

FILED

B & S All Phase Construction

FEB - 6 2008

By The  
Office of The City Clerk

**BID PROPOSAL FORMS**

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**PLEASE REMOVE AND**

**COMPLETE**

**THE FOLLOWING DOCUMENTS**

**AND**

**SUBMIT AS**

**THE BID PROPOSAL**

**PACKAGE**

TO THE HONORABLE CITY COUNCIL  
SACRAMENTO, CALIFORNIA:

In compliance with the Contract Documents, the undersigned hereby proposes to furnish all required labor, materials, supervision, transportation, equipment, services, taxes and incidentals required for:

**On-Call Building Securement Services  
(B081181051)**

in the City and County of Sacramento, California.

The City of Sacramento intends to select three (3) on-call building securement contractors for securement services. Any contract(s) resulting from this Bid shall be effective for a period not to exceed one year from the date of award. This contract may be extended on a year-to-year basis; however, in no case shall the renewal extend beyond three (3) years from date of the award of the original contract. The Contactor shall be capable of performing all securements, maintenance and repair services as outlined in the Technical Specifications and in conformance with the contract contained herein.

For furnishing the City of Sacramento with On-Call Building Securement Services, the awarded contractors shall provide all on-call building securement services, and record keeping. The bid items listed below are for evaluation purposes only.

1. All bids shall be based upon the scope of work as described in the Technical Specifications
2. All board-up cost shall include materials and labor, as described in the Technical Specifications (Board up Specifications).

The Work is to be done in strict conformity with the Contract Documents.

**EMERGENCY RESPONSE**  
**BID SHEET**

SIZE OF OPENING:

Small windows (less than 8 sq. ft.)

Medium windows (8-16 sq. ft.)

Large windows (16-32 sq. ft.)

Slider (over 32 sq. ft.)

Where there is no primary door, install  
Security door with padlock

BID COST:

\$35.00

\$105.00

\$180.00

\$220.00

\$120.00

710

Hourly Rates

The following hourly rates shall be the total hourly charge for work required by the City. Such rates will include as a minimum, all wages, payroll taxes, fringe benefits, insurance, bonds, tools, transportation, overhead and profit, professional and general administrative expenses. Hourly rate will be the same on weekends and holidays.

Hourly Rates

	8:00 a.m. to 5:00 p.m.	5:00 p.m. to 8:00 a.m.
a. Response call	<u>\$100.00</u>	<u>\$150.00</u>
b. Carpenter	<u>\$65.00</u>	<u>\$80.00</u>
c. Electrician	<u>\$62.50</u>	<u>\$78.00</u>
d. Plumber	<u>\$65.00</u>	<u>\$80.00</u>
e. Laborer	<u>\$45.00</u>	<u>\$60.00</u>
	337.50	448

CONTRACTOR NAME: B and S Allphase construction Inc.

If awarded the Agreement, the undersigned agrees to sign said Agreement and furnish the necessary surety bonds and insurance certificates within ten (10) days after receipt of the notice of award of Agreement, and to begin work within fifteen (15) days after receipt of the Notice to Proceed by the City.

It is understood that this Bid Proposal is based upon completion of the Work within a period agreed to by the City and Contractor, commencing on the date set forth in the written Notice to Proceed issued by the City to the Contractor. The Contractor shall refer to Section 1.2 Completion Time of the Special Provisions for calculation of the completion date.

In determining the amount bid by each bidder, the City shall disregard mathematical errors in addition, subtraction, multiplication, and division that appear obvious on the face of the Proposal. When such a mathematical error appears on the face of the Proposal, the City shall have the right to correct such error and to compute the total amount bid by said bidder on the basis of the corrected figure or figures.

When an item price is required to be set forth in the Proposal, and the total for the item set forth separately does not agree with a figure which is derived by multiplying the item price times the Engineer's estimate of the quantity of work to be performed for said item, the item price shall prevail over the sum set forth as the total for the item unless, in the sole discretion of the City, such a procedure would be inconsistent with the policy of the bidding procedure. The total paid for each such item of work shall be based upon the item price and not the total price. Should the Proposal contain only total price for the item and the item price is omitted, the City shall determine the item price by dividing the total price for the item by the Engineer's estimate of the estimated quantities of work to be performed as items of work.

If the Proposal contains neither the item price nor the total price for the item, then it shall be deemed incomplete and the Proposal shall be disregarded.

The undersigned has examined the location of the proposed Work, the local conditions at the place where the Work is to be done, is familiar with the Contract Documents and is familiar and expressly agrees to the liquidated damages provision of the Contract Documents.

The undersigned has checked carefully all of the foregoing figures and understands that the City of Sacramento will not be responsible for any errors or omissions on the part of the undersigned in making up this Bid Proposal.

Enclosed is Bid Proposal Guarantee, as required, consisting of a bidder's bond or other acceptable security for not less than ten percent (10%) of the amount Bid Proposal.

