

SMALL BUSINESS SUBCONTRACTING PLAN

SOLICITATION OR PROJECT # CA PRA Jotr 12(4)

DATE June 5, 2003

Contractor's Name and Address: Granite Construction Company
55475 Yucca Trail
Yucca Valley, CA 92284

The following, together with any attachments, is hereby submitted as a Subcontracting Plan to satisfy the applicable requirements of Public Law 95-507.

1. (a) The following goals will be applicable to any contract awarded as a result of this solicitation.

	Dollars	% of (1)
(1) Total dollars planned to be subcontracted	1,224,792.00	
(2) Total dollars planned to be subcontracted to Small Business Concerns (SB) (includes SDB & WBE)	669,829.00	54.7
(3) Total dollars planned to be subcontracted to Small Disadvantaged Business Concerns (SDB)	34,620.00	2.8
(4) Total dollars planned to be subcontracted to Women-owned Small Business Concerns (WOSB)	343,374.00	28.0
(5) Total dollars planned to be subcontracted to HUBZone Small Business Concerns (HUB)	-	-
(6) Total dollars planned to be subcontracted to Veteran-owned/Service-disabled Veteran-owned Small Business Concerns (VET)/(SDVET)	-	-

* In the event that you are not utilizing any of the above small business concerns, please state reason in section (b) below and describe method of determination.

(b) Principal types of work to be subcontracted.

Type of Work (i.e. paving, fence, etc.)	Proposed Subcontractor If known	Type of Concern					Estimated Cost
		SB	SDB	WOSB	HUB	VET/SDVET	
Haul AC & Base	Terra Trucking Co.				SB		291,835.00
Signs & Striping	Sudhakar Co., Int.				SDB		34,620.00
Furnish PBA-7	W.C. Goolsby, Inc.				WBE		343,374.00
Pulverize AC	Pavement Recycling Syst. Inc.				-		40,738.00
Furnish Concrete & Color	Superior Ready Mix				-		215,780.00
Furnish Hydrated Lime	Chemical Lime Co.				-		17,045.00
Surveying	"Unknown"				-		214,200.00
Furnish MC-70 & SS1-H	"Unknown"				-		67,200.00

* No quotes have been received from HUBZone or VET/SDVET subcontractors at this time. Efforts will continue to seek out interested subcontractors in these categories for subcontracts still remaining to be committed.

(c) Do the above estimated costs include indirect costs? Yes No. If yes, describe the method used to determine the proportionate share of indirect costs to be included with (2) SB, (3) SDB, (4) WOSB, (5) HUB, and (6) VET/SDVET concerns.

(d) The following method was used in developing subcontract goals (i.e., statement explaining how the product and service areas to be subcontracted were established, how the SB, SDB, WOSB, HUB, and VET/SDVET small business concerns' capabilities were determined, and identification of source lists and organizations contacted to obtain SB, SDB, WOSB, HUB, and VET/SDVET sources.)

Products and services that are typically subcontracted were made available for subcontract on this project. In addition, quotes for work normally performed by the contractor were considered for subcontracting. Contacts include Dept. of Trans. Business Opp. listing and National Assoc. of Women in Const. Additional potential subcontractors are obtained through internal lists of subcontractors solicited and used for previous projects. Subcontractors capabilities is based on prior experience with a particular subcontractor either by this branch or other branches. If no prior experience exists, interviews with key personnel may be conducted. For subcontracts yet to be committed, efforts will include additional solicitations of SB, SDB, WBE, HubZone, VET/SDVET subcontractors interested in working in the geographical area of this project.

2. The following individual will administer the subcontracting program:

Name: Gary Spinetti

Title: Area Manager

Address: 55475 Yucca Trail
Yucca Valley, CA 92284

Telephone: (760) 365-1654

This individual's specific duties, as they relate to the firms' subcontracting program, are as follows:

General overall responsibility for review, monitoring, and execution of the plan, including but not limited to:

- (a) Obtaining SB, SDB, WOSB, HUB, and VET/SDVET small business sources from all possible sources.
- (b) Assuring inclusion of SB, SDB, WOSB, HUB, and VET/SDVET firms in all solicitations where applicable.
- (c) Attending or arranging for attendance at Business Opportunity Workshops, Minority Business Enterprise Seminars, Trade Fairs, etc.
- (d) Conducting or arranging for the conduct of motivational training for purchasing personnel pursuant to the intent of Public Law 95-507.
- (e) Monitoring attainment of proposed goals.

