

# JOBS AND CONTRACTS

EDITION 14 | SEPTEMBER 2022



San Francisco  
Water Power Sewer  
Services of the San Francisco Public Utilities Commission

# About the Sewer System Improvement Program

The owner and operator of San Francisco’s sewer system, the San Francisco Public Utilities Commission (SFPUC), has embarked upon the Sewer System Improvement Program (SSIP), a multibillion-dollar citywide investment to upgrade our aging sewer infrastructure to ensure a reliable and seismically safe system now and for generations to come. An investment in sewer infrastructure of this magnitude presents a once-in-a-lifetime opportunity to:

- Upgrade our aging sewer system** to sustainably support all who live, work, and visit our amazing city.
- Provide training and support services** for our community to access, and meaningfully participate on projects being constructed in their neighborhoods.
- Create job opportunities** and access to careers that provide living wages and benefits.
- Provide opportunities** for the startup and growth of small businesses.

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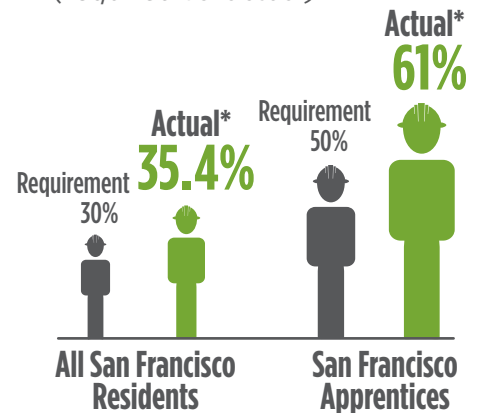
## Making a Lasting Investment

With the SSIP’s infrastructure investments, the SFPUC has an opportunity to support San Francisco’s ongoing economic vitality by strengthening its neighborhoods, businesses, and workforce through:

**JOBS:** The SSIP projects are covered by the San Francisco Local Hiring Policy for Construction, which requires that 30% of all hours worked must be worked by San Francisco residents. For apprenticeships (entry-level jobs) this requirement is 50%.

**CONTRACTS:** The City also has a mandate for local small business participation on City contracts. Although the requirements vary by contract, the SFPUC is committed to maximizing local participation on every project.

Percentage of hours worked  
(required vs. actual)



\*Actual Local Hire participation is recorded and administered by the Office of Economic and Workforce Development.

This Report is designed to provide a quarterly snapshot of the jobs and contracts provided by the SSIP, and serves as a resource guide for those looking to get involved with this once in a generation opportunity. *The data in this report is through June 30, 2022.*

# Success Stories

By Labor Relations Specialist Zelda Saeli



## **Lisa:**

Quiet and reserved, Lisa stayed to herself and did not engage much with the other program participants initially. She was unsure of herself and what she would be able to achieve. Recent issues with drugs, probation, and desperate thoughts were some of the early barriers she sought to overcome. However, program instructor and retired carpenter, Mark Carpenter, found a way to draw Lisa out and in-turn she was able to provide her best efforts.

Upon program completion, Helen Quintana, of George Reed Construction, noticed Lisa's great work ethic and hired her in spring 2017 as an apprentice laborer. Lisa is still with the company five years later and is now working as the company's dispatcher. Lisa regularly returns to the Tuolumne Collaborative to speak to the trainees to offer her encouragement and share her own inspiring path to success.

## **Kendra:**

Kendra was an all-star among her 17 fellow trainees in Cohort 2 right from the start. After excelling in the program, Kendra took the 3-hour written entrance assessment exam for the Operating Engineers Local 3 (OE3) apprenticeship training program. Her eligibility score was high enough for her to join the 8-week overnight training residency at the prestigious Operating Engineers Local 3 Journeyman and Apprentice Training Center (OE3 JATC) in Sloughouse, CA.

Following a temporary delay due to needing to care for her ailing father at home, Kendra landed her first job as an OE3 apprentice with the Shimmick Construction Company working on the Golden Gate Bridge project in the City. She was able to live with relatives nearby temporarily while she completed her work, which included erecting fencing equipment within the very tight confines of the project.