The undersigned agrees that all addenda received and acknowledged herein shall become a part of and be included in this Bid Proposal. This Bid Proposal includes the following addenda:

Add. #	<u>1</u>	DATE	<u>1/23/2008</u>
Add. #	<u>2</u>	DATE	<u>1/24/2008</u>
Add. #	_____	DATE	_____

NOTE: State whether your concern is a corporation, a co-partnership, private individual, or individuals doing business under a firm name.

B and S Allphase construction INC.

If the Bidder is a corporation, the Bid Proposal must be executed in the name of the corporation and must be signed by a duly authorized officer of the corporation.

If the Bidder is a partnership, the Bid Proposal must be executed in the name of the partnership and one of the partners must subscribe their signature thereto as the authorized representative of the partnership.

AMOUNT OF BID PROPOSAL GUARANTEE ENCLOSED:

(\$ 100,000.00 ) not less than ten percent (10%) of amount Bid Proposal

_____	CERTIFIED CHECK
_____	CASHIER'S CHECK
<u>X</u>	BID BOND
_____	MONEY ORDER
_____	OTHER SECURITY

CONTRACTOR:  
By [Signature]  
(Signature)

MARK BARBER  
(Print or Type)

Title president  
Address 105 4501 st  
Roseville ca 95661  
Telephone No. 916 259 4066  
Fax No. 916 780 9999  
Date 2-7-08

Contractor's License No. 901032 Type class B

Expiration Date july 2009

Tax I.D. Nos.- Fed. 20-8961844 State California

City of Sacramento Business Operation Tax Certificate No. 0051021  
(City will not award contract if Certificate Number is missing.)

**DRUG-FREE WORKPLACE POLICY AND AFFIDAVIT**

**BID PROPOSAL MAY BE DECLARED NONRESPONSIVE IF THIS FORM (COMPLETED) IS NOT ATTACHED.  
Pursuant to City Council Resolution CC90-498 dated 6/26/90 the following is required.**

The undersigned contractor certifies that it and all subcontractors performing under this Agreement will provide a drug-free workplace by:

1. Publishing a "Drug-Free Workplace" statement notifying employees that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Establishing a Drug-Free Awareness Program to inform employees about:
  - a. The dangers of drug abuse in the workplace.
  - b. The contractor's policy of maintaining a drug-free workplace.
  - c. Any available drug counseling, rehabilitation, and employee assistance program.
  - d. The penalties that may be imposed upon employees for drug abuse violations occurring in the workplace.
3. Notify employees that as a condition of employment under this Agreement, employees will be expected to:
  - a. Abide by the terms of the statement.
  - b. Notify the employer of any criminal drug statute conviction for a violation occurring in the workplace.
4. Making it a requirement that each employee to be engaged in the performance of the Agreement be given a copy on the "Drug-Free Workplace" statement.
5. Taking one of the following appropriate actions, within thirty (30) days of receiving notice from an employee or otherwise receiving such notice, that said employee has received a drug conviction for a violation occurring in the workplace:
  - a. Taking appropriate disciplinary action against such an employee, up to and including termination; or
  - b. Requiring such employee to participate satisfactorily in a drug abuse assistance or rehabilitation program approved for such purposes by a federal, state, or local health, law enforcement or other appropriate agency.

\* I certify that no person employed by this company, corporation, or business has been convicted of any criminal drug statute violation on any job site or project where this company, corporation or business was performing was within three years of the date of my signature below.

**EXCEPTION:** \_\_\_\_\_  
Date Violation Type Place of Occurrence

If additional space is required use back of this form.

\* The above statement will also be incorporated as a part of each subcontract agreement for any and all subcontractors selected for performance on this project.

**IN THE EVENT THIS COMPANY, CORPORATION, OR BUSINESS IS AWARDED THIS CONSTRUCTION AGREEMENT, AS A RESULT OF THIS BID; THE CONTRACTOR WITH HIS/HER SIGNATURE REPRESENTS TO THE CITY THAT THE INFORMATION DISCLOSED IN THIS DOCUMENT IS COMPLETE AND ACCURATE. IT IS UNDERSTOOD AND AGREED THAT FALSE CERTIFICATION IS SUBJECT TO IMMEDIATE TERMINATION BY THE CITY.**

The Representations Made Herein On This Document Are Made Under Penalty Of Perjury.

CONTRACTOR'S NAME: B and S Allphase construction Inc.

BY: [Signature] president Date: 7-8-08  
Signature Title

**Effects of violations:** a. Suspension of payments under the Agreement. b. Suspension or termination of the Agreement. c. Suspension or debarment of the contractor from receiving any Agreement from the City of Sacramento for a period not to exceed five years.



# PROCUREMENT DIVISION

Office of Small Business and DVBE Services

707 Third Street, 1st Floor, Room 400 \* PO Box 989052

West Sacramento, California 95798-9052 \* (800) 559-5529

SB APP 20071214150758

December 14, 2007

REF# 0051021  
B AND S ALLPHASE CONSTRUCTION INC  
105 ASCOT ST STE B  
ROSEVILLE CA 95661

Dear Business Person:

Congratulations on your certified small business status with the State of California. Your certification entitles you to benefits under the state's Small Business Participation Program within state contracting, including a five percent bidding preference and special provisions under the Prompt Payment Act.

