

CALIFORNIA • LICENSED • CONTRACTOR

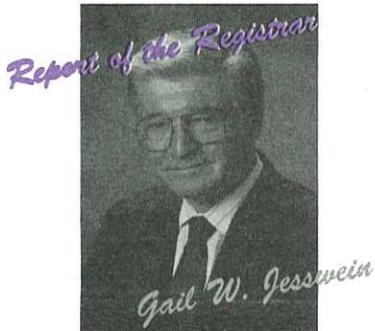
GAIL W. JESSWEIN, REGISTRAR

SPRING 1997 -- "TAKING CARE OF BUSINESS"

PETE WILSON, GOVERNOR

Board Works To Avert A Flood Of Unlicensed Activity

"Taking Care of Business" is the theme both of this issue of the *California Licensed Contractor* and of the Board's newly-created contractor education program. You are talented tradespeople who generally have learned your craft through on-the-job training. The



Board will strive to assist you in balancing these skills with solid management and business acumen.

The results of our educational needs survey from the winter newsletter reveal that you want more information about bidding and contracts. A first step in helping you take care of your business is an article on page one about preparing bids and what should be included. You can find out how to order the Board's new contracts booklet, *Home Improvement Contracts: Putting the pieces together*. Results of the survey are on page seven.

The Contractors State License Board recently has been taking care of the business of unlicensed contractors. Read about our Underground Economy Enforcement Unit activities in flood-damaged Northern and Central California and the work the Board's enforcement units have done to curb an organized, unlicensed group of contractors, called the Travelers. This group specializes in working their scams on homeowners in the categories of roofing, painting and driveway paving.

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One week into the most widespread flooding disaster ever experienced in Northern and Central California, the Contractors State License Board's Underground Economy Enforcement Unit made its first felony arrest of an unlicensed, out-of-state contractor.

The unlicensed operator was invited to bid on work at a sting house along the rain-swollen Sacramento River after he had been distributing business flyers that did not include a contractor license number. Because his bid for drywall and floor repair came in at \$3,700, he was arrested under special provisions which make it a felony to operate as an unlicensed

contractor in a disaster area when a state of emergency has been declared.

Gov. Wilson declared 48 California counties disaster areas, thus contracting without a license in any of those counties elevated the violation from a misdemeanor to a felony. Those charged could receive up to three years in jail and/or a \$10,000 fine, or both. Since January, the UEEU has conducted four stings in Northern California which have netted 28 criminal citations.

"The Contractors State License Board hit unlicensed contracting hard and fast. We not only want to

Continued on page 6

Bidding: One Of The First Steps To A Successful Contracting Business

The average contractor has knowledge and skills in many phases of construction learned from first-hand experience; however, when starting a new business, the contractor must also become a business manager. Managing a contracting business begins with good planning and solid bidding.

"Good planning is one of the most important but most often neglected management duties," said Contractors State License Board Registrar Gail Jesswein.

A bid, the contractor's estimate of what it will cost to do a job, generally should include:

- Direct Costs
- Indirect Costs
- Overhead
- Profit

Direct costs generally consist of labor costs and benefits, materials,

sales tax and freight costs, permits and other fees, charges on borrowed funds, equipment owned or rented, and insurance.

Materials required are determined from takeoffs and converted to costs on an estimation form. Prices should be obtained from published price lists and quotes from suppliers and subcontractors. Labor costs are calculated according to work classification. These costs include not only the hourly wage rate, but also payroll taxes, health and welfare benefits, vacation pay, and required insurance.

Indirect costs customarily include general maintenance, fuel and lubricant costs, and small tools.

Overhead costs normally include office rental, supplies and wages, advertising, bad debt, storage charges, and any other general

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'97 Flood Facts

48: number of counties declared a disaster by Gov. Wilson

28: number of criminal citations issued in Northern California by CSLB since the January flood

\$14,206,507: amount of grant money awarded to repair homes or find housing through the FEMA Disaster Housing Program

\$69,706,700: amount of loan dollars approved for the repair of individual homes or businesses by the Small Business Administration

\$8,367,348: amount of grant money awarded to supplement the Disaster Housing Program through the state administered Individual and Family Grant Program

22,038: number of individuals who have called OES/FEMA for assistance

-- Information provided by the Governor's Office of Emergency Services and the Federal Emergency Management Agency effective March 27, 1997

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Board Briefs

License Classification Restructuring

During the past year, the Board has been dealing with eight different projects based on Board policy decisions regarding license classification restructuring. At the Jan. 23, 1997 Board meeting, the Board approved the following changes (many of these require legislation or regulation changes):

1. Eliminate the requirements for registration of home improvement salespersons. This requires legislation. Assembly Bill 771 has been introduced by Assembly Member Margett.

2. Establish a certification for all contractors (General Building and specialty) who perform home improvement work. The certification would be required regardless of whether the contractor was working as a prime or a subcontractor. Requirements will include continuing education (curriculum to be approved by the Registrar and to include business and legal aspects of home improvement, as well as aspects relating to the home improvement work environment) and an open-book exam. Language is to include an exemption from these requirements for licensees who post a bond in the amount of \$250,000 (this would be in addition to the contractor's bond). This requires legislation. Assembly Bill 1213 has been introduced by Assembly Member Miller.