Since April 2021, Kendra has worked on other projects, including on HH-1000R Mountain Tunnel Improvements Project with Michels Tunneling, and she is currently a sixth-period apprentice with OE3.

## **Josephine:**

Shy and humble but hardworking, Josephine hasn't let her reserved nature interfere with her efforts to build the self-promotional skills required to move quickly from project to project. Using the networking skills she first learned in the Tuolumne Collaborative, she has been able to find consistent work with employers such as Big B Construction, Inc. The stop and start nature of the construction industry, and the fact that workers are always "working themselves out of a job", means she has to always be thinking about ways to improve her skills in order to stay in demand, and to follow new construction job leads wherever they might take her. For example, an apprentice or journeyman can wait for a union dispatch them, or, like Josephine, a worker can be more proactive about finding her next job opportunity. This initiative has helped Josephine to find work on projects such as the HH-982 Hetchy Moccasin Shops Rehabilitation project at Moccasin. Her outstanding progress and skills have been recognized by the Carpenters Union, which featured her in their newsletter, Sisters in the Brotherhood ([carpenters.org](http://carpenters.org)). With her career progressing well, her efforts to raise her son as a single mom is all the motivation she needs to make the most out of her decision to join the trades.

# HOW ARE WE DOING SO FAR...?

## JOBS

BAY AREA (AND BEYOND)

**\$166.8 Million**  
IN WAGES AND BENEFITS



**5,897 Workers**

**2.2M HRS**

APPRENTICES

**\$16.1 Million**  
IN WAGES AND BENEFITS

**987 WORKERS**  
**277K HRS**

SAN FRANCISCO

**\$54.4 Million**  
IN WAGES AND BENEFITS  
**1,574 WORKERS**



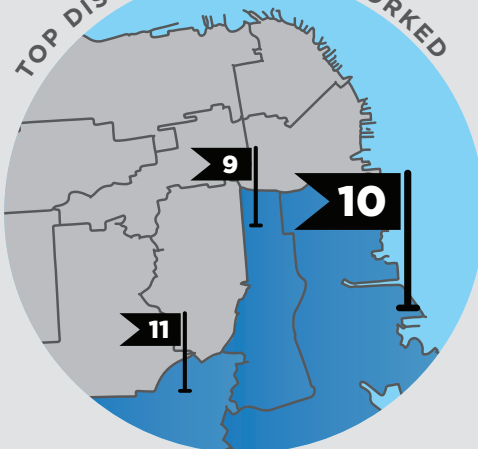
**775K HRS**

APPRENTICES

**\$9.3 Million**  
IN WAGES AND BENEFITS

**453 WORKERS**  
**169K HRS**

TOP DISTRICTS: HOURS WORKED



**ALL WORKERS** D10 Bayview **30.5%** | D11 Excelsior **15.9%**  
D9 Excelsior **14.1%**

**APPRENTICES** D10 Bayview **34.1%** | D5 Western **14%**

## CONTRACTS

CONTRACTS AWARDED

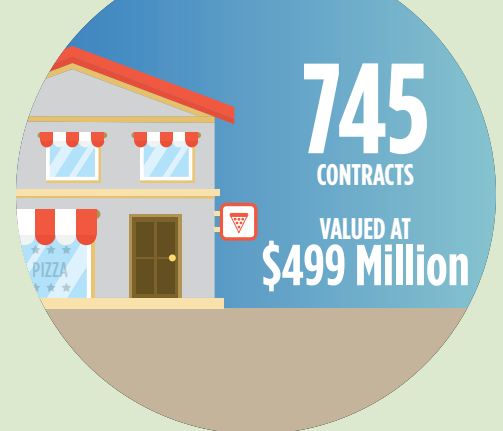
**\$2.1 Billion**  
TOTAL CONTRACTS AWARDED