### Certification period

Your certification period for each business type is:

<u>Industry</u>	<u>From</u>	<u>To</u>
CONSTRUCTION	12/11/2007	12/31/2008

### Annual Submission Requirement

To maintain your certified status, you must annually submit to the Office of Small Business and DVBE Services (OSDS), proof of annual receipts and proof of employees for your firm and each of your affiliates (if any).

#### Proof of Annual Receipts

Submit to OSDS, a copy of your firm's and any affiliate firm's ENTIRE federal tax return each year following your certification. Include ALL accompanying schedules, forms, statements, and any other support documents filed with that specific tax return.

If you request a tax filing extension with the Internal Revenue Service, submit to our office a copy of the extension form. When your tax returns are filed, submit a copy of the entire federal tax return to our office.

#### Proof of Employees

If you have employees whose taxable wages are reported to the California Employment Development Department (EDD) on a quarterly basis, you must annually submit to our office along with your proof of annual receipts, proof of employees for your firm and any affiliates.

We will accept a copy of the EDD's "Quarterly Wage and Withholding Report" (Form DE6) or other format accepted by the EDD. Your employee documents must cover the same four quarters as the tax return you submit for your proof of annual receipts.

If you have out-of-state employees, submit the employee documentation comparable to EDD's "Quarterly Wage and Withholding Report" for the same four-quarter period.

### Maintaining Your Online Certified Firm Profile



## MINIMUM QUALIFICATIONS QUESTIONNAIRE

Sacramento City Code section 3.60.020 authorizes the Sacramento City Council to adopt standard minimum qualifications for bidders on competitively bid public works construction projects, and requires, among other provisions, that a bidder meet such minimum qualifications at the time of bid opening to be considered responsible. On June 8, 2004, the City Council adopted Resolution No. 2004-433 establishing these standard minimum qualifications. Pursuant to City Code section 3.60.020, a bidder failing to meet these minimum qualifications at the time of bid opening shall not be considered a responsible bidder.

All bidders must demonstrate compliance with the minimum qualifications established by Resolution No. 2004-433 by completing all of the questions contained in this questionnaire. If a bidder answers "yes" to any single question, fails to submit a fully completed questionnaire, or submits false information, this will result in a determination that the minimum qualifications are not met, and the bidder shall not be considered a responsible bidder for purposes of bidding on this contract. If two or more entities submit a bid on a contract as a Joint Venture, each entity within the Joint Venture must separately meet these minimum qualifications for the Joint Venture to be considered a responsible bidder.

The City of Sacramento ("City") shall make its determination on the basis of the submitted questionnaire, as well as any relevant information that is obtained from others or as a result of investigation by the City. While it is the intent of this questionnaire to assist the City in determining whether bidders possess the minimum qualifications necessary to submit bids on the City's competitively bid public works construction contracts, the fact that a bidder submits a questionnaire demonstrating that it meets these minimum qualifications shall not in any way limit or affect the City's ability to: (1) review other information contained in the bid submitted by the bidder, and additional relevant information, and determine whether the contractor is a responsive and/or responsible bidder; or (2) establish pre-qualification requirements for a specific contract or contracts.

By submitting this questionnaire, the bidder consents to the disclosure of its questionnaire answers: (i) to third parties for purposes of verification and investigation; (ii) in connection with any protest, challenge or appeal of any action taken by the City; and (iii) as required by any law or regulation, including without limitation the California Public Records Act (Calif. Gov't Code sections 6250 et seq.). Each questionnaire must be signed under penalty of perjury in the manner designated at the end of the form, by an individual who has the legal authority to bind the bidder submitting the questionnaire. If any information provided by a bidder becomes inaccurate, the bidder shall immediately notify the City and provide updated accurate information in writing, under penalty of perjury.

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**FOR CITY CLERK USE ONLY**

RESOLUTION NO.: 2004-433

DATE ADOPTED: June 8, 2004

## QUESTIONNAIRE

**NOTICE:** All of the following questions regarding "your firm" refer to the firm (corporation, partnership or sole proprietor) submitting this questionnaire, as well as any firm(s) with which any of your firm's owners, officers, or partners are or have been associated as an owner, officer, partner or similar position within the last five years.

The firm submitting this questionnaire shall not be considered a responsible bidder if the answer to any of these questions is "yes", or if the firm submits a questionnaire that is not fully completed or contains false information.

1. **Classification & Expiration Date(s) of California Contractor's License Number(s) held by firm:**

901032 B and S Allphase construction Inc.

2. Has a contractor's license held by your firm and/or any owner, officer or partner of your firm been revoked at anytime in the last five years?

Yes  No

3. Within the last five years, has a surety firm completed a contract on your firm's behalf, or paid for completion of a contract to which your firm was a party, because your firm was considered to be in default or was terminated for cause by the project owner?

