



# AB 1565 (Prequal)



Together. Building Greatness.™

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# Agenda

- AB 1565 Overview
- The Old System
- The New System
- Exemptions/Details
- Lessons Learned



# AB 1565

- Sponsored by Fuentes, underwritten by labor groups
- Designed to discourage unqualified potential bidders
- Not a bad thing, school projects are complex
- However, it is a tedious process (and don't expect the state to pay for your added efforts)

# The OLD Way (PCC 20111.5)

- Voluntary Prequalification
- Uniformity Required
- Five Day Timeline
- Quarterly



# The NEW Way (PCC 20111.6)

- Mandatory Prequalification (yes, there are exemptions)
- Uniformity (still) Required
- Use the DIR's Form
- Ten Day Timeline
- Quarterly or Annually
- Subcontractors Now Included

**PRE-QUALIFICATION OF CONTRACTORS  
SEEKING TO BID ON PUBLIC WORKS  
PROJECTS:**

*The 1999 State Legislation and the  
Model Forms Created by the  
Department of Industrial Relations*



# Exemptions

- Small District (< 2,500 ADA)
- No State Funding Anticipated/Received
- Project Expenditure < \$1M

# Uniformity

- Same Standards for Everyone
- Best Defense
- Consider Prequalifying  
with Limits