**\$423M**  
PROFESSIONAL  
SERVICES

**\$1.7B**  
CONSTRUCTION

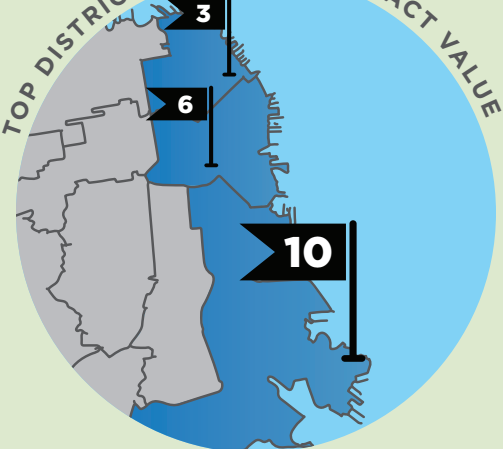
SF LOCAL BUSINESSES



**745**  
CONTRACTS

VALUED AT  
**\$499 Million**

TOP DISTRICTS: LOCAL CONTRACT VALUE



D10 Bayview **55%** | D6 South of Market **16%**  
D3 Chinatown **16%**

# MAKING AN IMPACT

The SSIP is a critical citywide investment in our people, our communities, and our quality of life.

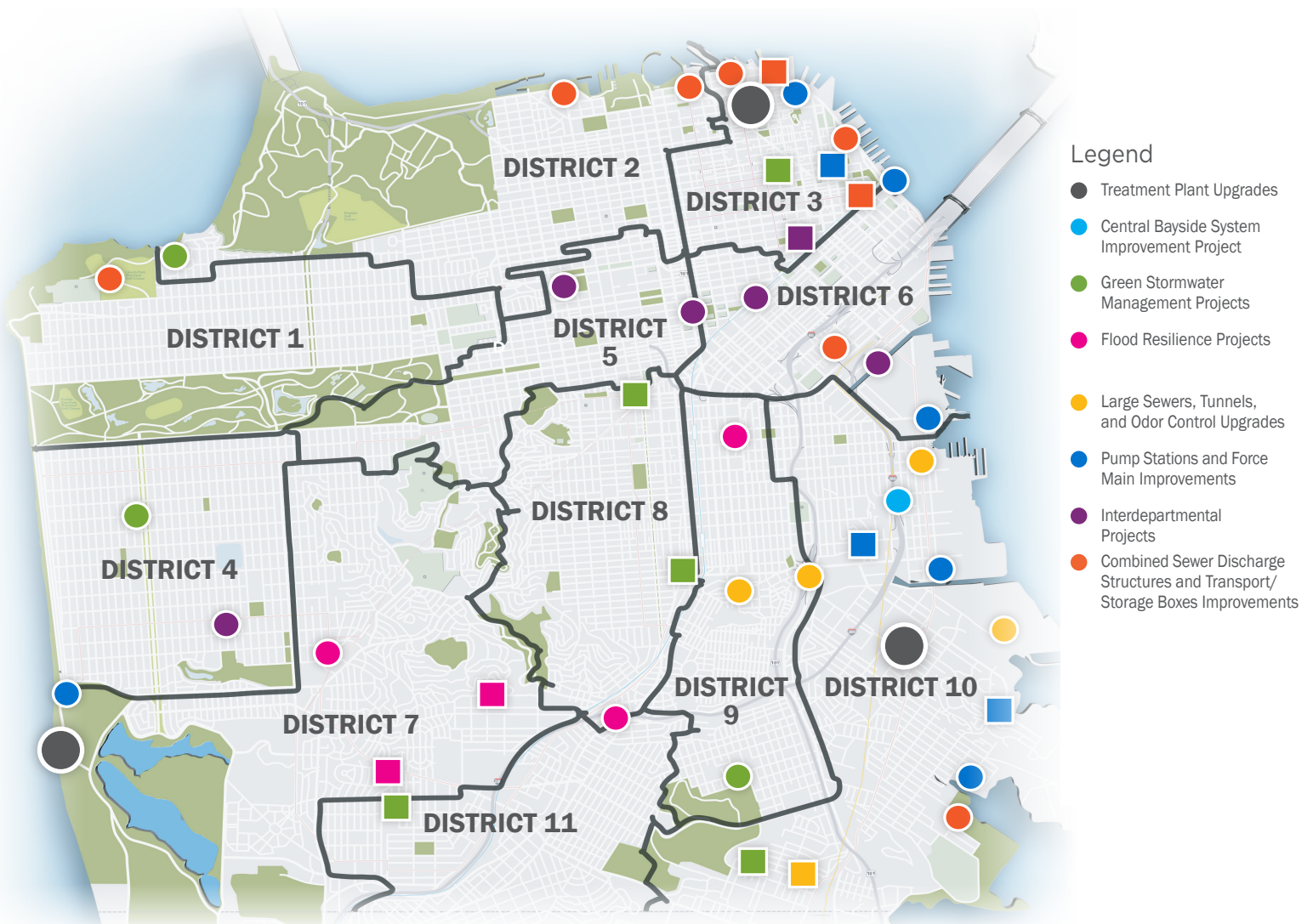
## The Program

The SSIP is divided into overlapping phases to maintain affordability. To date only Phase 1 has been approved by our Commission totaling 3.665 billion. This first phase is comprised of 70 projects occurring all over the City.

**Grey.** Upgrades to our pipes and Treatment Plants for reliability, resiliency, and regulatory compliance.

**Green.** Innovative stormwater management tools that not only reduce impacts to our system but help beautify our neighborhoods too!

**Clean.** Improving our infrastructure to protect the health of our communities and the environment.



### Legend

- Treatment Plant Upgrades
- Central Bayside System Improvement Project
- Green Stormwater Management Projects
- Flood Resilience Projects
- Large Sewers, Tunnels, and Odor Control Upgrades
- Pump Stations and Force Main Improvements
- Interdepartmental Projects
- Combined Sewer Discharge Structures and Transport/Storage Boxes Improvements

↑ This map depicts the approximate locations of our Phase 1 projects ■ Squares indicate completed Projects

# LBE Profile: Sterling Builders, LLC.

By Timothy Ho



“Paperwork makes me nervous,” Oronde laughs, “but once I get the ball rolling, once I’m on the computer and I’m doing it, that’s when I get more comfortable with it.”

Oronde Sterling is a San Francisco native – born and raised in Ingleside and the Lakeview neighborhoods – and a small, local business owner and family man. He recently took some time off from his busy schedule to reflect on his company’s growth and share his thoughts on how the SFPUC’s Getting Down to Business Program (GD2B) program has helped him develop professionally.

