

**CITY OF OAKLAND  
COUNCIL AGENDA REPORT**

FILED  
OFFICE OF THE CITY CLERK  
OAKLAND

TO: Office of the City Manager  
ATTN: Deborah Edgerly  
FROM: Public Works Agency  
DATE: May 25, 2004

2004 MAY 13 PM 4:09

RE: STATUS REPORT ON THE ANALYSIS OF LOW BIDDER RESPONSE TO  
CERTAIN PUBLIC WORKS PROJECTS

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**SUMMARY**

This report provides a status of the Phase I process for conducting an analysis of the marked reduction over the past 15 years in bidder responses to certain types of City construction projects (i.e. Sewer, Streets, Sidewalks, Buildings, and Miscellaneous Construction projects). Specifically this status report describes the theoretical framework and planned methodologies designed to glean pertinent data. The second phase of this process will be to analyze the data regarding factors influencing the number of bidders on certain types of City projects, and finally, to render recommendations based on those findings. It is important to note that this effort will be objective and comprehensive, driven by a concerted effort to identify any areas needing adjustments.

**Key observations include the following:**

Many internal and external factors influence the decision to bid a particular project with Oakland, or any other local government. This is particularly true when the project requires a specialty such as sewer repairs and street paving in an old urban structure as opposed to a newer developed suburban City with a new infrastructure. While external factors cannot be changed easily it is essential to understand their relative impact, which in turn provides the practical context for the internal problem of reduced number of bidders. Arguably, external influencing factors help to set realistic internal expectations. The City is compelled to ask why from internal and external perspectives.

Internal factors are intrinsic parts of an operation that include for example - processes, procedures, practices, organizational structures, internal belief systems, resources, and efficiencies. Internal factors are typically those factors that are most difficult to objectively isolate especially if the researchers are very close to internal factors. The best results are those that are achieved from more than one point or view, much like the process followed by Moving Oakland Forward.

A comprehensive understanding of the impact of external influencing factors, coupled with an objective look at the impact of internal factors and the subsequent modification to internal factors where necessary, may influence a contractor's decision to bid on City projects. However, it is important to note that findings may show that given certain external factors (i.e. reduction in the average number of bidders ready willing and able to bid Oakland projects) and the way the City of

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Oakland applies its internal procedures, it may become necessary to adjust internal expectations as opposed to internal factors.

I. Internal and External Factors: The following factors may influence bidder participation and/or may help to better define internal expectations.

A. Internal Factors such as:

Operational / Technical

- a. Pricing,
- b. Size and scope of projects,
- c. Complexity of plans and specifications,
- d. The public perceptions of fair bidding opportunities,
- e. Nature of projects (i.e. an urban infrastructure versus suburban infrastructure).

Perceptions

- f. Is the bidding community aware that City staff really wants to do business with them (i.e. meet and greet functions, advertisements, special outreaches to the market)?
- g. Are we satisfied with the current working relationships between staff and contractors? Do contractors appreciate the relationships?

Processes

- h. The contracting process,
- i. Is staff adequately trained in the contracting processes?
- j. How are established timelines and scheduling affecting bidder response levels?
- k. Timely notification of projects,
- l. Timely payments to contractors.

Compliance (The Local and Small Local Business Enterprise participation requirement and the internal knowledge of the new policies)

- m. How well do businesses know of and understand the new Council policies?
- n. How well does staff understand the new policies and the level of comfort in supporting Council policies with the bidding community?
- o. Other influencing policies.

B. External factors that may influence the number of bidders include the following:

National and Local

- a. The impact of the national economy and its influence on the local market,
- b. Marked drop in construction projects across the state and the impact on the number of firms,
- c. The survival rate of construction business in general, and the survival rates of specialty contractors.

- i. Is the same number of firms bidding in the late 80's still in business?
- d. Have other localities cornered the market of available contractors?
  - i. Do they offer multi-year contracts?
  - ii. Do they pre-qualify a pool or guarantee a certain portion of work?
- e. Number and availability of contractors,
  - i. How many contractors, by trade, are ready, willing and able to bid City work?
  - ii. How many of those contractors prefer private sector as opposed to public sector contracting?
- f. Are public perceptions helping?