3. Require a high school diploma, or equivalent, for all new licensees. This requires legislation.

4. Revise Business and Professions Code 7057 regarding work that can be performed by General Building "B" contractors (would exclude certain health and safety classifications: C-4 Boiler, Hot Water Heating and Steam Fitting; C-10 Electrical; C-16* Fire Protection; C-20 Warm-Air Heating, Ventilating and Air Conditioning; C-36 Plumbing; C-38 Refrigeration; C-39 Roofing; and C-57* Well Drilling-Water). In order to

perform this work, General Building "B" contractors must hold the specialty class or subcontract the work out. All other specialty work could be performed by a "B" contractor. This requires legislation.

*Classification required per other government codes.

5. Merge the following classifications:

- a) C-14 Metal Roofing into C-39 Roofing
- b) C-6 Cabinet and Millwork into C-5 Carpentry
- c) C-26 Lathing into C-35 Plastering
- d) C-34 Pipeline into "A" General Engineering

Regulatory hearings are tentatively scheduled for June 1997.

6. Continue reviewing specialty "C" classifications to determine if there are additional classifications that could be merged, combined or eliminated in order to reduce the number of license classifications.

7. Conduct a study and determine appropriate experience requirements for the various license classifications.

8. Amend Code of Civil Procedure Section 116.220 in order to eliminate the disparity involving surety claims in Small Claims Court (maximum amount that can be claimed involving a surety is \$2,500; maximum amount on claims not involving a surety is \$5,000). This requires legislation. Assembly Bill 246 has been introduced by Assembly Member Lempert.

In addition to the above, the Board also is reviewing the need for contractors to be certified by the CSLB for asbestos and hazardous substance removal.

As described earlier, any of these eight projects will require legislative and/or regulatory changes.

If you have any questions or comments about these proposals, please send them to Ms. Linda Brooks, Licensing Deputy, Contractors State License Board, P. O. Box 26000, Sacramento, CA 95826.

Complete the licensed contractor survey on the back page of this newsletter.

Board Member Update



Chairman John Chalker

Changes in the Contractors State License Board membership have occurred recently. First, Board Chairman John Chalker was reappointed to the Board by the state Assembly Speaker on Nov. 26, 1996. Mr. Chalker's reappointment extends his term to June 1, 2000. Secondly, Contractors State License Board member Robert Laurie resigned on Feb. 7, 1997, to accept an appointment as Commissioner to the State Energy Resources Conservation and Development Commission (California Energy Commission).

Mr. Chalker, a public member since 1992, has served on every Contractors State License Board committee and was a member of the Classification and Regulation Task Force. A San Diego businessman, Mr. Chalker was the unanimous choice as the Board's chairman for fiscal year 1996-97.

Mr. Laurie, also a public member since 1992, has been a partner in a Northern California law firm. He, too, has served on all CSLB committees and presided over the Board as Chairman in fiscal year 1994-95.

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Marjorie M. Berte
Director, Department of
Consumer Affairs

Gail W. Jesswein
Registrar of Contractors

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More Board Briefs on the next page.

Travelers Move In On California

Board Enforcement Team Shuttles Illegal Contracting Business

An open-and-shut case of illegal contracting recently sealed the fate of Colonial Shutter Factory when a Sacramento Superior Court Judge sentenced contractor and general partner Dana Zacuto. Zacuto, who pled guilty to six felony counts of diversion of funds, received two years in state prison plus four years of probation and was ordered to pay \$57,000 in restitution.

The Contractors State License Board's Sacramento District Office began receiving complaints against Colonial Shutter in 1994, and by the time Zacuto fled to Nevada in 1995, he had racked up 62 complaints and ripped off consumers for hundreds of thousands of dollars. Zacuto followed the same pattern of abuse with each consumer. He would contract with homeowners for custom shutters, take a 50 percent down payment, then deliver nothing.

Soon after complaints started rolling in, CSLB issued citations and filed accusations with the Attorney General's Office to revoke Zacuto's license. CSLB's Special Investigations Unit and Sacramento District Office prepared the case, and as soon as the District Attorney's Office filed criminal charges and issued a warrant for Zacuto's arrest, he fled to Nevada. He had already set up shop in Las Vegas and may have been poised to rip off Nevadans.

The Contractors State License Board worked with authorities to extradite Zacuto. More than two years and hundreds of miles later, Zacuto received his sentence. Additionally, the United States Trustee filed an action that overturned Zacuto's bankruptcy.

The Travelers, organized groups of unlicensed, fraudulent contractors, who specialize in roofing, painting and driveway paving, are making their move on California consumers, particularly the elderly. The

Contractors State License Board asks contractors who encounter this group to contact CSLB's Underground Economy Enforcement Units.

The Travelers, named because they move from state to state scamming and illegally contracting, have been operating throughout the United States for more than 30 years. Their criminal activities in California include contracting without a license, using other contractors' license numbers, threatening consumers, and performing poor quality work.

A common Traveler scam unfolds this way: a Traveler offers to inexpensively pave a homeowner's driveway with materials left over from another job. After a deal is struck and a dollar amount set, a second Traveler demands more



money, and the threatened homeowner complies. Once the damage is done and they move on, these fraudulent operators are difficult to locate.

"The Travelers are very slippery," said Northern Region UEEU Supervising Deputy Greg Armstrong. "They drive rented, unmarked trucks. They use other contractors' license numbers. They have no offices and written contracts, if they bother with them, do not include their names, phone numbers or addresses," he added.

Northern Region UEEU caught up to a group of Travelers in February who were operating in Marin County. After receiving a complaint from a licensed contractor, UEEU discovered where the Travelers were planning to work the following day and called in the

Marin City Police for backup. When the Travelers showed up, a UEEU deputy issued them a citation for contracting without a license and for not including a license number

on an advertisement.