Yes  No

4. At the time of submitting this minimum qualifications questionnaire, is your firm ineligible to bid on or be awarded a public works contract, or perform as a subcontractor on a public works contract, pursuant to either California Labor Code section 1777.1 (prevailing wage violations) or Labor Code section 1777.7 (apprenticeship violations)?

Yes  No

5. At any time during the last five years, has your firm, or any of its owners, officers or partners been convicted of a crime involving the awarding of a contract for a government construction project, or the bidding or performance of a government contract?

Yes  No

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**FOR CITY CLERK USE ONLY**

RESOLUTION NO.: 2004-433

DATE ADOPTED: June 8, 2004

6. Answer either subsection A or B, as applicable:

A. Your firm has completed three or more government construction contracts in Sacramento County within the last five years: Within those five years, has your firm been assessed liquidated damages on three or more government construction contracts in Sacramento County for failure to complete contract work on time?

**NOTE: If there is a pending administrative or court action challenging the assessment of liquidated damages on a government contract within the last five years, you need not include that contract in responding to this question.**

Yes                       No                       Not applicable

**OR**

B. Your firm has not completed at least three government construction contracts in Sacramento County within the last five years: Within the last three years, has your firm been assessed liquidated damages on three or more government construction contracts for failure to complete contract work on time?

**NOTE: If there is a pending administrative or court action challenging an assessment of liquidated damages on a government contract within the last three years, you need not include that contract in responding to this question.**

Yes                       No                       Not applicable

7. In the last three years has your firm been debarred from bidding on, or completing, any government agency or public works construction contract for any reason?

**NOTE: If there is a pending administrative or court action challenging a debarment, you need not include that debarment in responding to this question.**

Yes                       No

8. Has CAL OSHA assessed a total of three or more penalties against your firm for any "serious" or "willful" violation occurring on construction projects performed in Sacramento County at any time within the last three years?

**NOTE: If there is a pending administrative or court action appealing a penalty assessment, you need not include that penalty assessment in responding to this question.**

Yes                       No

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**FOR CITY CLERK USE ONLY**

RESOLUTION NO.: 2004-433

DATE ADOPTED: June 8, 2004

9. Answer either subsection A or B, as preferred:

A. In the last three years has your firm had a three year average Workers' Compensation experience modification rate exceeding 1.1?

Yes  No

**OR**

B. In the last three years has your firm had a three-year average incident rate for total lost workday cases exceeding 10?

**NOTE:** Incident rates represent the number of lost workday cases per 100 full-time workers and is to be calculated as:  $(N/EH) \times 200,000$ , where

**N** = number of lost workday cases (as defined by the U.S. Dept. of Labor, Bureau of Labor Statistics)

**EH** = total hours worked by all employees during the calendar year

**200,000** = base for 100 equivalent full-time working (working 40 hours per week, 50 weeks per year)

Yes  No

10. In the past three years, has the federal EPA, Region IX or a California Air Quality Management District or Regional Water Quality Control Board assessed penalties three or more times, either against your firm, or against an owner for a violation resulting in whole or in part from any action or omission by your firm on a project on which your firm was a contractor?

**NOTE:** If there is a pending administrative or court action appealing a penalty assessment, you need not include that penalty assessment in responding to this question.

Yes  No

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**FOR CITY CLERK USE ONLY**

RESOLUTION NO.: 2004-433

DATE ADOPTED: June 8, 2004

11. In the past three years, has the federal EPA, Region IX or a California Air Quality Management District or Regional Water Quality Control Board assessed a single penalty of \$100,000 or more, either against your firm, or against an owner for a violation resulting in whole or in part from any action or omission by your firm on a project on which your firm was the contractor?

**NOTE:** If there is a pending administrative or court action appealing a penalty assessment, you need not include that penalty assessment in responding to this question.

Yes  No

12. In the past three years, have civil penalties been assessed against your firm pursuant to California Labor Code 1777.7 for violation of California public works apprenticeship requirements, three or more times?

**NOTE:** If there is a pending administrative or court action appealing a penalty assessment, you need not include that penalty assessment in responding to this question.

Yes  No

13. In the past three years, has a public agency in California withheld contract payments or assessed penalties against your firm for violation of public works prevailing wage requirements, three or more times?

**NOTE:** If there is a pending administrative or court action appealing a withholding or penalty assessment, you need not include that withholding or penalty assessment in responding to this question.

Yes  No

14. Has your firm been assessed penalties for violation of public works prevailing wage requirements in California, in an aggregate amount for the past three years of \$50,000 or more?

**NOTE:** If there is a pending administrative or court action appealing a penalty assessment, you need not include that penalty assessment in responding to this question.

Yes  No

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**FOR CITY CLERK USE ONLY**

RESOLUTION NO.: 2004-433

DATE ADOPTED: June 8, 2004

**VERIFICATION AND SIGNATURE**

I, the undersigned, certify and declare that I have read all the foregoing answers to this Minimum Qualifications Questionnaire, and know their contents. The matters stated in these Questionnaire answers are true of my own knowledge and belief, except as to those matters stated on information and belief, and as to those matters I believe them to be true. I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Signed at 105 Ascot St. Roseville ca 95666, on 2-7-08.  
(Location) (Date)

Signature: 

Print name: MARK BARKER

Title: president

NOTE: If two or more entities submit a bid on a contract as a Joint Venture, each entity within the Joint Venture must submit a separate Minimum Qualifications Questionnaire.