The list of internal and external influencing factors may be expanded as feedback from focus groups; market analysis and survey data are completed.

II. The City Council changed the (1) Local/Small Local Business Enterprise Program (L/SLBE), the (2) Certification Program, and portions of the (3) Local Employment Program for construction projects. Key PWA staff was trained to the new policies, internal documents were updated to reflect the new policies, and then formally the new policies were applied December 2003. Prior to December 2003, the L/SLBE policies applied a 50% LBE/SLBE participation goal. New policies reduced the 50% LBE/SLBE goal to a minimum 20% requirement. Council took several strategic steps specifically to open the market to non-local contractors. Coupled with the 20% requirement, bid discounts and preferences, non-local contractors are now able to compete for contracts in Oakland, if they choose. Other elements such as certification criteria, and waiving core workforce hours, removed the roadblock to maintaining a core work force without having to lay-off non-local workers in order to meet the requirements of the Local Employment Program. Since implementation in December 2003, the City has not issued enough bids to test the impact of this change. In addition, internal staff continues to work to reach a level of comfort in explaining the advantages of the new policies to bidders in informal conversations. Finally, a more extensive outreach effort must be launched to make sure the market clearly understands the changes that have taken place.

III. The number of bidders competing for City projects over a 14-month period ending November 2003 averaged about three bids per contract. However, the numbers actually ranged from one to seven bids per project. Project bids examined include Sewer, Storm Drainage, Streets, Sidewalks, Buildings, and Miscellaneous Construction projects (see Attachments 2.A, 2.B, and 2.C). This data covers contractors' bidding practices and bid information applicable to the old compliance requirements.

IV. During the 1980's and early 1990's, the Public Works Agency typically received at least five bids for every underground and /or street improvement project. Since the mid to late 1990's, Public Works has been receiving substantially fewer bids.

**Methodologies:**

The primary methodologies will include (I) Questionnaire (II) Focus Groups, and (III) Market Analysis.

**I. Questionnaire:**

In order to understand the problem from a bidder's perspective, staff is soliciting input from about 450 Bay Area Contractors by asking them to answer a questionnaire customized for this purpose (City of Oakland Contractor Survey – Attachment 1). The list of invited bidders will include membership list from various organizations such as the Metropolitan Chamber of Commerce, Chinese Chamber, Hispanic Chamber and the African American Chamber. In addition, names will be pulled from the City's bidder list, and bidder lists from San Leandro, San Francisco, Berkeley, Alameda County and the Port of Oakland. Other business lists will be pulled from the certification lists from the City Manager's Office of Contract Compliance & Employment Services, the Port of Oakland, Social Justice Division, the Contract Equity Division of East Bay Municipal Utility District, Caltrans, the Alameda County Public Works Agency and Small Local Business Program. Finally, in order to cover all bases, an advertisement soliciting contractor in-put will be placed on KTOP and in local papers such as the Tribune, El Mundo and Black Business Listings. Information gathered through this questionnaire will assist staff in understanding the main reasons behind low bidder participation and how to attract more bidders to Oakland. Staff aims at completing this survey by the middle of July 2004.

Contract Administration Division will obtain copies of contracts from other Bay Area cities (San Francisco, Berkeley, San Leandro, Emeryville, and Hayward) and prepare a table to compare City of Oakland requirements, language in the Notice Inviting Bids (NIB), average contract size, contract scope and other practices employed to cultivate a bidder market. We may then compare the contractor's feedback with actual documents from the City and other localities.

**II. Focus Groups**

In addition, staff proposes to assemble Focus Groups that include contractors and several City departments such as Contract Administration, Contract Compliance, Engineering, Project Delivery, Transportation, etc. to hold open discussions about this problem and possible solutions. This will permit more detailed discussion of contracting issues and possible solutions. Council members will be invited to participate in these Focus Groups. Staff intends to complete this aspect of the study by end of July 2004.

All information gathered from the above-described procedures will be tabulated, analyzed, and presented to Council in a full report in September 2004 along with recommendations for possible solutions for the low bid response problem.

