

SMALL BUSINESS EXCHANGE

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January 21, 2021

7 Construction Technology Trends to Watch in 2021

[Article was originally posted on www.constructconnect.com]

By Kendall Jones,

Last year was a banner year for construction technology adoption. According to JLL's State of Construction Tech report, the coronavirus pandemic had a big impact on accelerating tech adoption in the construction industry in 2020. Per the findings, the rate of construction tech adoption reached in one year what normally would have occurred in a three-year span.

As the vaccinations for COVID-19 continue to rollout and be administered, the hope is that we will eventually reach herd immunity at some point in 2021 and things will start to get back to some semblance of our new normal. For construction, that means getting through the pandemic and preparing for the economic recovery that should create a greater demand for construction activity.

Technology will continue to see greater adoption as construction leaders deal with improving productivity, eliminating inefficiencies, and adapting to a younger workforce of digital natives that expect to work with technology.

Here are our top seven construction technology trends to watch in 2021.

Collaborative Software Solutions

Last year proved that being able to communicate and share data in real time was vital to construction firms due to state-mandated shelter-in-place orders that led to many employees having to quickly adapt to working from home. The need for collaborative software was already present in the construction industry, with the need to easily communicate information in real time between the office and the field, as well as with other stakeholders like architects, suppliers, building product manufacturers, building inspectors, and subcontractors.

Decisions often have to be made quickly in construction, so having access to the most up-to-date information is vital in order to avoid costly rework and keep projects on schedule and within budget. The good news is this is an area that already has strong adoption in the industry and mean software solutions allow multiple users to work together in real time to update data and complete tasks. As we continue to deal with the pandemic in 2021, look for collaborative software to lead the way in keeping everyone connected and on the same page.

Building Information Modeling & Digital Twins

BIM is a process incorporating digital representations of the physical and functional aspects of a building that can lead to better collaboration during design and construction on projects. Outside of its use as a collaborative design tool, BIM is being used by contractors in prefabrication, take-off and estimating, planning and scheduling, and clash detection.

BIM helps contractors better understand the scope design intent of a project due to the 3D modeling and additional data in the models, it can also aid estimators by generating exact quantities of all building materials and components needed on a project for accurate takeoffs and estimates. BIM can also automate clash detection during the design phase or before construction begins which can lead to a huge reduction, or elimination, of change orders.

Changes are made in real time in a shared BIM model, allowing updates to be instantly communicated to all project members, allowing everyone to work from the most up-to-date information. Construction schedules can be simulated with BIM, creating a visual representation of the construction process to plan out each phase of construction.

BIM is one of those bedrock technologies that not only has numerous benefits in its own right,

Continued on page 9



Construction worker controlling a drone



Virtual Reality 3D Modeling



Wearables technology

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Business Toolkit

10 Tips for Submitting Better Bids

[Article was originally posted on www.constructconnect.com]

By Kendall Jones,

Putting together a winning bid proposal, or even a competitive one, takes knowledge and skill. It's a bit more complicated than just putting some numbers together and hoping for the best.

Good bid preparation requires a lot of time and effort and involves everything from reading and fully understanding the plans and specifications to accurately estimating costs for labor, materials and equipment.

Making even the smallest mistake can mean the difference between submitting a winning bid and missing out on a coveted and profitable project. We've put together our top 10 tips for submitting better bids.

Select the Right Projects to Bid

You don't have to bid on every job you come across. Winning jobs your company can't adequately perform can be just as costly as not winning them. Remember, it is never too late to abandon a bid you are working on. For example, let's say you have purchased plans, attended the pre-bid meeting, done your takeoffs and started taking subcontractor pricing.

Once you start crunching the numbers you realize that your company won't make a reasonable profit if you were to win the contract. The best thing to do is dump it and move on to the next project.

If at any time during your bid preparation you realize that your company cannot adequately handle the scope and requirements of the project, you need to make the smart business decision to walk away from the bid. Finding the right balance between bidding and winning enough jobs can be difficult.

On the one hand, you don't want to bid and win so much work that you can't properly manage and complete the projects you've been awarded. You also don't want too little work that you aren't making any money and your workers aren't staying busy. Selecting the right work to bid is vital to maintaining a profitable business.

Visit the Site and Attend Pre-Bid Meetings

Having a good understanding of the existing site conditions can eliminate problems down the line should you be awarded a project. Unique site

conditions like limited accessibility or a location that would require additional costs on items like transportation, equipment, material storage and labor could exist. Failing to visit the site would leave you unaware that these conditions exist and that additional costs need to be factored into your bid which would cut into your profitability.

Many times a pre-bid meeting will be held at the construction site or a site visit will be held directly following a pre-bid meeting. Pre-bid meetings are held to in order for the project team to answer questions regarding plans and specifications, site conditions and specific project details.

Failing to attend a pre-bid meeting means you miss out on the best opportunity to get clarification on the requirements of the project. It could be the only chance you get to walk around the site and get a better understanding of exactly what you will be dealing with. If the pre-bid meeting is mandatory, failing to attend would result in not being able to even bid on the project.

When preparing a bid proposal you want to have as much information as possible in order to submit a competitive bid and refusing to attend a pre-bid meeting or a site visit will put you at a severe disadvantage.

Seek Clarification

When preparing a bid you need to do your due diligence to ensure that you have all the pertinent information, that the information is accurate and that you have a complete understanding of this information. This means fully reviewing the plans and specifications to determine everything required to bid the project and complete the work.

This includes knowing everything from what bonds are required to whether or not there are participation goals for minority business enterprises (MBEs) or if material substitutions are allowed in the bid. If you are unsure of any aspect of the project when preparing your bid, you need to seek clarification the architect, owner or owner's representative.

Be aware that there are typically cut-off dates in place for questions to be submitted. This allows for any changes to the plans or specifications to be made and for any addenda to be issued to the bidders.

If you are unclear on any aspect of the project the onus is on you to get clarification. Making as-



sumptions is no way to submit a winning bid. If you aren't able to get your questions answered to your satisfaction, you might want to reconsider bidding the project.

Perform Accurate Takeoffs and Measurements

Take the time to fully review the plans and specifications to determine accurate measurements and takeoffs. This will result in correct construction costs when calculating your bid. Takeoff software can ensure that correct measurements are obtained in order to submit an accurate bid.

Inaccurate measurements will cause you to miscalculate the amount of building materials and labor needed to complete the job which in turn will lead to either over- or underestimating your construction costs. Using the right units of measure is also important when calculating your bid. Using square feet when you should have used square yards or vice versa can drastically affect your estimated costs.

Make sure that you are taking measurements from the right place. Often the plans will instruct you not to scale the drawings or direct you to use the written or calculated dimensions provided in the specifications. This often occurs when electronic documents are used because enlarging or shrinking the size of a drawing to in order to print them can result in the scale being incorrect. If there is ever

any doubt as to where to take your measurements from you should contact the architect for clarification.

Avoid Arithmetic Errors

Errors with your math can have a devastating impact on your bid. Arithmetic errors can result in your bid being under or over the actual cost of completing the job. Manual calculations can easily result in arithmetic errors. Always use a calculator or some type of construction bid software to ensure that your calculations are accurate.

If you are using bid software or a calculator errors can typically be attributed to not inputting your numbers correctly. If you are using a spreadsheet like Excel to calculate costs, check that your formulas are correct.

Always double-check your math to make sure that all your numbers and calculations are correct. This is another one of those instances where having another set of eyes to look over your figures and calculation can help prevent costly mistakes.