General Trades B license										
Allen Construction, Inc.	Shannon Allen	shannon@allenconstruction.com	510-234-4200	510-234-4221	\$ 30,000,000.00	\$ 30,000,000.00	1/26/2011	1/16/2013	720 12th Street Richmond, CA 94801	
Bjork Construction Co.	Jean Bjork	bjork@bjorkconstruction.com	510-656-4688	510-656-0906	\$ 2,000,000.00	\$ 1,000,000.00	8/5/2013		4420 Enterprise Plaza Fremont, CA 94538	
Bear's Martin & Associates, Inc.	Delight Ormann	delight@bearsmartin.com	650-364-8141	650-367-7645	\$ 15,000,000.00	\$ 10,272,700.00	2009	3/24/2010	2596 Bay Rd, Redwood City, CA 94063	
BCI Builders	Jeff Ritchie	jeff@bciusa.com	831-438-2358	831-438-2378	\$ 5,000,000.00	\$ 485,240.00	2009	1/21/2010	8652 Scotts Wy of #202 Scotts Valley, CA 95066	
BRCO Constructors, Inc.	Matt Roth	mroth@brcocconstructors.com	916-652-3889	916-652-3922	\$ 25,000,000.00	\$ 25,000,000.00	1/20/2011		P.O. Box 367 Loomis, CA 95650	
CalState Construction	Amela	amela@calstatel.com	510-657-1800	650-657-1810	\$ 4,000,000.00	\$ 5,107,960.00	2009	1/30/2010	3650 Yale Way, Fremont, CA 94538	
Coulter Construction	Tammy	tammy@coultconst.com	650-964-6229	650-964-0150	\$ 8,000,000.00	\$ 15,307,210.00	2009	1/27/2010	1961 Old 163rd Rd Way, Mil View, CA 94043	
Craig Palermo, Inc.	Dennis Uram	d_uram@craigpal.com	408-590-6319	408-265-2463	\$ 250,000.00	\$ 250,000.00	2009		1815 Mendocino Avenue, San Jose, CA 95125	
Designad Building Systems, Inc.	Doug Baynall	dbaynall@designad.com	925-556-6040	925-556-6030	\$ 15,000,000.00	\$ 9,757,050.00	2009	2/2/2010	6681 S Sierra Ln, Dublin, CA 94568	
Dilbeck & Sons Inc.	Sharon Dilbeck	sharon@dilbeckandsons.com	831-422-8213	831-422-1885	\$ 25,000,000.00	\$ 43,444,700.00	8/5/2013		26 Great Plaza Circle, Salinas, CA 93907	
Goncalves & Sironi Construction Company Inc.	Nicole Ervin	nervin@goncalvesconstruction.com	650-902-2940	650-902-2970	\$ 25,000,000.00	\$ 61,475,430.00	2009	3/12/2010	1000 Washington St, San Carlos, CA 94070	
Granite Construction Company	Barbara Jacob	barbara.jacob@gc.com	408-327-7013	408-327-7090	\$ 300,000,000.00	\$ 214,706,000.00	2009	3/17/2010	355 Wall Beach Street, Watsonville, CA 95076	
John Rane Construction	Charlie Schaller	cschaller@johnrane.com	415-468-0556	415-468-0540	\$ 30,000,000.00	\$ 94,755,000.00	2009	1/21/2010	100 N Hill Dr, #12, Orisbark, CA 94055	
KanRidge Builders, Inc.	Kevin Kinnard	kkinnard@kanridgebuilders.com	707-254-9600	707-254-9944	\$ 3,000,000.00	\$ 3,000,000.00	1/25/2011		3149 California Blvd., Suite H Napa, CA 94558	
Ralph Larsen & Son	Barry Solomon	bsolomon@ralphlarsen.net	650-579-0309	650-579-0349	\$ 30,000,000.00	\$ 42,843,250.00	2009	2/25/2010	300 BR Ave, San Mateo, CA 94401-4221	
River View Construction, Inc.	Gregory Gorastnik	g.gorastnik@rvcon.com	916-371-9494	916-371-9495	\$ 2,000,000.00	\$ 2,000,000.00	1/25/2011		4003 Seaport Boulevard West Sacramento, CA 95691	
Robert A. Boltman	Angie Ramos	aramos@boltman.com	408-279-2277	408-279-2296	\$ 20,000,000.00	\$ 48,550,660.00	2009	3/30/2010	650 Quinn Ave, San Jose, CA 95112	
Rodin Builders, Inc.	Dan Oliver	doliver@rodinbuilders.com	650-508-1700	650-508-1705	\$ 6,000,000.00	\$ 6,000,000.00	1/25/2011		859 Cowell Road Burlingame, CA 94010	
Santa Clara Valley Corporation	Cass Swanson	cass@swansoncorp.com	408-947-1100	408-947-7432	\$ 10,000,000.00	\$ 9,174,120.00	2009	1/26/2010	777 N 1st St, 7th Fl, San Jose, CA 95112	
S J Athross Construction Co., Inc.	Dana McManus	dmanus@sjathross.com	650-654-1900	650-654-9002	\$ 150,000,000.00	\$ 981,398,960.00	2009	12/13/2012	300 Bridge Parkway, Redwood Shore, CA 94065	
Southwest Construction & Property Management	Yvonne M. Gardner	yvonne@swestcon.com	650-877-0717	650-877-0747	\$ 10,000,000.00	\$ 49,074,050.00	8/5/2013		1113 San Mateo Avenue, San Bruno, CA 94066	
Swanson & Associates	Thomas Pond	tpond@swansonassociates.com	408-966-7600	408-966-7690	\$ 15,000,000.00	\$ 24,617,950.00	2009	1/22/2010	581 Division St, #A, Campbell, CA 95008	
Tucker Construction Inc.	Mark Tucker	tucker@tuckercon.com	408-267-1424	408-267-1448	\$ 2,000,000.00	\$ 1,565,160.00	2009	2/23/2010	1725-D Lilla Orchard St, San Jose, CA 95125	
West Bay Builders	Nicole Gross	nicole@westbaybuilders.com	415-466-8972	415-459-0665	\$ 80,000,000.00	\$ 230,588,610.00	8/5/2013		250 Bay Marin Way Boulevard, Building A, Novato, CA 94949	

# DIR Model Form

- [http://www.dir.ca.gov/od\\_pub/prequal/PubWksPreQualModel.rtf](http://www.dir.ca.gov/od_pub/prequal/PubWksPreQualModel.rtf)
- Developed in 1999, as a result of AB 574
- Automatic Disqualifiers
- Basic Information Collection
- Financial Statements
- Reference Checks



# Timeline and Subs

- Option of Quarterly or Annually
- CUPCAA Requires Annually (November)
- Subcontractors Required Now (MEP at a minimum)
- Publish the Prequal List as part of Bidding

# New to This?

- Significant Changes to Implement
- Download the DIR Model Form and Modify
- Delivery Methods?
- Staff Capability (Unfunded Mandate)

# Lessons Learned

- CUPCAA is a good thing, you should review that program and consider joining if you have to go through this process anyways
- Consider creating 'stepped' prequalification lists
- Prequalification is a good thing, despite the hassle