CSLB's Southern Region UEEU recently arrested several Travelers. One arrest was made during a sting in San Diego, and two more Travelers, who were performing asphalt work at a commercial site in Long Beach, were arrested and issued Notices to Appear.

"I believe news of the arrests will get back to the Travelers very quickly, and I hope they let the organization know we are on to their activities," said UEEU Southern Region Supervising Deputy Dennis Bishop.

CSLB's UEEU urges you to contact them with any information about the Travelers at (916) 255-2924, Northern Region; (818) 543-4736, Central Region; or (714) 994-7435, Southern Region.

Home Inspectors Committee

The Home Inspectors Ad Hoc Committee, chaired by Board Member Sharon Kowitz and charged with the task of studying whether or not home inspectors should be regulated, decided that, while studying this issue had been useful, additional meetings were no longer necessary for a number of reasons. The Governor signed into law Senate Bill 258 in 1996 which defines terms related to paid home inspections and establishes a "standard of care." Additionally, the Board's philosophy is to reduce government regulation and is, in fact, looking at reduction of existing licensing classifications.

"We will continue to monitor the home inspector arena and assess the situation in the future. I want to personally thank the Ad Hoc Committee members for their time, thoughts and efforts," said Board Chairman John Chalker.

Board Briefs

CSLB Calendar

CSLB Board Meetings

April 23-24: Board Meeting, San Francisco

June 11-12: Committee Meetings, Sacramento

July 23-24: Board Meeting, Northern California

Two Hearings Held

Public hearings were held and the full Contractors State License Board voted at the March Board meeting to adopt amendments in two areas of contractor Regulations. One hearing regarded the Board's Disciplinary Guidelines. The other was related to contractor fee credits.

Provided there are no delays, the Disciplinary Guidelines will become effective June 17, 1997. Legislation mandated that Disciplinary Guidelines, which are penalties the Registrar may assess for violations of contractor law and regulations, be included in contractor Regulations.

Additionally, Regulations will be added to temporarily grant a \$100 fee credit to active license renewals and license reactivations. The fee credit will be effective from July 1, 1997 to June 30, 1999.

Bids

Continued from page 1

administrative costs. The appropriate portion of overhead costs should be allocated to the job on which you are bidding.

Finally, profit must be added into the bid. Even if your margin is slim, you must figure in a profit. Profits are essential to the continued success of your

new construction products and techniques.

"The single major factor contributing to the production of a bad estimate is its preparation by the inexperienced," said Charles Munroe, certified professional construction estimator and member of the

"Even if your margin is slim, you must figure in a profit. Profits represent your return for bearing risk."

business and represent your return for bearing risk. Profit generally should be in line with the going rate in your area and for the type of contracting work to be done.

"Putting pencil to paper and accurately figuring actual job costs will prevent you from being forced to dip into your profits to pay for unplanned extra costs," said Jesswein.

The basis for your bid is the estimate. The American Society of Professional Estimators states that construction estimating requires keeping abreast of the latest costs for labor, material and equipment, as well as developing a familiarity with

American Society of Professional Estimators.

ASPE offers seminars suitable to both full-time construction estimators and the single-person contracting business.

Entire books and complete seminars are devoted to the art and science of estimating and bidding. Contact your trade association, local builders exchange, trades guild, builder's bookstore, or college for detailed information on this important topic.

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Order Contracts Booklet By Phone Or On The Internet

You don't have to use "snail mail" to order the Board's newest publication, *Home Improvement Contracts: Putting the pieces together*. Let your fingers do the walking and either dial up our toll-free number or log onto our Internet address to get your very own copy. Download a CSLB publications order form at <http://www.cslb.ca.gov/> or dial 1

(800) 321-2752 to order by phone.

The 32-page booklet describes what all home improvement contracts must have, including information about writing contracts, scheduling, paying, canceling, resources, and more. The booklet brings together all of the home improvement contract puzzle pieces.



Disciplinary Actions from Dec.1996 -- Feb.1997

Note: Disciplinary actions do not include licenses suspended for failure to maintain required bonds. The following explanation may be helpful to identify causes of disciplinary action indicated by sections referenced in the table of Disciplinary Actions.

