response.

Because the information has been sent to the County as fact and part of a bid protest, would you object to forwarding your response below to Jeff Wesrt at the County to make the record correct? I would include the following disclaimer below.

Notice: The information contained in this e-mail is private, confidential, or legally privileged. It is intended only for the use of the person(s) name herein as sender and recipients of the communication. Any retention, display, dissemination, distribution, disclosure, publication or copying of the contents of the attached message by individuals other than the sender or recipient of the said communication is strictly prohibited. If you have received this e-mail message in error, please immediately notify the sender (Caltrans) by e-mail or at the sender's telephone number, then immediately delete this e-mail. Persons who copy or disclose such confidential information are subject to applicable legal penalties.

Sincerely,

Rudy

Rudy C. Bachmann  
President  
Specialty Construction Inc.  
645 Clarion Court  
San Luis Obispo, CA 93401  
Office (805) 543-1706  
Fax (805) 543-1712

From: [lkershy@comcast.net](mailto:lkershy@comcast.net) [mailto:[lkershy@comcast.net](mailto:lkershy@comcast.net)]  
Sent: Wednesday, December 28, 2011 6:58 PM  
To: Rudy Bachmann  
Subject: Re: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Dear Mr. Bachmann,

In the last day or so, I was called by an individual from Souza Construction who told me that Souza Construction was the second low bidder on a federal-aid project, that they had met the specified UDBE goal whereas the low bidder had not met the specified UDBE goal, and that Souza Construction believed that they should be awarded the contract.

I then explained to the caller that if the low bidder had not met the UDBE goal, the low bidder could still be awarded the contract if they had made a Good Faith Effort to meet the UDBE goal and that determination would be made by the local agency prior to award of the contract. I suggested Souza Construction keep in touch with the local agency for further information.

I was then told by the individual that Souza Construction would be filing a bid protest to protect their interest.

I never asked for information from the caller, nor do I have any knowledge of the UDBE efforts and/or commitments of either the low bidder, second low bidder, or other bidders on this federal-aid project and have no opinion as to which bidder the local agency should award the contract.

Eugene Shy, Process Review Engineer  
Project Development & Quality Assurance Office  
Caltrans Division of Local Assistance

---

From: "Rudy Bachmann" <[RBachmann@specialtyconstruction.com](mailto:RBachmann@specialtyconstruction.com)>  
To: [lkershy@comcast.net](mailto:lkershy@comcast.net)  
Cc: "Rudy Bachmann" <[RBachmann@specialtyconstruction.com](mailto:RBachmann@specialtyconstruction.com)>  
Sent: Wednesday, December 28, 2011 1:45:35 PM  
Subject: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Dear Mr. Shy,

Thank you for returning my call and discussing my concerns regarding the attached letter from Souza Construction to the County of San Luis Obispo. Again, my concern is that this information has been sent to the County as part of a bid protest against Specialty Construction's low bid and thus I need to follow up and verify if in fact the assertions of Souza Construction are accurate.

Can you confirm if you made the statement and if not what you did say?

Thank you for your time and effort regarding this matter.

Rudy

Rudy C. Bachmann  
President  
Specialty Construction Inc.  
645 Clarion Court  
San Luis Obispo, CA 93401

Office (805) 543-1706  
Fax (805) 543-1712

**Rudy Bachmann**

---

**From:** Sam Hassoun <Sam@agc-ca.org>  
**Sent:** Friday, December 30, 2011 1:48 PM  
**To:** Rudy Bachmann  
**Subject:** FW: Bid Protest by Souza Construction for Bridge Widening on Price Canyon Rd. Near Edna, CA  
**Attachments:** Souza Letter.pdf

FYI

---

From: Sam Hassoun  
Sent: Friday, December 30, 2011 1:44 PM  
To: [jwerst@co.slo.ca.us](mailto:jwerst@co.slo.ca.us)  
Cc: Tony Morelli; John Hakel; [Jonesd@agc-ca.org](mailto:Jonesd@agc-ca.org); Tom Holsman  
Subject: FW: Bid Protest by Souza Construction for Bridge Widening on Price Canyon Rd. Near Edna, CA

Mr. Werst;  
Below, and for your information, please find my response to the protest letter submitted by Ken Johnston with Souza Construction.  
Please feel free to contact me if you need any additional information.  
Regards;

Sam Hassoun  
(916) 371-2422  
(916) 205-4466 Mobile

---

From: Sam Hassoun  
Sent: Friday, December 30, 2011 12:06 PM  
To: [Kjohnston@Souzaconstructioninc.com](mailto:Kjohnston@Souzaconstructioninc.com)  
Cc: [Ssouza@souzaconstructioninc.com](mailto:Ssouza@souzaconstructioninc.com); Tony Morelli; [Jonesd@agc-ca.org](mailto:Jonesd@agc-ca.org); John Hakel; Tom Holsman; [RBachmann@specialtyconstruction.com](mailto:RBachmann@specialtyconstruction.com)  
Subject: Bid Protest by Souza Construction for Bridge Widening on Price Canyon Rd. Near Edna, CA

Dear Mr. Johnston;

I am enclosing with this email the formal bid protest letter that you filed with San Luis Obispo County Public Works in reference to Bridge Widening project on Price Canyon Road near Edna, CA (Project number 300136, 300360 and 300361).

The final paragraph of your protest letter refers to the phone conversation we had when you called me seeking advice on protesting the lowest bidder (Specialty Construction Inc.) for not meeting the UDBE goals, while your company, Souza Construction, Inc. and the third bidder did.

Your protest letter states: " I have been in contact with Sam Hassoun, Director of Joint Engineering Division, Associated General Contractors of California, 916-371-2422, and he has committed to support us in any legal action that may be necessary".

Mr. Johnston; I need to remind you about the specifics of our phone conversation:

- 1) I indicated to you that this is a County project, not a State or a Federal project; and I have no knowledge of the specifics of this job nor the UDBE requirements.
- 2) You have stated that the specifications used on this job are the same of those on other Caltrans projects. My advise to you was to start at your local Caltrans District and I provided you with the name of Mr. Pat Connally, Chief of Construction at Caltrans District 5 (San Lous Obispo).
- 3) I also did not recommend that you expense statewide Caltrans resources on this issue. However, the Division of Civil Rights at Caltrans can be a source of information on UDBE goal setting. Since Olivia Fonseca, the Deputy Director for Civil Rights has retired, Robert Padilla is a good resource. You have acknowledged that you have his contact information and you already have a relationship with him.
- 4) You asked me for any FHWA contacts within the Civil Rights arena. I mentioned that the only person I know in Sacramento, is Lance and did not have the correct spelling of his last name nor his contact information. I specifically discouraged you from expanding your reach to that level, and if you need any further assistance from FHWA, Robert Padilla will provide you this information.
- 5) Never at any time during our phone conversation, have I indicated, insinuated, or committed my own resources, or AGC of California to support you or your company in any legal action regarding this protest! You have acknowledged in our recent phone conversation this morning, that this statement never took place.

I formally request Ken, that you remove my name and any reference to AGC of California from your bid protest letter. Your statement is not only inaccurate, but also a false representation of the services I provide to you and any other AGC of California member. Your immediate and prompt action is highly appreciated.

Respectfully;

Sam Hassoun  
(916) 371-2422  
(916) 205-4466 Mobile

Dec. 27, 2011 3:36PM

Souza Construc

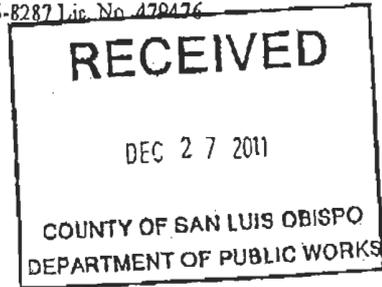
EXHIBIT F  
Page 3 of 4

No. 4083 P. 2/10



SOUZA CONSTRUCTION, INC.  
 P.O. Box 3810, San Luis Obispo, CA 93403-3810  
 (805) 546-8288 • Fax (805) 546-8287 Lic. No. 470476

Date: Dec 27, 2011  
 To: Jeff Werst  
 Firm: San Luis Obispo County Public Works  
 Phone No: 805-781-4480  
 Fax No:  
 From: Ken Johnston  
 Re: Bridge Widening on Price Canyon Rd near Edna, CA  
 Project No: 300136, 300360, & 300361



Souza Job No: \_\_\_\_\_

WE ARE TRANSMITTING:	THE FOLLOWING:	FOR:
<input checked="" type="checkbox"/> By Hand	Report	Signature
<input type="checkbox"/> By Mail	<input checked="" type="checkbox"/> Letter	Review & Approval
<input type="checkbox"/> FAX	Memo	<input checked="" type="checkbox"/> Your Information & Use
<input type="checkbox"/> Under Separate Cover	Plans	As Requested
<input type="checkbox"/> By Delivery Service	Specifications	Review & Return (with comments)
<input type="checkbox"/> CA Delivery Service	Cost Estimate	Re-submittal
<input type="checkbox"/> Federal Express	Submittal	
	Contract	

**REMARKS:**

Please find attached the formal protest of contract award to Specialty Construction, Inc for the above mentioned project. We have also attached copies of prior protests that may be of interest as both protests were successful and the projects were awarded to Souza Construction, Inc the lowest responsible bidder.

With regards to this project and ensuing award I have spoken to the following people and have received overwhelming support, given the facts for the award to be granted to Souza Construction.

Paul Richard, Caltrans Office of Business and Economic Development,	916-324-0453
MaryJane Stahl, Caltrans Office of Business and Economic Development	916-324-1700
Par Connelly, Construction Manager District 5 Caltrans	805-549-3111
Gene SHY, Statewide Local Assistance, Caltrans	916-651-6552

Dec. 27. 2011 3:36PM

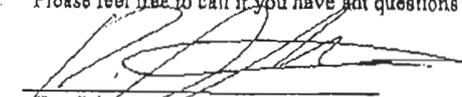
Souza Construc

EXHIBIT F  
ion, Inc.  
Page 4 of 4

No. 4083 P. 3/10

I have been in contact with, Sam Hassoun, Director of Joint Engineering Division, Associated General Contractors of California, 916-371-2422, and he has committed to support us in any legal action that may be necessary.

Please feel free to call if you have any questions or comments.

  
\_\_\_\_\_  
Ken Johnston

## Specialty Construction Inc.

---

December 28, 2011

Via Email & Fax

County of San Luis Obispo  
Mr. Jeff Werst, P.E.  
Design Division Manager  
Department of Public Works  
Fax: (805) 781-1229  
Email: [jwerst@co.slo.ca.us](mailto:jwerst@co.slo.ca.us)

Re: Bridge Widening on Price Canyon near Edna, CA  
HP21L-5949(126), BHL5949(062), BHL5949(063)

Subject: Souza Construction's protest letter dated December 27, 2011

Dear Mr. Werst,

We are in receipt of Souza Construction's protest letter dated December 27, 2011 and will address the assertions made by Souza and the actual facts demonstrating Specialty is the lowest responsible bidder. We will be submitting to the County Specialty Construction's formal response letter by noon on Thursday, December 29, 2011.

Sincerely,

SPECIALTY CONSTRUCTION, INC.



Rudolph C. Bachmann  
President

C: DC, JM

TRANSMISSION VERIFICATION REPORT

TIME : 12/28/2011 09:40  
NAME :  
FAX :  
TEL :  
SER. # : 00085J826737

DATE, TIME	12/28 09:40
FAX NO./NAME	7811229
DURATION	00:00:19
PAGE(S)	01
RESULT	OK
MODE	STANDARD ECM

## Specialty Construction Inc.

December 28, 2011

Via Email & Fax

County of San Luis Obispo  
Mr. Jeff Werst, P.E.  
Design Division Manager  
Department of Public Works  
Fax: (805) 781-1229  
Email: [jwerst@co.slo.ca.us](mailto:jwerst@co.slo.ca.us)

Re: Bridge Widening on Price Canyon near Edna, CA  
HP21L-5949(126), BHL5949(062), BHL5949(063)

Subject: Souza Construction's protest letter dated December 27, 2011

Dear Mr. Werst,

We are in receipt of Souza Construction's protest letter dated December 27, 2011 and will address the assertions made by Souza and the actual facts demonstrating Specialty is the lowest responsible bidder. We will be submitting to the County Specialty Construction's formal response letter by noon on Thursday, December 29, 2011.

Sincerely,

SPECIALTY CONSTRUCTION, INC.

*Sheri Shamblin for*



Transmittal Cover Sheet

Detailed, Grouped by Each Transmittal Number

ESTIMATING  
645 Clarion Court  
San Luis Obispo, CA 93401

Project # ESTIMATING  
Tel: 805-543-1706 Fax: 805-543-1706

**Date:** 12/29/2011

**Reference Number:** 0276

**Transmitted To:**

Jeff Werst, Design Engineer  
County of San Luis Obispo  
Department of Public Works  
Room 207, County Government Center  
976 Osos Street  
San Luis Obispo, CA 93408  
Tel: 805-781-4480  
Fax: 805-781-5252

**Transmitted By:**

Sheri Shamblin  
Specialty Construction, Inc.  
645 Clarion Court  
San Luis Obispo, CA 93401  
Tel: 805-543-1706  
Fax: 805-543-1722

Acknowledgement Required

**Package Transmitted For:**

Review, Submission

**Delivered Via:**

Email

**Tracking Number:**

Item #	Qty	Item	Reference	Description	Notes	Status
001	1.00	Response to Souza's protest letter dated 12/27/11		Bridge Widening on Price Canyon near Edna, CA - 300136, 300360, 300361 / HP21L-5949(126), BHL5949(062), BHL5949(063)		

CO	Company Name	Contact Name	Copies	Notes
	Specialty Construction, Inc.	Rudy Bachmann	1	
	Specialty Construction, Inc.	Doug Clay	1	
	Specialty Construction, Inc.	Jeff Martin	1	
	Souza Construction, Inc.	Steve Souza	1	Via Fax

**Remarks:**

Attached please find the above referenced correspondence.

Sheri Shamblin  
Signature

12-29-11  
Signed Date

## Specialty Construction Inc.

---

December 29, 2011

Jeff Werst, Design Engineer  
County of San Luis Obispo  
Department of Public Works  
Room 207, County Government Center  
976 Osos Street  
San Luis Obispo, CA 93408  
Fax: 805-781-5252

Re: Bridge Widening on Price Canyon near Edna, CA  
HP21L-5949(126), BHL5949(062), BHL5949(063)

Subject: Souza Construction's protest letter dated December 27, 2011

Dear Mr. Werst,

This is Specialty Construction, Inc. (SCI)'s response to the protest documents from Souza Construction, Inc. (Souza) sent our office on December 27, 2011.

The accusations and representations made in Souza's letters are both false and irrelevant. Souza's cover letter claims it has received "overwhelming support" from Paul Richard, MaryJane Stahl, and Gene Shy of Caltrans and Sam Hassoun of the Association of General Contractors (AGC).

I contacted these individuals and Souza's representations are categorically false. The facts are that Ms. MaryJane Stahl is an administrative assistant who received a phone call from a Souza employee, Mr. Johnston, and transferred it to Paul Richard Sr., who is on staff in Caltrans' Contract Evaluation Unit. That was the extent of her involvement. Mr. Richard informed Souza that Mr. Richard's office did not evaluate local agency contracts and referred him to Gene Shy. Mr. Shy categorically denied having any support for Souza. To the contrary, he said that the low bidder "could still be awarded the contract if they made a Good Faith Effort", that it was up to the local agency to make that determination, and that he had "no opinion" as to which bidder the local agency should award the contract." I've attached the emails verifying these facts. (Exhibits 1, 2)

I also spoke with Sam Hassoun of the AGC who denies ever offering any litigation support to Souza and that AGC does not take one contractor's side over another's in bid protests such as these. I believe that the County of San Luis Obispo should think twice before entering into a contract with a contractor who makes misrepresentations to obtain economic advantages before work even begins.

A careful review of the facts demonstrates that SCI did carefully complete its Good Faith obligations in a thoughtful and appropriate way, and that Souza did not act in Good Faith.

---

License A, B619361  
645 Clarion Court • San Luis Obispo, California 93401  
Telephone: 805/543-1706 • Administrative Fax: 805/543-1712 • Estimating Fax: 805/543-1722

SCI's Good Faith Effort (GFE) is planned in advance and diligently completed with careful consideration by our division managers, estimators, project engineers and office staff. Our procedures, and the requirement for authentic good faith as required by the bid documents requires no less than 20-30 office staff hours strictly for the GFE process to assure fair dealings and encouraging opportunities to available UDBE business concerns. These efforts include, but are not limited to: initial sourcing and resourcing of available portions of the work, email and facsimile invitations, phone calls for verifications, assistance, assembling and compiling documentation, recording and advising on bid day decisions, and submitting documentation in clear and concise manner. In addition to this, we advertise and obtain assistance with this UDBE GFE process with direct publications with the following agencies: Minority Business Development Agency, Small Business Administration, and Construction Up-Date / Minority Bidders Bulletin. SCI contacted the State of California, Department of Transportation and the County of San Luis Obispo in efforts to locate potential UDBE resources.

By comparison, Souza outsourced its duty to act in good faith by paying a \$90 fee to a UDBE solicitation service. Souza made only a few phone calls a day or two before bid. Souza forwarded the transmittal cover sheets for highly unlikely sources of UDBE (such as those located in Oregon) with no evidence to support that they were ever sent. This is not to mention several areas of the required GFE forms are incorrectly filled, poorly documented, and nothing short of simply thrown together. With these facts in mind, we believe Souza had to make the decision to increase its bid price and to pay more for certain specific UDBE participation since they failed to meet the Good Faith Efforts.