Evaluate Subcontractors & Subcontractor Pricing

Getting subcontractor pricing can be complicated. You want competitive prices from your subcon-

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California Sub-Bid Request Ads

FLATIRON

REQUEST FOR QUALIFIED/CERTIFIED
DBE PARTICIPATION from
SUBCONTRACTORS/SUPPLIERS/SERVICE PROVIDERS

Install CISS Pile @ Feather River Bridge
Rte 20 near Yuba City & Marysville, CA
Caltrans Contract 03-3F5604
DBE Goal 6%

REVISED Bid Date: January 27, 2021 2:00 PM

****This is an Electronic Bid Submittal****

****Quotes not received by 11:00 AM on bid day may not be reviewed/evaluated****

Flatiron West Inc requests DBE subcontractor and supplier participation for the following Items of work, but not limited to:

Bridge Demo, CISS Pile 48" (Drill & Install), Clear & Grub, Erosion Control (Temp & Perm), AC Paving, Cold Plane AC, Asphalt Crack Sealing, Rebar, Fencing, Welding, Trucking (for Import/Off Haul), Aggregates (including: Class 2AB, Struc. BF) Rip Rap Import/Off Haul Various Sizes, Ready Mix, Concrete Pumping Services, Supply Steel Pipe Pile 48", SWPPP Plan & Materials, Lead Plan, Geotextile Materials, Street Sweeping, Minor Traffic Control & Flagging, Sheet Pile Installation, Dewatering, Concrete Coring, Drill & Bond, Biologist Services & QC Testing.

Non-DBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide all scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with all firms for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to our standard and general terms & conditions. Copies are available for review on our Box.com ftp site or upon email request.

To access **FREE** project documents from our Flatiron BOX ftp site, please send an email request to NorCalBids@flatironcorp.com

You will be provided with a BOX link to view & download plans and specs for **FREE** from our BOX.com ftp site. Due to Covid-19 & Social Distancing requirements, we are not currently scheduling appointments to review project docs or meet with estimators in our office. When the current pandemic restrictions are lifted, we will offer these services again in our office by appointment only. Thank you for your understanding.

Project documents (Plans and Special Provisions) may also be obtained for free on the Caltrans website. To view and download projects docs for **FREE** from the Caltrans website you will need to "Create an Account" with Caltrans Connect. This is required to access any project docs on the Caltrans website. Then you can Sign in to access project plans and specs. Use the following link <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php> to enter the "All Projects Currently Advertised" page, scroll to the desired Contract number: **03-3F5604** and select Jump to Project.

Please send **ALL** Quotes by email to NorCalBids@flatironcorp.com or to our **BID FAX** at 707-746-1603.

Flatiron West, Inc.
2100 Goodyear Rd Benicia, CA 94510
Phone 707-742-6000 Bid Fax 707-746-1603
All Quotes should be emailed to: NorCalBids@flatironcorp.com

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REQUEST FOR QUALIFIED/CERTIFIED
DBE PARTICIPATION from
SUBCONTRACTORS/SUPPLIERS/SERVICE PROVIDERS

Rte 84/238/680 Roadway and Bridge Improvements
in Fremont, CA
Caltrans Contract 04-2A3324
DBE Goal 16%

Bid Date: February 4, 2021 2:00 PM

****This is an Electronic Bid Submittal****

****Quotes not received by 11:00 AM on bid day may not be reviewed/evaluated****

Flatiron West Inc requests DBE subcontractor and supplier participation for the following Items of work, but not limited to:

CAS/Roadway Signs, Bridge Demo, Clear & Grub, Erosion Control (Temp & Perm), Landscaping/Irrigation, AC Paving, Rumble Strip, Cold Plane AC, CIDH 24" 30" & 48", Joint Seal Assembly, Rebar, Anti-Graffiti Painting/Staining, Galvanized Staining, Underground Utilities, Fencing, Rock Cable Netting, MBGR, Bridge/Roadway Concrete Barrier, Striping/Markings, Electrical, Misc. Minor Concrete, Veg Control and C, G & SW, Clean/Treat Deck, Poly Overlay, Grading, Trucking, Aggregates (Class 2, 3 & 4 & Rip Rap), Ready Mix, Concrete Pumping Services, Furnish Structural Steel Bridge, Supply APC Underground Pipe Products, Misc. Metals/Iron/Steel, SWPPP Plan & Materials, Lead Plan, Geotextile Materials, Formliner, Underground Precast, Street Sweeping, Traffic Control, Carbon Fiber Strip, Temp Barrier, Biological Monitoring and Noise Monitoring.

Non-DBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide all scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with all firms for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to our standard and general terms & conditions. Copies are available for review on our Box.com ftp site or upon email request.

To access **FREE** project documents from our Flatiron BOX ftp site, please send an email request to NorCalBids@flatironcorp.com

You will be provided with a BOX link to view & download plans and specs for **FREE** from our BOX.com ftp site. Due to Covid-19 & Social Distancing requirements, we are not currently scheduling appointments to review project docs or meet with estimators in our office. When the current pandemic restrictions are lifted, we will offer these services again in our office by appointment only. Thank you for your understanding.

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Send **ALL** Quotes by email to NorCalBids@flatironcorp.com or to our **BID FAX** at 707-746-1603.

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Biden Will Ask OSHA to Reconsider Emergency COVID-19 Standards

[Article was originally posted on www.forconstructionpros.com]

By Larry Stewart,

On the December 29 50th Anniversary of the Occupational Safety and Health Act, President-Elect Joe Biden said he would ask OSHA to reconsider issuing emergency workplace standards to protect workers from contracting COVID-19.

Unions, worker advocates and Democrats unsuccessfully pushed the Trump Administration's OSHA to issue standards. It left employers able to pick and choose precautions from optional guidelines.

According to a statement from the Biden-Harris Transition team:

"In the midst of a global pandemic, OSHA has been prevented from using its full range of tools to protect workers from COVID-19. The number of OSHA inspectors is at its lowest level since 1975, while millions of essential workers are working to keep the country functioning through the pandemic.

"My administration will ask OSHA to determine whether to establish an emergency temporary standard to keep workers safe from COVID-19. I will direct OSHA to enforce worker safety requirements, target the worst violators, and work

to increase the number of OSHA inspectors to get the job done."

OSHA is authorized to set emergency temporary standards that take effect immediately and are in effect until superseded by a permanent standard. OSHA must determine that workers are in grave danger due to exposure to agents determined to be toxic or physically harmful. Then, OSHA publishes the emergency temporary standard in the Federal Register, where it also serves as a proposed permanent standard. It is subject to the usual procedure for adopting a permanent standard except that a final ruling should be made within six months.

During the presidential campaign, Biden called on President Trump to "double the number of OSHA investigators to enforce the law and existing standards and guidelines," specifically those concerning COVID-19.

A legal alert from the employment-law group Fisher Phillips suggests, "Given this aggressive approach to workplace safety enforcement, Biden likely will increase the number of investigators in OSHA and the Mine Safety Health and Administration."

SOURCE: <https://www.forconstructionpros.com/covid-19/news/21232633/biden-will-ask-osh-a-to-reconsider-emergency-covid19-standards>



California Sub-Bid Request Ads

FLATIRON
**SECURITY
PAVING
COMPANY, INC.**
DBE Subcontractor/Supplier Bids/Proposals Requested

Project: IFB No. C70396C1205, I-5 North Capacity Enhancement Project in Los Angeles County, CA
Owner: Los Angeles County Metropolitan Transportation Authority (LACMTA)
Bid/Proposal Submittal Date: February 5, 2021 at 2:00 p.m.