Business and Professions Codes

490	Relationship of conviction of a crime to licensed activity
7018.5	Failure to provide notice to owner regarding lien provisions
7026.7	Advertising as a contractor without a license
7028	Acting in the capacity of a contractor without license
7029	Contracting as a joint venture without the required license
7029.5	Failing, as a plumbing, electrical sign or well drilling 7029.6, 7029.7
7030	Failing to include in a contract the notice that contractors are licensed by the Contractors State License Board
7030.5	Failing to fulfill the requirement that the contractor's license number be placed on all contracts, subcontracts, calls for bid, and other forms of advertising
7071.11	Judgment or admitted claim against bond
7083	Failing to report a change of address, namestyle, or personnel within 90 days
7085.6	Failure to comply with an arbitration award
7090.1	Failure to comply with civil penalty or "order to correct" in Registrar's citation
7097	Suspension of additional licenses
7098	Revocation of additional licenses
7099.6	Non-compliance with a final citation
7107	Abandonment of a project without legal excuse
7108	Diverted funds or property received for a specific job to other purposes
7109	Willfully disregarded plans and specifications, or has failed to complete the job in a good and workmanlike manner
7109.5	Violation of Safety Laws resulting in death or serious injury
7110	Willful disregard and violation of building laws
7101.1	Violation of Section 206.5 of the Labor Code
7111	Failure to keep records and to make them available to a representative of the Registrar
7111.1	Refusal to or failure to cooperate with deputy in investigation
7112	Misrepresentation of a material fact on an application
7113	Failure to complete a project for the price stated in the contract
7113.5	Avoiding or settling for less than lawful obligations as a contractor through the various bankruptcy proceedings
7114	Aiding and abetting an unlicensed person
7115	Failure to comply with the Contractors' Law
7116	Committing a willful or fraudulent act as a contractor
7117	Acting as a contractor out of namestyle
7117.5	Contracting with inactive license
7118	Contracting with unlicensed person
7119	Failure to prosecute a job with diligence
7120	Failure to pay for materials or services
7121	Prohibition against associating with suspended or revoked license
7122	Participation of license in violating Contractors Law
7122.5	Responsibility of Qualifying Person for acts committed by his/her principal
7123	Conviction of a Felony in connection with construction activities
7124	A plea of nolo contendere is considered a conviction
7154	Employment of unregistered home improvement salesman
7155	Participation in violation by a home improvement salesman
7157	Model Home kickback prohibition
7159	Failure to comply with contract requirements
7161(b)	False advertising

Licenses Revoked

NAME	CITY	LIC #	DATE	SECTIONS VIOLATED
A D R DEMOLITION & CONST.	FULLERTON	686314	10/28/96	7090.1
A S B E BUSINESS DEVELOPMENT NETWORK	HAWTHORNE	543780	10/30/96	7090.1
A & D PLUMBING	CATHEDRAL CITY	448000	10/30/96	7090.1
A QUALITY BUILDING CO	ORANGE	499900	1/7/97	7085.6
A & D ROOFING, INC	SANTA CLARA	649430	1/3/97	7109A, 7110, 7113, 7115, 7159, 7121
A Z ROOFING COMPANY	CERRITOS	703368	11/14/96	7097, 7098, 7121, 7121.5
ABSHER CONST-GENERAL ENGINEERING CONTRACTORS	CHOWCHILLA	420857	12/8/96	7097, 7098, 7122.5
ACCORD CONSTRUCTION AND BUILDING DESIGN	LOS ANGELES	490831	1/6/97	7090.1
ACE TILE & STONE DESIGN	ROHNERT PARK	701346	2/5/97	7090.1
ACTION MOBILE HOME SRVS	RIVERSIDE	495954	10/30/96	7090.1
ADEPT CONST CO	SANTA CLARA	548660	2/2/97	7090.1
ADVANCED AUDIO & VIDEO	WEST JORDAN, UT	688419	1/7/97	7090.1
ADVANCED WOODCARE TECHNIQUES	ELK GROVE	650457	2/5/97	7090.1
AGGRESSIVE MASONRY INC	MISSION VIEJO	611623	2/20/97	7090.1
DBA AGGRESSIVE CONST	SANTA PAULA	533340	10/28/96	7090.1
AHLERS CONSTRUCTION	VALENCIA	516607	11/2/96	7085.6
ALPINE CONST CO	HAYWARD	424846	11-07-96	7107, 7109, 7113, 7115, 7159

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Revocations (cont. from page 4)