Oronde’s experience with GD2B began in 2021, when he joined but then quickly chose to leave the program. Oronde explained at the time that he was overwhelmed and concerned that he wasn’t ready to digest the new information, and that he lacked the level of experience as some of the other participants in the program.

However, after further consideration and self-evaluation, he realized the GD2B program offered exactly the training he needed most and decided to reapply for the fall 2022 session.

“I love it. I’m not going to lie, I love it. But for a minute, I was skeptical. I felt out of place being a micro-business. Others [in the program] had work and dealings with the PUC,” he said. “But I talked to God and I asked for resources, so I knew I should embrace it. I asked myself, ‘What am I going to do, be in a shell for the rest of my life?’”

The GD2B program provides local business enterprises (LBEs), like Oronde’s Sterling Builders, LLC., with support and tools to help compete for City-funded contracts. Available through the SFPUC’s Contractors Assistance Center, the program offers technical assistance, classroom training, and one-on-one counseling tailored to the specific needs of the company and its projects.

Running a hand across his bearded chin, which he says he recently grew to add gravitas and age to his youthful appearance, he thought back to the first time he decided to enter the trades, “I was working at Safeway and Lucky’s at the time, going from job to job. But I like to work with my hands.”

“One of my friends, who was journeyman at the time, said to me, ‘Since you like working with your hands, why don’t you become a carpenter?’ And then my mom asked that too, ‘Why don’t [you] get into the trades rather than these different jobs?’”