- (f) Reviewing solicitations to delete statements, clauses, and other provisions which may tend to prohibit SB, SDB, WOSB, HUB, and VET/SDVET participation.
- (g) To help develop new suppliers, the following duties are added to or deleted from those specified above: Coordinate advertisements in SB, SDB, WBE, HUB, Vet/SDVET focus publications soliciting subcontract proposals as opportunities become available on this project. Companies *(see
3. The following efforts will be taken to assure that SB, SDB, WOSB, HUB, and VET/SDVET small business concerns will have an equitable opportunity to compete for subcontracts:
- (a) Outreach efforts will be made as follows:
- (i) contacts with minority and small business trade associations,
 - (ii) contacts with business development organizations;
 - (iii) attendance at small and minority business procurement conferences and trade fairs;
 - (iv) sources will be requested from State highway department source lists and/or SBA's PRO-Net system at www.sba.gov.
- (b) The following internal efforts will be made to guide and encourage buyers:
- (i) workshops, seminars, and training programs will be conducted;
 - (ii) activities will be monitored to evaluate compliance with this subcontracting plan.
- (c) SB, SDB, WOSB, HUB, and VET/SDVET small business concern source lists, guides, and other data identifying SB, SDB, WOSB, HUB, and VET/SDVET small business concerns will be maintained and utilized by buyers in soliciting subcontracts.
- (d) Additions to (or deletions from) the above listed efforts are as follows: Offer assistance to unsuccessful SB, SDB, WBE, HubZone, VET/SDVET subcontract offerors addressing possible deficiencies in their proposals in order to increase potential success for procuring future subcontracts. In addition, contractor makes available plans and specifications for review by subcontractors while preparing proposals and contractor's personnel are available to answer questions.
4. The bidder (offeror) agrees that the clause entitled "Utilization of Small Business Concerns" will be included in all subcontracts which offer further subcontracting opportunities, and all subcontractors, except small business concerns, which receive subcontracts in excess of \$500,000 or in the case of a contract for the construction of any public facility, \$1,000,000, will be required to adopt and comply with a subcontracting plan similar to this one. Such plans will be reviewed by comparing them with the provisions of Public Law 95-507, and assuring that all minimum requirements of an acceptable subcontracting plan shall be determined on a case-by-case basis depending on the supplies/services involved, the availability of potential small and disadvantaged subcontractors, and prior experience. Once approved and implemented, plans will be monitored through the submission of periodic reports, and/or, as time and availability of funds permit, periodic visits to the subcontractor facilities or reviews of applicable records and subcontracting program progress.
5. The bidder (offeror) agrees to cooperate in any studies or surveys as may be required by the contracting agency or the Small Business Administration in order to determine the extent of compliance by the bidder (offeror) with the subcontracting plan. Additionally, the bidder (offeror) agrees to assure that its subcontractors agree to submit Standard Forms 294 and 295.
- * who respond will then be added to internal list of potential subcontractors for future projects.

6. The bidder (offeror) agrees to maintain at least the following types of records to document compliance with this subcontracting plan:
 - (a) SB, SDB, WOSB, HUB, and VET/SDVET small business source lists, guides and other data identifying SB, SDB, WOSB, HUB, and VET/SDVET vendors.
 - (b) Organizations contacted for SB, SDB, WOSB, HUB, and VET/SDVET small business sources.
 - (c) On a contract-by-contract basis, records on all subcontract solicitations over \$100,000, indicating on each solicitation (1) whether small businesses were solicited, and if not, why not; (2) whether small disadvantaged businesses were solicited, and if not, why not; (3) whether women-owned small businesses were solicited, and if not, why not; (4) whether HUBZone small businesses were solicited, and if not, why not; (5) whether veteran-owned small businesses were solicited and if not, why not; (6) whether service-disabled veteran-owned small businesses were solicited and if not, why not, and reasons for the failure of solicited SB, SDB, WOSB, HUB, or VET/SDVET small businesses to receive the subcontract award.
 - (d) Records to support other outreach efforts: contacts with Minority and Small Business Trade Associations, Business Development Organizations, and attendance at small and minority business procurement conferences and trade fairs.
 - (e) Records to support internal activities to guide and encourage buyers: workshops, seminars, training programs, and monitoring activities to evaluate compliance.
 - (f) On a contract-by-contract basis, records to support award data submitted to the Government to include name and address of subcontractor.
 - (g) Records to be maintained in addition to the above are as follows:
7. The bidder (offeror) agrees to:
 - (a) Assist SB, SDB, WOSB, HUB, and VET/SDVET small business concerns by arranging solicitations, time for the preparation of bids, quantities, specifications, and delivery schedules so as to facilitate the participation by such concerns. Where the bidder's (offeror's) lists of potential SB, SDB, WOSB, HUB, and VET/SDVET small business subcontractors are excessively long, reasonable effort shall be made to give all such concerns an opportunity to compete over a period of time.
 - (b) Provide adequate and timely consideration of the potentialities of SB, SDB, WOSB, HUB, and VET/SDVET small business concerns in all "make-or-buy" decisions.
 - (c) Counsel and discuss subcontracting opportunities with representatives of SB, SDB, WOSB, HUB, and VET/SDVET small business firms.

Plan Prepared by: Gary A Spinetti Date 6/6/03
Contract Administration

TYPED NAME: Gary Spinetti

TITLE: Area Manager

FIRM: Granite Construction Company

Plan Accepted by: _____ Date _____
FHWA - CFLHD Contracting Officer