APPLEBACH CONST.	VICTORVILLE	441020	11-07-96	7085.6
ARMOR ROOFING	YUBA CITY	648256	11/1/96	7090.1
ASH MECHANICAL, INC.	RANCHO CORDOVA	679713	2/28/97	7107, 7120, 7113, 7117B, 7097, 7098, 7121, 7121.5
ASPHALT LAYING SERVICE	SANTA PAULA	535081	2/24/97	7090.1
ATLAS ROOFING SERVICES	FOLSOM	458432	1/7/97	7090.1
B B M CONST COMPANY	CITRUS HEIGHTS	386899	2/27/97	7090.1
BAILEY BYRON	NORTHRIDGE	550923	1/29/97	7090.1
BALCON CONST/STAIKO STAEV	DALLAS, TEXAS	489356	2/28/97	7107, 7109A,B, 7113, 7116, 7119, 7120, 7097, 7098, 7121, 7121.5
BAY MARINE CONSTRUCTION INC	NEWPORT BEACH	480302	10/30/96	7090.1
BECKER GEORGE W CONSTRUCTION INC	SAN JACINTO	280248	2/27/97	7090.1
BEST BUILT CONST.	CAMPBELL	547221	11/27/96	7107, 7109, 7113, 7115(7159), 7097, 7098
BOB MCAVLEY BUILDER	ESCONDIDO	303818	5/31/96	7109, 7113, 7116
BOURKE JOHN	SEPULVEDA	620783	11/12/96	7090.1
BRASS HAMMER CONST	FOWLER	611510	1/29/97	7090.1
BRENTWOOD BUILDERS UPLAND	440431	12/6/96	7121.5, 7122, 7122.5, 7097, 7098	
BROWN AND SON CONST	ANDERSON	676618	01/14/97	7085.6
BROWNSTEIN CLARK PAINTING	IGNACIO	595505	1/27/97	7090.1
BUILT 4 U CONSTRUCTION INC.	CERES	588702	11/07/96	7107, 7109, 7113, 7115, 7159
BURGESS CONSTRUCTION CO	WOODLAND HILLS	485307	2/21/97	7090.1
C & S UNLIMITED CONSTRUCTION	SAN JOSE	647189	11/27/96	7107, 7109, 7113, 7115(7030, 7159, 7097, 7098, 7121.5
C R B CONSTRUCTION				
DBA THE ROOM ADDITION AND REMODELING COMPANY	SAN JUAN CAPISTRANO	488994	12/26/96	7090.1
C V S CONSTRUCTION	HUNTINGTON PARK	616523	1/8/97	7107, 7109A, 7110, 7113, 7115, 7018.5, 7068.1, 7125, 7097, 7098, 7121, 7121.5
C. A. BELL CONST. CO.	EL DORADO HILLS	378119	1/3/97	7107, 7108, 7108.5, 7109A, 7109B, 7113, 7116, 7120
CAL-CHI CONSTRUCTION	LOS ANGELES	640879	1/22/97	7090.1
CAL-PAC ROOFING INC.	IRVINE	379503	1/7/97	7090.1
CALIFORNIA ROOF SAVERS	SUNNYVALE	478940	11/1/96	7090.1, 7085.6
CALIFORNIA PATIO BUILDERS INC.	HAYWARD	484144	1/3/97	7107, 7109A, 7109B, 7113, 7115, 7030, 7159, 7117, 7154, 7116, 7097, 7098, 7121.5
CASPIAN CONSTRUCTION	SANTA CLARA	486485	11/27/96	7109(b), 7113, 7115(7159), 7097, 7098, 7121.5,
CENTER LINE MASONRY	ALTA LOMA	596767	1/29/97	7090.1
CHAD DIVERSIFIED	SHINGLE SPRINGS	537695	2/28/97	7122.5
CHARY CHRIS CONST SERVICES	SAN PEDRO	640675	2/21/97	7090.1
CHECORSKI ROOFING COMPANY	HUNTINGTON BEACH	665984	1/23/97	7085.6
CHRISTIANSEN MAX E	RANCHO CALIFORNIA	585005	1/15/97	7090.1
CHURNSIDE CONST	PINE GROVE	577026	2/28/97	7109A,B, 7110, 7113, 7115, 7130, 7164, 7116, 7097, 7098, 7121, 7121.5
CLARA CONSTRUCTION	PALMDALE	683809	10/28/96	7090.1
COASTAL VALLEY GENERAL ENGINEERING & CONSTRUCTION INC.	SAN JOSE	664296	2/19/97	7090.1
COLEMAN BRIAN CONST.	ESCONDIDO	613626	1/15/97	7090.1
COMET ELECTRIC CO.	SAN FRANCISCO	231407	11/27/96	7107, 7111.1, 7113, 7115(7159, 7030A), 7117.5, 7116, 7097, 7098, 7121, 7121.5
COMFORT EXPERTS INC	VAN NUYS	634645	11-25-96	7085.6
CONRAY POOLS	HACIENDA HTS.	312569	1/30/97	7097, 7098, 7121.5
CONSTRUCTION CREATIONS BY WILSON	CANYON COUNTRY	594607	10/28/96	7090.1
CONTI PAINTING	SAN JOSE	677027	2/27/97	7090.1
CORNERSTONE	SANTA MONICA	422898	11/22/96	7090.1
COYLE DAN R AND ASSOCIATES	WHEATLAND	593815	2/27/97	7090.1
CRAFTSMAN BUILDER	RIVERSIDE	569972	1/15/97	7090.1
CREAMER ROOFING	FRESNO	665517	1/7/97	7090.1
CUSTOM WALLPAPERING & PAINTING	RIVERSIDE	301865	11/08/96	7085.6
D E C CONST CO	RIVERSIDE	552164	2/20/97	7090.1
D & E CONSTRUCTION AND REMODELING	TARZANA	637315	11/8/96	7100, 7110, 7113, 7115, 7030, 7115, 7117.5, 7121
DAVID EDWARD MACKIE	CAMPBELL	607267	1/10/97	7121.5
DAVID E MACKIE, INC	CAMPBELL	673973	1/10/97	7107, 7109A,B, 7110, 7113, 7115, 7030, 7164, 7119, 7108.5, 7120, 7097, 7098, 7121.5
DELGADO FENCE CO	ANAHEIM	432087	2/27/97	7090.1
DENNIS TAYLOR CONST.	MODESTO	496057	1/10/97	7097, 7098
DICKEY IRA CONST.	POWAY	657601	10/30/96	7090.1
DIEHL ERIC JONATHON	NO HOLLYWOOD	616403	11/12/96	7090.1
DON COULSON AND ASSOCIATES	LAGUNA BEACH	683003	1/14/97	7085.6
DOUGHERTY PATRICK	CITRUS HEIGHTS	672033	11/1/96	7090.1
EDISON CONSTRUCTION	VAN NUYS	652812	10/28/96	7090.1
EDWARDS WILLIAM C	VENTURA	573184	8/16/96	7085.6
EILAND ENTERPRISES	WESTLAKE VILLAGE	426048	10/28/96	7090.1
ELY DAVID WAYNE	EL MONTE	560748	1/14/97	7090.1
ENSECO INC	SUNNYVALE	317268	11/1/96	7090.1
EVANS CONSTRUCTION	FREMONT	497023	11/04/96	7107, 7109(A), 7113, 7115, 7068.1, 7159, 7119
F W ROOFING	ORANGE	304200	11/07/96	7085.6
F. L. V. J.	FAIR OAKS	679234	11/27/96	7122.5
FAR WEST DEVELOPMENT	ROMOLAND	498351	2/27/97	7107, 7109A, 7113, 7115, 7083, 7116, 7097, 7098, 7121, 7121.5
FAR WEST CONST	HEMET	643134	2/20/97	7090.1
FIELD CONST. CO	SANTA MARIA	579386	10/18/96	489, 7112, 7097, 7098, 7121, 7121.5
PIESTA CONSTRUCTION & DEVELOPMENT	SANTA ANA	584488	10/25/96	7085.6
PIESTA CONSTRUCTION & DEVELOPMENT INC	SANTA ANA	683405	1/3/97	7097, 7098, 7109A, 7113, 7115, 7159, 7117 A, 7121, 7121.5, 7122.5
PIESTA CONSTRUCTION AND DEVELOPMENT	SANTA ANA	584488	1/22/97	7097, 7098, 7121, 7121.5, 7122.5
FIVE LEAF CLOVER LANDSCAPE	CHULA VISTA	643727	10/31/96	7085.6
FOOTHILL CUSTOM POOLS	WEST COVINA	568986	2/20/97	7090.1
FRAME-TECH BUILDERS	HAYWARD	710498	2/28/97	7123, 7116, 7097, 7098, 7121, 7121.5
FRED L VAUGHT, JR	FAIR OAKS	488737	8/4/96	7116, 7123, 7097, 7098, 7121, 7121.5, 7122.5
G AND H CONSTRUCTION	SAN GABRIEL	619782	2/28/97	7107, 7109A, 7113, 7115, 7030, 7159B, F,G, J, K, L, 7097, 7098, 7121, 7121.5
GAIL'S PLUMBING	SANTA BARBARA	642671	1/14/97	7085.6