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**FOR CITY CLERK USE ONLY**

RESOLUTION NO.: 2004-433

DATE ADOPTED: June 8, 2004

(TECHNICAL PROPOSAL)

C) MANAGEMENT PLAN

DATE BID OPENED <u>2-6-08</u>
EMPLOYEE INITIALS <u>V. M.</u>
MARK ONE BOX FOR EACH ITEM ONLY
<b>BID SECURITY</b>
<input type="checkbox"/> NONE REQUIRED
<input type="checkbox"/> PROPERLY SIGNED
<b>BID DEPOSIT TYPE</b>
<input type="checkbox"/> BID BOND
<input type="checkbox"/> CALIF. BANK CASHIER'S CHECK
<input type="checkbox"/> CERTIFIED CHECK
<input type="checkbox"/> CASH
<input type="checkbox"/> CALIF. BANK MONEY ORDER
<b>AFTER AWARD OF BID</b>
<input type="checkbox"/> SECURITY RETURNED
<input type="checkbox"/> SECURITY ACCEPTED
EMPLOYEE INITIALS _____
DATE _____

# **B and S All Phase Construction**

Business Plan

105 Ascot Avenue #B  
Roseville, CA 95661  
Phone: (916) 532-7600

December 2007

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## **Executive Summary**

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### **Executive Summary**

B and S All Phase Construction, Inc. will be formed as a construction company specializing in renovation and improvement services for residential and commercial clients in Northern California. The company plans to bid on contracts for residential renovation projects for the Sacramento Housing & Redevelopment Agency. Future plans include expanding the company to reconstruct and modernize public schools. The company will secure subcontractors for all phases of production.

An initial investment of \$200,000 has been placed in the company business account for working capital and start-up costs.

An established office in Roseville, California will be utilized the first year of operations to reduce start-up costs.

### **Mission**

B and S All Phase Construction strives to perform for our customers the highest level of quality construction services at fair and market competitive prices; ensure the longevity of our company through repeat and referral business achieved by customer satisfaction in all areas including timeliness, attention to detail and service-minded attitudes; and maintain the highest levels of professionalism, integrity, honesty and fairness in our relationships with our suppliers, subcontractors, professional associates and customers.

### **Management**

The owners are seasoned business people with an interest in their community. Mark Barker will serve as president and general contractor; Randy Smith will serve as chief financial officer, and Roddy Smith will serve as secretary. Mark Barker is a journeyman carpenter with nearly 30 years of progressive and responsible experience in construction and operating his own construction business. Randy Smith is a real estate agent and mortgage broker with 20 years of increasingly productive experience in his field. Roddy Smith is a financial consultant, real estate investor and small business owner with nearly 30 years of profitable and progressive experience.

### **Projected Sales**

Projected sales for the first three years of operation are summarized below:

<u>Year</u>	<u>Sales</u>	
1	\$1,000,000*	*for the period July 2007 through December 2007
2	\$1,500,000	
3	\$2,500,000	

### **Objectives**

- Renovate 15-25 homes the first year
- Revenue of \$1,000,000 the first year, approaching \$2,500,000 at the end of three years
- Increase gross margin to 15% by the third year of operations

### **Keys to Success**

- Provide professional quality services on time and on budget
- Develop a follow-up strategy to gauge performance with all clients

## Company Analysis

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### **Summary**

B and S All Phase Construction, Inc. is a new construction company founded in June 2007 by Mark Barker, Randy Smith and Roddy Smith. Mark Barker is the founding partner and Randy Smith and Roddy Smith are the principal partners of this company. Mark Barker will obtain his general contractor's license in July 2007.

### **Ownership**

B and S All Phase Construction has been created as a corporation. The company will be privately owned by Mark Barker, Randy Smith and Roddy Smith.

### **Start-up Expenses**

Start-up expenses amount to \$21,000, which allows for initial expenses, licenses, and office equipment. An initial balance of \$200,000 has been placed in the company account and an equity line of credit in the amount of \$500,000 has been established.

#### Start-Up Expenses

Professional Liability Insurance	\$10,000
Legal Services	\$ 5,000
Business Licenses	\$ 1,000
Office Equipment	\$ 5,000
<i>Total Start-Up Expenses</i>	<u>\$21,000</u>

#### Start-Up Assets

Cash Balance on Starting Date	\$200,000
Equity Line of Credit	\$500,000
<i>Total Current Assets</i>	<u>\$700,000</u>

### **Company Locations and Facilities**

An established office in Roseville, California will be utilized in order to reduce start-up costs. The office space is estimated to be 150 square feet. The office maintains a dedicated fax line as well as a high-speed Internet connection. An e-mail account has been activated to serve as a communication tool. A website will also be developed to serve as a marketing tool.