Request for quotes from certified DBEs for the following, but not limited to, work/service and/or materials:

Subcontractors – Asphalt Dike, Bridge Demo, Cellular Concrete, CIDH Pile, CISS Pile, Clear and Grub, Cold Plane AC, Concrete Barrier, Construction Area Signs, Demolition, Driven Pile, Electrical, Erosion Control, Fencing, Furnish and Erect Precast Girders, Grind Existing Pavement, Ground Anchors, Guardrail, Hydroseeding, Joint Seal, Landscape and Irrigation, Masonry, Minor Concrete, Overhead Signs, Painting and Coating, Prestressing, Railing, Reinforcing Steel, Roadside Signs, Saw and Seal PCC, Slope Paving, Soil Nails, Stain Concrete, Striping, Underground.

Suppliers - Aggregates, Bridge Bearing Pads, Concrete, Formliner, Joint Seal Assemblies, Miscellaneous Iron and Steel, Miscellaneous Metals, PCC Materials, Pipe, Ready Mix Concrete, Geogrid, Steel Piling.

Services – Biologist, Noise Control/Monitoring Plan, Preconstruction Survey, QC Testing, Street Sweeping, Survey, Trucking, Vibration Monitoring.

PLEASE SUBMIT QUOTES VIA EMAIL TO SOCALBIDS@FLATIRONCORP.COM
 OR FAX TO (760) 471-4860 NO LATER THAN NOON ON FEBRUARY 4, 2021.

Plans and specifications are available for download via iSqFt. Please send a request for access to the documents to socalbids@flatironcorp.com.

This project has a 12% DBE Goal. Flatiron-Security, A Joint Venture intends to conduct itself in good faith with DBE firms regarding participation on this project. Scopes of work can be broken down into economically feasible packages to facilitate DBE participation. Assistance in obtaining bonding, insurance and lines of credit is available upon request. DBE firms are also referred to the LACMTA Contractor Development and Bonding Program (CDBP) and the Small Business Administration (SBA) and/or the Federal Department of Transportation (DOT) Bond Assistance Programs. In addition to request for participation from DBEs, we request non-DBE subcontractors provide lower-tier DBE participation. Quotations must be valid for same duration as specified by Owner for contract award.

Subcontractors are required to possess and maintain a current contractor's license and must also be registered with the Department of Industrial Relations (DIR) as required by Public Contract Code Section 1725.5. Subcontractors will be required to execute our Standard Subcontract Terms and Conditions and insurance requirements. The Standard Subcontract Terms and Conditions are available in electronic format upon request.

Bond Requirements: Notwithstanding any contrary language in a bid to Flatiron-Security or any prior course of dealing between Flatiron-Security and a bidder, and unless waived in writing, we reserve the right to require each bidder to provide payment and performance bonds assuring bidder's obligations in the amount of 100 percent of the bid to Flatiron-Security. We will reimburse the bond premium at actual cost. The surety on the bonds must be a California admitted surety.

Flatiron-Security, a Joint Venture
 16470 W. Bernardo Drive, San Diego, CA 92127
 Phone (760) 916-9100 ext. 2009 / FAX (760) 471-4860
 Email: socalbids@flatironcorp.com
 Point of Contact: Jannette Carter, Estimating Admin
 WE ARE AN EQUAL OPPORTUNITY EMPLOYER

FLATIRON
**Request for Qualified/Certified
DVBE/SBE Participation from
Subcontractors/Suppliers/Service Providers**

Rte 84/680 Construction Improvements in Sunol, Pleasanton & Livermore CA
 Caltrans Contract 04-297634

DVBE Goal 0%, Participation Encouraged

Bid Date: February 3, 2021 2:00 PM

This is an Electronic Bid Submittal
Quotes not received by 11:00 AM on bid day may not be reviewed/evaluated

******Flatiron West Inc IS BIDDING THIS PROJECT AS A SOLE PRIME BIDDER**** and requests DVBE/SBE subcontractor/supplier participation for the following items of work, but not limited to:**

Biologist, CAS/Roadway Signs, Bridge Demo, Clear & Grub, Erosion Control (Temp & Perm), Landscaping/Irrigation, AC Paving, AC Dike/Rumble Strip, Cold Plane AC, CIDH, Steel Soldier Pile, Welded Steel Pipe, Joint Seal Assembly, Post Tensioning, Rebar, Shotcrete & Soil Nail, MSE Wall Materials, Ground Anchors, Bridge Concrete Barrier, Painting/Staining, Column Casing, Underground & Utilities, Fencing/Railing, MBGR, Striping/Markings, Crash Cushions, Electrical, Misc. Minor Concrete & Minor Concrete Structures, PCC Paving, Veg Control and C, G & SW, Grading, Trucking, Aggregates (Class 2, 3 & 4), Ready Mix, Concrete Pumping Services, Underground Pipe Products, Misc. Metals/Iron/Steel, Bridge Bearings, SWPPP Plan & Materials, Lead Plan, Geotextile Materials, Formliner, Underground Precast, Precast Girders, Street Sweeping & Water Truck, Traffic Control, Temp Barrier, Noise Monitoring, Temp Active Treatment System.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide all scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with all firms for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to our standard and general terms & conditions. Copies are available for review on our Box.com ftp site or upon email request.

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Send ALL Quotes by email to NorCalBids@flatironcorp.com or to our BID FAX at 707-746-1603.

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 Phone 707-742-6000 Bid Fax 707-746-1603

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SBA's Emerging Leaders Initiative to Help Growing Entrepreneurs Opens for 2021 Recruitment

The U.S. Small Business Administration announced the launch of the 2021 Emerging Leaders initiative for executives of small businesses poised for growth in underserved markets. Local area recruitment for the 2021 training cycle is currently underway at designated SBA District Offices. Interested small business owners can learn more regarding eligibility, how to apply, class schedules and locations at www.sba.gov/emergingleaders, or by contacting their local SBA District Office.

"I am proud of Emerging Leaders' success to date, and the impact the training has made in helping to take small businesses from across the country to the next level," said Allen Gutierrez, Associate Administrator of the SBA's Office of Entrepreneurial Development. "As small businesses are recovering from the impacts of the coronavirus pandemic, SBA will continue to provide key resources to help businesses to grow even stronger and return to prosperity. Since its inception in 2008, Emerging Leaders has trained more than 4,000 small business owners, creating over 7,000 jobs, generat-

ing over \$500 million in new financing, and securing over \$4 billion in government contracts."

The SBA's Emerging Leaders provides free entrepreneurship education and training for executives of small businesses that are potential job creators. This intensive executive entrepreneurship series includes nearly 100 hours of classroom time. Emerging Leaders provides participants with the opportunity to work with a network of experienced coaches and mentors, attend specialized workshops, and develop connections with their peers, city

leaders, and the financial community. As a result, Emerging Leaders help build sustainable businesses that promote economic development within their communities.

For eligibility requirements, registration and training locations please visit: 2021 SBA Emerging Leaders Initiative.

SOURCE:

<https://www.sba.gov/article/2021/jan/15/sbas-emerging-leaders-initiative-help-growing-entrepreneurs-opens-2021-recruitment>

California Sub-Bid Request Ads

W.A. Rasic Construction Company

Our firm is preparing a bid for the following project as a prime contractor and we are interested in receiving subcontractor quotations for items of work or materials required below from interested Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE) and Women Business Enterprise (WBE).