[continued on page 6]

Before You Bid

Questions to Consider

From: Michael Silva, General Manager, Builders Exchange of the San Fernando Valley General Building contractor and architect

1. Are the job specifications clear so that your bid can be compared fairly to your competitor's bid? If job specifications are unclear, ask questions.
2. Are you and your subcontractors available during the scheduled work time?
3. When is work scheduled to begin? Materials and labor costs could change if the job is delayed for several weeks or months.
4. Who else is bidding? Are other bidders those who routinely beat your bids or who specialize in this type of job?
5. Are you bidding on the scope of work? You do not want to bid on more or less than what the client wants. Again, clear specifications play an important role.
6. Have you walked the job and thought through the process? Little things can eat up your profit. For example, if the lot is small and you cannot store materials on the job site, you must add in the extra cost of daily materials deliveries.
7. Is the client someone with whom you can work? You should be able to communicate and reach a meeting of the minds on how the project will progress and be completed.
8. Is the job in your area of specialty? Do not feel you must bid on every job.

Report of the Registrar

Continued from page 1

The Board continues to take care of license classification business. Gov. Wilson, through a 1996 legislative message, asked that CSLB work toward reduction of existing licensing classifications and cut down on contractor regulations. Read about classifications and other policy Board activities in "Board Briefs."

Finally, I strongly encourage you to take a few minutes to respond to the

licensed contractor survey on the back page. In considering changes to California's licensing classification system, which has essentially remained intact for 50 years, the Contractors State License Board is asking you, the contractor, to provide us with your input on this important topic. Please complete the survey and return it by May 12, 1997.

Revocations (cont. from page 6)