## Industry Analysis

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### **Services**

B and S All Phase Construction provides construction services to include renovations, additions, new construction (commercial and residential), and modernization of public schools. Jobs are solicited through bids from both business and personal ventures. Services will be provided to both commercial and individual customers offering exceptional and professional construction services while maintaining superior quality standards. Client needs will be met on projects of all sizes. Geographically, the company offers its services to Northern California.

B and S All Phase Construction offers complete residential and commercial improvement services, focusing on buildings with the following use and occupancies:

- Residential
- Commercial

The company is project oriented where each project involves:

- Renovations
- Additions
- New construction

### **Service Description**

Project Management: Project management services include defining client needs, preparing bid documents, bid analysis, construction review, payment certification, contract administration, and warranty inspections. Projects include new facilities, renovations, repairs, and remodeling.

Restoration Engineering: Condition survey, design, and construction review services for the repair of building structures.

Home Inspections: Provide prospective homeowners with an assessment of the various systems in a residential home, including foundations, framing, building envelope and efficiency, mechanical systems, electrical systems, and general safety issues.

### **Fulfillment**

To facilitate projects, we will secure specialty subcontractors to supplement production work, including framing, electrical, and plumbing services.

### **Quality Control and Assurance**

Serving the needs of the construction industry, we will ensure that companies and their employees are qualified to perform specific services in accordance with the requirements.

## **Marketing**

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### **Market Analysis**

B and S All Phase Construction will focus on traditional renovation contracts. The company will usually contract with companies to perform specialty construction services. These services include preparation of plans, specifications, and estimates. Construction services may be limited to occasional field visits and certain contract administration requirements.

### **Market Summary**

The market for construction services may be summarized with the following groups:

Sacramento Housing & Redevelopment Agency (SHRA): Throughout the City and County of Sacramento, SHRA offers assistance for home repairs to low-to-moderate income owner occupants of single family homes. The program can correct health and safety hazards, upgrade living conditions to extend the useful life of the home, and provide accessibility improvements.

California Department of Education: School Facilities Bonds allow major reconstruction and modernization projects for schools to upgrade and replace outdated electrical and HVAC systems, upgrade and renovate classrooms, and replace temporary portable classrooms with permanent buildings.

Private Individuals: We will focus attention on homeowners in Northern California who are renovating or contemplating an addition to their residence. We will also promote home inspections to those parties contemplating the purchase of a home.

## **Strategy and Implementation**

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### **Strategy and Implementation Summary**

B and S All Phase Construction will initially focus on the Northern California area. Future plans include expanding into the Bay Area.

### **Competitive Edge**

B and S All Phase Construction offer the following competitive edge:

- Project completion on-time and within budget
- Honesty and integrity
- Achieve customer satisfaction

### **Pricing Strategy**

Most contract work is billed on a time and material basis.

### **Sales Strategy**

Success in a consulting market is focused on client service and typically translates into repeat business.

When a potential client questions the cost of a project, we explain the benefits and refer to our proposal which clearly outlines the tasks to be performed. If the budget is for less money, then we must offer less service.

## **Management and Organization**

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### **Management Summary**

B and S All Phase Construction will initially have three employees. Mark Barker will serve as president and general contractor, Randy Smith as chief financial officer, and Roddy Smith as secretary.

### **Management Team**

Mark Barker has 29 years of progressive and responsible construction experience. He will serve as president at B and S All Phase Construction. Mark will be responsible for estimating, project management, soliciting clients, marketing, and the daily aspects of running the business. A summary of Mark's experience follows:

- In 1978, he began his construction career as a carpenter and painter for Star Construction.
- From 1981 to 1987, he gained experience as an estimator/project manager at Star Construction and oversaw numerous projects for the Sacramento Housing & Redevelopment Agency. Mark was with Star Construction for nine years.
- In 1988, he moved to Oregon and started a construction company, Northwest General Contracting. The company's projects included tenant improvements and renovations for clients such as Nike, Frito-Lay, Milgard, Bio-Tronic Engineering, the City of Tualatin, and Kaiser Permanente.
- In 1996, he created a second company, Northwest Painting & Drywall, and completed various projects throughout Portland and the surrounding area. Mr. Barker served as owner of both companies until 2001.

- From 2001 to 2003, he served as assistant supervisor of the building facility division for the City of Tualatin, Oregon.
- In 2004, he returned to Star Construction and currently serves as an estimator/project manager.

Randy Smith has 20 years of real estate and mortgage broker experience and has served as owner of Results Real Estate & Loan in Roseville, California for 20 years. He will serve as chief financial officer at B and S All Phase Construction and oversee the financial activities of the company. Randy will be responsible for estimating, soliciting clients, and the financial aspect of operating the business.

Roddy Smith has 30 years of experience as a financial consultant, real estate investor, and small business owner. He will serve as secretary at B and S All Phase Construction and be responsible for the receipt, investment, and disbursement of funds. Roddy will be responsible for managing the financial aspect of operating the business.