### III. Market Analysis

Successful contractors who win bids in the specific contract areas noted above are easy to locate. Those firms that are L/SLBE certified in specific trade categories are also easy to locate. This research seeks to identify all contractors who are neither certified nor seek to bid City construction projects but are ready, willing and able. This number provides the backdrop for the number of bids received. A growth trend from 1980 to 1996 will show if there is a relationship to the marked decline in the number of bidders. Inasmuch as the contract types noted above are of a specialty, the trends must track by specialty.

### **FISCAL IMPACTS**

This is an informational report and there is no direct fiscal impact to existing City funds. If specific recommendations were made in the next report, a summary of the potential fiscal impacts will be presented. Generally, more bidders per project will promote a more competitive bidding market, which could reduce the ultimate construction costs to the City. In addition, better internal estimates of work may generate more realistic cost estimates, better plans and specifications will render better bids, contracting procedures such as more use of pre-qualified bidder pools will reduce the cost of estimating for businesses and that savings may translate to better quotes. Each of these may improve construction costs.

### **BACKGROUND**

During the past few years, it was noticed that a diminishing number of contractors bid on City projects. While this observation does not consider external factors, Contract Administration has prepared information in Attachment 2 that was the basis for our initial analysis. This information was rearranged in Attachment 3 to show the contractors' level of participation, number of bids awarded, and the total value of contract for each contractor.

Staff reviewed the canvass of bids for Public Works Underground and Street Improvement projects over the past 20 years and noticed that Public Works typically received five to ten bids for its projects in the late 1980's and early 1990's. Since the mid to late 90's, the number of bidders has diminished and the participation by a few Oakland contractors dominated most of the bid and award of Public Works projects. It is also important to note that the construction community noticed a marked drop in projects being let by the public sector as well as a marked drop in the number of businesses ready, willing and able to bid.

While not inclusive of other urban centers with similar infrastructures, during a preliminary investigation of other cities, staff noticed that the City of Berkeley awards contracts to a larger pool of contractors than that of Oakland. Berkeley's recent Plan Holders website shows a large

number of potential bidders (\$1.9 million street rehabilitation project shows fourteen contractors, \$92,000 traffic circle improvement shows ten contractors, \$1 million sanitary sewer rehabilitation project shows twelve contractors).

It is essential to determine a realistic measure of success when counting the number of available bidders and the number of bidders received by the PWA. For example, if the market only holds three sewer contractors within a 100-mile radius, and two make a conscious decision not to bid Oakland, then the City must determine if one bid is sufficient. In this instance, given the desire to bid in a competitive market, it calls for new and more creative strategies to pull those bidders to Oakland.

Staff plans to take a comprehensive approach to gathering all available information relative to both the internal and external factors influencing contractors when bidding for City projects, and recommend possible solutions to create a more competitive environment for City projects.

#### **KEY ISSUES AND IMPACTS**

Staff will prepare and present to City Council a status report on the preliminary results of the survey in July 2004. A comprehensive report will be presented in September 2004 following the Focus Group sessions, and market analysis, including conclusions of the study and recommendations based on these findings.

#### **SUSTAINABLE OPPORTUNITIES**

Sustainable opportunities will be presented to the Council when the staff makes its recommendations in the future staff report.

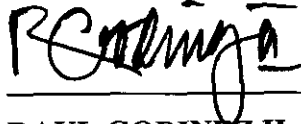
#### **RECOMMENDATION AND RATIONALE**

In order to better understand the issues regarding the low number of bids in Oakland, the staff plans to send the questionnaire in Attachment 1 (City of Oakland Contractor Survey) to 450 listed contractors and to other contracting firms in the Bay Area. This will assist staff in collecting the information necessary to understand low participation or how we may attract more bidders to Oakland.

#### **ACTION REQUESTED OF THE CITY COUNCIL**

No action is required by Council at this time.

Respectfully submitted,



**RAUL GODINEZ II, P.E.**  
Director, Public Works Agency

Reviewed by:  
Michael Neary, P.E.  
Engineering Division Manager

Prepared by:

Deborah Barnes	&	Fuad Sweiss, P.E.
Manager		Supervising Civil Engineer
Contract Compliance		Engineering Design

APPROVED AND FORWARDED TO  
THE PUBLIC WORKS COMMITTEE:

  
**OFFICE OF THE CITY MANAGER**

# List of Attachments

## **Attachment 1**

City of Oakland Contractor Survey

## **Attachment 2**

- 2.A. List of Bids for Sanitary Sewers and Storm Drain Projects.
- 2.B. List of Bids for Streets and Sidewalk Projects.
- 2.C. List of Bids for Building and Miscellaneous Projects.