City of San Diego

North City Pure Water Pipeline
Bid No. K21-1744-DBB-3-A

Revised Bid Date: February 5, 2021 @ 2:00 PM

Engineer's Estimate: \$ 138 Million

Outreach: DBE/ MBE/WBE

Senior Estimator: Mark Setzer

Phone: (562) 928-6111

Email: msetzer@warasic.com

W.A. Rasic is requesting bids for the following trades and/or material supplies:

Electrical including Fiber Optic Cable & Conduit, AC Cold Milling / Demolition, Asphalt Cap Paving & Crack Seal, Traffic Signals / Loop Detectors & Signal Modifications, Slurry Seal (Type 1,2,3), Minor Concrete, Trenchless Crossings, Subaqueous Pipeline, Pre-Construction Video, Landscaping, Sawcutting, Potholing, Waterproofing & Coatings, Striping, Welding, Install 8", 12", 16", 30" & 48" Pipeline including Appurtenances, Fencing, De-chlorination Building, Furnish Steel & PVC Pipe, Furnish Valves & Appurtenances, Furnish Sand & Gravel, Furnish CSLM / PCC and Asphalt, Traffic Control Signs & Equipment, Cathodic Protection, Trucking, SWPPP Development, Dewatering, Contaminated Soils (Monitoring, Hauling & Disposal), Geotechnical Instrumentation & Monitoring, Traffic Control Plans / Engineering, Equipment Rental, Shoring Equipment

Plans and Specifications are available at no cost to interested firms by either contacting W.A. Rasic Construction, downloading from the City of San Diego's Planet Bids Portal or by utilizing the following FTP link <https://www.dropbox.com/sh/hjqzm8rfa98apkg/AAC-SZH1SP7J2at9u2FdpNU2a?dl=0>

W.A. Rasic will assist in obtaining bonds, lines of credit, insurance, equipment, supplies and materials upon request. W.A. Rasic will consider each DBE, MBE, and WBE quote, including those that are broken down into economically feasible units as well as arrange delivery schedules to facilitate and encourage maximum bidding participation. W.A. Rasic also encourages a consortium of DBE / MBE / WBE firms when a contract portion is too large to handle individually. Subcontractors must have a valid California Contractors License and must be registered with the Department of Industrial Relations (DIR) as required by Section 1725.5 of the Public Contract Code. Subcontractors will be required to execute W.A. Rasic's standard subcontract agreement and general insurance requirements. A copy of our subcontractor agreement and insurance requirements is available in electronic format upon request. W.A. Rasic reserves the right to require each subcontractor to provide payment and performance bonds in the amount of 100% of the subcontractor bid. Bond Premium will be reimbursed up to a cost not to exceed 2.5%.

W.A. Rasic is an equal opportunity employer and Union signatory Contractor.



Kiewit

Kiewit Infrastructure West Co.
4650 Business Center Drive Fairfield, CA 94534
Attn: Krista Christensen at norcal.bids@kiewit.com
Fax (707) 439-7301

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the Alameda Creek Recapture Project in Sunol, CA. Subcontractors and Suppliers for the following project:

Alameda Creek Recapture Project Contract No. WD-2825R

Owner: City & County of San Francisco San Francisco Public Utilities Commission
Bid Date: February 4, 2021 @ 2:00 P.M.

San Francisco Small & Micro-LBE's wanted for the following scopes, including, but not limited to:

Class A General Engineering, Barges, Concrete Work, Demolition, Dewatering, Earthwork, Electrical, Erosion Control, Fencing, HVAC, Landscaping, Mechanical Piping, Metal Building, Metal Fabrications, Minor Concrete, Painting and Coating, Paving, Pumps, Reinforcing Steel, Steel Pipe, Surveying, SWPPP, Trucking & Hauling

Non-LBE firms are encouraged to contract with a group of lower tier LBEs or individual LBEs. For more information on certification, go to <http://www.sfgov.org/cmd>

Subcontractor and Supplier Scopes are due January 14th, 2021 and Quotes NO LATER THAN January 20th, 5 PM.

Plans are available for viewing through SmartBidNet (SBN). All subcontractors that are registered in our SBN database will receive an invitation to bid. Please email norcal.bids@kiewit.com to register your company to be able to receive bidding information, Plans and Specifications. Please note, prior to receipt of any documents, a Confidentiality Agreement must be completed.

This Project is subject to compliance monitoring and enforcement of prevailing wage requirements by the California Department of Industrial Relations.

This Project implements a Project Labor Agreement. Kiewit is a union contractor, signatory to various trades. Please contact Kiewit for more information on the unions concerned.

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for permanent material Suppliers on this project.

An Equal Opportunity Employer
CA Lic. 433176
DIR #: 1000001147

ANVIL BUILDERS

1475 Donner Ave. San Francisco, CA 94124
Phone: 415-285-5000 • Fax: 415-285-5005

Request for DBE's

Subcontractors and Suppliers for

Project: Contra Costa County Flood Control and Water Conservation District Lower Walnut Creek Restoration Project Contract No: 7520-6B8285

Bid Date: Tuesday, February 16, 2021

Bid Time: 2:00 PM

The work to be done generally consists of excavating tidal channels, grading soil to create a variety of habitat zones, transporting soil, constructing levees and access roads, and planting and maintaining native vegetation.

Project includes a 3-year plant establishment and maintenance period. Engineer's cost estimate: \$12,670,000 Seeking all trades (but not limited to): Trucking, Landscaping, Fencing, Clearing and other required work and trades.

Plans, specifications, and requirements can be viewed at our office or by using the link below.

<https://login.onlineplanservice.com/detail.aspx?idwebDB=False&BidPackageID=1024743&HOMEPR=COPS&STATUS=BIDDING&DOCLOC=COPS21-00078&PUNIQ=21-00078>

For assistance with bonding, lines of credit, insurance, or anything else regarding bidding on this project, contact Anvil Builders via phone or email.

CAHILL CONTRACTORS LLC

requests bids from Certified SBE Subcontractors and Suppliers for the following
DESIGN-BUILD TRADES ONLY:

Exterior Building Maintenance / GFRC Facade / Elevators (Design-Assist) / Fire Sprinkler / Plumbing / HVAC / Electrical / Photovoltaic System

730 STANYAN - EARLY TRADES

730 Stanyan Street, San Francisco CA

This is an SFCMD project with construction workforce and prevailing wage requirements.

BID DATE: 2/10/21 @ 2PM

Voluntary Virtual Pre-Bid Meeting:

1/20/21 @ 10AM

BID DOCUMENTS: Please contact Colby for access to documents on BuildingConnected.

CONTACT: Colby Smith at

estimating@cahill-sf.com, (415) 677-0611.

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:

YORBA LINDA WATER DISTRICT HQ PFAS WATER TREATMENT PLANT CONTRACT NO. YLWD-2020-1

Owner: Orange County Water District

Location: Placentia, CA

Bid Date: January 27, 2021 @ 2:00 P.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789

Phone: (909) 595-4397, Fax: (909) 444-4268

Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

AC Paving, Welded Steel Pipe, Ready-Mix Concrete, Reinforcing Steel, Masonry, Structural Steel, Miscellaneous Metals, Sealants, Steel Doors/Frames/Hardware, Painting & Coatings, Equipment, Pre-Engineered Fiberglass Shelters, HVAC, Electrical and Instrumentation

Plans and Specifications: Email your request to elizabeth.schmid@jfshea.com. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.

Arcadis U.S., Inc.

445 South Figueroa Street, Suite 3650
Los Angeles, California 90071

Contact: Sharon Papantonio

sharon.papantonio@arcadis.com

Phone: 914-641-2938

REQUEST FOR DBE, MBE, WBE and OBE who meet the criteria outlined in the California State Revolving Fund Programs (Clean Water and Drinking Water SRF) DBE Program for Inland Empire Utilities Agency:

Planning and Compliance Master Services Contract, RFP-RW-20-006

due February 9, 2021 by 5:00 PM.