While Souza's letter is replete with misrepresentations, Souza nowhere points out where SCI failed to comply with the County's UDBE Information – Good Faith Efforts (DB-15 - DB-17) requirements. This is because SCI's bid included all of the information the bid specifications (Exhibit 3) required to satisfy the Good Faith Effort requirements.

- A. The names and dates of each publication in which a request for UDBE participation for this project was placed by the bidder. (See Exhibit 3, Item A)
- B. The names and dates of written notices sent to certified UDBEs soliciting bids for this project and the dates and methods used for following up initial solicitations to determine with certainty whether the UDBEs were interested. (See Exhibit 4)
- C. The items of work which the bidder made available to UDBE firms, including, where appropriate, any breaking down of the contract work items (including those items normally performed by the bidder with its own forces) into economically feasible units to facilitate UDBE participation. It is the bidder's responsibility to demonstrate that sufficient work to facilitate UDBE participation was made available to UDBE firms. (See Exhibit 5 & 6)
- D. The names, addresses, and phone numbers of rejected UDBE firms, the reasons for the bidder's rejection of the UDBEs, the firms selected for that work, and the price difference for each UDBE if the selected firm is not a UDBE. (See Exhibit 7)
- E. Efforts made to assist interested UDBEs in obtaining bonding, lines of credit or insurance, and any technical assistance or information related to the plans, specifications and requirements for the work which was provided to UDBEs. (See Exhibit 3, Item E and Exhibit 6)
- F. Efforts made to assist interested UDBEs in obtaining necessary equipment, supplies, materials, or related assistance or services, excluding supplies and

- equipment the UDBE subcontractor purchases or leases from the prime contractor or its affiliate. (See Exhibit 3, Item F and Exhibit 6)
- G. The names of agencies, organizations or groups contacted to provide assistance in contacting, recruiting and using UDBE firms. (See Exhibit 3, Item G)
  - H. Any additional data to support a demonstration of good faith efforts. (Refer to previously submitted UDBE Information – Good Faith Efforts package)

In addition to the above information, Specialty provided documentation too voluminous to attach here to evidence its' good faith efforts not only to make initial contacts, but to conduct follow-up when initial attempts failed. When a fax didn't go through, Specialty sent an e-mail to the UDBE. When an e-mail didn't go through, phone contact was made. If phone contact wasn't achieved, current contact information was researched via internet searches of yellowpages.com and the Contractors' State License Board website.

Specialty performed all of the acts required by the bid solicitation and the County's and Caltrans' UDBE programs. Factors not set forth in the bid documents, such as other bidders' bids indicate that they met the 3% goal and Specialty did not, may not be considered because this is not a factor set forth in the bid documents or the San Luis Obispo DBE program. Considering any "Good Faith Effort" factor which is not expressed in the bid documents or the County's program would be illegal under California law. Compare California Constitution, Art. 1, § 31 with 49 CFR § 26.47 (funding will not be lost if goal is not met).

Souza's bid was non-responsive. The Bid solicitation required bidders to provide good faith efforts submittals (Special Provisions Section 201.04B-UDBE, page DB-59). All bidders were required to provide fax and/or e-mail confirmations of communications (Item B), copies of quotes from rejected UDBEs and firms selected for the work. Souza did not provide this documentation so Souza's bid is not responsive. *Ghilotti Construction Co. v. City of Richmond* (1996) 45 Cal.App.4th 897, 904.

This non-responsiveness cannot be waived because Souza obtained a competitive advantage by outsourcing its good faith efforts at a cost of \$90.00 when SCI incurred thousands of dollars of expenses to meet the bid solicitation's good faith effort requirements.

Souza makes so many false accusations that time does not permit SCI to address them all. Souza claims that Specialty "limited the items of work it made available to UDBE firms and did not even seek quotes for various items of work". This is false. Specialty's advertisements soliciting bids specifically states that **"ALL SCHEDULED BID ITEMS OPEN FOR BID (INCLUDING ITEMS OF WORK NORMALLY PERFORMED BY SCI.)"** (See Exhibit 5)

Souza falsely states that SCI did not make an item of work available to KRC Safety, Inc., a UDBE subcontractor. This is false. Specialty made this item of work available to KRC Safety, Inc. SCI's good faith efforts documentation shows that the only reason Specialty did not accept KRC Safety's bid was that it was not competitive. Souza fails to disclose to you that Souza also rejected KRC Safety's bid for the same reason: it was not competitive. Souza also fails to disclose to you that Specialty will use KRC Safety to supply construction signs.

Souza accuses Specialty of not using a UDBE subcontractor because of a price difference of \$2,601. But Souza fails to disclose to you that Souza rejected a UDBE subcontractor because of a \$1,500 price difference. If one is to compare bidders' approaches, as Souza argues, if Souza's rejection of a UDBE bid because of a \$1,500 price difference is commercially reasonable, Specialty's rejection of a bid because of a \$2,601 price difference is reasonable.

Souza states the rule that bidders are to solicit interest in sufficient time to allow DBE responses, but fails to state that SCI sent out its UDBE solicitations earlier than Souza. Souza claims it made monetary decisions for UDBE causes but fails to substantiate such claims in accordance with the contract documents.

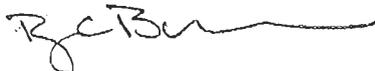
SCI made good faith efforts as set forth in the County's program and bid solicitation and is the lowest responsive bidder. Unlike Souza, Specialty does not outsource its obligation to perform in good faith. Specialty's good faith efforts are part and parcel of who Specialty is, and will be present throughout the performance of the contract to meet all of the contract's good faith requirements, including the 3% UDBE performance goal.

Furthering the point made above, that the 3% UDBE goal is a performance goal (not a bid goal), we wish to point out that the documentation available to us at the time of bid indicated that West Coast/Tipco Pile Driving would provide an \$70,000 UDBE utilization amount at a minimum. That is the information we relied on which resulted in our Good Faith statement of approximately 2.32%. During recent conversations with the listed subcontractor, they have indicated that the \$80,000 was a minimum estimate, and they actually plan to perform about \$98,000 of work, which would result in reaching UDBE utilization of approximately 2.86%. In addition, as stated, we will be using KRC Safety Company, Inc. (a UDBE) for supplying and installing construction area signs. This will provide no less than an additional \$6,600 of UDBE utilization which provides a total utilization for the performance of our work exceeding 3.0%.

Souza's bid protest should be rejected because Specialty met the bid's and the County's Good Faith Effort requirements. The contract should be awarded to Specialty.

Sincerely,

SPECIALTY CONSTRUCTION, INC.



Rudolph C. Bachmann  
President

C: DC, JM

**EXHIBIT 1**

6

**From:** Sanjay Singh [mailto:sanjay\_singh@dot.ca.gov]  
**Sent:** Wednesday, December 28, 2011 2:27 PM  
**To:** Rudy Bachmann  
**Subject:** Re: FW: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

I have no objection to that, provided the confidentiality disclaimer is attached to the message.

Rudy Bachmann <[RBachmann@specialtyconstruction.com](mailto:RBachmann@specialtyconstruction.com)> To: "Sanjay Singh@dot.ca.gov" <[Sanjay\\_Singh@dot.ca.gov](mailto:Sanjay_Singh@dot.ca.gov)>  
cc  
12/28/2011 02:19 PM Subject: FW: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Dear Mr. Singh,

Thank you for your quick review and response.

Because the information has been sent to the County as fact and part of a bid protest, would you object to forwarding your response below to Jeff Wesrt at the County to make the record correct?

Sincerely,

Rudy

Rudy C. Bachmann  
President  
Specialty Construction Inc.  
645 Clarion Court  
San Luis Obispo, CA 93401  
Office (805) 543-1706  
Fax (805) 543-1712

**From:** Sanjay Singh [mailto:sanjay\_singh@dot.ca.gov]  
**Sent:** Wednesday, December 28, 2011 1:51 PM  
**To:** Rudy Bachmann  
**Subject:** Re: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Dear Mr. Bachmann,

I have reviewed the information that you sent over, and have discussed it with the two staff listed on the letter from Souza Construction.

Ms. Marijane Stahl, an administrative assistant our executive office, received a phone call from Mr. Johnston and transferred it to Paul Richard Sr, who is a staff in the Contract Evaluation Unit - that's the extent of Marijane's involvement - she isn't involved in matters pertaining to contracts.

With regard to the purported support of Paul Richard Sr., here are his comments:

Attachment J  
EXHIBIT H  
Page 8 of 34

"On 12/27/11 I received a call from someone identifying himself as Ken Johnston. He stated he was referred to me by Marijane Shahl. He then proceeded to mention he was the second low bidder on a county project in San Luis Obispo. He explained that the apparent low bidder had not met the goal of the project and his firm as the second bidder as well as the third bidder had met the goal. I explained that this office did not evaluate local agency contracts and referred him to Gene Shy."

Given the sensitive nature of the work performed by this unit on a daily basis, it is highly unlikely that the staff here would discuss bid preference issues with contractors even on Caltrans projects, let alone projects belonging to other agencies.

It is obvious that Mr. Johnston used the names of these staff with malicious intent. We will take this matter up with Sousa Construction, Inc. and voice our strong concerns for the misrepresentation of facts about the conversation.

Trust his helps.

Thanks,

---

Sanjay Singh  
Manager  
Certification Unit/Contract Evaluation Unit  
Office of Business and Economic Opportunity  
Department of Transportation  
1823 14th Street, MS 79  
Sacramento, CA 95811  
Phone (916) 324-1059  
Fax (916) 324-1862  
[www.dot.ca.gov/hq/bep](http://www.dot.ca.gov/hq/bep)

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Rudy Bachmann  
<[RBachmann@specialtyconstruction.com](mailto:RBachmann@specialtyconstruction.com)>

12/28/2011 12:31 PM

To "Sanjay Singh <[Sanjay\\_Singh@dot.ca.gov](mailto:Sanjay_Singh@dot.ca.gov)>" <[Sanjay\\_Singh@dot.ca.gov](mailto:Sanjay_Singh@dot.ca.gov)>  
cc Rudy Bachmann <[RBachmann@specialtyconstruction.com](mailto:RBachmann@specialtyconstruction.com)>  
Subject Follow to our conversallon regarding Souza Construction Statements of overwhelming bid support

Dear Mr. Singh,

Thank you for taking my call and discussing my concerns regarding the attached letter from Souza Construction to the County of San Luis Obispo. Again my concern is that this information has been sent to the County as part of the bid protest and thus I need to follow up and verify if in fact the assertions of Souza Construction are accurate.

I spoke to Gene Shy after we spoke and Gene indicated that he did not make these comments other than he said the local agency would have to make a determination and in fact responded that it "is not true" and will be following up in written format to substantiate.

Thank you for your time and effort regarding this concern.

Sincerely,

Rudy

Rudy C. Bachmann  
President  
Specialty Construction Inc.  
645 Clarion Court  
San Luis Obispo, CA 93401  
Office (805) 543-1706  
Fax (805) 543-1712

- NOTICE -

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- NOTICE -

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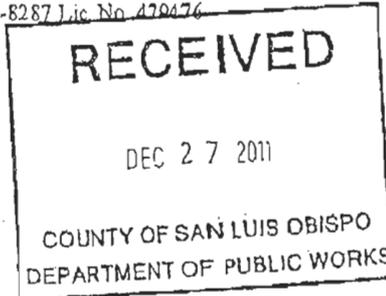
Dec. 27, 2011 3:36PM

Souza Construction, Inc.

No. 4083 P. 2/10



SOUZA CONSTRUCTION, INC.  
 P.O. Box 3810, San Luis Obispo, CA 93403-3810  
 (805) 546-8288 • Fax (805) 546-8287 Lic. No. 470476



Date: Dec 27, 2011  
 To: Jeff Werst  
 Firm: San Luis Obispo County Public Works  
 Phone No: 805-781-4480  
 Fax No:  
 From: Ken Johnston  
 Re: Bridge Widening on Price Canyon Rd near Edna, CA  
 Project No: 300136, 300360, & 300361 Souza Job No: \_\_\_\_\_

WE ARE TRANSMITTING:	THE FOLLOWING:	FOR:
<input checked="" type="checkbox"/> By Hand	Report	Signature
<input type="checkbox"/> By Mail	<input checked="" type="checkbox"/> Letter	Review & Approval
<input type="checkbox"/> FAX	Memo	<input checked="" type="checkbox"/> Your Information & Use
<input type="checkbox"/> Under Separate Cover	Plans	As Requested
<input type="checkbox"/> By Delivery Service	Specifications	Review & Return (with comments)
<input type="checkbox"/> CA Delivery Service	Cost Estimate	Re-submittal
<input type="checkbox"/> Federal Express	Submittal	
	Contract	

REMARKS:

Please find attached the formal protest of contract award to Specialty Construction, Inc for the above mentioned project. We have also attached copies of prior protests that may be of interest as both protests were successful and the projects were awarded to Souza Construction, Inc the lowest responsible bidder.

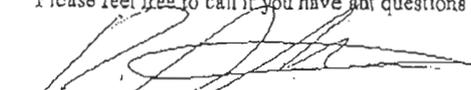
With regards to this project and ensuing award I have spoken to the following people and have received overwhelming support, given the facts for the award to be granted to Souza Construction.

- Paul Richard, Caltrans Office of Business and Economic Development, 916-324-0453
- MaryJane Stahl, Caltrans Office of Business and Economic Development 916-324-1700
- Pat Connelly, Construction Manager District 5 Caltrans 805-549-3111
- Gene SHY, Statewide Local Assistance, Caltrans 916-651-6552

10

I have been in contact with, Sam Hassoun, Director of Joint Engineering Division, Associated General Contractors of California, 916-371-2422, and he has committed to support us in any legal action that may be necessary.

Please feel free to call if you have any questions or comments.

  
\_\_\_\_\_  
Ken Johnston

**EXHIBIT 2**

12

**Rudy Bachmann**

---

**From:** lkersh@comcast.net  
**Sent:** Thursday, December 29, 2011 5:40 AM  
**To:** Rudy Bachmann  
**Subject:** Re: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Dear Mr. Bachmann,  
I agree to forwarding my response below to Jeff Wesrt at the County. Please include the disclaimer below when forwarded!

Eugene Shy, Process Review Engineer  
Project Development & Quality Assurance Office  
Caltrans Division of Local Assistance

---

**From:** "Rudy Bachmann" <RBachmann@specialtyconstruction.com>  
**To:** lkersh@comcast.net  
**Sent:** Wednesday, December 28, 2011 9:26:05 PM  
**Subject:** RE: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Gene,

Thank you again for your time and response.

Because the information has been sent to the County as fact and part of a bid protest, would you object to forwarding your response below to Jeff Wesrt at the County to make the record correct? I would include the following disclaimer below.

Notice: The information contained in this e-mail is private, confidential, or legally privileged. It is intended only for the use of the person(s) name herein as sender and recipients of the communication. Any retention, display, dissemination, distribution, disclosure, publication or copying of the contents of the attached message by individuals other than the sender or recipient of the said communication is strictly prohibited. If you have received this e-mail message in error, please immediately notify the sender (Caltrans) by e-mail or at the sender's telephone number, then immediately delete this e-mail. Persons who copy or disclose such confidential information are subject to applicable legal penalties.

Sincerely,

Rudy

Rudy C. Bachmann  
President  
Specialty Construction Inc.  
645 Clarion Court  
San Luis Obispo, CA 93401  
Office (805) 543-1706  
Fax (805) 543-1712

From: [lkershy@comcast.net](mailto:lkershy@comcast.net) [mailto:[lkershy@comcast.net](mailto:lkershy@comcast.net)]  
Sent: Wednesday, December 28, 2011 6:58 PM  
To: Rudy Bachmann  
Subject: Re: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Dear Mr. Bachmann,

In the last day or so, I was called by an individual from Souza Construction who told me that Souza Construction was the second low bidder on a federal-aid project, that they had met the specified UDBE goal whereas the low bidder had not met the specified UDBE goal, and that Souza Construction believed that they should be awarded the contract.

I then explained to the caller that if the low bidder had not met the UDBE goal, the low bidder could still be awarded the contract if they had made a Good Faith Effort to meet the UDBE goal and that determination would be made by the local agency prior to award of the contract. I suggested Souza Construction keep in touch with the local agency for further information.

I was then told by the individual that Souza Construction would be filing a bid protest to protect their interest.

I never asked for information from the caller, nor do I have any knowledge of the UDBE efforts and/or commitments of either the low bidder, second low bidder, or other bidders on this federal-aid project and have no opinion as to which bidder the local agency should award the contract.

Eugene Shy, Process Review Engineer  
Project Development & Quality Assurance Office  
Caltrans Division of Local Assistance

---

From: "Rudy Bachmann" <[RBachmann@specialtyconstruction.com](mailto:RBachmann@specialtyconstruction.com)>  
To: [lkershy@comcast.net](mailto:lkershy@comcast.net)  
Cc: "Rudy Bachmann" <[RBachmann@specialtyconstruction.com](mailto:RBachmann@specialtyconstruction.com)>  
Sent: Wednesday, December 28, 2011 1:45:35 PM  
Subject: Follow to our conversation regarding Souza Construction Statements of overwhelming bid support

Dear Mr. Shy,

Thank you for returning my call and discussing my concerns regarding the attached letter from Souza Construction to the County of San Luis Obispo, Again, my concern is that this information has been sent to the County as part of a bid protest against Specialty Construction's low bid and thus I need to follow up and verify if in fact the assertions of Souza Construction are accurate.

Can you confirm if you made the statement and if not what you did say?

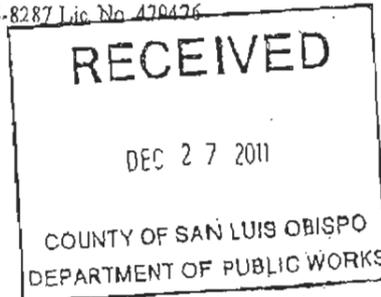
Thank you for your time and effort regarding this matter.