## **Attachment 3**

Level of participation, number of contracts awarded, and the total value of the contracts for City bidders on all City projects (*source: Contract Administration*)



**Attachment 1**  
**City of Oakland**  
**Construction Contracts Survey**

The City of Oakland is requesting your feedback on City's construction contracts. Your opinions and recommendations are important to us in our decisions to encourage contracting with the City of Oakland. Please take a few minutes to complete this questionnaire and mail it to the address below by May 31, 2004.

1. Contracting firm, phone number, and contact person \_\_\_\_\_  
\_\_\_\_\_
- a. Type of work & volume of work (\$/year)
  - i. Storm Drainage & Sanitary Sewer \$ \_\_\_\_\_
  - ii. Streets and Sidewalk \$ \_\_\_\_\_
  - iii. Buildings and Other projects \$ \_\_\_\_\_
2. Have you considered contracting with the City of Oakland in the past year? Yes  No
3. Is your firm certified in Oakland as Local Business Enterprise (LBE)  or Small Local Business Enterprise (SLBE)  ?
4. Would you consider your firm one that prefers working in the Public Sector  or Private Sector
5. Do you receive notices of contracting/bid opportunities? Yes , No
6. What form of bid-opportunity notification would you prefer?
  - a. Website , b. Mail , c. Newspaper , d. Email , e. Other  \_\_\_\_\_
7. Have you participated in bidding on projects for the following Cities?
  - a. San Leandro  Number of projects over the past 12 months \_\_\_\_\_
  - b. Berkeley  Number of projects over the past 12 months \_\_\_\_\_
  - c. Emeryville  Number of projects over the past 12 months \_\_\_\_\_
  - d. Hayward  Number of projects over the past 12 months \_\_\_\_\_
  - e. San Francisco  Number of projects over the past 12 months \_\_\_\_\_
8. What is your assessment of City of Oakland's contracting process, procedures, and language?
  - a. Is the contract language clear? \_\_\_\_\_
  - b. Is the contracting process simple? \_\_\_\_\_
9. Are you aware of recent changes in the City of Oakland's contracting requirements?
10. How do you assess and compare City of Oakland's contracting process and language with other cities you work with?
11. What suggestions (list no more than three) would you make to improve the City of Oakland's bid process? You may use the back of this form.

Thank you for participating in this survey. Your feedback is important to us!

City of Oakland - Contract Administration Office - 250 Frank Ogawa Plaza, Suite 3341 - Oakland, CA 94612  
Tel 510-238-xxxx

Fax 510-238-xxxx

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**Attachment 2.A**  
**List of Bids for Sanitary Sewers and Storm Drain Projects**  
**(Sept. 2002 – Nov. 2003)**

PROJECT #	No. of BIDS	NAME OF CONTRACTORS	WINNING CONTRACTOR	CONTRACT VALUE
C91010	1	Insituform Technologies	Insituform Technologies	\$ 114,980.00
C237710	1	Beliveau Engineering Contractors	Beliveau Eng. Contractors	\$ 248,000.00
C95810	2	K.J. Woods Construction Andes Construction	K.J. Woods Construction	\$ 674,678.00
C208410	2	Mosto Construction Trinet Construction	Mosto Construction	\$ 220,000.00
C209010	2	K.J. Woods Construction McGuire & Hester	K.J. Woods Construction	
C65120	2	Andes Construction Insituform Technologies	Andes Construction	\$ 1,250,225.00
C79110	2	Andes Construction Mosto Construction	Andes Construction	\$ 257,313.00
C212010	2	Mosto Construction Andes Construction	Mosto Construction	
C141910	2	Mosto Construction Andes Construction	Mosto Construction	\$ 128,733.00
C171110	2	Andes Construction Mosto Construction	Andes Construction	\$ 175,073.00
C158110	2	D'Arcy & Harty Andes Construction	Resolution withdrawn from Andes - pending	\$ 1,320,630.00
C196110	2	Sierra Bay Contractors, Inc. Bay Construction	Sierra Bay Contractors, Inc.	\$ 649,672.00
C96010	3	Andes Construction D'Arcy & Harty & AJW K.J. Woods Construction, Inc.	Andes Construction	\$ 1,738,200.00
C183510	3	Mosto Construction Andes Construction D'Arcy & Harty & AJW	Mosto Construction	\$ 234,151.00
C158210	3	Andes Construction D'Arcy & Harty K.J. Woods Construction, Inc.	Andes Construction	\$ 1,514,000.00
C165210	3	Andes Construction D'Arcy & Harty & AJW K.J. Woods Construction, Inc.	Andes Construction	\$ 1,561,014.00
C165910	4	Andes Construction K.J. Woods Construction, Inc. D'Arcy & Harty & AJW Kinsel Industries	Andes Construction	\$ 207,935.00
C208210	4	K.J. Woods Construction, Inc. Andes Construction Emergency Rooter Mosto Construction	K.J. Woods Construction, Inc.	\$ 64,830.00
C211910	4	Andes Construction D'Arcy & Harty & AJW Mosto Construction Insituform Technologies, Inc.	Andes Construction	\$ 200,392.00
C236310	4	Mosto Construction Andes Construction Ray's Electric Bay Construction	Mosto Construction	