#### **Personnel Plan**

B and S All Phase Construction will require an office manager to oversee the administrative responsibilities of the company. We will be looking to secure administrative assistance to ensure organization and administering the activities of the day to day business office environment.

### **Professional Contacts and References**

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#### **Business Attorney**

John E. Barrus  
Barrus and Roberts  
Business and Estate Planning Attorneys  
1540 Eureka Road, Suite 102  
Roseville, CA 95661  
(916) 786-9430

#### **Personal Banker**

Joellan Finazzo  
Personal Banker  
River City Bank  
3992 Douglas Boulevard, Suite 110  
Roseville, CA 95661  
(916) 780-6515

#### **Professional References**

Sacramento Housing & Redevelopment Agency  
Sacramento, CA

Lynn Evans  
(916) 443-1376

David Martinez  
(916) 440-1376

Darren Stevens  
(916) 566-1263

Catherine Strice  
(916) 566-1275

Michael Taylor  
(916) 566-1265

#### **Suppliers (w/Star Construction)**

Anderson Lumber  
North Highlands, CA  
(916) 481-2220

ICI Paints  
Sacramento, CA  
(916) 924-9901

Pace Supply  
Sacramento, CA  
(916) 386-8347

Whitecap Industries  
Sacramento, CA 95815  
(916) 920-4344

**Subcontractors**

Allied Abatement Company  
Shingle Springs, CA  
(530) 676-0598

California Laminated  
Sacramento, CA  
(916) 344-6646

Calnorth Stucco  
Lincoln, CA  
(916) 343-7959

Dino Plumbing  
Sacramento, CA  
(916) 410-4110

Fitzo Concrete  
Sacramento, CA  
(916) 825-3439

RG Interiors Drywall  
Sacramento, CA  
(916) 821-8139

Rocklin Roofing  
Rancho Cordova, CA  
(916) 998-8899

Sierra Asphalt  
Rancho Cordova, CA  
(916) 869-9855

**Additional Information**

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B and S All Phase Construction will begin by doing work for the Sacramento Housing & Redevelopment Agency (SHRA). Mr. Barker has extensive experience with SHRA, which has numerous homes scheduled for renovation over the next several years. The average cost for each home is \$80,000 to \$120,000. With their extensive knowledge and capability, B and S all Phase Construction will be able to accomplish approximately 15-25 homes per year. Additionally, the business will expand to include modernization of schools, which Mr. Barker also has experience with while employed at Star Construction. While at Star Construction, Mr. Barker obtained jobs through SHRA totaling \$850,000 with a 20% profit margin, and a \$3,200,000 school modernization project.

**Projects**

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Residential

Mr. Brian Vantassel  
Penryn, CA  
Project: Two-story shop/garage  
Amount: \$87,500  
Completed: August 2007

Commercial

Arden Park & Recreation Department  
Cresta Park  
Sacramento, CA  
Project: Picnic pad and sidewalk  
Amount: \$11,400  
Completed: November 2007

Sunrise Park and Recreation Department  
Foothill Community Center  
Citrus Heights, CA  
Project: Commercial improvement  
Amount: \$9,300  
Completed: November 2007

(TECHNICAL PROPOSAL)


D) QUALITY CONTROL

(1) B & S Allphase Const. Inc. has a full range of construction equipment with a value of \$ 122,000.00 with a construction yard housing our equipment and tools. We have two Fords and one Chevy truck with a hybrid Toyota Camry to manage jobs with. A list of tools consist of all carpentry, painting, drywall, plumbing, electrical, concrete, roofing and stucco tools to complete any project and to numerous to list each item. Also with equipment consisting of compressors, ladders, scaffolding, nail guns, jack hammers, tile cutters, band saw, table saw, bench press, drill press, metal benders, fork lift, bobcat excavator, debris hauling dump bed, 6'- 16' flat bed trailer. Communication equipment exists of mobile telephones for all owners and employees.

(2) The agency will be able to communicate to our company by office or mobile phones 24 hours a day 7 days a week.

(3) B & S Allphase Const. Inc. plans to achieve high customer satisfaction by having Mark Barker control all aspects of performance and quality with the experience of 30 years of managing his construction companies with a high level of success , and by having a hands on approach for dealing with every project personally.

Sincerely:

  
\_\_\_\_\_

(TECHNICAL PROPOSAL)

A) EXPERIENCE

B) PAST PERFORMANCE

# MARK BARKER

PRESIDENT AND GENERAL CONTRACTOR • B AND S ALL PHASE CONSTRUCTION

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## SUMMARY

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Serving as a Project Manager or Assistant Supervisor, I managed/oversaw the construction projects listed below. The projects within California were during my employment with Star Construction/Barker & Associates, and the Oregon projects were during employment with the City of Tualatin.

All projects, with the exception of Luther Burbank High School, were estimated by me, with assistance from my partners.