PHILLIPSON ROBERT PIGEON ROOFING PIERCE LANDSCAPING	CLAREMONT SANTA BARBARA PLEASANTON	301063 566391 607954	10/30/96 11/22/96 1/3/97	7090.1 7090.1 7107, 7109, 7110, 7113, 7115, 7030, 7159, 7071.11, 7097, 7098, 7121.5
PINNACLE ROOFING	HAYWARD	704268	2/28/97	7120, 7113, 7115, 7030, 7030.5, 7159, 7097, 7098, 7121, 7121.5
PORFIRIO PALOMINO GARCIA	CHULA VISTA	583863	1/10/97	7071.11, 7107, 7109A, 7109B, 7110, 7113, 7115/7030, 7159, 7116, 7117A, 7117.5, 7120, 7097, 7098, 7121.5
PREMIER ROOFING SRVS PRO-TECH PLUMBING AND DRAINS QAS INC DBA QUALITY AIRE SYSTEMS INC R U ROOFING R B M REFRIGERATION BUSINESS MECHANIC RANCON CUSTOM CONCRETE RAY MEYERS	VAN NUYS ANAHEIM VACAVILLE FULLERTON MILPITAS BAKERSFIELD REDDING	689848 553145 674510 460575 652137 667054 398532	11-20-96 1/14/97 11/1/96 02/09/97 1/8/97 6/4/96 1/10/97	7085.6 7090.1 7090.1 7085.6 7109, 7113, 7097, 7098, 7121.5 7085.6 7109A, 7113, 7115, 7030, 7097, 7098, 7121, 7121.5
REMODELING UNLIMITED	LOS GATOS	623097	1/8/97	7107, 7113, 7115, 7159, 7116, 7097, 7098, 7121, 7121.5
REYNOLDS WILLIAM CONST CO. RICHARDS REMODELING AND RESTORATION CO.	EL CAJON SAN FRANCISCO	501952 697008	11/22/96 2/28/97	7090.1 7107, 7109A, 7110, 7113, 7115, 7028, 7030, 7159, 7030.5, 7116, 7117.5, 7071.11, 7120, 7125.1, 7097, 7098, 7121, 7121.5
RISPOLI CONSTRUCTION RIVER ROCK CREATIONS ROBO BUILDERS ROBERTS REMODELING RODIN PAUL HARRIS ROMO-RUSSELL LANDSCAPE CONTRACTORS ROYBAL ROBERT CONSTRUCTION RSG CONSTRUCTION	SHINGLE SPRINGS SAN JOSE SANTA ANA FRESNO EL DORADO HILLS ESCONDIDO SOUTH EL MONTE MANTECA	439120 592679 529193 564837 535815 318434 654152 652168	1/29/97 1/7/97 11/08/96 2/27/97 2/24/97 2/20/97 11/7/96 1/10/97	7090.1 7090.1 7107, 7109, 7113, 7159, 7121.5 7090.1 7085.6 7090.1 7090.1 7090.1 7107, 7109A, 7109B, 7110, 7119, 7097, 7098, 7121.5
RUSSELL RICHARD SAFE-T-DOOR INC. DBA CERAMA-FLEX	SANTA BARBARA SAN JOSE	325177 605437	10/28/96 1/3/97	7090.1 7107, 7109A, 7113, 7115, 7159, 7117.5C, 7097, 7098, 7121, 7121.5
SCALMANINI CONST CO SCHADE TIMOTHY F CONSTRUCTION SCHMITT RICHARD PAINTING CONTRACTOR SEAN R THURSTON	SANTA CRUZ ENCINO HUNTINGTON BEACH MC KINLEVILLE	603795 443799 688770 568918	2/5/97 1/10/97 10/30/96 1/3/97	7090.1 7090.1 7090.1 7107, 7113, 7116, 7115, 7128, 7159, 7097, 7098, 7121.5
SEARS PAINTING AND DECORATING SELECT DRYWALL INC SHELL BUILDING SYSTEMS INC SIAS GENERAL CONTRACTING	HEMET MISSIN VIEJO VALLEY FORD BURLINGAME	555638 596555 644230 626094	2/27/97 10/30/96 1/19/97 2/11/97	7090.1 7090.1 7085.6 7109A, 7113, 7115, 7159, 7116, 7117.5, 7117.6, 7097, 7098, 7121.5
SILVER EAGLE CONST. SOUTHWEST GRADING & PAVING STANDARD CONST & PETROLEUM CORP. STANGL CONCRETE STAR PLASTERING STEPHENS WILLIAM A STOCKTON LAB ENTERPRISES	ENCINITAS ESCONDIDO ORANGE ANAHEIM HAWTHORNE APPLE VALLEY MANTECA	588337 575827 634088 610015 417753 481378 699663	10/30/96 10/30/96 2/28/97 10/30/96 10/28/96 2/27/97 1/10/97	7090.1 7090.1 7113, 7120, 7097, 7098, 7121 7090.1 7090.1 7090.1 7090.1 7107, 7109, 7116, 7110, 7115, 7028, 7097, 7098, 7121.5
STONECUTTERS OF SAN DIEGO CA SUMY STANLEY JOSEPH SUNRISE ELECTRIC & CONST. SRVS. SYSTEMS CONST COMPANY SYSTEMS FOR THE BUILDING INDUSTRY INC T & L HOMES INC TATE JOHN CO TEAM CONSTRUCTION TECH TREK INC THATCHER LLOYD C CO THE NESBIT CO. GENERAL BUILDING CONTRACTORS	SAN MARCOS CITRUS HEIGHTS LOS ANGELES ORANGE ANAHEIM SAN MATEO PACIFICA ENCINITAS SANTA CLARA PINEDALE LOS ANGELES	492270 644437 413206 381258 478193 645261 579977 697736 573278 303203 303859	2/20/97 11/1/96 11/12/96 12/6/96 1/14/97 2/27/97 1/1/96 2/27/97 1/2/97 2/27/97 12/20/96	7090.1 7090.1 7090.1 7117.5B, 7119, 7120, 7121 7090.1 7090.1 7090.1 7090.1 7085.6 7090.1 7097, 7098, 7107, 7113, 7115, 7159, 7121.5
THE SHAKE DOCTOR OF NORTHERN CALIFORNIA THE HOUSE DOCTOR	PETALUMA LIVERMORE	661403 468182	2/11/97 2/11/97	7122.5 7107, 7109, 7113, 7110, 7115, 7030, 7159, 7116, 7097, 7098, 7121.5
THOMPSON MICHAEL TREME GUSTAVE FRANK TRIPLE J CARPET TUCKER PLUMBING CONTRACTORS TUKUAFU CONCRETE U N I HOME SERVICE ROOFING CO INC UDON KENNETH SCOTT UNDER THE SUN CONST UP LIFT CONSTRUCTION V & M CUMMING INC DBA POOL LINE INC VALLEY VIEW CONST CO VARIABLE CONCEPTS CONST. CO. VERMEER GARDENING SERVICE WAHL CONTRACTING WARREN L RACINE WESTERN CONST	BURBANK SACRAMENTO SACRAMENTO LOS ANGELES CUCAMONGA DALY CITY SAN FRANCISCO ORANGE COVINA BREA OROVILLE POWAY CHINO SAN GABRIEL MENLO PARK CARLSBAD	412889 602458 580618 567119 382091 519498 582917 482451 399453 586995 209235 588902 559679 526118 393014 661792	2/21/97 11/1/96 1/7/97 1/29/97 1/23/97 11/1/96 2/5/97 2/24/97 10/28/96 10/30/96 02/12/97 11/08/96 2/27/97 1/10/97 1/13/97 2/28/97	7090.1 7090.1 7090.1 7090.1 7090.1 7090.1 7090.1 7090.1 7090.1 7090.1 7085.6 7108.5, 7120, 7097, 7098 7090.1 7090.1 7090.1 7085.6 7109A, 7108, 7108.5, 7109A, 7110, 7113, 7115, 7030, 7159B, E, F, G, J, K, L, 7116, 7120, 7097, 7098, 7121, 7121.5
WESTWOOD CONCEPTS INC WHETSTONE JOHN DARREN WI RU VALLEY ENTERPRISES INC DBA BRAZIL GEORGE 24 HOURS SERVICE WILLIAM VINCENT MAGUIRE	SACRAMENTO LAKEWOOD NORTH HIGHLANDS RESEDA	604498 576036 655656 516232	1/7/97 1/14/97 11/1/96 12/26/96	7090.1 7090.1 7107, 7109A, 7113, 7117A, 7097, 7098, 7121, 7121.5
WILLIAMS DENNIS LANE WINDSTAR CONSTRUCTION, INC.	GARDEN GROVE FOLSOM	463819 458063	2/27/97 1/29/97	7090.1 7109A, 7111.1, 7115, 7028, 7098, 7121.5, 7122.5
Y L P BUILDERS INC YATES CONSTRUCTION ZIEMAN ROOFING COMPANY INC ZIEMAN ROOFING COMPANY	COARSEGOLD MANHATTAN BEACH BELLFLOWER FULLERTON	601719 327377 672124 618199	11/1/96 11/22/96 11/14/96 11/14/96	7090.1 7090.1 7097, 7098, 7121, 7121.5 7109(a), 7115(D, E, G, J, L)