C199510	5	K.J. Woods Construction, Inc. Emergency Rooter D'Arcy & Harty & AJW Andes Construction Mosto Construction	K.J. Woods Construction, Inc.	\$ 76,497.00
C136310	6	D'Arcy & Harty & AJW Andes Construction K.J. Woods Construction, Inc. Mosto Construction Kinsel Industries Competent Builders	D'Arcy & Harty & AJW	\$ 315,286.00
C96310	6	Mosto Construction K.J. Woods Construction, Inc. Andes Construction McGuire & Hester A. Ruiz Construction Co. & Assoc. Inc. D'Arcy & Harty & AJW	Mosto Construction	\$ 354,530.00

**TOTAL**      63

**\$11,306,139.00**

Average Bids per contract = 2.7

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**Attachment 2.B**  
**List of Bids for Streets and Sidewalk Projects**  
**(Sept. 2002 – Nov. 2003)**

PROJECT #	# OF BIDS	NAME OF BIDDER	WINNING CONTRACTOR	AMOUNT OF CONTRACT
G132900	0			
G170430	1	Gruendl Inc. dba Ray's Electric	Gruendl Inc. dba Ray's Electric	\$ 335,930.00
G166510	2	Gallagher & Burk McGuire & Hester	Gallagher & Burk	\$ 725,000.00
G136960	2	Bay Construction Co. Ray's Electric	Bay Construction	\$ 378,000.00
C209110	2	Spenco Construction, Inc. J.W. Riley & Son, Inc.	All bids rejected and re-bid w/out going back to council	
C160410	3	Chrip Company Bay Construction Ray's Electric		No resolution or info on file
G174710	3	Ray's Electric Granite Construction Company Sposeto Engineering, Inc.		\$ 400,000.00
C167610	3	Andes Construction Ray's Electric Bay Construction	Andes Construction	\$ 200,000.00
H92510	3	Zakskorn Construction dba ZCON Builders W.E. Lyons Construction Co. Valentine Corporation	Zakskorn Construction dba ZCON Builders	\$ 3,650,000.00
C166110	3	Gallagher & Burk, Inc. McGuire & Hester Granite Rock dba/ Pavex	Gallagher & Burk, Inc.	\$ 530,000.00
C17180	3	Gallagher & Burk, Inc. McGuire & Hester Granite Rock dba/ Pavex	Gallagher & Burk, Inc.	\$ 1,241,832.40
C151910	4	Ray's Electric Bay Construction Co. Gordon N. Ball, Inc. BBI Construction	Ray's Electric	\$ 160,000.00
P131620	4	Granite Construction Company Golden Bay Construction, Inc. W.E. Lyons Construction Co. Bay Construction Co.	Granite Construction Company	\$ 1,297,593.60
G235910	4	Gallagher & Burk, Inc. Granite Construction Company Bay Cities Paving & Grading, Inc McGuire & Hester	Gallagher & Burk, Inc.	\$ 1,029,002.35
C78020	5	AJW Construction DJK Construction, Inc. Sposeto Engineering, Inc. Vanguard Construction Ghilotti Brothers	AJW Construction	\$ 1,879,610.00
H95410	5	Gallagher & Burk, Inc. O.C. Jones & Sons, Inc. Granite Construction Company FANFA, Inc. Gruendl Inc. dba Ray's Electric	Gallagher & Burk, Inc.	\$ 540,379.00
G166410	5	Bauman Landscaping, Inc. Ray's Electric	Bauman Landscaping, Inc.	\$ 1,826,000.00