Rudy

Rudy C. Bachmann  
President  
Specialty Construction Inc.  
645 Clarion Court  
San Luis Obispo, CA 93401



SOUZA CONSTRUCTION, INC.  
 P.O. Box 3810, San Luis Obispo, CA 93403-3810  
 (805) 546-8288 • Fax (805) 546-8287 Lic. No. 470426



Date: Dec 27, 2011  
 To: Jeff Werst  
 Firm: San Luis Obispo County Public Works  
 Phone No: 805-781-4480  
 Fax No:  
 From: Ken Johnston  
 Re: Bridge Widening on Price Canyon Rd near Edna, CA  
 Project No: 300136, 300360, & 300361

Souza Job No: \_\_\_\_\_

WE ARE TRANSMITTING:		THE FOLLOWING:		FOR:
<input checked="" type="checkbox"/>	By Hand		Report	Signature
	By Mail	<input checked="" type="checkbox"/>	Letter	Review & Approval
	FAX		Memo	<input checked="" type="checkbox"/> Your Information & Use
	Under Separate Cover		Plans	As Requested
	By Delivery Service		Specifications	Review & Return (with comments)
	CA Delivery Service		Cost Estimate	Re-submittal
	Federal Express		Submittal	
			Contract	

REMARKS:

Please find attached the formal protest of contract award to Specialty Construction, Inc for the above mentioned project. We have also attached copies of prior protests that may be of interest as both protests were successful and the projects were awarded to Souza Construction, Inc the lowest responsible bidder.

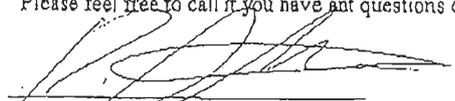
With regards to this project and ensuing award I have spoken to the following people and have received overwhelming support, given the facts for the award to be granted to Souza Construction.

- Paul Richard, Caltrans Office of Business and Economic Development, 916-324-0453
- MaryJane Stahl, Caltrans Office of Business and Economic Development 916-324-1700
- Pat Connelly, Construction Manager District 5 Caltrans 805-549-3111
- Gene SHY, Statewide Local Assistance, Caltrans 916-651-6552

160

I have been in contact with, Sam Hassoun, Director of Joint Engineering Division, Associated General Contractors of California, 916-371-2422, and he has committed to support us in any legal action that may be necessary.

Please feel free to call if you have any questions or comments.



Ken Johnston

17

**EXHIBIT 3**

18

UDBE INFORMATION - GOOD FAITH EFFORTS

Federal-aid Project No.: HP21L-5949(126), BHL-5949(062) & BHL-5949(063)

Bid Opening Date: 12/15/11

Bidder's Name: Specialty Construction, Inc.

The County of San Luis Obispo established an Underutilized Disadvantaged Business Enterprise (UDBE) goal of 3 % for this project. The information provided herein shows that a good faith effort was made.

Lowest, second lowest, and third lowest bidders shall submit the following information to document adequate good faith efforts. Bidders should submit the following information even if the "UDBE COMMITMENT" form indicates the bidder has met the UDBE goal. This will protect the bidder's eligibility for award of the contract if the County determines the bidder failed to meet the goal for various reasons, e.g., a UDBE firm was not certified at bid opening, or the bidder made a mathematical error. Submittal of only the "UDBE COMMITMENT" for may not provide sufficient documentation to demonstrate that adequate good faith efforts were made.

The following items are listed in Section 2-1.04B, "UDBE Good Faith Effort Submittal," of the Special Provisions:

- A. The names and dates of each publication in which a request for UDBE participation for this project was placed by the bidder (please attach copies of advertisements or proofs of publication):

Publications	Dates of Advertisement
Minority Business Development Agency	11/29/11 - 12/15/11
Small Business Administration	11/29/11 - 12/15/11
Construction Up-Date	11/24/11
Minority Bidders Bulletin	11/28/11

- B. The names and dates of written notices sent to certified UDBEs soliciting bids for this project and the dates and methods used for following up initial solicitations to determine with certainty whether the UDBEs were interested (please attach copies of UDBE search results, solicitations, telephone records, fax confirmations, etc.):

Names of UDBEs Solicited	UDBE Certification Number	Method and Date of Initial Solicitation	Follow Up Methods and Dates	Results of Follow Up
See attached "Documentation of Good Faith Efforts; Fax/Email/Phone Log."				

C. The items of work which the bidder made available to UDBE firms, including, where appropriate, any breaking down of the contract work items (including those items normally performed by the bidder with its own forces) into economically feasible units to facilitate UDBE participation. It is the bidder's responsibility to demonstrate that sufficient work to facilitate UDBE participation was made available to UDBE firms.

Items of Work	Bidder Normally Performs Item (Y/N)	Breakdown of Items	Amount (\$)	Percentage Of Contract
<u>See attached "Documentation of Good Faith Efforts; Items of Work Made Available."</u>				

D. The names, addresses, and phone numbers of rejected UDBE firms, the reasons for the bidder's rejection of the UDBEs, the firms selected for that work (please attach copies of quotes from the firms involved), and the price difference for each UDBE if the selected firm is not a UDBE:

Item of Work	Name, address, and phone number of rejected UDBE	Reason for rejection of UDBE	Name, address, and phone number of selected firm	Price difference between UDBE and selected firm
<u>See attached "Documentation of Good Faith Efforts; Rejected UDBE Firms."</u>				

E. Efforts made to assist interested UDBEs in obtaining bonding, lines of credit or insurance, and any technical assistance or information related to the plans, specifications and requirements for the work which was provided to UDBEs:

Solicitations sent to potential UDBE firms advised UDBE's to contact us if they needed assistance with these items, no requests for assistance were made from UDBE firms.

F. Efforts made to assist interested UDBEs in obtaining necessary equipment, supplies, materials, or related assistance or services, excluding supplies and equipment the UDBE subcontractor purchases or leases from the prime contractor or its affiliate:

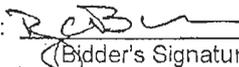
Solicitations sent to potential UDBE firms advised UDBE's to contact us if they needed assistance with these items, no requests for assistance were made from UDBE firms.

G. The names of agencies, organizations or groups contacted to provide assistance in contacting, recruiting and using UDBE firms (please attach copies of requests to agencies and any responses received, i.e., lists, Internet page download, etc.):

Name of Agency/Organization	Method/Date of Contact	Results
Minority Business Development Agency	Internet - 11/29/11	Placed advertisement
Small Business Administration	Internet - 11/29/11	Placed advertisement; SIB-Net Database
State of CA, Dept. of Transportation	Internet - 11/29/11	See attached Search Results
County of San Luis Obispo	Internet - 11/29/11	See attached DBE Directory

H. Any additional data to support a demonstration of good faith efforts (use additional sheets if necessary):

See attached "Documentation of Good Faith Efforts."

By:  Rudolph C. Bachmann, President / Specialty Construction, Inc.  
(Bidder's Signature/Printed Name and Title/Company Name)

NOTE: USE ADDITIONAL SHEETS OF PAPER IF NECESSARY.

**EXHIBIT 4**

22

Specialty Construction, Inc.  
Fax/Email/Phone Log  
Co. of San Luis Obispo Contract #s 300136, 300360, 300361  
Federal Project #s HP21L-5949 (126), BHL-5949(062), BHL-5949(063)  
Bridge Widening on Price Canyon Rd near Edna, CA

B. The names and dates of written notices sent to certified UDBEs soliciting bids for this project and the dates and methods used for following up initial solicitations to determine with certainty whether the UDBEs were interested (please attach copies of solicitations, telephone records, fax confirmations, etc.):

Company Name	Date	Method	Result	Response	Time	Notes	Follow-up	Response	Result
Alert-O-Lite	11/29/11	Via Fax	Successful	No Response	1:24 PM, 12/7/11	Not bidding per Kaitie	Did Not Bid	Did Not Bid	Did Not Bid
Aero Contracting Services	11/29/11	Via Fax	Successful	No Response	1:25 PM, 12/7/11	# disconnected, CSLB - LIC INACTIVE	Did Not Bid	Did Not Bid	Did Not Bid
	11/29/11	Via Email	Busy	No Response	1:26 PM, 12/7/11	Left Voice Mail	No Response	Did Not Bid	Did Not Bid
Amiland Corp	11/30/11	Via Phone	Unsuccessful	No Response	1:28 PM, 12/7/11	Not bidding per Jerry	Did Not Bid	Did Not Bid	Did Not Bid
	11/30/11	Via Phone	Left Voicemail	No Response	1:30 PM, 12/7/11	Not bidding per Abili	Did Not Bid	Did Not Bid	Did Not Bid
Bass Electric	11/29/11	Via Fax	Successful	Unable to Contact	N/A - Couldn't find current contact information	N/A	Did Not Bid	Did Not Bid	Did Not Bid
	11/29/11	Via Fax	Busy	No Response	1:31 PM, 12/7/11	Curtis requested information be re faxed - Considering - information re faxed as requested	Did Not Bid	Did Not Bid	Did Not Bid
Deitech Engineering, Inc.	11/29/11	Via Fax	Successful	No Response	1:40 AM, 12/15/11	Called to find out if they had decided to bid or not - No, not bidding	Did Not Bid	Did Not Bid	Did Not Bid
	11/29/11	Via Fax	Unsuccessful	No Response	1:34 PM, 12/7/11	# disconnected	Did Not Bid	Did Not Bid	Did Not Bid
Derrickson Pike Construction	11/29/11	Via Email	# disconnected, unable to find new phone #	No Response	1:36, 12/7/11	Tried new # on CSLB - Not bidding per Yaunt	Did Not Bid	Did Not Bid	Did Not Bid
	11/30/11	Via Phone	Successful	No Response	1:37 PM, 12/7/11	Not bidding per Kyla	Did Not Bid	Did Not Bid	Did Not Bid
Eagle Engineering and Construction, Inc.	11/29/11	Via Fax	Successful	No Response	1:38 PM, 12/7/11	Left Voice Mail	No Response	No Response	Did Not Bid
	11/29/11	Via Fax	Busy	No Response	1:38 PM, 12/7/11	Left Voice Mail	No Response	No Response	Did Not Bid
Exbon Development, Inc.	11/29/11	Via Email	Successful	No Response	1:37 PM, 12/7/11	Left Voice Mail	No Response	No Response	Did Not Bid
	11/29/11	Via Fax	Successful	No Response	1:38 PM, 12/7/11	Left Voice Mail	No Response	No Response	Did Not Bid
Fine Grads Equipment, Inc.	11/29/11	Via Fax	Successful	No Response	1:38 PM, 12/7/11	Left Voice Mail	No Response	No Response	Did Not Bid
	11/29/11	Via Fax	Successful	No Response	1:38 PM, 12/7/11	Left Voice Mail	No Response	No Response	Did Not Bid

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Specialty Construction, Inc.  
Fax/Email/Phone Log  
Co. of San Luis Obispo Contract # 300360, 300361  
Federal Project # HP21L-5949 (125), BHL-5949(062), BHL-5949(053)  
Bridge Widening on Pico Canyon Rd near Edna, CA

Company	Date/Time	Method	Result	Response	Notes	Response	Date/Time
Bill Graves	11/29/11	Via Fax	Busy	No Response		No Answer	11/29/11
Stonewall Concrete Pumping, Inc.	11/29/11	Via Email	Successful	No Response		Sent Email	11/29/11
	11/29/11	Via Fax	Busy	No Response		Left Voice Mail	11/29/11
	11/29/11	Via Email	Successful	No Response		Left Voice Mail	11/29/11
Fluor Engineering, Inc.	11/29/11	Via Fax	Successful	No Response		Revised Types returned call, rephrased for more info - considering information returned as requested	11/29/11
Fremont Construction, Inc.	11/29/11	Via Fax	Successful	No Response		Left Voice Mail	11/29/11
	11/29/11	Via Fax	Busy	No Response			11/29/11
	11/29/11	Via Phone	# Disconnected	Leave on Contact		NA	11/29/11
	11/29/11	Via Fax	Successful	No Response		# Disconnected	11/29/11
	11/29/11	Via Email	Successful	No Response		Used fax # by OBLF - Left Voice Mail	11/29/11
A. C. Diaz Co.	11/29/11	Via Fax	Successful	No, Pending		DMT call already received confirmation they were stilling	11/29/11
	11/29/11	Via Fax	Successful	No Response		Have not received return yet, unable to confirm call logging	11/29/11
C & L Drilling Co.	11/29/11	Via Fax	Successful	No Response		Not calling per C&L	11/29/11
Construction Consultant Services, Inc.	11/29/11	Via Email	Busy	No Response		Left voice mail	11/29/11
Ligence Standards Construction, Inc.	11/29/11	Via Fax	Successful	No Response		Not calling per Wendy	11/29/11
W. H. Crane & Rigging	11/29/11	Via Fax	Successful	No Response		Not calling per Shanna	11/29/11
Daniel's Equipment Rental Co.	11/29/11	Via Fax	Successful	No Response		Left Voice Mail	11/29/11

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Specialty Construction, Inc.  
 Fax/Email/Phone Log  
 Co. of San Luis Obispo Contract #s 300736, 300360, 300361  
 Federal Project #s HP21L-5949 (126), BHL-5949(062), BHL-5949(063)  
 Bridge Widening on Price Canyon Rd near Edna, CA

Company Name	Date	Method	Result	Response	Time	Notes	Outcome
PC&N Construction, Inc.	11/29/11	Via Fax	Successful	No Response	2:06 PM, 12/7/11	Via Phone Answers, but unable to leave Voice Mail	Did Not Bid
Ram Construction & Concrete, Inc.	11/29/11	Via Fax	Successful	No Response	2:12 PM, 12/7/11	Via Phone Left Voice Mail	Did Not Bid
SJD Construction Inc.	11/29/11	Via Fax	Successful	No Response	2:08 PM, 12/7/11	Via Phone Not bidding per Sandy(?)	Did Not Bid
Super Seal & Stripa, Inc.	11/29/11	Via Fax	Successful	No Response	2:10 PM, 12/7/11	Via Phone Not bidding per Erin Yes, probably bidding per Sharon	Did Not Bid
					2:11 PM, 12/7/11	Via Phone	Quote Received Did Not List - Not Competitive

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**EXHIBIT 5**

26



Documentation of Good Faith Efforts  
County of San Luis Obispo Contract #s 300136, 300360, 300361  
Federal Project #s. HP21L-5949(126), BHL-5949(062), BHL-5949(063)  
Bridge Widening on Price Canyon Rd near Edna, Ca

## Items Made Available to UDBE Firms

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Attachment J  
 EXHIBIT H  
 Page 28 of 34

Specialty Construction, Inc.  
 Items Made Available to UDBE Firms  
 County of San Luis Obispo Contract #s 300136, 300365, 300367  
 Federal Project #s HP21L-5849(106), BHL-5849(062), BHL-5849(063)  
 Bridge Widening on Price Canyon Rd near Edna, CA

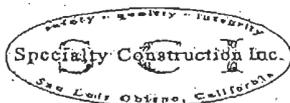
C. The items of work which the bidder made available to UDBE firms, including, where appropriate, any breaking down of the contract work items (including those items normally performed by the bidder with its own forces) into economically feasible units to facilitate UDBE participation. It is the bidder's responsibility to demonstrate that sufficient work to facilitate UDBE participation was made available to UDBE firms.

Item Description	Available	UDBE Participation	Amount	Percentage
MECHANICALLY STABILIZED EARTH WALL	Y	Yes	\$ 827,560.00	24.01%
EROSION CONTROL	N	Yes	\$ 27,644.00	0.80%
ASPHALT PAVING	N	Yes	\$ 59,100.00	2.00%
ASPHALT DIKE PLACEMENT	N	Yes	\$ 6,479.00	0.19%
METAL BEAM GUARD RAIL	N	Yes	\$ 34,090.00	0.99%
STRIPING	N	Yes	\$ 5,230.00	0.15%
CABLE RAILING	N	Yes	\$ 12,570.00	0.36%
SWPPP	N	Yes	\$ 10,900.00	0.31%
CONSTRUCTION AREA SIGNS	N	Yes	\$ 7,400.00	0.21%
TRAFFIC CONTROL	Y	Yes	\$ 34,500.00	1.00%
LEAD COMPLIANCE PLAN	N	Yes	\$ 1,810.00	0.05%
ASPHALTIC SHELSION	N	Yes	\$ 23,333.00	0.68%
DRIVE PILE	N	Yes	\$ 140,400.00	4.07%
PRECAST CONCRETE GIRDERS	N	Yes	\$ 155,000.00	4.50%
RAIL REINFORCED STEEL	N	Yes	\$ 179,925.00	5.22%
VENTS	N	Yes	\$ 3,030.00	0.11%
CONCRETE BARRIERS	N	Yes	\$ 73,688.00	2.14%
BRIDGE REMOVAL	N	Yes	\$ 137,000.00	3.97%
12" CAST-IN-DRILLED-HOLE CONCRETE PILING	N	Yes	\$ 208,000.00	6.03%
SHORTCUTS	Y	Yes	\$ 5,200.00	0.15%
TUBULAR HANDRAILING	N	Yes	\$ 28,540.00	0.82%
<b>Total</b>			<b>\$ 2,641,076.00</b>	<b>38.21%</b>

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**EXHIBIT 6**

29



645 Clarion Court, San Luis Obispo, CA 93401  
(805) 543-1706 FAX (805) 543-1722

### REQUEST FOR BIDS

Date: December 16, 2011

From: Sheri Shamblin, Bid Coordinator - sshamblin@specialtyconstruction.com

Project: County of San Luis Obispo; Bridge Widening on Price Canyon Road near Edna, CA

Contract No. 300136, 300360 & 300361

Federal Project Nos. HP21L-59499(126), BHL-5949(062) & BHL-5949(063)

Bid Date/Time: 12/15/2011 @ 3:00 pm

Quotes Requested by: 5:00 pm, 12/14/11

Requested Services: An EQE requesting sub/supplier bids from qualified DBE/UDBE Subcontractors and Suppliers. Specialty Construction, Inc. (SCI) requests sub/supplier quotes from all qualified subcontractors and suppliers including certified-DBE/UDBE firms for the following items of work, including but not limited to:

MECHANICALLY STABILIZED EARTH WALL, EROSION CONTROL, ASPHALT PAVING, ASPHALT DIKE PLACEMENT, METAL BEAM GUARD RAIL, STRIPING, CABLE RAILING, SWPPP, CONSTRUCTION AREA SIGNS, TRAFFIC CONTROL, LEAD COMPLIANCE PLAN, ASPHALTIC EMULSION, DRIVE PILES, PRECAST CONCRETE GIRDER, BAR REINFORCING STEEL, CHAIN LINK FENCE, CONCRETE BARRIER, BRIDGE REMOVAL, 72" CAST-IN-DRILLED-HOLE CONCRETE PILING, SHOTCRETE, FENCING, TUBULAR HANDRAILING AND ALL SCHEDULED BID ITEMS. OPEN FOR BID (INCLUDING ITEMS OF WORK NORMALLY PERFORMED BY SCI).