**PLEASE RESPOND ASAP and no later than
Wednesday, February 3, 2021.**

We are seeking qualifications for Energy Audit, Efficiency and Management Services Asset Management, Condition Assessment, Hydraulic Modeling, Toxicity Evaluations (of water and wastewater), Stormwater Management, Stormwater Sampling, Stormwater Level 1 Exceedance Response Action (ERA) Report Preparation Assistance, Construction Cost Estimates. Please email a Letter of Interest, brief qualifications, and no more than two resumes demonstrating that you meet all of the required qualifications specified in the RFP for the service(s) referenced above, and a copy of your DBE/MBE/WBE certification, if applicable.

RFP available upon request or download at the IEUA website & logging into IEUA's PlanetBids portal at the following URL: <https://www.planetbids.com/portal/portal.cfm?CompanyID=27411>

Con-Quest Contractors, Inc.

290 Toland Street • San Francisco, CA 94124
Email: bidday@cqcontractors.com

Fax: 415-206-0528

REQUEST FOR QUALIFIED
SMALL BUSINESS ENTERPRISES (SBE),
MINORITY BUSINESS ENTERPRISES (MBE),
WOMEN BUSINESS ENTERPRISES (WBE) OR
DISADVANTAGED BUSINESS ENTERPRISES (DBE)
SUBCONTRACTORS & SUPPLIERS FOR:

Milliken Raw Water Pipeline Repair and Hardening

Contract WTR2019-0009

Bid Date: February 2, 2021 at 3:00 p.m.

Quotes needed: SWPPP, Quality Assurance / Control, Material Testing/Inspection, Precast Fabricator / Installer, Environment Monitoring, Pipe & Valve Materials, Earthwork, Hazardous Material Abatement / Disposal, Ready Mix Concrete, Concrete Pumping, Trucking, Aggregate Materials, Structural Demolition, Survey, Rebar, Structural and Miscellaneous Metals, Fencing, Crane / Hoisting Service, Sheeting & Shoring, Painting / Anti-Graffiti Coatings, Roadway Traffic Striping, Concrete Hardscapes / Flatwork, Traffic Control, Structural Grouting, Structural Tie-Back / Soil Nail

An Equal Opportunity Employer

In order to properly evaluate / coordinate vendor proposals with our final bid. Vendor scope letters and quotes should be submitted and received in a timely fashion by no later than **5:00pm on January 29, 2021.**

Please include your Enterprise NAICS CODE and SBE or DBE Certification Number.

Focus Language International, Inc.

14450 Park Ave Suite 100

Victorville, CA 92392

Contact Name: Selin Cacao

Phone: 800-374-5444

Email: info@focusinterpreting.com

Bid Date: January 29, 2021 @ 2:00 PM

Specialties Required:

We are looking for someone who could provide translation services in

San Francisco for SGOV-00000

Partner Request for Event #0000004814

for OCA / TC99310

Written Translation Services

Visit www.sbeinc.com to
download the latest
SBE Newspaper and
Newsletter





Access to Capital

Ready to Grow Your Business?

80% Of SMB Owners Need PPP Funding ASAP, But 58% Say Expedited Vaccine Distribution Is Even More Crucial

[Article was originally posted on www.alignable.com]

By Eric Groves from AlignKey,

Introduction

Alignable has collected over 575,000 business owner responses since March 2020, mapping the Coronavirus Impact and Recovery of the Small Businesses Economy across the United States and Canada. Unless otherwise noted, polls in this report were conducted among 10,325 business owners from 1/9/21 to 1/12/21.

This report was written during the second week of January and features insights on business sentiment as the latest round of PPP relief funding is finally becoming available, political unrest is causing further injury to the small business economy, and the vaccine distribution process across the U.S. seems a complete mess.

On that somber note, let's examine the latest reports of COVID's impact on small businesses...

CORONAVIRUS IMPACT LEVEL

- 66% Of SMBs Still Experiencing Negative Impact
- "Significant Impact" Felt By 46%
- Businesses Hibernate Until Recovery is Possible
- PPP Round 3 Mitigates Some Financial Concerns
- Vaccine Distribution Key to Recovery

Overall, small businesses experiencing a negative impact from COVID-19 declined slightly by 2% to 66%, with the percentage of business owners experiencing "significant impact" decreasing 4% to 46%. Businesses reporting positive impact was flat at 15% of respondents.

Looking at the impact over time, this month we noticed a decline in the percentage of businesses stating the impact was significant and a slight lift in the businesses reporting they felt the impact was on the decline. While we didn't see improvements in the customer levels or revenues, the improved outlook could be attributed to the passing of the third round of CARES Act Stimulus coupled with multiple approvals of COVID vaccines.

Here are a few quotes from our polltakers that illustrate the range of impact small business owners are experiencing now. Some could effectively pivot and are faring quite well. However, many others desperately need more funds for a short-term fix, and a change in consumer mindsets, which likely will require widespread vaccine distribution ASAP.

"I run a sewing school. 2020 started really well. Then the shutdown was devastating. But selling masks kept my business alive. Once we reopened, things got a little better. I had to change the way I ran my business by doing virtual classes. That was a huge help. Now in 2021, I'm doing well, better than I expected. My numbers are not like they were, but I can see the business growing in the future."

"2021 marks my 28th year in the tradeshow and special events industry. March 2020 was the last time we participated in a show, due to the national shutdown of large gatherings. I would like to urge state and federal legislators to offer specific protocols and guidelines for show management groups to follow, so our industry can begin our recovery. We are all at a standstill with no end in sight and very limited means to generate revenue. The PPP and EIDL funding has been helpful, but not enough nor sustainable for the long term."

"I had already begun to close my video production business at the beginning of 2020 and moved into starting my RV mentoring and RV inspection business (a side gig). Well, now business is booming. And I got a full-time IT job in May 2020 with a WFA (work from anywhere) kind of place. It's a remote IT job, so I can go RVing/do inspections on the road, and still do my FT gig. Life is good in my world, as people are buying RVs like nuts."

