



San Francisco
Water
Power
Sewer

Services of the San Francisco
Public Utilities Commission

Contractors Assistance Center



OPEN WEEKDAYS 8:30AM - 5:30PM FOR MORE INFORMATION sfwater.org/acp



San Francisco is poised to invest billions of dollars into the City's aging public infrastructure – water, sewer, roads, and transit systems. Local and small businesses will need tools and resources to adequately get access to, compete for, and perform on these contracting opportunities.

The Contractors Assistance Center will help businesses take advantage of these opportunities. Offering a range of services, from technical assistance and classroom training to networking events and one-on-one counseling, the Center tailors its offerings to the specific needs of new and existing business owners.

In the Center, professional service firms, construction companies, vendors, and suppliers now have a unique and *free* resource that supports the City's economic vitality and strengthens its neighborhoods, commercial corridors, and the San Francisco workforce.

Access

Secure Necessary Certifications and Registrations

We can help determine if your company is eligible for and assist your business with the certification and registration process.

Identify Contracting Opportunities

We can help your business find contracting opportunities that are aligned with your experience, expertise, and capacity by providing access to our Plan Room and a database of City contracting opportunities.

Assess Capital Requirements and Financial Risk

We can help your business identify and determine financial assistance for capital needs and future resources, as well as assess credit and the ability to obtain loans, bonds, and insurance.

Compete

Networking Opportunities

We regularly host networking events which provide opportunities for businesses to connect and collaborate.

Plot Your Business Development Strategy

We offer training and counseling sessions to develop your business' growth strategy using proven techniques and methods.

Assistance Preparing Bids and Proposals

We offer classroom and one-on-one training to assist your business in navigating solicitation packages, including documents and processes, reviewing project schedules, and determining quantities and preparing estimates.

Perform

Learn the Skills Necessary to Coordinate Project Delivery

We offer training on how to properly submit a Request for Information or develop a project schedule to ensure on-time project delivery.

Comply with City Programs and Get Paid

We offer training on compliance with City program requirements – Local Business Enterprise, Prevailing Wage, Local Hire – as well as the City's different invoicing software programs.

Develop a Financial Game Plan

We offer training in cash flow management, accounting and financial recordkeeping so your business has all the tools necessary to grow with each contract.





Contractors Assistance Center

What People are Saying...

Investing in our people and in our communities is critical to San Francisco's success. The new Contractors Assistance Center will help new and existing businesses, especially minority and women owned businesses, create jobs and boost our local economy.

— **Honorable Mayor Edwin M. Lee, San Francisco**

The SFPUC established the Contractors Assistance Center to build the capacity of, and remove barriers facing, small and local businesses wanting to participate in our infrastructure improvement projects.

— **Harlan L. Kelly, Jr., General Manager, SFPUC**

The new way of organizing has led to the increased role of subcontractors and small firms. They are a vital part of the way we do business providing valuable goods and services and local knowledge.

— **Martin Dorward, Vice President, AECOM**

The Center's staff helped me better understand the City's processes to overcome difficulty with bidding on City contracts. Bottom line, with assistance from the Center, my business is growing.

— **Clifton Burch, President, Empire Engineering & Construction, Inc.**



The Center is an integral part of the City and County of San Francisco's efforts to support economic, workforce and business development. The SFPUC will manage the Center and work closely with other City departments and City contract awarding agencies.

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