Quotes will be broken down into comparable packages as reasonably necessary. SCI will work with interested DBE/UDBE subcontractors to identify opportunities to break down items into economically feasible packages.

Subcontractor/Supplier Requirements: 100% performance and payment bonds may be required for the full amount of subcontract price. SCI will pay for bond premiums up to 2%. Subcontractors must possess a current contractor's license, insurance and worker's compensation coverage meeting SCI and Owner's requirements. Subcontractors will also be required to sign the standard SCI Subcontract Agreement or Purchase Order as appropriate. For copies of the insurance requirements, Subcontract Agreement or Purchase Order, please contact Sheri Shamblin.

Plans and specifications are available for viewing at Specialty Construction, Inc. and for download at: [http://www.slocounty.ca.gov/PW/Design\\_Division/Projects\\_Out\\_To\\_Bid.htm](http://www.slocounty.ca.gov/PW/Design_Division/Projects_Out_To_Bid.htm)

Please contact Sheri Shamblin if you need any bidding assistance including: obtaining bonding, insurance, equipment, materials and/or supplies. SCI intends to work cooperatively with all qualified firms seeking work on this project.

### Response Requested

Please let us know of your interest in this project whether you plan on bidding or not by filling out the information below and faxing it back to our office.

UNANSWERED REQUESTS WILL RECEIVE FOLLOW UP CONTACT

Company Name: \_\_\_\_\_

Bidding:  YES or  NO (Check One)

Contact Name: \_\_\_\_\_ Phone #: \_\_\_\_\_

Is your firm a Certified: UDBE, DBE, MBE, WBE, SBE, or DVBE? (Circle all that apply and provide:)

Certification #(s): \_\_\_\_\_ Certifying Agency(ies) \_\_\_\_\_

Please circle which items your firm intends to bid from the list above.

*Thank you for your prompt response to this request.*

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**EXHIBIT 7**

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Documentation of Good Faith Efforts  
County of San Luis Obispo Contract #s 300136, 300360, 300361  
Federal Project #s. HP21L-5949(126), BHL-5949(062), BHL-5949(063)  
Bridge Widening on Price Canyon Rd near Edna, Ca

**Rejected UDBE Firms**  
**Copies of quotes received from firms involved**

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Attachment J  
 EXHIBIT H  
 Page 33 of 34

Specialty Construction, Inc.  
 Rejected UDSE Firms  
 County of San Luis Obispo Contract #s 501134, 300360, 300061  
 Federal Project #s HP211-5848(12A), 584848(062), 5848-5949(057)  
 Bridge Widening on Price Canyon Rd near Edna, CA

D. The names, addresses and phone numbers of rejected UDSE firms, the reasons for the bidder's rejection of the UDSEs, the firms selected for that work (please attach copies of quotes from the firms involved), and the price difference for each UDSE if the selected firm is not a UDSE. Names, addresses and phone numbers of rejected UDSEs and the reasons for the bidder's rejection of the UDSEs:

Names, addresses and phone numbers of firms selected for the work above:

A. C. Dike Co 2788 Venture Dr. Lincoln, CA 95648 Ph: (916) 952-0158	Not Competitive	Asphalt Dike Construction, Inc. dba AFCD P.O. Box 790 Goshen, CA 93227-0790 Ph: (558) 851-7900	\$5,024.10
Super Seal & Stripe P.O. Box 755 Fibero, CA 93015-0755 Ph: (805) 524-7345	Not Competitive	Tote Construction, Inc. 2651 Green Place Arroyo Grande, CA 93420 Ph: (805) 473-0824	\$2,601.00
KRC Safety Co., Inc. 8065 West Hurley Ave. Visalia, CA 93292 Ph: (559) 732-0394	Not Competitive	Statewide Traffic Safety & Signs 130 Grubbs Ct Fairfield, CA 94533 Ph: (707) 864-0952 (Items: 32, 34, 39, 40, 111, 113, 118, 119, 172)	\$18,001.90
		Specialty Construction, Inc. (SELF PERFORMED) 645 Cladon Ct. San Luis Obispo, CA 93401 Ph: (805) 543-1706 (Items: 1, 33, 37, 39, 112, 116, 117)	\$66,721.65

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**From:** Sheri Shamblin  
**To:** "[jwerst@co.slo.ca.us](mailto:jwerst@co.slo.ca.us)";  
**cc:** [Rudy Bachmann](#); [Doug Clay](#); [Jeff Martin](#);  
**Subject:** Bridge Widening on Price Canyon Road Near Edna - SCI Response to Souza's Bid Protest  
**Date:** Thursday, December 29, 2011 2:20:00 PM  
**Attachments:** [SCI Response to Souza's Bid Protest.pdf](#)

---

Mr. Werst,

Attached please find our response to Souza Construction's protest letter dated 12/27/11. Should you have any questions please contact Rudy Bachmann at (805) 543-1706.

Thank you,

*Sheri Shamblin*  
Project Administrator/Bid Coordinator  
Specialty Construction, Inc.  
phone: (805) 543-1706  
fax: (805) 543-1722  
email: [sshamblin@specialtyconstruction.com](mailto:sshamblin@specialtyconstruction.com)

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## Specialty Construction Inc.

---

January 23, 2012

(onTrac overnight delivery)  
Via Fax and ~~Certified US Mail~~

Jeff Werst, Design Engineer  
County of San Luis Obispo  
Department of Public Works  
Room 207, County Government Center  
976 Osos Street  
San Luis Obispo, CA 93408  
Fax: 805-781-1229

Re: Bridge Widening on Price Canyon near Edna, CA  
HP21L-5949(126), BHL5949(062), BHL5949(063)

Subject: December 20, 2012 Letter, Notice of Finding of Non-Responsiveness

Dear Mr. Werst,

This letter will serve as Specialty Construction Inc.'s formal request for re-consideration and the opportunity to appear in person. We will be submitting written supporting documentation per the requirements.

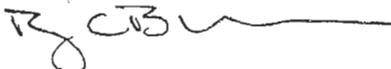
We request the following information a minimum of two days before the reconsideration meeting date, if not sooner:

1. Location of the meeting?
2. Will it be formal or informal?
3. Who will be in attendance?
4. Who will be conducting or leading the meeting?
5. Who will be hearing and making the determination of the results of the reconsideration meeting?
6. Are there any rules or format for the meeting?
7. Will the meeting be recorded or not?
8. How long after the meeting will the results be made available to Specialty?

Thank you for immediate attention with this matter.

Sincerely,

SPECIALTY CONSTRUCTION, INC.



Rudolph C. Bachmann  
President

C: DC, JM, TS (onTrac overnight delivery)  
Souza Construction, Inc. (~~Certified US Mail~~)

---

License A, B619361  
645 Clarion Court ♦ San Luis Obispo, California 93401  
Telephone: 805/543-1706 ♦ Administrative Fax: 805/543-1712 ♦ Estimating Fax: 805/543-1722

TRANSMISSION VERIFICATION REPORT

TIME : 01/23/2012 17:28  
NAME :  
FAX :  
TEL :  
SER. # : 00066J926737

DATE, TIME	01/23 17:27
FAX NO. /NAME	7811229
DURATION	00:00:22
PAGE(S)	01
RESULT	OK
MODE	STANDARD ECM

## Specialty Construction Inc.

January 23, 2012

*(Contract overnight delivery)*  
Via Fax and Certified US Mail

Jeff Werst, Design Engineer  
County of San Luis Obispo  
Department of Public Works  
Room 207, County Government Center  
976 Osos Street  
San Luis Obispo, CA 93408  
Fax: 805-781-1229

Re: Bridge Widening on Price Canyon near Edna, CA  
HP21L-5949(126), BHL5949(062), BHL5949(063)

Subject: December 20, 2012 Letter, Notice of Finding of Non-Responsiveness

Dear Mr. Werst,

This letter will serve as Specialty Construction Inc.'s formal request for re-consideration and the opportunity to appear in person. We will be submitting written supporting documentation per the requirements.

We request the following information a minimum of two days before the reconsideration meeting date, if not sooner:

1. Location of the meeting?
2. Will it be formal or informal?
3. Who will be in attendance?
4. Who will be conducting or leading the meeting?
5. Who will be hearing and making the determination of the results of the reconsideration meeting?
6. Are there any rules or format for the meeting?
7. Will the meeting be recorded or not?
8. How long after the meeting will the results be made available to Specialty?

**From:** [webcustomerservice@ontrac.com](mailto:webcustomerservice@ontrac.com)  
**To:** Sheri Shamblin;  
**Subject:** OnTrac Package Delivery Confirmation: D10010444966513  
**Date:** Tuesday, January 24, 2012 9:57:30 AM

---

Hello,

This is an automated email response from OnTrac. The package tracking number D10010444966513 has been confirmed as delivered.

Delivery Name : COUNTY OF SAN LUIS OBISPO

POD Signature : jones

Delivery Time : 01/24/2012 09:55 AM

Status Code : DELIVERED

Reference : 71304

For more information please visit us at our website at <http://www.ontrac.com> or call us at 800-334-5000.

Thank you for using OnTrac!

OnTrac View Shipment Report

Pickup Information

11640  
SPECIALTY CONSTRUCTION  
645 CLARION COURT  
SAN LUIS OBISPO, 93401  
S. SHAMBLIN - (805)543-1706

Delivery Information

COUNTY OF SAN LUIS OBISPO  
976 OSOS ST  
SAN LUIS OBISPO, 93408-1002  
JEFF WERST -

Package Information

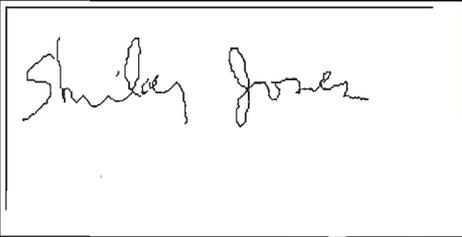
Ship Date 01/23/2012  
Tracking D10010444966513  
Reference 71304  
Reference 2  
POD Signature Jones  
Del. Date 1/24/2012 9:55:00 AM

Service S  
Pieces 0  
Wgt(lbs) 0  
Letters 1

COD \$0.00  
Declared \$0.00  
Sig. Required Yes  
Saturday Del No

Service \$10.46  
Lbs \$0.00  
COD \$0.00  
Declared \$0.00  
Fuel \$1.54  
Other \$0.00  
Total \$12.00

Written Signature



**From:** [webcustomerservice@ontrac.com](mailto:webcustomerservice@ontrac.com)  
**To:** [Sheri Shamblin](#);  
**Subject:** OnTrac Package Delivery Confirmation: D10010444969351  
**Date:** Tuesday, January 24, 2012 10:31:46 AM

---

Hello,  
This is an automated email response from OnTrac. The package tracking number D10010444969351 has been confirmed as delivered.

Delivery Name : SOUZA CONSTRUCTION, INC.  
POD Signature : lisa w  
Delivery Time : 01/24/2012 10:30 AM  
Status Code : DELIVERED  
Reference : 71304

For more information please visit us at our website at <http://www.ontrac.com> or call us at 800-334-5000.

Thank you for using OnTrac!

OnTrac View Shipment Report

Pickup Information

11640  
SPECIALTY CONSTRUCTION  
645 CLARION COURT  
SAN LUIS OBISPO, 93401  
S. SHAMBLIN - (805)543-1706

Delivery Information

SOUZA CONSTRUCTION, INC.  
4027 SANTA FE RD  
SAN LUIS OBISPO, 93401-8180

Package Information

Ship Date 01/23/2012  
Tracking [D10010444969351](#)  
Reference 71304  
Reference 2  
POD Signature lisa w  
Del. Date 1/24/2012 10:30:00 AM

Service S  
Pieces 0  
Wgt(lbs) 0  
Letters 1

COD \$0.00  
Declared \$0.00  
Sig. Required Yes  
Saturday Del No

Service \$10.46  
Lbs \$0.00  
COD \$0.00  
Declared \$0.00  
Fuel \$1.54  
Other \$0.00  
Total \$12.00

Written Signature





Transmittal Cover Sheet

Detailed, Grouped by Each Transmittal Number

ESTIMATING  
 645 Clarion Court  
 San Luis Obispo, CA 93401

Project # ESTIMATING  
 Tel: 805-543-1706 Fax: 805-543-1706

**Date:** 1/24/2012 **Reference Number:** 0281

**Transmitted To:** **Transmitted By:**

Jeff Werst  
 San Luis Obispo County Department of Public Works  
 County Government Center  
 Room 207  
 San Luis Obispo, CA 93408  
 Tel: 805-781-5252  
 Fax: 805-781-1229

Sheri Shamblin  
 Specialty Construction, Inc.  
 645 Clarion Court  
 San Luis Obispo, CA 93401  
 Tel: 805-543-1706  
 Fax: 805-543-1722

Acknowledgement Required

**Package Transmitted For:** **Delivered Via:** **Tracking Number:**

Your Response

Email/Fax/OnTrac Overnight  
 Delivery

Item #	Qty	Item	Reference	Description	Notes	Status
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001	1.00	Request to Review Public Works Files - SLO Co Form	HP21L-5949(126) BHL5949(062) BHL5949(063)	Bridge Widening on Price Canyon near Edna, CA -		
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002	1.00	California Public Records Request Letter 1/24/12	HP21L-5949(126) BHL5949(062) BHL5949(063)	Bridge Widening on Price Canyon near Edna, CA -		
-----	------	--	---	---	--	--

To:	Company Name	Contact Name	Copies	Notes
-----	--------------	--------------	--------	-------

	Souza Construction, Inc.	Steve Souza	1	
	Specialty Construction, Inc.	Doug Clay	1	
	Specialty Construction, Inc.	Tom Seidel	1	
	Specialty Construction, Inc.	Jeff Martin	1	
	Specialty Construction, Inc.	Rudy Bachmann	1	

**Remarks:**

Mr. Werst,

Enclosed you will find a request for public records. We have addressed this information to you with the expectation you will forward it to the right person or department in order to facilitate the request.

Thank you for your cooperation.

*Sheri Shamblin*  
 \_\_\_\_\_  
 Signature

1.24.12  
 \_\_\_\_\_  
 Signed Date

REQUEST TO REVIEW PUBLIC WORKS FILES

NAME OF PERSON REQUESTING FILE Rudolph C. Bachmann

ADDRESS 645 Clarion Ct.

San Luis Obispo, CA 93401

TELEPHONE NO. (805) 543-1706 DATE OF REQUEST 1/24/12

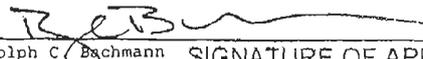
IF THE PERSON REQUESTING THIS INFORMATION IS AN INVESTIGATOR, ATTORNEY OR AGENT FOR ANY OTHER PERSON, PLEASE GIVE THE NAME AND ADDRESS OF THE PERSON ON WHOSE BEHALF THIS INFORMATION IS BEING REQUESTED. N/A.

PLEASE STATE THE DESCRIPTION OF THE DOCUMENTS OR FILE BEING REQUESTED Please see attached "California Public Records Request" letter dated 1/24/12.

PLEASE STATE THE PURPOSE FOR WHICH THIS INFORMATION IS BEING REQUESTED AND THE DATE OF THE OCCURRENCE WHICH GIVES RISE TO THIS REQUEST Please see attached "California Public Records Request" letter dated 1/24/12.

I CERTIFY THAT THE FOREGOING IS TRUE AND CORRECT.

THEFT, DESTRUCTION, FALSIFICATION OR REMOVAL OF ANY OF THE REQUESTED RECORDS IS A CRIME. GOVERNMENT CODE SECTION 6201.

  
Rudolph C. Bachmann SIGNATURE OF APPLICANT

Reserved for County Use. Do Not  
Write in This Space.