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		McGuire & Hester John Clay Engineering Bay Construction Co.		
G212710	5	AJW Construction Berkeley Cement, Inc. Vanguard Construction M.F. Maher, Inc. Ransome Company	AJW Construction	\$ 1,954,525.00
H95810	5	Gallagher & Burk, Inc. Top Grade Construction, Inc. Granite Rock Co. Granite Construction Company Bay Cities Paving & Grading, Inc	Gallagher & Burk, Inc.	\$ 1,904,700.00
G219210	5	Ray's Electric P.C.S. Construction Vanguard Construction Tennyson Electric J.W. Riley & Son, Inc.		\$ 370,000.00
C194710	5	J.W. Riley & Son, Inc. McGuire & Hester Golden Bay Construction W.E. Lyons Construction Co. Pagni Construction, Inc.	Rejection of all bids 11/4/03, re-bid w/out return to council	
G166810	7	AJW Construction Andes Construction Vanguard Construction Professional Cosntruction Ransome Company BCI Sposeto Engineering, Inc.	AJW Construction	\$ 538,500.00

**TOTAL      79**

**\$ 18,961,072**

Average Bids per contract = 3.5

**Attachment 2.C**  
**List of Bids for Building and Miscellaneous Projects**  
**(Sept. 2002 – Nov. 2003)**

PROJECT #	# OF BIDDERS	NAME OF BIDDER	CONTRACTOR RECEIVED BID	AMOUNT OF CONTRACT
B05050	0		Konesky Construction	\$70,771.44
C214110	1	Gruendl Inc. dba Ray's Electric	Gruendl Inc. dba Ray's Electric	\$150,000.00
C197210	1	Bunker Hill Construction	Bunker Hill Construction	\$46,000.00
C181410	1	G & G Builders, Inc.	G & G Builders, Inc.	Re-bid
G121410	1	Bay Construction	Bay Construction	\$193,000.00
C186810	2	Mosto Construction Beliveau Engineering Contractors, Inc.	Mosto Construction	\$129,177.00
H24010	2	Valentine Corporation ACC West Coast, Inc.	Valentine Corporation	\$1,883,369.00
C86500	2	Beliveau Engineering Contractors, Inc. George E. Masker, Inc.		no reso or info on file
CC01324	3	Standard Electric Construction, Inc. Ray's Electric JW Riley & Son, Inc.	Standard Electric Construction, Inc.	\$125,000.00
C214810	3	Beliveau Engineering Contractors, Inc. M.A. Lindquist Co., Inc. Sposeto Engineering, Inc.	Beliveau Engineering Contractors, Inc.	\$300,000.00
C194310	3	ACCO Engineered Systems Monterey Mechanical Company Commair Mechanical Services		no reso or info on file
H95610	4	Beliveau Engineering Contractors, Inc. Condon-Johnson & Associates, Inc. Hillside Drilling, Inc. Valentine Corporation	Beliveau Engineering Contractors, Inc.	\$784,609.00
G002	4	Kin Wo Construction, Inc. W.E. Lyons Construction Co., Inc. Stevelle Construction Co., Inc. Krama, Inc.	Kin Wo Construction, Inc.	\$1,600,000.00
B03910	5	Golden Bay Fence Plus Iron Work, Inc. M.A. Lindquist Co., Inc. Amanco, Inc. Bay Construction Eagle Environmental Construction (EEC)	All bids rejected 5/7/02, re-bid w/out going back to council	\$150,000.00
C198710	5	Eternal Construction, Inc. Waj Mei Construction Company Quantum General Contractors Bay Construction M.A. Lindquist Co., Inc. Kinsel Industries Competent Builders	Eternal Construction, Inc.	\$198,000.00
C197230	5	Indio's Construction Bay Construction JW Riley & Son, Inc. Cleary Brothers Landscaping Ramos Happy Yards Landscaping	All bids rejected 11/4/03, re-bid w/out going back to council	\$91,000.00