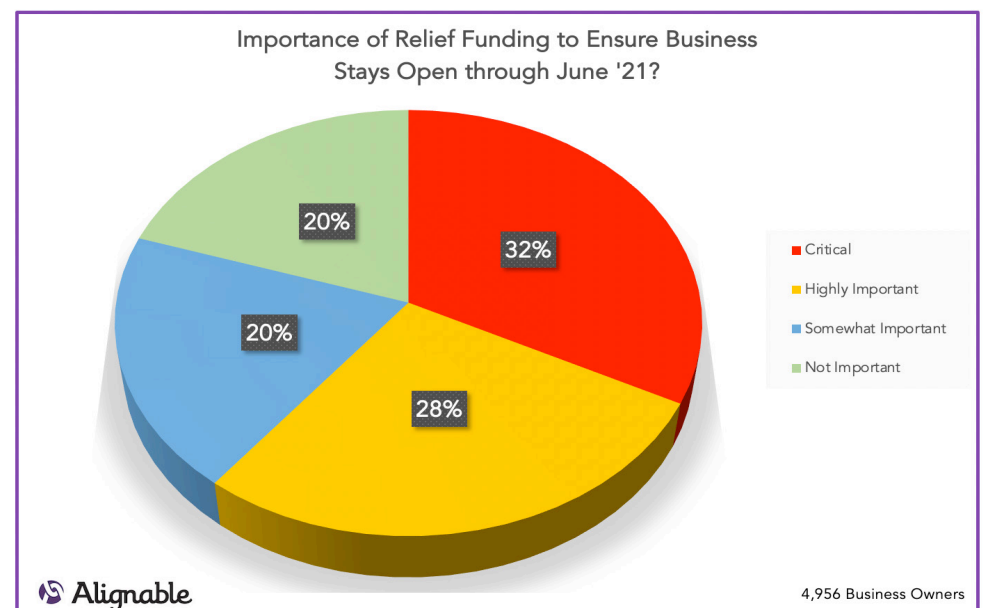
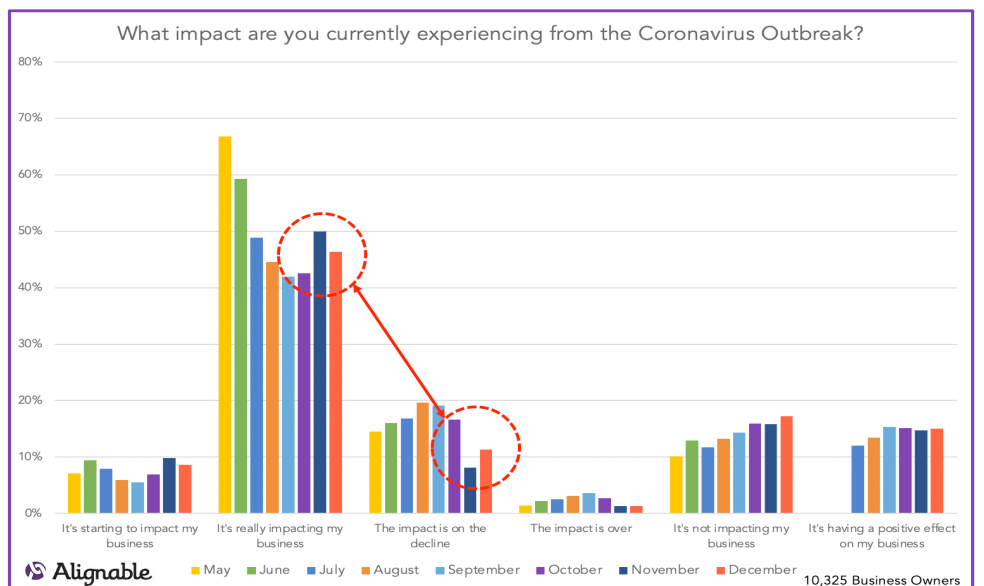
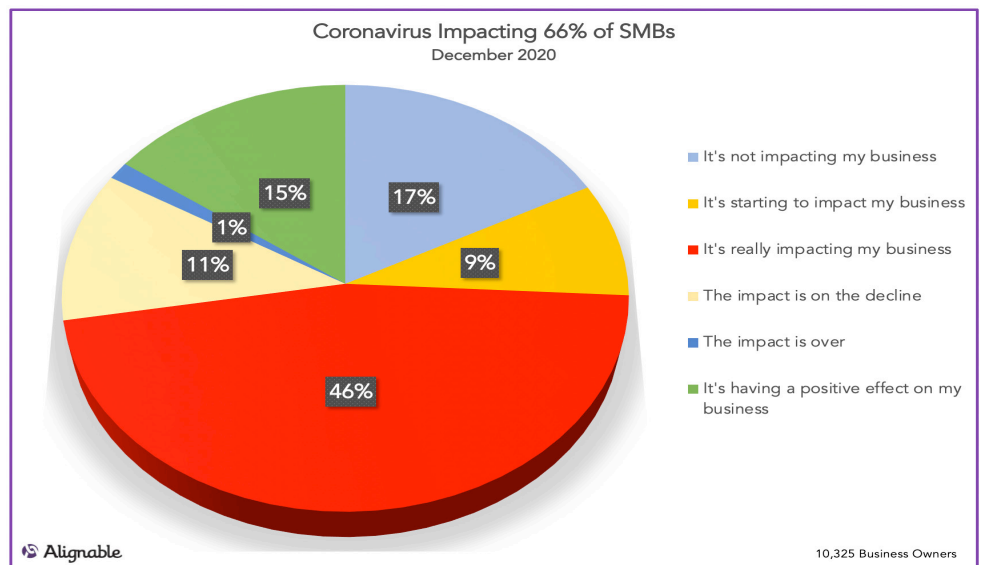
"It isn't so much impacting the business as much anymore, it's more that we are working out of a hole we were put in because of the pandemic. The moving industry received very little by way of stimulus or assistance. I have never been on unemployment or any other assistance program, but I can't help but think we wouldn't be in this position if the leaders of this county, state and country were a little more attentive to small business."

"The future remains uncertain, but I will continue to practice psychotherapy and be available to see clients. There's been a significant increase in the demand for help. People are struggling. I'm finding that people who did not have a significant history of anxiety and depression do now."

Importance of CARES Act Round 3

With over 80% of businesses indicating access to financial relief is important to help them stay in business through June, it will be interesting to see how long the available relief funds in this latest round hold out.

Fortunately, the government has carved out funding for specifically hard-hit industries and communities across the U.S. However, at this point in time, the distribution process is still at a standstill.



80% Of SMB Owners Need PPP Funding ASAP, But 58% Say Expedited Vaccine Distribution Is Even More Crucial

Continued from page 6
RECOVERY IMPACT: PPP RELIEF VS. COVID VACCINE

- PPP Relief: A Much Needed Band-Aid
- But Substantial Recovery Can't Start Until The Vaccine Gets Out
- New Approach To Distribution Crisis Needed

Importance of Vaccine Distribution

The only way to get to the next stage in economic recovery is for consumers to feel safe returning to businesses and no amount of money from Congress will make that happen. It can only happen when the COVID vaccine is readily available to all citizens.

So, it's not a shock to see that 84% of small business owners listed vaccine distribution as important, if not critical (34%), to helping them stay in business through June.

You may note, this is actually higher than those emphasizing the importance of new relief funding.

In fact, when we asked business owners which would have a greater impact on their business, as well as the recovery of their local business economy, the majority of businesses selected rapid distribution of the vaccine ahead of PPP relief funding.

Many of the polltakers highlighted the importance of receiving the vaccines as quickly as possible. Here are just a few quotes reflecting their sense of urgency:

"If the vaccines are not quickly distributed, and the recovery doesn't start until June or July, many businesses WILL fail permanently. Mine included."

"I can't reopen until I'm sure that my office won't be a vector for the virus. Until we're all vaccinated, it's not safe for me or my clients."

"My business involves renting office space to therapists. Until everyone is vaccinated, my therapist tenants will not be able to return to their offices and see patients in person. This has been the case since March 2020."

"I'm not comfortable doing open houses or going to the office. There have been four COVID cases in the office. We need vaccines ASAP."

"Very difficult to practice dentistry in this COVID environment, it makes everything highly stressful. We need vaccines now."

Humor me with a slight digression....

This situation reminds me of a story told to me many years ago. The story was about a teacher who asked her students to figure out the fastest way to change a tire, and then report back on what they determined.

The students broke into groups, analyzed the situation, and came back to the teacher with a definitive "10 minutes" as the fastest this task could humanly be accomplished. To which the teacher asked them why then, at the Indy 500, can they do it in less than 10 seconds?

With the vaccine on hand -- and a nation of experts in logistics and distribution -- surely, we can do better than aiming for the May/June timeframe for vaccine distribution to all citizens.

We just need to assemble the right people who actually know how to accomplish such a task.

We need to recruit more people with the drive of Indy 500 pit crew members and rely less on people whose idea of ingenuity is driving on the rims.

The sooner we can distribute the vaccines across the U.S. and Canada, the more lives we can save -- and the faster our small businesses can expedite the coast-to-coast recovery process.

Thanks for your indulgence.

REOPENING STATUS & BUSINESS CLOSURES

- The New Normal Starts Sometime After May 2021
- Many Businesses Will Hibernate To Survive Until Then
- 34% Have One Month Or Less Of Cash-On-Hand

Economic Recovery won't start in earnest until we as a country get the COVID outbreak under control. Where other parts of the world have found ways to minimize the spread, our only hope at this point seems to be rapid deployment of approved vaccines. Here's the current case levels from across the globe from the WHO:

We surveyed business owners asking when they believe their businesses will be reopen -- with the same level of products and services they offered prior to COVID. And 45% of our respondents predicted sometime after May 2021.