EXHIBIT "A"

V:\ADM\_SERVSTORED\Request to Review PW Files.doc

## Specialty Construction Inc.

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January 24, 2012

Via Fax, Email and OnTrac Overnight Delivery

Jeff Worst, Design Engineer  
County of San Luis Obispo  
Department of Public Works  
Room 207, County Government Center  
976 Osos Street  
San Luis Obispo, CA 93408  
Fax: 805-781-1229

Re Bridge Widening on Price Canyon near Edna, CA  
HP21L-5949(126), BHL5949(062), BHL5949(063)

Subject: California Public Records Request

Dear Mr. Worst,

Pursuant to the California Public Records Act (Cal.Gov't Code § 6250, et seq.), I would like to inspect and copy the following public records, including any electronic documents:

1. All communications between anyone employed by San Luis Obispo County (including but not limited to Patrick Foran, Dave Flynn, Paavo Ogren, Cori Marsalek or Jeff Worst), and anyone employed by the State of California, Department of Transportation, regarding Specialty Construction, Inc.'s bid for Bridge Widening on Price Canyon Road Contract Nos. 300136, 300360 and 300361 (Federal Contract Nos. HP21L-5949(126), BHL-5949(062) & BHL-5949(063).
2. All communications between anyone employed by San Luis Obispo County (including but not limited to Patrick Foran, Dave Flynn, Paavo Ogren, Cori Marsalek or Jeff Worst) and anyone employed by Souza Contracting, Inc. regarding Specialty Construction, Inc.'s bid for Bridge Widening on Price Canyon Road Contract Nos. 300136, 300360 and 300361 (Federal Contract Nos. HP21L-5949(126), BHL-5949(062) & BHL-5949(063).
3. All communications between anyone employed by San Luis Obispo County including but not limited to Patrick Foran, Dave Flynn, Paavo Ogren, Cori Marsalek or Jeff Worst, and anyone employed by the Federal Government regarding Specialty Construction, Inc.'s bid for Bridge Widening on Price Canyon Road Contract Nos. 300136, 300360 and 300361 (Federal Contract Nos. HP21L-5949(126), BHL-5949(062) & BHL-5949(063).

---

License A, B619161  
645 Claron Court • San Luis Obispo, California 93401  
Telephone: 805/943-1706 • Administrative Fax: 805/943-1712 • Estimating Fax: 805/943-1722

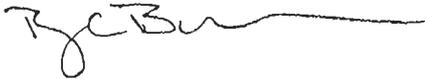
The date range for all of the above communications is from December 15, 2011 to present.

4. All documents that consist of or refer to federal funding for Bridge Widening on Price Canyon Road Contract Nos. 300136, 300360 and 300361 (Federal Contract Nos. HP21L-5649(126), BHL-5949(062) & BHL-5949(063).

Thank you for your time and consideration of this matter.

Sincerely,

SPECIALTY CONSTRUCTION, INC.



Rudolph C. Bachmann  
President

C: DC, JM, TS  
Souza Construction, Inc. (OnTrac Overnight Delivery)

TRANSMISSION VERIFICATION REPORT

TIME : 01/24/2012 11:00  
 NAME :  
 FAX :  
 TEL :  
 SER. # : 000B6J826737

DATE, TIME	01/24 10:59
FAX NO./NAME	7811229
DURATION	00:01:07
PAGE(S)	04
RESULT	OK
MODE	STANDARD ECM



Transmittal Cover Sheet

Detailed, Grouped by Each Transmittal Number

ESTIMATING  
 645 Clarion Court  
 San Luis Obispo, CA 93401

Project # ESTIMATING  
 Tel: 805-543-1706 Fax: 805-543-1706

Date: 1/24/2012 Reference Number: 0287

<b>Transmitted To:</b> Jeff Werst San Luis Obispo County Department of Public Works County Government Center Room 207 San Luis Obispo, CA 93408 Tel: 805-781-5252 Fax: 805-781-1229	<b>Transmitted By:</b> Sheri Shamblin Specialty Construction, Inc. 645 Clarion Court San Luis Obispo, CA 93401 Tel: 805-543-1706 Fax: 805-543-1722
--	--

Acknowledgement Required

<b>Package Transmitted For:</b>	<b>Delivered Via:</b>	<b>Tracking Number:</b>
Your Response	Email/Fax/OnTrac Overnight Delivery	

Item #	Qty	Item	Reference	Description	Notes	Status
001	1.00	Request to Review Public Works Files on Price Canyon - SLO Co Form		Bridge Widening near Edna, CA - HP21L-5949(126), BHL5949(062), BHL5949(063)		
002	1.00	California Public Records Request Letter 1/24/12		Bridge Widening on Price Canyon near Edna, CA - HP21L-5949(126), BHL5949(062), BHL5949(063)		

<b>Company Name:</b>	<b>Contact Name:</b>	<b>Copies:</b>	<b>Notes:</b>
----------------------	----------------------	----------------	---------------

**From:** Sheri Shamblin  
**To:** "[jwerst@co.slo.ca.us](mailto:jwerst@co.slo.ca.us)";  
**cc:** [Jeff Martin](#); [Rudy Bachmann](#); [Doug Clay](#); [Tom Seidel](#);  
**Subject:** Bridge Widening on Price Canyon Road Near Edna - Public Records Request  
**Date:** Tuesday, January 24, 2012 10:47:00 AM  
**Attachments:** [Public Records Request.pdf](#)

---

Mr. Werst,

Attached please find our Public Records Request regarding the bid for the Bridge Widening on Price Canyon Road Near Edna. Should you have any questions please contact Rudy Bachmann.

Thank you,

*Sheri Shamblin*  
Project Administrator/Bid Coordinator  
Specialty Construction, Inc.  
phone: (805) 543-1706  
fax: (805) 543-1722  
email: [sshamblin@specialtyconstruction.com](mailto:sshamblin@specialtyconstruction.com)

**From:** [jwerst@co.slo.ca.us](mailto:jwerst@co.slo.ca.us)  
**To:** [Sheri Shamblin;](#)  
**Subject:** Bridge Widening on Price Canyon Road Near Edna - Public Records Request  
**Date:** Tuesday, January 24, 2012 11:12:05 AM

---

Return Receipt

Your Bridge Widening on Price Canyon Road Near Edna - Public  
document: Records Request

was [jwerst@co.slo.ca.us](mailto:jwerst@co.slo.ca.us)  
received  
by:

at: 01/24/2012 11:11:49 AM

[Scanned @co.slo.ca.us]

## Specialty Construction Inc.

---

January 25, 2012

Via Fax and OnTrac Overnight Delivery

California Department of Transportation  
Division of Local Assistance  
District 05 Local Assistance  
Garin Schneider  
50 Higuera St.  
San Luis Obispo, CA 93401-5415  
Fax: 805-549-3746

Re: Bridge Widening on Price Canyon near Edna, CA  
HP21L-5949(126), BHL5949(062), BHL5949(063)  
County of San Luis Obispo

Subject: California Public Records Request

Dear Mr. Schneider,

Pursuant to the California Public Records Act (Cal.Gov't Code § 6250, et seq.), I would like to inspect and copy the following public records, including any electronic documents:

1. All communications between anyone employed by San Luis Obispo County (including but not limited to Patrick Foran, Dave Flynn, Paavo Ogren, Cori Marsalek or Jeff Werst), and anyone employed by the State of California, Department of Transportation regarding Specialty Construction, Inc.'s bid for Bridge Widening on Price Canyon Road Contract Nos. 300136, 300360 and 300361 (Federal Contract Nos. HP21L-5649(126), BHL-5949(062) & BHL-5949(063).
2. All communications between anyone employed by the State of California, Department of Transportation (including but not limited to Ms. Marijane Stahl, Paul Richard Sr., Gene Shy) and anyone employed by Souza Contracting, Inc, regarding Specialty Construction, Inc.'s bid for Bridge Widening on Price Canyon Road Contract Nos. 300136, 300360 and 300361 (Federal Contract Nos. HP21L-5649(126), BHL-5949(062) & BHL-5949(063).
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---

License A, B619361

645 Clarion Court ♦ San Luis Obispo, California 93401  
Telephone: 805/543-1706 ♦ Administrative Fax: 805/543-1712 ♦ Estimating Fax: 805/543-1722

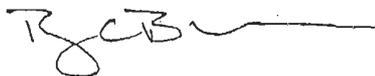
The date range for all of the above communications is from December 15, 2011 to present.

4. All documents that consist of or refer to federal funding for Bridge Widening on Price Canyon Road Contract Nos. 300136, 300360 and 300361 (Federal Contract Nos. HP21L-5649(126), BHL-5949(062) & BHL-5949(063).

Thank you for your time and consideration of this matter.

Sincerely,

SPECIALTY CONSTRUCTION, INC.



Rudolph C. Bachmann  
President

C: DC, JM, TS

TRANSMISSION VERIFICATION REPORT

TIME : 01/25/2012 12:15  
NAME :  
FAX :  
TEL :  
SER.# : 000B6J026737

DATE, TIME	01/25 12:15
FAX NO./NAME	5493746
DURATION	00:00:33
PAGE(S)	02
RESULT	OK
MODE	STANDARD ECM

## Specialty Construction Inc.

January 25, 2012

Via Fax and OnTrac Overnight Delivery

California Department of Transportation  
Division of Local Assistance  
District 05 Local Assistance  
Garin Schneider  
50 Higuera St.  
San Luis Obispo, CA 93401-5415  
Fax: 805-549-3746

Re: Bridge Widening on Price Canyon near Edna, CA  
HP21L-5949(126), BHL5949(062), BHL5949(063)  
County of San Luis Obispo

Subject: California Public Records Request

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## **DBE QUERY FORM INSTRUCTIONS/TUTORIAL**

This tutorial provides instructions on how to use the “DBE Query Form” to search for Disadvantaged Business Enterprise (DBE) firms. On the query form, you will select one, or a combination of different search criteria to refine your search. You do not have to enter search criteria in every field, however the more fields you select, the more narrow your search. If you do not select any criteria, you will get an error page, and will be directed to log back into the DBE Query Form. Click on any item below to jump down to the field you are interested in learning about.

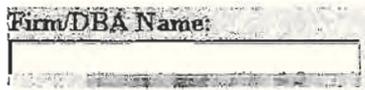
**Search by:**

**(Use the “Control” button on your keyboard and left mouse-click to jump to the information in this document for each title below. Also, to select multiple items in a particular field use the “Control” button on your keyboard and mouse-click on the items you wish to select.)**

- ▶ **Firm/DBA Name:**
- ▶ **Firm Id #:**
- ▶ **Caltrans Districts:**
- ▶ **County:**
- ▶ **Majority Owner Gender:**
- ▶ **Race/Ethnicity:**
- ▶ **DBE/ACDBE Firms:**
- ▶ **License Type:**
- ▶ **NAICS Categories:**
- ▶ **NAICS Codes:**
- ▶ **Work Category Codes:**
- ▶ **City:**
- ▶ **Zip Code:**
- ▶ **Area Code:**
- ▶ **Start your Search:**
- ▶ **Sample Result Page:**

**Firm/DBA Name:**

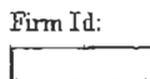
Use this field if you want to search for a particular firm under either the firm name or the Doing Business As (DBA) name. *(If you are unsuccessful, use variations, or you can also use partial name. For example, if you tried XYZ Company and did not get a result, try X Y Z Company, X.Y.Z. Company, or X. Y. Z. Company.)*



**Firm Id #:**

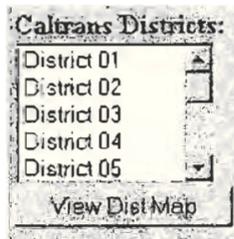
Use this field if you already have a Firm ID number, and you are searching for a specific firm. The Firm ID number ranges from a single digit to five digits, depending on how long the firm has been certified.

Firm Id:



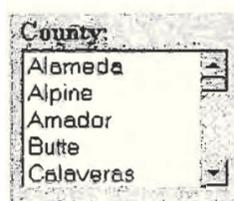
**Caltrans Districts:**

Use this field to search by Caltrans District and you want to search for firms that are willing to work in that district. *(This field gives you the ability to view a Caltrans District Map.)*



**County:**

Use this field to search by County.



**Majority Owner Gender:**

Use this field to search for firms with a desired majority owner gender.

Majority Owner  
Gender:  
 Male  Female

**DBE/ACDBE Firms:**

Use this field to select DBE or Airport Concession Disadvantaged Business Enterprise firms. If you do not select one or the other, only DBE firms will be searched.

DBE  ACDBE

**Race/Ethnicity:**

Use this field to search for firms that are majority owned by particular race/ethnicities.

Race/Ethnicity:  
 ASIAN PACIFIC  
 ASIAN SUBCONTINENT  
 BLACK  
 CAUCASIAN  
 HISPANIC

**License Type:**

Use this field if you are looking for DBEs who hold a specific type of license to help narrow your search. (For example, if you are looking for a framing and rough carpentry contractor, you could search by selecting "B General Building Contractor" or "C05 Framing and Rough Carpentry Contractor.")

License Type:  
 A General Engineering Contractor  
 ARC Architect  
 ASB Asbestos  
 B General Building Contractor  
 C02 Insulation and Accoustical Contractor

**NAICS Categories:**

Use this field if you are looking for DBEs who perform a specific type of work. The North American Industry Classification System (NAICS) are small business size standards matched to particular industries. When you click on a particular industry such as 23 Construction, the NAICS Codes field will expand displaying sub category classifications in the construction sector. (If you select this field, you may want to also select a NAIC Code(s) to narrow your search. If you need additional NAICS Code information, a search tool is available at [www.census.gov/eos/www/naics/index.html](http://www.census.gov/eos/www/naics/index.html).)

**NAICS Categories:**

11 Agriculture, Forestry, Fishing, and Hunting
21 Mining
22 Utilities
23 Construction
31 Manufacturing

**NAICS Codes:**

This field will expand to list additional sub categories under each NAICS Category. *(In order to use this field, you must first select a NAICS Category.)*

**NAICS Codes:**

**Work Category Codes:**

Work Category Codes are more specific than North American Industry Classification System (NAICS) Codes. If you are looking for DBEs who perform a specific type of work, you may want to use this field rather than, or in addition to, the NAICS Code fields.

**Work Category Codes:**

A0110 CASH GRAINS
A0130 FIELD CROPS, EXCEPT CASH GRAINS
A0160 VEGETABLES & MELONS
A0170 FRUITS & TREE NUTS
A0180 HORTICULTURAL SPECIALTIES

[View Work Cat. Codes](#)

**City:**

Use this field to search by city.

City:

**Zip Code:**

Use this field to search by a particular zip code.

Zip Code:

**Area Code:**

Use this field if you have a project in a particular area code.

Area Code:

**Start your Search:**

To conduct your search, scroll to the bottom of the screen and click **“Start Search”** to initiate your query. A list of all firms meeting your input search criteria will be returned. If your search returns too many firms to display, click the **“Back To Query Form”** at the top of the results page and start again. You may need to narrow down your search criteria.

If you are having difficulty conducting your search, please contact the California Department of Transportation, Civil Rights – Certification Unit at (916) 324-8347 or (866) 810-6346. You may also e-mail Sanjay Singh at [sanjay.singh@dot.ca.gov](mailto:sanjay.singh@dot.ca.gov) with questions or feedback.

**Sample Result Page:**

The result page will display in the following format. You can scroll through the list to find details on firms.

Unlinked Certification Program - Microsoft Internet Explorer

Address: http://www.ct.gov/ct/qrySubnet.do

Back To Query Form

Search Returned 216 Records

Query Criteria  
 Area Code: 916

File ID	2400
DBA Name	SYSTEM YORK
Address Line1	40N TRIBUTE ROW
Address Line2	
City	FACAMENTO
State	CA
Zip Code1	95915
Zip Code2	
Certification Type	REG
EMail	WILLIAM@SYSTEMYORK.COM
Area Code	(916)
Phone Number	482-8283
Fax Area Code	(916)
Fax Phone Number	488-8910
Agency Name	DEPARTMENT OF TRANSPORTATION
Counties	00
Districts	00
DBE NAICS	611202 814100

ADDITIONALS

Work Codes	7770 COMPUTER & DATA PROCESSING SERVICES, 0210 COMPUTER MAINTENANCE & REPAIR
Licenses	
Gender	M
Ethnicity	HISPANIC
Firm Type	DBE ONLY

---

File ID	30714
DBA Name	CRAGG GYFFANO REAL ESTATE
Address Line1	110 ILLUMI SQUARE
Address Line2	SUITE 202
City	FACAMENTO
State	CA
Zip Code1	95831
Zip Code2	
Certification Type	REG
EMail	cs12@gyffano.com
Area Code	(916)
Phone Number	486-3045
Fax Area Code	(916)
Fax Phone Number	476-2000
Agency Name	YUBA COUNTY TRANSPORTATION DISTRICT
Counties	01 07 09 10 20 21 24 27 28 29 34 37 38 41 42 44 46 48 63 67
Districts	03 04 05 06 10

Download JD... Discussed not available on PMS (www.dbr.ca.gov)

Internet



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#### Latest Contract Opportunities

Phoenix Opportunity Matching System is a free tool available to all registered minority firms and those seeking to do business with minority firms that cuts opportunities from many databases in one easy-to-use interface. All registered MBE firms are automatically notified by email with opportunity matching your capabilities. If you are not yet registered, click here to register and begin using Phoenix.

#### Business Blog

- Guide to Federal Tax Identification Number
- Getting Ready for Tax Season: IRS Preparation
- Tax Calendar for Businesses and Self-Employed
- Helping Small Businesses Transition to Green and Sustainable Operations
- 6 Tips for Borrowing Startup Funds from Friends or Family

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#### MBDA Social Network

"Submit comments for the next National Advisory Council for Minority Business Enterprise - <http://www.USMBDA.com>" posted on 01-19-2012 by USMBDA

"BusinessNews: In Case You Missed It! <http://www.USMBDA.com>" posted on 01-18-2012 by USMBDA

Opens-Closes	Opportunity Title	Location	Company
Jan 20, 2012 - Feb 06, 2012	Water mains	Goldstone, NC	W.B. White
Jan 20, 2012 - Feb 16, 2012	Water mains	Goldstone, NC	W.B. White
Jan 19, 2012 - Feb 09, 2012	San Diego harbor dr & freborg field water main	San Diego, CA	Utah Pacific Construction Company
Jan 19, 2012 - Feb 02, 2012	Hardeeville, sc - punysburg road waterline	Hardeeville, SC	S.J. Louis Construction
Jan 04, 2012 - Jan 31, 2012	Construction on state hwy 89 in el dorado & placer	Tahoe City, CA	Teichert Construction
Dec 20, 2011 - Feb 15, 2012	Harding drain bypass pump station & pipeline	Turlock, CA	Kg Walters Construction Co Inc
Dec 29, 2011 - Feb 15, 2012	Harding drain bypass pump station & pipeline	Turlock, CA	Kg Walters Construction Co Inc
Dec 29, 2011 - Feb 15, 2012	Harding drain bypass pump station & pipeline	Turlock, CA	Kg Walters Construction Co Inc

Help

[VIEW YOUR OPPORTUNITIES: LOGIN INTO PHOENIX](#)  
[Post Opportunities >](#)

#### BizDev Tools

- [MY ACCOUNT \(LOGIN OR REGISTER\)](#)
- [BUSINESS LOCATOR](#)
- [BUSINESS PLAN WRITER](#)
- [QUAL OPPORTUNITIES](#)
- [OPPORTUNITY](#)
- [PHOENIX](#)
- [RESOURCE LOCATOR](#)

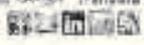
#### Find other businesses near you.