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## CONSTRUCTION PROJECTS

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**SACRAMENTO HOUSING & REDEVELOPMENT AGENCY — SACRAMENTO, CA** **2006 TO 2007**

*Project Manager*

- Managed renovation project of three homes
- Job amount: \$540,000

**CITY OF FOLSOM — FOLSOM, CA** **2006 TO 2007**

*Project Manager*

- Managed renovation project of Lew Howard Park restrooms and handicapped landings
- Job amount: \$120,000

**SAN JUAN UNIFIED SCHOOL DISTRICT — CARMICHAEL, CA** **2006**

*Project Manager*

- Managed remodel project of Carnegie Junior High School
- Job amount: \$821,000

*Project Manager*

- Oversaw remodel of Louis Pasteur Junior High School
- Job amount: \$780,000

*Project Manager*

- Oversaw remodel of San Juan High School
- Job amount: \$895,000

*Project Manager*

- Oversaw remodel of El Camino High School
- Job amount: \$1.2 million

**SACRAMENTO CITY UNIFIED SCHOOL DISTRICT — SACRAMENTO, CA** **2004 TO 2005**

*Project Manager*

- Managed re-construction and renovation of Luther Burbank High School
- Job amount: \$12 million (with \$1.2 million in change orders)

**MARK BARKER**

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**CITY OF TUALATIN – TUALATIN, OR****2004***Assistant Supervisor*

- Oversaw new construction project of a maintenance building
- Job amount: \$1.4 million

**CITY OF TUALATIN – TUALATIN, OR****2003***Assistant Supervisor*

- Oversaw new construction project of a police station
- Job amount: \$2.5 million

**NORTHWEST PAINTING & DRYWALL – TUALATIN, OR****1996 TO 2002***Owner*

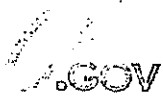
- Served as owner of a residential and commercial improvement company
- Oversaw painting and tenant renovation projects

**NORTHWEST GENERAL CONTRACTING – TUALATIN, OR****1988 TO 2002***Owner*

- Served as owner of a commercial tenant improvement company
- Oversaw renovations and tenant improvement projects
- Clients included Nike Corporation, Frito-Lay Enterprises, Milgard, Bio-Tronic Engineering, City of Tualatin, Kaiser Permanente, Portland Breweries, and Columbia Clothing

Please note: Also General partner with Barker & Associates from 1982 until 2004 which we had performed numerous contracts with SHRA

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## CONTRACTOR'S LICENSE DETAIL

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- Online Services
  - o Check A License or HIS Registration
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  - o Search for a Workers' Compensation Company
- How to Participate

**DISCLAIMER:** A license status check provides information taken from the CSLB license database. Before relying on this information, you should be aware of the following limitations.

- CSLB complaint disclosure is restricted by law (B&P 7124.6). If this entity is subject to public complaint disclosure, a link for complaint disclosure will appear below. Click on the link or button to obtain complaint and/or legal action information.
- Per B&P 7071.17, only construction related civil judgments reported to the CSLB are disclosed.
- Arbitrations are not listed unless the contractor fails to comply with the terms of the arbitration.
- Due to workload, there may be relevant information that has not yet been entered onto the Board's license database.

License Number: 420129      Extract Data: 01/02/2008

Business Information: BARKER AND ASSOCIATES  
2524 TESLA WAY  
SACRAMENTO, CA 95825  
Business Phone Number: (916) 481-3772

Entity: Partnership  
Issue Date: 03/25/1982  
Expire Date: 03/31/2004

← LOOK

License Status: This license is expired and not able to contract at this time.  
Additional Status: The license will need a contractor's bond to renew active or reactivate.  
The license will need to meet the workers compensation requirements to renew active or reactivate.

CLASS	DESCRIPTION
B	GENERAL BUILDING CONTRACTOR
C15	FLOORING AND FLOOR COVERING

Bonding: CONTRACTOR'S BOND  
This license filed Contractor's Bond number B602819 in the amount of \$6,000 with the bonding company FREMONT INDEMNITY COMPANY.  
Effective Date: 03/23/1982  
Cancellation Date: 03/23/1986  
BOND OF QUALIFYING INDIVIDUAL  
1. A qualifying partner is not required to post a bond of qualifying individual.

Workers' Compensation: There was no workers comp information found for this license.

Personnel listed on this license (current or disassociated) are listed on other licenses.

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*Barker & ASSOC. Had completed several projects for SHWA over the past 25 years in which I was a General Partner of from 3/25/82 to 3/31/04*

*Uli B...*

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**CONTRACTORS  
STATE LICENSE BOARD**



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**Contractor License #: 420129**

Click on the person's name to see a more detailed page of information on that person.

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NAME	TITLE	ASSOCIATION DATE	DISASSOCIATION DATE	CLASS	MORE CLASS
<a href="#">WAYNE HART BARKER</a>	QUALIFY PARTNER	03/25/1982		B	More
<a href="#">MARTY DWAYNE BARKER</a>	GENERAL PARTNER	03/25/1982			
<a href="#">MARK ALLEN BARKER</a>	GENERAL PARTNER	03/25/1982			

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