Feedback From You

The "Educational Needs" survey results are in. A questionnaire that ran in the last issue of the *California Licensed Contractor* asked you to tell us the educational topics that will be beneficial to you, as well as the most convenient method for delivery of that information.

You ranked the following six topics as most useful: contracts, locating jobs, bidding, insurance, collections, and bonds. You want to get information in the following top five ways: booklets from CSLB, seminars/workshops, videos from CSLB,

booklets from associations, and trade shows.

You asked for information about contracts, and the Board is happy to announce that our contracts booklet, *Home Improvement Contracts: Putting the pieces together* is hot off the press. See the article on page four.

Information about bidding begins on page one. We will continue to use the survey results to help us help you with your educational needs.

Thanks for your input!

Calling All Trade Associations

Would your building trade association like to be included in an upcoming CSLB education referral manual? It's simple. Just send the following information to the Contractor and Consumer Education Committee, Contractors State License Board, P.O. Box 26000, Sacramento, CA 95826 or fax to (916) 255-1395:

- Association Name
 - Association Education Contact Person
 - Association Address
 - Association Phone Number
 - Association Internet Address
 - Association Educational Programs
- Please send in your information by June 6, 1997.

Notice to Subdividers: Cost Indexing for Improvements on Subdivisions

Section 66452.6(a) of the state Government Code establishes that an approved or conditionally approved local subdivision map shall expire 24 months after its approval or conditional approval (local ordinances may add up to 12 months to this 24-month period). Within that law, however, there is provision for extending the life of the map for 36 months beyond the date of its expiration (or beyond the date of the previously filed final map whichever is later), if the subdivider is required to spend \$125,000 or more for public improvements outside the property boundaries of the tentative map.

("Public improvements" here include traffic controls, streets, roads, highways, freeways, bridges,

over crossings, street interchanges, flood control or storm drain facilities, sewer facilities, water facilities, and lighting facilities.)

The Contractors State License Board Registrar has authority to increase this \$125,000 expenditure limit annually based on an adjustment for inflation set forth in the statewide cost index for class B construction determined by the state Office of Local Assistance.

The cost index determined by the State Allocation Board is 1.24; therefore, the limit is \$155,000. Developers with questions concerning this subject should contact their local planning departments for assistance.

CSLB's Licensed Contractor Survey

Return your survey by May 12, 1997 to: CSLB, Attn: TAAS Survey Team, P.O. Box 26000, Sacramento, CA 95826 or fax to (916) 255-3816.

Please answer the following questions regarding your primary license classification.

1. What is your *primary* license classification?

2. Please list any additional classification(s) you hold:

3. How many *actual* years of journey-level experience did you have when you first applied for a contractor's license?

4. How many years of journey-level experience do you think *should* be required for a contractor's license in your primary classification? (Please circle your response.) 0 1 2 3 4 5+

5. Did you have a high school diploma or G.E.D. when you first applied for a contractor's license?

Yes _____ No _____

6. As a licensed contractor, have you *ever* worked on an existing residence (remodel or repair)?

Yes _____ No _____

7. Which contractor classifications overlap the most with your primary classification?

8. Please circle the vocational training that you had before you first applied for a contractor's license (Mark all that apply.)

- a. Apprenticeship program
- b. Community college
- c. On-the-job training
- d. Other (specify) _____

9. Since licensure, what percentage of your work has been in: (This should add up to 100 percent.)

- a. New Residential _____ %
- b. Existing Residential _____ %
- c. New Commercial _____ %
- d. Existing Commercial _____ %
- e. Institutional (public works, etc.) _____ %
- f. Institutional (non-public) _____ %
- g. Infrastructure (roadways, etc.) _____ %

10. Please rate your primary classification for its degree of risk to the consumer. (Please circle your response.)

a. Financial Risk:

Low | Medium | High

b. Health & Safety Risk:

Low | Medium | High

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