[LAUNCH BUSINESS LOCATOR >](#)

<a href="#">GENERAL INFO</a>	<a href="#">PRESS/MEDIA INFO</a>	<a href="#">BUSINESS WORKSPACE</a>	<a href="#">U.S. Department of Commerce [1] FEEDBACK</a>
<a href="#">About MBDA</a>	<a href="#">Press Releases</a>	<a href="#">Post Opportunities</a>	<a href="#">Privacy Policy</a>
<a href="#">Business Blog</a>	<a href="#">Speeches/Remarks</a>	<a href="#">View Your Opportunities</a>	<a href="#">FOIA Reading Room</a>
<a href="#">Contact</a>	<a href="#">Research Library</a>	<a href="#">Business News</a>	<a href="#">Web Policies</a>
<a href="#">Site Map &amp; Glossary</a>	<a href="#">U.S. Business Fact Sheets</a>	<a href="#">MBDA PartnerNet</a>	<a href="#">USA.gov</a>
<a href="#">Employee Intranet</a>	<a href="#">Publications</a>		<a href="#">GobiernoUSA.gov</a>
<a href="#">MBDA Web Mail</a>	<a href="#">Newsletter</a>		<a href="#">USA Jobs</a>

U.S. Department of Commerce, 1401 Constitution Avenue, N.W. Washington, DC 20230  
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Present in: English, Spanish

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**ONLINE BUSINESS TOOL**

[Summary List](#) | [M.B.D.A. Contacts](#) | [Search for Company](#) | [Match Summary](#) | [Logout](#)  
 Offer Overview  
 Basicly Construction, Inc.

The following is a summary of the information you have submitted for the Opportunity Database. If you would like to add or modify any of the submitted items, please click on the "Edit" link corresponding to the section you would like to edit.

Please note that this is your Opportunity as it appears and active. You need to verify the Contact Information, Offer Information (with only 1 link being between the user and cost panel), Work Information, Location Information, as well as being in the state and SIC or NAICS code.

* Required Fields	
OPPORTUNITY STATUS	Current Status: Active
	Last Modified Date: November 20, 2012
	Last Modified By: Cheryl Sharada
SPECIAL WITH THIS PROGRAM	Is this opportunity related to a special initiative program? <input type="checkbox"/>
OPPORTUNITY INFORMATION	<ul style="list-style-type: none"> <li>* First Name: Stan</li> <li>* Last Name: Starnitz</li> <li>* Telephone: 805-543-1701</li> <li>* Fax: 805-543-1722</li> <li>* Email Address: stan@basiclyconstruction.com</li> <li>* Date Open: November 20, 2012</li> <li>* Date Closed: December 15, 2012</li> <li>* Opportunity Title: Widening of Fred Canyon Road near Fort, CA</li> <li>* Subcontract ID: (PTR01-0998 (16), PHL001062) &amp; (M-1447002)</li> <li>* Contract Value Amount: \$5,888,000</li> <li>* Estimated Contract Duration: 9 - 9 Months</li> <li>* Opportunity Type: Local Government</li> <li>* Offer Description:           <p>Rebuilding 5.6km/3.5mi of roadways from dirt/gravel road to the following: MECH. STABILIZED EARTH WALL, EROSION CONTROL, ASPHALT PAVING, ASPHALT EDGE PLACEMENT, METAL BEAM GUARD RAIL, STRIPING, CABLE RAILING, SWAMP, CONSTRUCTION AREA SIGNS, TRAFFIC CONTROL, LEAD COMPLIANCE PLAN, ASPHALTIC EMULSION, DRIVE PILES, PRECAST CONCRETE CURBS, BAR REINFORCING STEEL, CHAIN LINK FENCE, CONCRETE BARRIER, BRIDGE RENOVAL, TDI (TENT-SHORE), 18" HOLE CONCRETE PILING, SHOTCRETE, FINISHING, TUBULAR REINFORCING AND ALL SCHEDULED</p> </li> <li>* Keywords:           <p>MECH STABILIZED EARTH WALL, EROSION CONTROL, ASPHALT PAVING, ASPHALT EDGE PLACEMENT, METAL BEAM GUARD RAIL, STRIPING, CABLE RAILING, SWAMP, CONSTRUCTION AREA SIGNS, TRAFFIC CONTROL, LEAD COMPLIANCE PLAN, ASPHALTIC EMULSION, DRIVE PILES, PRECAST CONCRETE CURBS, BAR REINFORCING STEEL, CHAIN LINK FENCE, CONCRETE BARRIER, BRIDGE RENOVAL, TDI COVERTYPE PILING, SHOTCRETE, FINISHING, TUBULAR REINFORCING</p> </li> <li>* Basic Receipt: \$888,000</li> <li>* Basic Amount: N/A (Project)</li> </ul>
* INDUSTRY CODES	NAICS (22 - Construction) 224 - Heavy Construction 2246 - Other Heavy Construction 22411 - Highway and Street Construction 22412 - Bridge and Tunnel Construction 22413 - Highway Street, Bridge, and Tunnel Construction
* LOCATION INFORMATION	See List Below, California, USA
	Refer to Company Details

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# California Unified Certified Program

EXHIBIT O  
Page 1 of 25

**NAICS Categories:**

11 Agriculture, Forestry, Fishing, and Hunting
21 Mining
22 Utilities
23 Construction
31 Manufacturing

**NAICS Codes:**

This field will expand to list additional sub categories under each NAICS Category. (In order to use this field, you must first select a NAICS Category.)

**NAICS Codes:**

**Work Category Codes:**

Work Category Codes are more specific than North American Industry Classification System (NAICS) Codes. If you are looking for DBEs who perform a specific type of work, you may want to use this field rather than, or in addition to, the NAICS Code fields.

**Work Category Codes:**

A0110 CASH GRAINS
A0130 FIELD CROPS, EXCEPT CASH GRAINS
A0160 VEGETABLES & MELONS
A0170 FRUITS & TREE NUTS
A0180 HORTICULTURAL SPECIALTIES

→

**City:**

Use this field to search by city.

City:

**Zip Code:**

Use this field to search by a particular zip code.

Zip Code:

EXHIBIT O  
**WORK CODES DESCRIPTION**

**A. AGRICULTURE, FORESTRY, AND FISHING**

**AGRICULTURAL PRODUCTION CROPS**

- A0110 CASH GRAINS
- A0130 FIELD CROPS, EXCEPT CASH GRAINS
- A0160 VEGETABLES & MELONS
- A0170 FRUITS & TREE NUTS
- A0180 HORTICULTURAL SPECIALTIES
- A0190 GENERAL FARMS, PRIMARILY CROP

**AGRICULTURAL PRODUCTION LIVESTOCK**

- A0210 LIVESTOCK, EXCEPT DAIRY AND POULTRY
- A0240 DAIRY FARMS
- A0250 POULTRY & EGGS
- A0270 ANIMAL SPECIALTIES
- A0290 GENERAL FARMS, PRIMARILY ANIMAL

**AGRICULTURAL SERVICES**

- A0710 SOIL PREPARATION SERVICES
- A0720 CROP SERVICES
- A0740 VETERINARY SERVICES
- A0750 ANIMAL SERVICES, EXCEPT VETERINARY
- A0751 ANIMAL CONTROL
- A0760 FARM LABOR & MANAGEMENT SERVICES
- A0780 LANDSCAPE & HORTICULTURAL SERVICES
- A0781 LANDSCAPE, TREE SERVICES

**FORESTRY**

- A0810 TIMBER TRACTS
- A0830 FOREST PRODUCTS
- A0850 FORESTRY SERVICES

**FISHING, HUNTING AND TRAPPING**

- A0910 COMMERCIAL FISHING
- A0920 FISH HATCHERIES & PRESERVES
- A0970 HUNTING, TRAPPING, GAME PROPAGATION

**B. MINING**

**METAL MINING**

- B1010 IRON ORES
- B1020 COPPER ORES
- B1030 LEAD & ZINC ORES
- B1040 GOLD & SILVER ORES
- B1060 FERROALLOY ORES, EXCEPT VANADIUM
- B1080 METAL MINING SERVICES

EXHIBIT O  
**WORK CODES DESCRIPTION**

B1090 MISC METAL ORES

**COAL MINING**

B1220 BITUMINOUS COAL & LIGNITE MINING

B1230 ANTHRACITE MINING

B1240 COAL MINING SERVICES

**OIL AND GAS EXTRACTION**

B1310 CRUDE PETROLEUM & NATURAL GAS

B1320 NATURAL GAS LIQUIDS

B1380 OIL & GAS FIELD SERVICES

**NONMETALLIC MINERALS, EXCEPT FUELS**

B1410 DIMENSION STONE

B1420 CRUSHED & BROKEN STONE

B1440 SAND & GRAVEL

B1450 CLAY, CERAMIC, & REFRACTORY MINERALS

B1470 CHEMICAL & FERTILIZER MINERALS

B1480 NONMETALLIC MINERALS SERVICES

B1490 MISC NONMETALLIC MINERALS

**C CONSTRUCTION**

**HIGHWAY & BUILDING CONSTRUCTION SUPPLIERS**

C0600 MISC SUPPLIERS

C0612 SAFETY

C0620 LANDSCAPING & NURSERY

C0624 PETROLEUM, OIL, LUBRICANTS

C0625 SAND & GRAVEL

C0626 GRANITE & MARBLE

C0639 ASPHALT

C0649 PILINGS

C0651 CONCRETE & CEMENT

C0652 REINFORCING BAR SECTION

C0655 STEEL

C0656 DOORS & FRAMES

C0657 LUMBER

C0658 PAPER

C0659 PAINT

C0670 PIPE

C0680 FENCING

C0683 GUARD RAILING & BARRIERS

C0685 PAVEMENT MARKERS

C0686 ELECTRICAL & SIGNALS

C0687 GLASS & GLASS BLOCK

C0698 BUILDING MATERIAL

C0699 TOOLS

EXHIBIT O  
**WORK CODES DESCRIPTION**

**LEGAL RELATIONS AND RESPONSIBILITY**

C0700 CONSTRUCTION STAKING

**TRAFFIC CONTROL SYSTEM**

C1200 CONSTRUCTION AREA SIGNS

C1201 TRAFFIC CONTROL SYSTEM

C1210 TRAFFIC COUNT

**EXISTING HIGHWAY FACILITIES**

C1522 RESET, ADJUST ROADWAY ITEMS

C1531 PLANE ASPHALT CONCRETE

C1575 REMOVE BRIDGE ITEM

C1580 MODIFY BRIDGE ITEM

**CLEARING AND GRUBBING**

C1601 CLEARING & GRUBBING

**WATERING**

C1701 DEVELOP WATER SUPPLY

**DUST PALLIATIVE**

C1801 DUST PALLIATIVE

**EARTHWORK**

C1901 ROADWAY EXCAVATION

C1910 GRADING

C1920 STRUCTURE EXCAVATION

C1925 SHAPED BEDDING

C1930 STRUCTURE BACKFILL

C1940 DITCHES EXCAVATION

C1970 EMBANKMENT CONSTRUCTION

C1980 IMPORTED BORROW

**EROSION CONTROL & HIGHWAY PLANTING**

C2000 HIGHWAY PLANTING

C2020 SOIL AMENDMENTS

C2021 HYDROSEEDING

C2030 EROSION CONTROL

C2065 IRRIGATION SYSTEM

**FINISHING ROADWAY**

C2201 FINISHING ROADWAY

**LIME TREATMENT**

C2401 LIME TREATMENT

EXHIBIT O  
**WORK CODES DESCRIPTION**

**AGGREGATE SUBBASE**

C2501 AGGREGATE SUBBASE

**AGGREGATE BASE**

C2602 AGGREGATE BASE

**CEMENT TREATED BASE**

C2700 CEMENT TREATED BASE

**LEAN CONCRETE BASE**

C2800 CONCRETE BASE

**PENETRATION TREATMENT**

C3600 PENETRATION TREATMENT & PRIME COAT

**BITUMINOUS SEAL**

C3701 SEAL COAT

**ASPHALT CONCRETE**

C3901 ASPHALT CONCRETE

C3910 PAVING ASPHALT (ASPHALT CONCRETE)

C3930 PAVEMENT REINFORCING FABRIC

C3940 PLACE ASPHALT CONCRETE DIKE & MISC

C3990 RECYCLE, RECLAIM ASPHALT CONCRETE

**PORTLAND CEMENT CONCRETE PAVEMENT**

C4010 PORTLAND CEMENT & CONCRETE PAVEMENT

C4040 CLEAN & SEAL PAVEMENT JOINTS - ROUT & SEAL CRACKS

**PAVEMENT SUBSEALING & JACKING**

C4101 PAVEMENT SUBSEALING & JACKING

**GROOVE AND GRIND PAVEMENT**

C4201 GROOVE & GRIND PAVEMENT

**PILING**

C4901 FURNISH & DRIVE PILING

C4906 CAST-IN-DRILLED-HOLE CONCRETE PILING

**PRESTRESSING CONCRETE**

C5000 PRESTRESSING CONCRETE CAST-IN-PLACE

EXHIBIT O  
**WORK CODES DESCRIPTION**

**CONCRETE STRUCTURE**

- C5100 CONCRETE STRUCTURE
- C5105 MINOR CONCRETE STRUCTURE
- C5110 CONCRETE SURFACE FINISH
- C5111 CONCRETE OVERLAY – DRILL & BOND
- C5120 FURNISH PRECAST CONCRETE DECK UNIT
- C5124 ERECT PRECAST CONCRETE
- C5135 CONCRETE BLOCK & MASONRY RETAINING WALL
- C5136 REINFORCED CONCRETE CRIB WALL
- C5150 CORE CONCRETE – REPAIR BRIDGE DECK
- C5180 SOUND WALL (MASONRY BLOCK-CONCRETE)
- C5190 JOINT SEAL – WATER STOP

**REINFORCEMENT**

- C5201 REINFORCING STEEL

**AIR-BLOWN MORTAR**

- C5301 AIR-BLOWN MORTAR
- C5310 PIPE LINING (CEMENT MORTAR)

**WATERPROOFING**

- C5401 WATERPROOFING

**STEEL STRUCTURE**

- C5501 STEEL STRUCTURES
- C5570 STEEL CRIB WALL

**SIGNS**

- C5601 SIGN STRUCTURE
- C5620 ROADSIDE SIGN

**TIMBER**

- C5701 LUMBER & TIMBER

**PAINTING**

- C5900 CLEAN & PAINT STEEL

**RAILROAD**

- C6101 RAILROAD WORK
- C6120 RAIL VEHICLE/RAILROAD QUALITY ASSURANCE INSPECTION
- C6121 RAILROAD TRACK INSPECTION

**ALTERNATIVE PIPE CULVERT**

- C6200 ALTERNATIVE PIPE CULVERT

EXHIBIT O  
**WORK CODES DESCRIPTION**

**CAST-IN-PLACE CONCRETE PIPE**

C6301 CAST-IN-PLACE CONCRETE PIPE

**ASEST--CEMENT PIPE**

6401 ASBESTOS-CEMENT PIPE

**REINFORCED CONCRETE PIPE**

C6500 REINFORCED CONCRETE PIPE

C6552 JACKED REINFORCED CONCRETE PIPE

C6591 NON-REINFORCED CONCRETE PIPE

**CORRUGATED STEEL PIPE (CSP)**

C6650 CORRUGATED METAL PIPE (CSP)

