



**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





Golden Gate Bridge
Retrofit Phase II

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





Henry Ford RR Bridge



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



Illinois St. Movable Bridge

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)





Dumbarton Bridge
Retrofit

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?





Golden Gate Bridge
North Anchor House

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





Redondo Junction

Why GC's Want & Need Certified Subs

- Previous "Goals" Are Now "Required".
- Agencies Will Award To 2nd or 3rd 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.

I-710 Freeway Rebuild



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

Transbay Terminal Concrete



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"