We also noticed the continuation of a disturbing trend first identified in October, where businesses started shifting from fully to partially reopened, and most recently, towards being closed until a future date. Personally, I've noticed an uptick in Boston-area restaurants going into hibernation until the point in time when they can safely reopen.

Compounding this issue, small business owners are also suffering from a profound cash crunch -- 34% of 7,133 businesses polled have only one month or less of cash reserves available.

With an increase in businesses temporarily closing or "hibernating," the ability for companies to stay afloat in this atmosphere remains a challenge. As small business owners are waiting to get access to the new round of PPP, many hang by a thread.

"Our guests need months to plan events, especially events that make us enough income to make a difference. It's been so long since we've had a big event, our reserves are nearly depleted. We need the PPP funds now."

"My money is running low. My inventory is higher than ever. And my credit is impacted, too."

"Many customers are delaying their purchases, which affects my cash flow... a lot!"

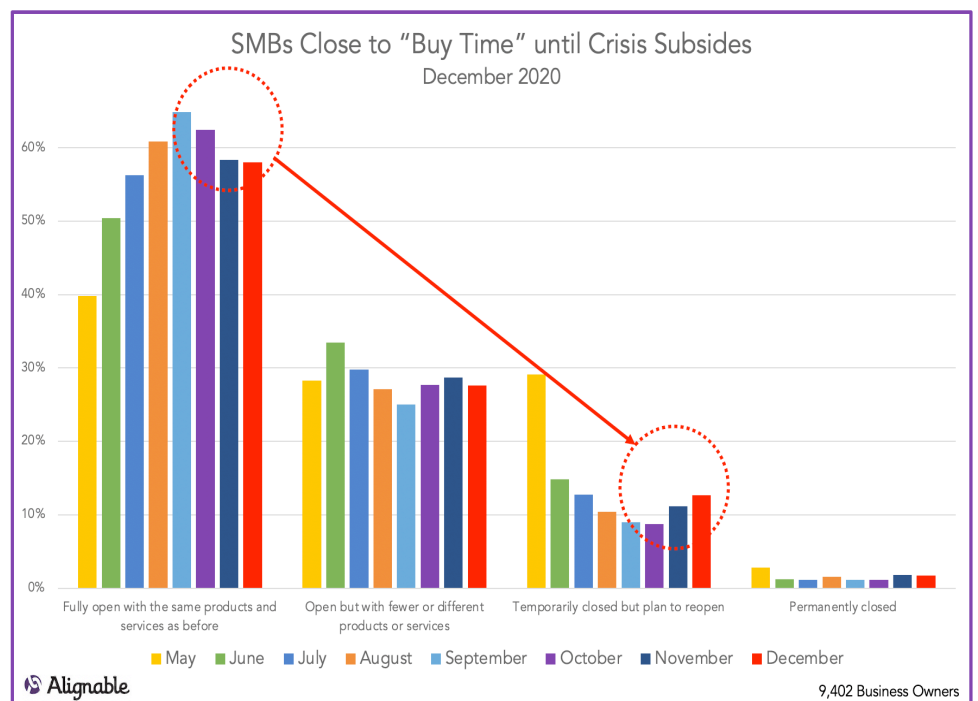
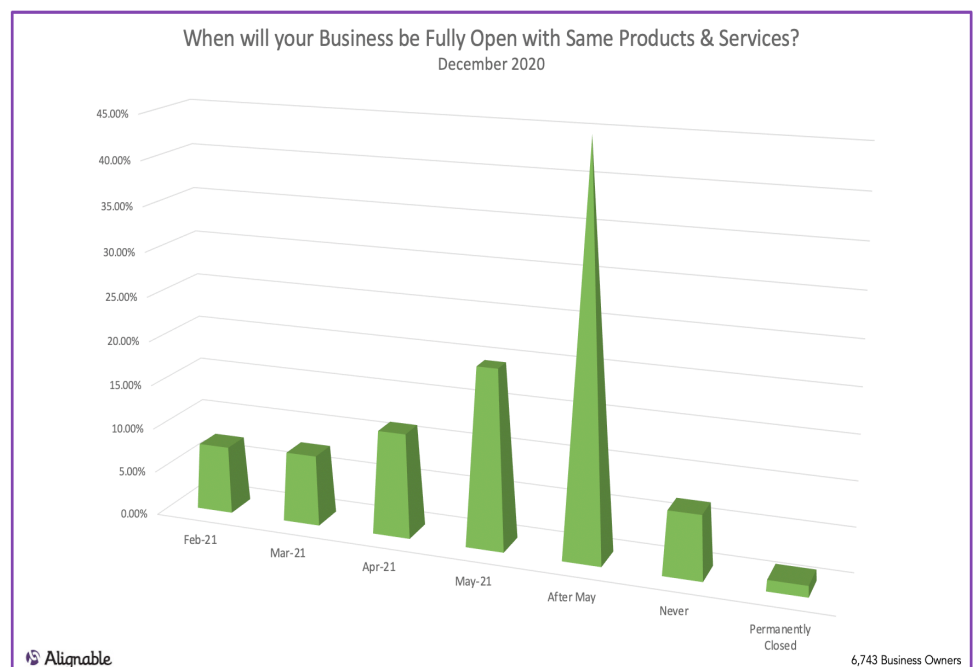
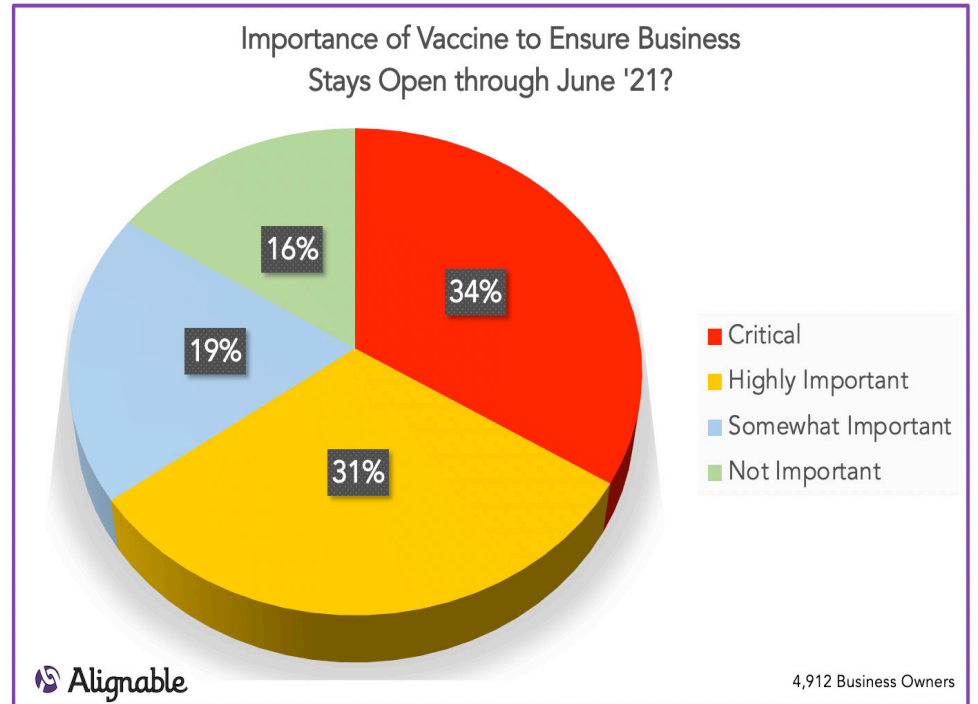
"My finances are depleted."