C6680 JACKED CORRUGATED STEEL PIPE

**STRUCTURAL METAL PLATE PIPE, ARCH & PIPE ARCH**

C6700 STRUCTURAL STEEL PLATE PIPE, ARCH & PIPE ARCH

**SUBSURFACE DRAIN**

C6800 SUBSURFACE DRAIN

C6811 EDGE DRAIN

C6815 HORIZONTAL DRAIN

C6819 FILTER FABRIC

C6820 PERMEABLE MATERIAL

**DOWNDRAIN**

C6900 DOWNDRAIN

**MISCELLANEOUS FACILITY**

C7000 PLASTIC PIPE

C7006 CORRUGATED STEEL PIPE INLET & RISER

C7026 CORRUGATED STEEL PIPE ENERGY DISSIPATOR

C7035 WELDED STEEL PIPE

C7041 JACKED WELDED STEEL PIPE

C7065 DEBRIS RACK-DRAINAGE GATE

**SEWER**

C7112 REINFORCED CONCRETE SEWER PIPE

C7140 CLAY SEWER PIPE

C7160 ASBESTOS-CEMENT SEWER PIPE

C7180 CAST IRON SEWER PIPE

C7191 SEWER MANHOLE

C7194 JUNCTION CHAMBER

C7200 ROCK SLOPE PROTECTION

EXHIBIT O  
**WORK CODES DESCRIPTION**

**SLOPE PROTECTION**

- C7215 CONCRETED-ROCK SLOPE PROTECTION
- C7218 AIR-BLOWN MORTAR (SLOPE PAVING)
- C7250 SACKED CONCRETE

**CONCRETE CURB AND SIDEWALK**

- C7301 CONCRETE CURB & SIDEWALK- MISC

**PUMPING PLANT EQUIPMENT**

- C7405 DRAINAGE PUMPING EQUIPMENT
- C7410 PUMPING PLANT ELECTRICAL EQUIPMENT
- C7415 ENGINE GENERATOR SET

**MISCELLANEOUS METAL**

- C7500 MISC IRON & STEEL FRAME, COVER & GRATE
- C7505 MISC BRIDGE METAL PUMPING PLANT METAL

**WELL**

- C7600 DEVELOP, TEST, DRILL, MAINTAIN WELLS

**FENCE**

- C8000 FENCING

**MONUMENTS**

- C8101 SURVEY OR HISTORICAL MONUMENT

**MARKERS AND DELINEATORS**

- C8201 OBJECT MARKER

**RAILING AND BARRIER**

- C8320 METAL BEAM GUARD RAILING
- C8330 METAL RAILING
- C8331 CONCRETE BARRIER
- C8391 METAL BEAM BARRIER

**TRAFFIC STRIPES AND PAVEMENT MARKING**

- C8405 THERMOPLASTIC TRAFFIC STRIPE & MARKING
- C8406 PAINTED TRAFFIC STRIPE & MARKING

**PAVEMENT MARKER**

- C8501 PAVEMENT MARKING

EXHIBIT O  
**WORK CODES DESCRIPTION**

**SIGNAL AND LIGHTING**

- C8602 SIGNAL & LIGHTING
- C8603 SIGNAL
- C8604 LIGHTING
- C8605 MESSAGE SIGNS, LIGHTING & SIGN ILLUMINATION
- C8608 DETECTOR
- C8609 TRAFFIC COUNT STATION
- C8610 SPEED MONITORING STATION
- C8611 RAMP METERING SYSTEM

**CONSULTANTS, ARCHITECTS & ENGINEERS**

- C8700 CONSULTANT
- C8701 BUSINESS ADMINISTRATION
- C8702 MANAGEMENT INFORMATION SYSTEMS
- C8703 TRAFFIC ENGINEER
- C8704 ARCHITECTURAL
- C8705 DESIGN
- C8706 DESIGN BRIDGES
- C8707 FEASIBILITY STUDIES
- C8710 ENGINEERING
- C8711 COMPUTER
- C8712 PUBLIC RELATIONS
- C8716 ARCHITECTURAL ENGINEER
- C8720 CIVIL ENGINEERING
- C8721 RIGHT OF WAY ENGINEER
- C8722 ENVIRONMENTAL ENGINEER
- C8730 SAFETY STUDIES
- C8740 ELECTRICAL ENGINEERS
- C8742 MECHANICAL ENGINEERS
- C8744 LANDSCAPE ARCHITECTS
- C8746 STRUCTURAL ENGINEER
- C8750 REAL ESTATE
- C8760 SURVEYOR
- C8761 GEOPHYSICS
- C8762 AERIAL/PHOTOGRAMMETRIC MAPPING SERVICES
- C8765 DRAFTING
- C8766 COMPUTER-AIDED DESIGN & DRAFTING (CADD)
- C8770 CONSTRUCTION MANAGEMENT
- C8771 CONSTRUCTION MANAGEMENT – COMMERICAL AND INSTITUTIONAL BUILDING CONSTRUCTION
- C8772 CONSTRUCTION MANAGEMENT – INDUSTRIAL BUILDING CONSTRUCTION
- C8773 CONSTRUCTION MANAGEMENT – HIGHWAY, STREET, AND BRIDGE CONSTRUCTION
- C8774 CONSTRUCTION MANAGEMENT – LAND SUBDIVISION
- C8775 CONSTRUCTION MANAGEMENT – OIL AND GAS PIPELINE AND RELATED STRUCTURES CONSTRUCTION

EXHIBIT O  
**WORK CODES DESCRIPTION**

- C8776 CONSTRUCTION MANAGEMENT – OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION
- C8777 CONSTRUCTION MANAGEMENT – POWER AND COMMUNICATION LINE AND RELATED STRUCTURES CONSTRUCTION
- C8778 CONSTRUCTION MANAGEMENT – WATER AND SEWER LINE AND RELATED STRUCTURE CONSTRUCTION
- C8780 ENGINEERING- GEOTECHNICAL
- C8781 ENGINEERING- HYDROLOGY
- C8782 ENGINEERING – SEISMIC
- C8783 ENGINEERING- STRUCTURAL
- C8784 ENGINEERING – VALUE
- C8790 ENVIRONMENTAL – ACOUSTIC/NOISE STUDIES
- C8791 ENVIRONMENTAL – AR QUALITY
- C8792 ENVIRONMENTAL – BIOLOGICAL STUDIES
- C8793 ENVIRONMENTAL – ENVIRONMENTAL IMPACT STUDIES
- C8794 ENVIRONMENTAL – WATER QUALITY
- C8800 CONSTRUCTION ESTIMATING & COSTING
- C8801 CONSTRUCTION PROJECT AND DOCUMENT CONTROL
- C8802 CONSTRUCTION SCHEDULING
- C8820 DEMOGRAPHIC ANALYSIS
- C8821 ECONOMIC ANALYSIS
- C8822 COMMUNITY ECONOMIC DEVELOPMENT
- C8830 ENERGY STUDIES
- C8831 HOUSING STUDIES
- C8832 DIVERSITY ISSUES/ MINORITY IMPACT STUDIES
- C8833 DISABLED ISSUES/ STUDIES
- C8834 BICYCLE, PEDESTRIAN STUDIES
- C8835 ARCHEOLOGY
- C8836 GEOLOGY
- C8837 CITIZEN, COMMUNITY INVOLVMENT
- C8838 MOBILITY STUDIES – DISABLED
- C8840 INTERMODAL PLANNING
- C8850 TRAFFIC MANAGEMENT/ OPERATIONS
- C8860 PUBLIC/TRANSIT FINANCE
- C8870 FARE/TOLL COLLECTION, TRANSIT

**MISCELLANEOUS RAIL CAR**

- C8900 RAIL CAR SERVICES
- C8901 AIR CONDITIONING/SHEET METAL
- C8902 HEATING
- C8903 ELECTRICAL
- C8904 GLASS INSTALLATION
- C8905 SEATS
- C8906 AUTO SERVICE
- C8907 MACHINING
- C8908 PERSONNEL TRANSPORTATION

**TRUCKING**

EXHIBIT O  
**WORK CODES DESCRIPTION**

C9602 BOTTOM DUMP TRUCKING  
C9605 FLAT BED TRUCKING  
C9632 HAZARDOUS SUBSTANCE REMOVAL  
C9633 HAZARDOUS WASTE TRUCKING  
C9670 TRUCK RENTAL  
C9771 TRUCKER BROKER  
C9774 TRUCKER

**BUILDING CONSTRUCTION**

C9801 BUILDING CONSTRUCTION  
C9810 SMALL STRUCTURES  
C9822 CARPENTRY  
C9826 LAND SURVEYING  
C9827 DRYWALL CONSTRUCTION  
C9828 CRANE WORK  
C9829 RETAINER WALLS  
C9830 WALL COVERING  
C9834 CABINETS  
C9835 LATHING  
C9836 PLASTERING  
C9837 ROOFING  
C9838 CERAMIC TILE  
C9839 CARPET & DRAPES  
C9840 FLOOR COVERING  
C9842 MASONRY  
C9846 ADDITIONS, ALTERATIONS OR REPAIRS  
C9850 PLUMBING  
C9852 EXTERMINATORS  
C9854 PAINTING STRUCTURES  
C9858 RESIDENTIAL ELECTRICAL  
C9860 WATER METER & TEMP FACILITIES  
C9862 RESIDENTIAL AIR CONDITIONING & SHEET METAL  
C9864 SHOWER DOORS & MIRROR INSTALLATION  
C9866 HEATING & AIR CONDITIONING  
C9868 INSULATION  
C9869 ASBESTOS REMOVAL/ABATEMENT  
C9872 SEWER CONNECTION  
C9874 HARDWARE (ROUGH)  
C9876 HARDWARE (FINISH)  
C9878 SIDING, STUCCO, VENEER

**MISCELLANEOUS CONSTRUCTION SERVICES**

C9902 FUEL SYSTEMS  
C9903 CONSTRUCTION CLEAN UP  
C9904 CORING  
C9905 CUTTING

EXHIBIT O  
**WORK CODES DESCRIPTION**

C9906 SANDBLASTING  
C9907 CONSTRUCTION EQUIPMENTAL RENTAL  
C9908 HEAVY EQUIPMENT RENTAL  
C9947 ELEVATOR  
C9980 DEMOLITION  
C9981 BUILDING MOVER  
C9988 MOVING & STORAGE  
C9999 BROKER (FOR FEE ONLY)

**D MANUFACTURING**

**FOOD AND KINDRED PRODUCTS**

D2010 MEAT PRODUCTS  
D2020 DAIRY PRODUCTS  
D2030 PRESERVED FRUITS & VEGETABLES  
D2040 GRAIN MILL PRODUCTS  
D2050 BAKERY PRODUCTS  
D2060 SUGAR & CONFECTIONERY PRODUCTS  
D2070 FATS & OILS  
D2080 BEVERAGES  
D2090 MISC FOOD & KINDRED PRODUCTS

**TOBACCO PRODUCTS**

D2110 CIGARETTES  
D2120 CIGARS  
D2130 CHEWING & SMOKING TOBACCO  
D2140 TOBACCO STEMMING & REDRYING

**TEXTILE MILL PRODUCTS**

D2210 BROADWOVEN FABRIC MILLS, COTTON  
D2220 BROADWOVEN FABRIC MILLS, MANMADE  
D2230 BROADWOVEN FABRIC MILLS, WOOL  
D2240 NARROW FABRIC MILLS  
D2250 KNITTING MILLS  
D2260 TEXTILE FINISHING, EXCEPT WOOL  
D2270 CARPETS & RUGS  
D2280 YARN & THREAD MILLS  
D2290 MISC TEXTILE GOODS

**APPAREL AND OTHER TEXTILE PRODUCTS**

D2310 MEN'S AND BOYS' SUITS & COATS  
D2320 MEN'S & BOYS' FURNISHINGS  
D2330 WOMEN'S & MISSES' OUTERWEAR  
D2340 WOMEN'S & CHILDREN'S UNDERGARMENTS  
D2350 HATS, CAPS, & MILLINERY  
D2360 GIRLS' & CHILDREN'S OUTERWEAR

EXHIBIT O  
**WORK CODES DESCRIPTION**

D2370 FUR GOODS  
D2380 MISC APPAREL & ACCESSORIES  
D2390 MISC FABRICATED TEXTILE PRODUCTS

**LUMBER AND WOOD PRODUCTS**

D2410 LOGGING  
D2420 SAWMILLS & PLANING MILLS  
D2430 MILLWORK, PLYWOOD & STRUCTURAL MEMBERS  
D2440 WOOD CONTAINERS  
D2450 WOOD BUILDING & MOBILE HOMES  
D2490 MISC WOOD PRODUCTS

**FURNITURE AND FIXTURES**

D2510 HOUSEHOLD FURNITURE  
D2520 OFFICE FURNITURE  
D2530 PUBLIC BUILDING & RELATED FURNITURE  
D2540 PARTITIONS & FIXTURES  
D2590 MISC FURNITURE & FIXTURES

**PAPER AND ALLIED PRODUCTS**

D2610 PULP MILLS  
D2620 PAPER MILLS  
D2630 PAPERBOARD MILLS  
D2650 PAPERBOARD CONTAINERS & BOXES  
D2670 MISC CONVERTED PAPER PRODUCTS

**PRINTING AND PUBLISHING**

D2710 NEWSPAPER  
D2720 PERIODICALS  
D2730 BOOKS  
D2740 MISC PUBLISHING  
**D2741 DESKTOP PUBLISHING**  
D2750 COMMERICAL PRINTING  
D2760 MANIFOLD BUSINESS FORMS  
D2770 GREETING CARDS  
D2780 BLANKBOOKS & BOOKBINDING  
D2790 PRINTING TRADE SERVICES  
**D2795 WORD PROCESSING**  
**D2796 EDITING, WRITING**

**CHEMICALS AND ALLIED PRODUCTS**

D2810 INDUSTRIAL INORGANIC CHEMICALS  
D2820 PLASTICS MATERIALS & SYNTHETICS  
D2830 DRUGS  
D2840 SOAP, CLEANERS, & TOILET GOODS  
D2850 PAINTS & ALLIED PRODUCTS  
D2860 INDUSTRIAL ORGANIC CHEMICALS

EXHIBIT O  
**WORK CODES DESCRIPTION**

D2870 AGRICULTURAL CHEMICALS  
D2890 MISC CHEMICAL PRODUCTS

**PETROLEUM AND COAL PRODUCTS**

D2910 PETROLEUM REFINING  
D2950 ASPHALT PAVING & ROOFING MATERIALS  
D2990 MISC. PETROLEUM & COAL PRODUCTS

**RUBBER AND MISC PLASTICS PRODUCTS**

D3010 TIRES & INNER TUBES  
D4020 RUBBER & PLASTICS FOOTWEAR  
D3050 HOSE & BELTING & GASKETS & PACKING  
D3060 FABRICATED RUBBER PRODUCTS, NEC  
D3080 MISC PLASTICS PRODUCTS, NEC

**LEATHER AND LEATHER PRODUCTS**

D3110 LEATHER TANNING & FINISHING  
D3130 FOOTWEAR CUT STOCK  
D3140 FOOTWEARM EXCEPT RUBBER  
D3150 LEATHER GLOVES & MITTENS  
D3160 LUGGAGE  
D3170 HANDBAGS & PERSONAL LEATHER GOODS  
D3190 LEATHER GOODS, NEC

**STONE, CLAY, AND GLASS PRODUCTS**

D3210 FLAT GLASS  
D3220 GLASS & GLASSWARE, PRESSED OR BLOWN  
D3230 PRODUCTS OF PUCHASED GLASS  
D3240 CEMENT, HYDRAULIC  
D3250 STRUCTURAL CLAY PRODUCTS  
D3260 POTTERY & RELATED PRODUCTS  
D3270 CONCRETE, GYPSUM, & PLASTER PRODUCTS  
D3280 CUT STONE & STONE PRODUCTS  
D3290 MISC NONMETALLIC MINERAL PRODUCTS

EXHIBIT O  
**WORK CODES DESCRIPTION**

**PRIMARY METAL INDUSTRIES**

- D3310 BLAST FURNACE & BASIC STEEL PRODUCTS
- D3320 IRON & STEEL FOUNDRIES
- D3330 PRIMARY NONFERROUS METALS
- D3340 SECONDARY NONFERROUS METALS
- D3350 NONFERROUS ROLLING & DRAWING
- D3360 NONFERROUS FOUNDRIES (CASTINGS)
- D3390 MISC PRIMARY METAL PRODUCTS

**FABRICATED METAL PRODUCTS**

- D3410 METAL CANS & SHIPPING CONTAINERS
- D3420 CUTLERY, HANDTOOLS, & HARDWARE
- D3430 PLUMBING & HEATING, EXCEPT ELECTRIC
- D3440 FABRICATED STRUCTURAL METAL PRODUCTS
- D3450 SCREW MACHINE PRODUCTS, BOLTS, ETC.
- D3460 METAL FORGING & STAMPINGS
- D3470 METAL SERVICES, NEC
- D3480 ORDNANCE & ACCESSORIES, NEC
- D3490 MISC FABRICATED METAL PRODUCTS

**INDUSTRIAL MACHINERY AND EQUIPMENT**

- D3510 ENGINES & TURBINES
- D3520 FARM & GARDEN MACHINERY
- D3530 CONSTRUCTION & RELATED MACHINERY
- D3540 METALWORKING MACHINERY
- D3550 SPECIAL INDUSTRY MACHINERY
- D3560 GENERAL INDUSTRIAL MACHINERY
- D3570 COMPUTER & OFFICE EQUIPMENT
- D3580 REFRIGERATION & SERVICE MACHINERY
- D3590 INDUSTRIAL MACHINERY, NEC

**ELECTRONIC & OTHER ELECTRIC MACHINERY**

- D3610 ELECTRIC DISTRIBUTION EQUIPMENT
- D3620 ELECTRICAL INDUSTRIAL APPARATUS
- D3630 HOUSEHOLD APPLIANCES
- D3640 ELECTRIC LIGHTING & WIRING EQUIPMENT
- D3650 HOUSEHOLD AUDIO & VIDEO EQUIPMENT
- D3660 COMMUNICATIONS EQUIPMENT
- D3670 ELECTRONIC COMPONENTS & ACCESSORIES
- D3680 ELECTRONIC ASSEMBLY**
- D3690 MISC ELECTRICAL EQUIPMENT & SUPPLIES

EXHIBIT O  
**WORK CODES DESCRIPTION**

**TRANSPORTATION EQUIPMENT**

- D3710 MOTOR VEHICLES & EQUIPMENT
- D3711 ELECTRIC VEHICLES**
- D3720 AIRCRAFT & PARTS
- D3730 SHIP & BOAT BUILDING & REPAIRING
- D3740 RAILROAD EQUIPMENT
- D3750 MOTORCYCLES, BICYCLES, & PARTS
- D3760 GUIDED MISSILES, SPACE VEHICLES, PARTS
- D3770 LOCOMOTIVE OVERHAUL**
- D3771 RAILCAR REHABILITATION**
- D3790 MISC TRANSPORTATION EQUIPMENT