“So, I gave it a shot and spent the next 14 years, now going on 15, working as a carpenter. I’ve been loving it! Working outside, the smell of the wood, being able to touch it... And then to step back from the project and say, ‘I was a part of this.’”

When asked how he felt GD2B helped him grow professionally, Oronde says, “The program helped me pin down and fine tune my work.” He went on to explain how GD2B helped him to reduce the time he spent submitting estimates, something he struggled with, as well as with the process for submitting bids to primes on big contracts.

The GD2B program provides practical solutions for key business operations. In the program, LBEs review specific, technical areas to understand and resolve common business issues, such as preparing their bids for contracts, performing cost analysis, and managing their contract performance.

Each week the program tackles a different subject, ranging from the completion of a statement of qualifications, to understanding and correctly estimating labor costs. Other topics include estimating, project management, financial management, project software, and other business requirements.

By learning applicable skills through GD2B and utilizing the Center’s other free resources, LBEs can better compete for projects and navigate important City contracting requirements, while also becoming familiar with effective strategies that they can replicate on other projects throughout the City and beyond.

When asked what advice he would give to young business owners like him who may be just starting out, Oronde thought about it for a moment and said, “My advice to new entrepreneurs is to take your time, don’t rush, don’t get intimidated. Have your ducks lined up, utilize all your resources, and remain positive.” Driving home the point, he continued, “Believe in yourself and believe that you will be a successful entrepreneur. Remain faithful. You’re going to have ups and downs, probably more downs than ups. But don’t get discouraged. Success does not happen overnight.”

In closing, Oronde offered a final parting thought, “To share a quote from Les Brown: ‘If you fall, fall on your back. If you can look up, you can get up.’”



# Partnering in Jobs and Contracts



The SFPUC partners with the Office of Economic and Workforce Development (OEWD) and CityBuild to train and match SF workers with SSIP jobs opportunities.

The SFPUC has also established the Contractors Assistance Center to provide local, small businesses with the tools and resources necessary to get **ACCESS** to, **COMPETE** for, and **PARTICIPATE** on, upcoming contracting opportunities.

## Looking for a job?

### Office of Economic Workforce & Development

- FREE training programs for job seekers
- Skills development and support services
- Specialized job seeker services

(415) 554-6969 [oewd.org/employment](http://oewd.org/employment)

SFPUC Job Information Hotline (415) 934-5777

## Need job training?

### CityBuild

Coordinates City-wide construction training and employment programs and offers construction industry training:

- Pre-Apprenticeship Training
- Construction Administration Training
- Employment Networking Services

(415) 701-4848 [oewd.org/city-build](http://oewd.org/city-build)

## Want to bid on a project?

### Contractors Assistance Center

(415) 467-1040 [acp@sfwater.org](mailto:acp@sfwater.org) [sfpuc.org/contractorcenter](http://sfpuc.org/contractorcenter)

FREE resources for professional service firms, construction companies, vendors, and suppliers:

#### ACCESS

- Secure Necessary Certifications and Registrations
- Identify Contracting Opportunities
- Assess Capital Requirements and Financial Risk

#### COMPETE

- Networking Opportunities
- Plot Your Business Development Strategy
- Assistance Preparing Bids and Proposals

#### PARTICIPATE

- Learn the Skills Necessary to Coordinate Project Delivery
- Comply with City Programs and Get Paid
- Develop a Financial Game Plan

## Questions about projects in construction?

### SEP Construction Information Hub

Your resource for information on construction activities at the Southeast Treatment Plant.

(415) 551-4SEP (4737) [sfpuc.org/SEPconstruction](http://sfpuc.org/SEPconstruction)



Services of the San Francisco Public Utilities Commission



## SEWER SYSTEM

IMPROVEMENT PROGRAM

Grey. Green. Clean.

[sfpuc.org/ssip](http://sfpuc.org/ssip)  
[#sfsewer](https://twitter.com/sfsewer)