

## SUBCONTRACTOR CERTIFICATIONS ????



# Prime-DBE Cooperative (PDC) Networking & Meeting Workshop

## **Subcontractor Certification**

WILLIAM L. JOHNSON III, PE





## **BILL JOHNSON**

> 45 Years In Heavy **Civil Construction** 

Chief Estimator Shimmick NW

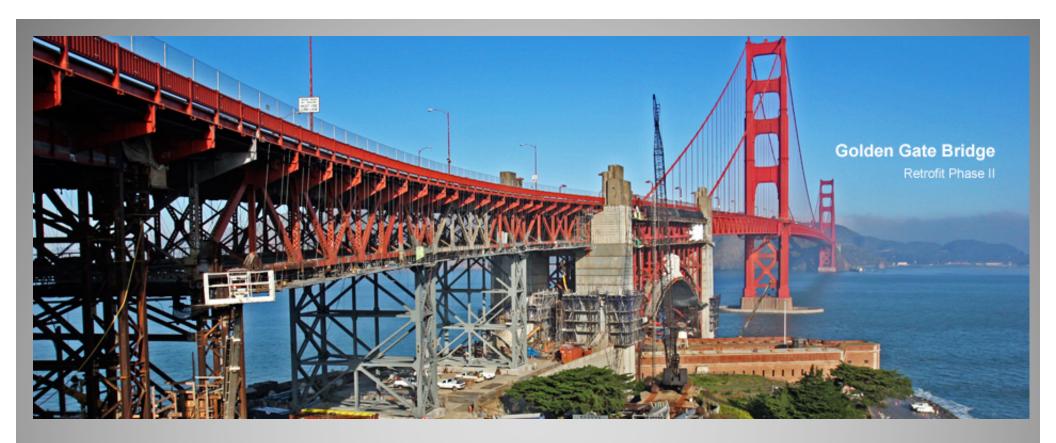




## **Shimmick Construction Company, Inc.**

- **▶ Bid Summary 2016 Northwest only**
- ►60+ Bids
- >\$3.7 Billion+ Bid Volume
- >24 Different Owner/Agencies
- **➤ Almost All Had Subcontractor GOALS/QUOTAS**





### Many Public Agencies – Many Certifications

**CALTRANS** 

**BART** 

Golden Gate Bridge

**Valley Transit Authority** 

Port of Oakland

Santa Clara Valley Water

Caltrain

East Bay MUD

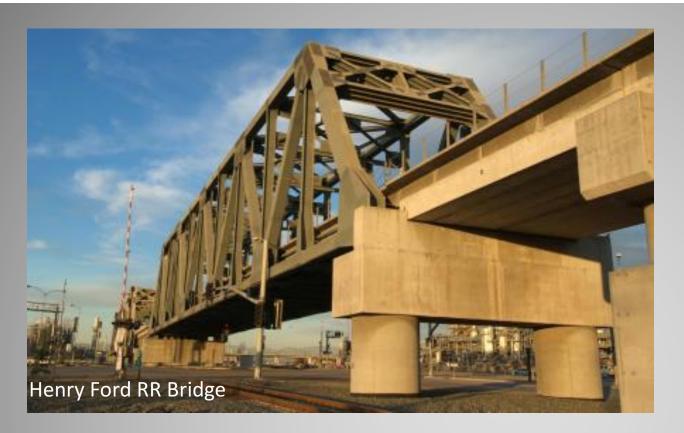
**USACE** 

**SFPUC** 

**SFIA** 

**SFMUNI** 







## **Quick History**

#### **OLDER CERTS**

MBE minority

WBE women

SBA small

#### **NEWER CERTS**

> SBE small

> LBE local

DBE disadvantaged

VBE veteran

DVBE disable veteran

SBA small



## Types of Certifications

- > Federal
- > State
- Local

- ➤ Size of Subcontractor
  - ➤ Net Worth
  - >Annual Work Volume
  - ➤ Number of Employees
- ➤ Gender of Owners
- >Ethnicity of Owners
- ► Location of Business
- ➤ Military Experience (also Disability)





### **Certification Basics**

- ➤ What Is Your Target Market?
- ➤ What Are The Advantages To Being Certified?
- ➤ How Hard Is It To Get Certified?
- ➤ How Long Will It Take?





## **Advantages To Certification**

- ➤GC's Want & NEED YOU!
- ➤ Opens Doors To New GC's
- ➤ Shows Ability To Work With Bureaucracy
- ► Puts You In A Data Base
- > Limits Your Competition







## Why GC's Want & Need Certified Subs

- Previous "Goals" Are Now "Required".
- Agencies Will Award To 2<sup>nd</sup> or 3<sup>rd</sup> Bidder Who Has Met The Goals, If The Low Bidder Has Not Met The Goals.
- Agencies Provide Bid Comparison Discounts To GC's That Meet Or Exceed The Goals.





## How To Use Certification To Your Advantage

- ➤ Know The Owner/Project Subcontract Requirements
- Make Sure The GC's Are Aware Of You
- ➤ Have A Complete Scope, Sent Out Early To GC's
- ➤ Have The Low Price Or A Competitive Price





## Shimmick's Approach To Certified Subs

- ➤ Company Policy Is To Meet The Goals
- ➤ We Have A "Game Plan" Prior To Bidding
- > We Have Separate Engineer Checking Certifications
- ➤ We Have A Separate Engineer Checking The "Game Plan"