**TOTAL 42**

**\$5,720,926.44**

Average Bids per contract = 2.6

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### Attachment 3

Level of participation, number of contracts awarded, and the total value of the contracts for City bidders on all City projects for the period of Sept. 2002 to Nov. 2003 (*source: Contract Administration's spreadsheets in Attachment 2*)

Level of Participation	Contracting Firms that were awarded construction contracts in Oakland	Award	Value
<u>Number of bids submitted</u>		<u>Number of contracts Awarded</u>	<u>Total award dollar value for all contracts</u>
21	Gallagher & Burk, Inc.	6	\$5,970,913
20	Andes Construction	9	\$11,476,787
13	Mosto Construction	7	\$1,066,591
12	Ray's Electric & Gruendl Inc. dba Ray's Electric and	3	\$645,930
12	Bay Construction	2	\$378,000
10	K.J. Woods Construction, Inc.	4	\$816,005
10	D'Arcy & Harty & AJW	1	\$315,286
8	McGuire & Hester	0	
8	J.W. Riley & Son, Inc.	0	
5	Beliveau Engineering Contractors, Inc.	3	\$816,005
5	Granite Construction Company	1	\$1,297,593
5	Sposeto Engineering, Inc.	0	
4	W.E. Lyons Construction Co., Inc.	0	
4	Vanguard Construction	0	
3	AJW Construction	3	\$4,372,635
3	Valentine Corporation	1	\$1,883,369
3	Insituform Technologies Inc.	1	\$114,980
3	M.A. Lindquist Co., Inc.	0	
3	Kinsel Industries	0	
2	Granite Rock dba/ Pavex Construction	0	
2	Golden Bay Construction, Inc.	0	
2	Emergency Rooter	0	
2	Competent Builders	0	
2	ACCO Engineered Systems	0	
1	Zakskorn Construction dba ZCON Builders	1	\$3,650,000
1	Standard Electric Construction, Inc.	1	\$125,000
1	Sierra Bay Contractors, Inc.	1	\$649,672
1	Konesky Construction	1	\$70,771
1	Kin Wo Construction, Inc.	1	\$1,600,000
1	G & G Builders, Inc.	1	Re-bid
1	Eternal Construction, Inc.	1	\$198,000
1	Eagle Environmental Construction (EEC)	1	Re-bid
1	Bunker Hill Construction	1	\$ 46,000
1	Bauman Landscaping, Inc.	1	\$1,826,000
1	Waj Mei Construction Company	0	
1	Trinet Construction	0	

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1	Top Grade Construction, Inc.	0
1	Tennyson Electric	0
1	Steville Construction Co., Inc.	0
1	Ransome Company	0
1	Ramos Happy Yards Landscaping	0
1	Quantum General Contractors	0
1	Professional Cosntruction Services	0
1	Pagni Construction, Inc.	0
1	P.C.S. Construction	0
1	O.C. Jones & Sons, Inc.	0
1	Monterey Mechanical Company	0
1	M.F. Maher, Inc.	0
1	Krama, Inc.	0
1	John Clay Engineering	0
1	Indio's Construction	0
1	Hillside Drilling, Inc.	0
1	Granite Rock dba/ Pavex Construction	0
1	Granite Rock Co.	0
1	Gordon N. Ball, Inc.	0
1	Golden Bay Fence Plus Iron Work, Inc.	0
1	Golden Bay Construction	0
1	Ghilotti Brothers	0
1	George E. Masker, Inc.	0
1	FANFA, Inc.	0
1	Emergency Rooter	0
1	DJK Construction, Inc.	0
1	Condon-Johnson & Associates, Inc.	0
1	Commair Mechanical Services	0
1	Cleary Brothers Landscaping	0
1	Chrisp Company	0
1	Berkeley Cement, Inc.	0
1	BCI	0
1	BBI Construction	0
1	Amanco, Inc.	0
1	A. Ruiz Construction Co. & Assoc. Inc.	0
209		
	Total	51
		\$37,319,539.00

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