**INSTRUMENTS AND RELATED PRODUCTS**

- D3810 SEARCH & NAVIGATION EQUIPMENT
- D3820 MEASURING & CONTROLLING DEVICES
- D3840 MEDICAL INSTRUMENTS & SUPPLIES
- D3850 OPHTHALMIC GOODS
- D3860 PHOTOGRAPHIC EQUIPMENT & SUPPLIES
- D3870 WATCHES, CLOCKS, WATCHCASES & PARTS

**MISCELLANEOUS MANUFACTURING INDUSTRIES**

- D3910 JEWELRY, SILVERWARE, & PLATED WARE
- D3930 MUSICAL INSTRUMENTS
- D3940 TOYS & SPORTING GOODS
- D3950 PENS, PENCILS, OFFICE, & ART SUPPLIES
- D3960 COSTUME JEWELRY & NOTIONS
- D3970 TRANSIT TICKET VENDING MACHINE - INSTALL/SERVICE**
- D3980 WHEELCHAIR LIFTS**
- D3990 MISC MANUFACTURES

**E. TRANSPORTATION AND PUBLIC UTILITIES**

**RAILROAD TRANSPORTATION**

- E4010 RAILROADS

**LOCAL AND INTERURBAN PASSENGER TRANSIT**

- E4110 LOCAL & SUBURBAN TRANSPORTATION
- E4120 TAXICABS
- E4130 INTERCITY & RURAL BUS TRANSPORTATION
- E4140 BUS CHARTER SERVICE
- E4150 SCHOOL BUSES
- E4170 BUS TERMINAL & SERVICE FACILITIES

**TRUCKING AND WAREHOUSING**

- D4210 TRUCKING & COURIER SERVICES, EX, AIR
- D4220 PUBLIC WAREHOUSING & STORAGE

EXHIBIT O  
**WORK CODES DESCRIPTION**

D4230 TRUCKING TERMINAL FACILITIES

**U. S. POSTAL SERVICE**

E4310 U. S. POSTAL SERVICE

**WATER TRANSPORTATION**

E4410 DEEP SEA FOREIGN TRANS. OF FREIGHT  
 E4420 DEEP SEA DOMESTIC TRANS. OF FREIGHT  
 E4430 FREIGHT TRANS. ON THE GREAT LAKES  
 E4440 WATER TRANSPORTATION OF FREIGHT, NEC  
 E4480 WATER TRANSPORTATION OF PASSENGERS  
 E4490 WATER TRANSPORTATION SERVICES

**TRANSPORTATION BY AIR**

E4510 AIR TRANSPORTATION, SCHEDULED  
 E4520 AIR TRANSPORTATION, NONSCHEDULED  
 E4580 AIRPORTS, FLYING FIELDS, & SERVICES

E4610	PIPELINES, EXCEPT NATURAL GAS
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**TRANSPORTATION SERVICES**

E4720 PASSENGER TRANSPORTATION ARRANGEMENT  
 E4724 TRAVEL SERVICE  
 E4730 FREIGHT TRANSPORTATION ARRANGEMENT  
 E4740 RENTAL OF RAILROAD CARS  
 E4780 MISC TRANSPORTATION SERVICES  
 E4790 BUS SERVICES -TRANSIT VEHICLE/QUALITY ASSURANCE INSPECTION

**E. COMMUNICATIONS**

E4810 TELEPHONE COMMUNICATIONS  
 E4820 TELEGRAPH & OTHER & COMMUNICATIONS  
 E4830 RADIO & TELEVISION BROADCASTING  
 E4840 CABLE & OTHER PAY TV SERVICES  
 E4890 COMMUNICATIONS SERVICES, NEC

**ELECTRIC, GAS AND SANITARY SERVICES**

E4910 ELECTRIC SERVICES  
 E4920 GAS PRODUCTION & DISTRIBUTION  
 E4930 COMBINATION UTILITY SERVICES  
 E4940 WATER SUPPLY  
 E4950 SANITARY SERVICES, NEC  
 E4952 SEWERAGE SYSTEMS  
 E4953 WASTE COLLECTION AND DISPOSAL  
 E4954 HAZARDOUS WASTE COLLECTION AND DISPOSAL  
 E4960 STEAM & AIR-CONDITIONING SUPPLY

EXHIBIT O  
**WORK CODES DESCRIPTION**

E4970 IRRIGATION SYSTEMS

**F. SUPPLIERS**

(HIGHWAY CONSTRUCTION SUPPLIERS LISTED IN SECTION C, CONSTRUCTION)

**DURABLE GOOD**

F5030 LUMBER AND CONSTRUCTION MATERIAL  
F5040 PROFESSIONAL & COMMERCIAL EQUIPMENT  
F5044 OFFICE EQUIPMENT  
F5045 COMPUTER PERIPHERALS & SOFTWARE  
F5050 METALS & MINERALS, EXCEPT PETROLEUM  
F5060 ELECTRICAL GOODS  
F5061 ELECTRONIC COMPONENTS, N.E.C.  
F5062 ELECTRONIC COMPONENTS – COILS, TRANSFORMERS & OTHER  
INDUCTORS  
F5063 ELECTRONIC COMPONENTS – CONNECTORS  
F5064 ELECTRONIC COMPONENTS – PRINTED CIRCUIT BOARDS  
F5065 ELECTRONIC COMPONENTS – SEMICONDUCTOR & RELATED  
DEVICES  
F5070 HARDWARE, PLUMBING & HEATING EQUIPMENT  
F5080 MACHINERY, EQUIPMENT, & SUPPLIES  
F5081 RAILROAD SAFETY EQUIPMENT  
F5082 TRANSIT RAIL SUPPLIES  
F5083 LOCOMOTIVE PARTS  
F5085 COMPUTER EQUIPMENT & SUPPLIES  
F5088 TRANSPORTATION EQUIPMENT & SUPPLIES  
F5089 BUS PARTS AND SUPPLIES  
F5090 MISC DURABLE GOODS  
F5095 DECALS, SIGNS

**NON DURABLE GOODS**

F5110 PAPER & PAPER PRODUCTS  
F5130 APPAREL, PIECE GOODS, & NOTIONS  
F5131 PATCHES, PINS  
F5132 UNIFORMS  
F5133 AWARDS, BADGES AND NAMETAGS  
F5140 GROCERIES & RELATED PRODUCTS  
F5150 FARM-PRODUCT RAW MATERIALS  
F5160 CHEMICALS & APPLIED PRODUCTS  
F5170 PETROLEUM & PETROLEUM PRODUCTS  
F5171 LUBRICANTS  
F5180 BEER, WINE, & DISTILLED BEVERAGES  
F5190 MISC NONDURABLE GOODS

**BUILDING MATERIALS & GARDEN SUPPLIES**

F5210 LUMBER & OTHER BUILDING MATERIALS  
F5230 PAINT, GLASS, & WALLPAPER STORES

EXHIBIT O  
**WORK CODES DESCRIPTION**

F5251 HARDWARE STORES  
F5260 RETAIL NURSERIES & GARDEN STORES  
F5270 MOBILE HOME DEALERS

**GENERAL MERCHANDISE STORES**

F5310 DEPARTMENT STORES  
F5330 VARIETY STORES  
F5390 MISC GENERAL MERCHANDISE STORES

**FOOD STORES**

F5410 GROCERY STORES  
F5420 MEAT & FISH MARKETS  
F5430 FRUIT & VEGETABLE MARKETS  
F5440 CANDY, NUT, & CONFECTIONERY STORES  
F5450 DAIRY PRODUCTS STORES  
F5460 RETAIL BAKERIES  
F5490 MISC FOOD STORES

**AUTOMOTIVE DEALERS & SERVICE STATIONS**

F5510 NEW & USED CAR DEALERS  
F5520 USED CAR DEALERS  
F5530 AUTO & HOME SUPPLY STORES  
F5540 GASOLINE SERVICE STATIONS  
F5550 BOAT DEALERS  
F5560 RECREATIONAL VEHICLE DEALERS  
F5570 MOTORCYCLE DEALERS  
F5590 AUTOMOTIVE DEALERS, NEC

**APPAREL AND ACCESSORY STORES**

F5610 MEN'S AND BOYS' CLOTHING STORES  
F5620 WOMEN'S CLOTHING STORES  
F5630 WOMEN'S ACCESSORY  
F5640 CHILDREN'S & INFANTS' WEAR STORES  
F5650 FAMILY CLOTHING STORES  
F5660 SHOE STORES  
F5690 MISC APPAREL & ACCESSORY STORES

**FURNITURE AND HOMEFURNISHING STORES**

F5710 FURNITURE & HOMEFURNISHINGS STORES  
F5720 HOUSEHOLD APPLIANCE STORES  
F5730 RADIO, TELEVISION, & COMPUTER STORES

**EATING AND DRINKING PLACES**

F5810 EATING & DRINKING PLACES  
F5820 CATERING

EXHIBIT O  
**WORK CODES DESCRIPTION**

**MISCELLANEOUS RETAIL**

F5910 DRUG STORES & PROPRIETARY STORES  
F5920 LIQUOR STORES  
F5930 USED MERCHANDISE STORES  
F5940 MISC SHOPPING GOODS STORES  
F5960 NONSTORE RETAILERS  
**F5970 RADIATORS**  
F5980 FUEL DEALERS  
F6990 RETAIL STORES, NEC  
F5992 FLORIST

**G. FINANCE, INSURANCE AND REAL ESTATE**

**DEPOSITORY INSTITUTIONS**

H6010 CENTRAL RESERVE DEPOSITORIES  
H6020 COMMERCIAL BANKS  
H6030 SAVINGS INSTITUTIONS  
H6060 CREDIT UNIONS  
H6080 FOREIGN BANK & BRANCHES & AGENCIES

**NONDEPOSITORY INSTITUTIONS**

H6090 FUNCTIONS CLOSELY RELATED TO BANKING  
H6110 FEDERAL & FED.-SPONSORED CREDIT  
H6140 PERSONAL CREDIT INSTITUTIONS  
H6150 BUSINESS CREDIT INSTITUTIONS  
H6160 MORTGAGE BANKERS & BROKERS

**SECURITY AND COMMODITY BROKERS**

H6210 SECURITY BROKERS & DEALERS  
H6220 COMMODITY CONTRACTS BROKERS, DEALERS  
H6230 SECURITY & COMMODITY EXCHANGES  
H6280 SECURITY & COMMODITY SERVICES

**INSURANCE CARRIERS**

H6310 LIFE INSURANCE  
H6320 MEDICAL SERVICE & HEALTH INSURANCE  
H6330 FIRE, MARINE, & CASUALTY INSURANCE  
H6350 SURETY INSURANCE  
H6360 TITLE INSURANCE  
H6370 PENSION, HEALTH, & WELFARE FUNDS  
H6390 INSURANCE CARRIERS, NEC

EXHIBIT O  
**WORK CODES DESCRIPTION**

**INSURANCE AGENTS, BROKERS, & SERVICES**

H6410 INSURANCE AGENTS, BROKERS, & SERVICE  
H6420 BONDING  
H6430 RISK MANAGEMENT

**REAL ESTATE**

H6510 REAL ESTATE OPERATORS & LESSORS  
H6530 REAL ESTATE AGENTS & MANAGERS  
H6531 REAL ESTATE APPRAISERS & BROKERS  
H6532 COMMERCIAL REAL ESTATE APPRIASERS  
H6533 BUSINESS APPRAISERS  
H6534 ACQUISTION (EMINENT DOMAIN) CONSULTANTS  
H6540 TITLE ABSTRACT OFFICES  
H6550 SUBDIVIDERS & DEVELOPERS

**HOLDING AND OTHER INVESTMENT OFFICES**

H6710 HOLDING OFFICES  
H6720 INVESTMENT OFFICES  
H6730 TRUSTS  
H6790 MISC INVESTING

**H. SERVICES**

**HOTELS AND OTHER LODGING PLACES**

I7010 HOTELS & MOTELS  
I7020 ROOMING & BOARDING HOUSES  
I7030 CAMPS & RECREATIONAL VEHICLE PARKS  
I7040 MEMBERSHIP-BASIS ORG. HOTELS

**PERSONAL SERVICES**

I7210 LAUNDRY, CLEANING, & GARMENTS  
I7220 PHOTOGRAPHIC STUDIOS, PORTRAIT  
I7230 BEAUTY SHOPS  
I7240 BARBER SHOPS  
I7250 SHOE REPAIR & SHOESHINE PARLORS  
I7260 FUNERAL SERVICE & CREMATORIES  
I7290 MISC PERSONAL SERVICES  
I7280 **DIVERS AND UNDERWATER SERVICES**  
I7291 TAX RETURN PREPARATION SERVICES

EXHIBIT O  
**WORK CODES DESCRIPTION**

**BUSINESS SERVICES**

- I7310 ADVERTISING
- I7320 CREDIT REPORTING & COLLECTION
- I7330 MAILING, REPRODUCTION, STENOGRAPHIC
- I7331 **PHOTOCOPYING, DUPLICATING, BINDING**
- I7332 **BLUPRINT SERVICES**
- I7336 COMMERCIAL ART AND GRAPHIC DESIGN
- I7340 SERVICES TO BUILDINGS
- I7341 JANITORIAL SERVICES
- I7342 DISINFECTING AND PEST CONTROL
- I7349 BUILDING MAINTENANCE SERVICES
- I7350 MISC EQUIPMENT RENTAL & LEASING
- I7360 PERSONNEL SUPPLY SERVICES
- I7370 COMPUTER & DATA PROCESSING SERVICES
- I7371 COMPUTER PROGRAMMING
- I7372 PREPACKAGED SOFTWARE
- I7373 INTEGRATED SYSTEMS & CAD/CAM SYSTEMS
- I7374 **INTELLIGENT TRANSPORTATION SYSTEMS(ITS)**
- I7375 INFORMATION RETRIEVAL SYSTEMS
- I7377 COMPUTER RENTAL AND LEASING
- I7378 COMPUTER MAINTENANCE & REPAIR
- I7380 MISC BUSINESS SERVICES
- I7381 DETECTIVE & ARMORED CAR SERVICES
- I7382 SECURITY SYSTEMS SERVICES
- I7383 **INVESTIGATIVE SERVICES**
- I7388 INTERIOR DECORATING & DESIGN
- I7390 **AERIAL PHOTOGRAPHY**

**AUTO REPAIR SERVICES AND PARKING**

- I7510 AUTOMOTIVE RENTALS, NO DRIVERS
- I7520 AUTOMOBILE PARKING
- I7530 AUTOMOTIVE REPAIR SHOPS
- I7531 **ENGINE REBUILDING**
- I7532 **UPHOLSTERY**
- I7533 **CHROMING, PLATING, POLISHING**
- I7540 AUTOMOTIVE SERVICES, EXCEPT REPAIR
- I7550 TOWING

**MISCELLANEOUS REPAIR SERVICES**

- I7620 ELECTRICAL REPAIR SHOPS
- I7630 WATCH, CLOCK, & JEWELRY REPAIR
- I7640 REUPHOLSTERY & FURNITURE REPAIR
- I7690 MISC REPAIR SHOPS
- I7698 LOCKSMITH

**MOTION PICTURES**

- I7810 MOTION PICTURE & VIDEO TAPE PRODUCTION

EXHIBIT O  
**WORK CODES DESCRIPTION**

**MEMBERSHIP ORGANIZATIONS**

I8610 BUSINESS ASSOCIATIONS  
I8620 PROFESSIONAL ORGANIZATIONS  
I8630 LABOR ORGANIZATIONS  
I8640 CIVIC & SOCIAL ASSOCIATIONS  
I8650 POLITICAL ORGANIZATIONS  
I8660 RELIGIOUS ORGANIZATIONS  
I8690 MEMBERSHIP ORGANIZATIONS, NEC

**MANAGEMENT SERVICES**

I8720 ACCOUNTING, AUDITING, & BOOKKEEPING  
I8730 RESEARCH A& TESTING SERVICES  
I8734 LABORATORY TESTING AND ANALYSIS  
I8740 MANAGEMENT & PUBLIC RELATIONS  
**I8750 MARKET RESEARCH & FOCUS GROUPS**  
I8760 TRANSPORTATION PLANNING

**PRIVATE HOUSEHOLDS**

I8810 PRIVATE HOUSEHOLDS

**SERVICES, NEC (NOT ELSEWHERE CLASSIFIED)**

I8990 SERVICES, NEC  
I8991 RECYCLING  
**I8995 TRANSLATIONS**

**I. PUBLIC ADMINISTRATION**

**EXECUTIVE, LEGISLATIVE AND GENERAL**

J9110 EXECUTIVE OFFICES  
J9120 LEGISLATIVE BODIES  
J9130 EXECUTIVE & LEGISLATIVE COMBINED  
J9190 GENERAL GOVERNMENT, NEC  
J9210 COURTS  
**J9211 COURT REPORTING**  
J9220 PUBLIC ORDER & SAFETY  
J9310 FINANCE, TAXATION, & MONETARY POLICY  
J9410 ADMIN. OF EDUCATION PROGRAMS  
J9430 ADMIN. OF HEALTH PROGRAMS  
J9440 ADMIN. OF SOCIAL AND MANPOWER PROGRAMS  
J9450 ADMINISTRATION OF VETERANS AFFAIRS  
J9510 ENVIRONMENTAL QUALITY  
J9530 HOUSING & URBAN DEVELOPMENT  
J9610 ADMIN. OF GENERAL ECONOMIC PROGRAMS  
J9620 REGULATION, ADMIN. OF TRANSPORTATION  
J9630 REGULATION, ADMIN. OF UTILITIES  
J9640 REGULATION OF AGRICULTURAL MARKETING  
J9650 REGULATION MISC COMMERCIAL SECTORS

EXHIBIT O  
**WORK CODES DESCRIPTION**

J9660 SPACE RESEARCH AND TECHNOLOGY  
J9710 NATIONAL SECURITY  
J9720 INTERNATIONAL AFFAIRS