GREATEST RECOVERY CONCERNS

- Largest Concern Remains Government-Enforced Closures
- PPP Round 3 Approval Seems To Have Lessened Cash Concerns
- Largest Increase: Customers Being Afraid To Return

Visit link below for the full article:

<https://www.alignable.com/forum/alignable-road-to-recovery-report-january-2021>





California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Website: www.desilvagates.com
An Equal Opportunity/
Affirmative Action Employer

DeSilva Gates/Viking, A Joint Venture is preparing a bid as a Prime Contractor for the project listed below:

CALTRANS CONSTRUCTION ON STATE HIGHWAY 84 IN ALAMEDA COUNTY IN FREMONT FROM ROUTE 238 TO ROUTE 680
Contract No. 04-2A3324
Federal Aid Project No. ACHSNH-P084(055)
Disadvantaged Business Enterprise Goal Assigned is 16%

OWNER:
STATE OF CALIFORNIA
DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26,
Sacramento, CA 95816

BID DATE: FEBRUARY 4TH, 2021 @ 2:00 P.M.

DESILVA GATES ESTIMATOR:
DAVID CZECH dczech@desilvagates.com
VIKING CONSTRUCTION ESTIMATOR:
TROY CLEMONS tclemons@vikingbridges.com

DGC is soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to:

DESILVA GATE'S BID ITEMS:

AC DIKE, CLEARING AND GRUBBING/DEMOLITION, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, CABLE NET DRAPERY SYSTEM, FENCING, HAZARDOUS MATERIAL, LANDSCAPING, METAL BEAM GUARDRAIL, MINOR CONCRETE, ROADSIDE SIGNS, RUMBLE STRIP, STRIPING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

VIKING'S BID ITEMS:

BRIDGE DECK RESURFACING, BRIDGE REMOVAL, BRIDGE RAIL, CARBON REINFORCED POLYMER STRIP, CIDH SUBCONTRACTOR, FENCING, JOINT SEAL, MINOR CONCRETE STRUCTURE, PAINTING, REBAR.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 3855 N. Freeway Blvd., Ste 100, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com>) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator David Czech. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: VICTOR LE
Website: www.desilvagates.com
An Equal Opportunity/
Affirmative Action Employer

DeSilva Gates Construction, LP is preparing a bid as a Prime Contractor for the project listed below:

CALTRANS ROUTE 84, 680 – CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY IN AND NEAR SUNOL, PLEASANTON, AND LIVERMORE ON ROUTE 84 FROM 0.1 MILE EAST OF ROUTE 680 TO 0.1 MILE SOUTH OF RUBY HILL DRIVE AND ON ROUTE 680 FROM 1.2 MILES SOUTH TO 1.8 MILES NORTH OF ROUTE 84

Contract No. 04-297634
Disabled Veteran Business Enterprise Participation Encouraged

OWNER:
STATE OF CALIFORNIA
DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26,
Sacramento, CA 95816

BID DATE: FEBRUARY 3, 2021 @ 2:00 P.M.

DGC is soliciting quotations from certified Disabled Veteran Business Enterprises, for the following types of work and supplies/materials including but not limited to:

AC DIKE, BRIDGE, BRIDGE REMOVAL, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, BARRICADE, CHANNELIZER & PLASTIC TRAFFIC DRUM, CRASH CUSHION, ELECTRICAL, EROSION CONTROL, FENCING, HAZARDOUS MATERIAL, LANDSCAPING & IRRIGATION, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, CRCP & JPCP PAVING, ROADSIDE SIGNS, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, VEGETATION CONTROL, VIBRATION & SURVEY MONITORING, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 2 AGGREGATE SUBBASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, PERMEABLE MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com>) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator Victor Le. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DVBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DVBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621
Phone (510) 777-5000 • Fax (510) 777-5099
An Equal Opportunity Employer

District Local Small Business (LSB) and M/WBE Subcontractor/Supplier Bids Requested For:

San Francisco Bay Area Rapid Transit District
34.5kV Cable Replacement and Fiber Optic Cable Installation, R-Line, RCP to RRY
Contract No. 15EJ-182

BID DATE: February 16th, 2021 @ 2PM
Fax all quotes to 510-777-5099 or email to northwest.estimated@shimmick.com

Requesting certified LSB and M/WBE Subcontractor and Supplier Quotes on:

SUBCONTRACTORS: Clear & Grub, Contaminated Soil, Demolition, Earthwork, Electrical, Environmental, Erosion Control, Fence, Flatwork, Grinding AC Concrete, Instrumentation, Landscape, Masonry, Paving, General Piles, Precast Structural, Rebar, Shoring, Signs, Stray Current, Stripes & Markers, Survey

SUPPLIERS: Aggregate, Fabric, Lumber, Misc. Metals, Sheet Pile, Precast Utility, Ready Mix, Steel Fabrication, Trench Shoring, Plastic Utility Pipe, Steel Utility Pipe

Contract Documents are available free of charge from the owner after registering on the BART portal located at suppliers.bart.gov. You may view the documents during business hours at our office located at 1 Harbor Center, Suite 200, Suisun City, CA 94585. We can also provide you with a link to download plans and specifications. To make an appointment for viewing or to receive the download link, please contact Jamie Miranda at jmiranda@shimmick.com.

If you have any technical questions or require assistance obtaining necessary equipment, supplies, materials, or related assistance or services may contact our estimator Jerry Blazek at jblazek@shimmick.com.

All items of work listed above are made available, even items of work normally performed by Shimmick. Please contact the lead estimator listed above for assistance with breaking down items of work into economically feasible units or with assistance obtaining equipment, supplies, materials, or related assistance. 100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Shimmick Construction at (707) 759-6858.



O.C. Jones & Sons, Inc.
1520 Fourth Street • Berkeley, CA 94710
Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Greg Souder

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Structural concrete, steel piling, HMA, RHMA,
excavation and precast PS concrete slab**

Hwy 580 Richmond
Contra Costa County
Caltrans #04-2J7204

BID DATE: February 9, 2021 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Radar Speed Feedback Sign, Portable Changeable Message Sign, SWPPP, Rain and Water Quality Plans and Reports, Temporary Hydraulic Mulch, Temporary Check Dam, Temporary Fencing, Temporary Active Treatment System, Temporary Concrete Washout, Sweeping, Treated Wood Waste, Noise Monitoring, Clearing & Grubbing, Structure Excavation, Structure Backfill, Lean Concrete Backfill, Data Core, AC Dike, Tack Coat, Cold Plane AC, Steel Piling, Structural Concrete, Drill and Bond Dowel, Precast Prestressed Concrete Slab, Joint Seal, Bar Reinforcing Steel, Bridge Removal, Bioretention, Geomembrane, Minor Concrete, Misc. Iron & Steel, Prepare & Paint Concrete, Temporary Mouse-Proof Barrier, Guard Railing Delineator, Pavement Marker, Object Marker, Guardrail and System, Vegetation Control, Concrete Barrier, Striping & Marking, Paint Traffic Stripe, Maintain Existing Traffic Management System Elements During Construction, Modify Lighting Systems, Modify Existing Traffic Monitoring Systems, and Construction Materials.

Greg Souder (510-809-3430 gsouder@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. OCJ is available to help obtain necessary equipment, material and/or supplies. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

7 Construction Technology Trends to Watch in 2021

Continued from page 1

but also is used as one of the foundations powering other construction tech like digital twins, artificial intelligence, and scheduling software. Because of this and along with the continued need for remote collaboration and improving efficiencies, BIM adoption should continue to be strong in 2021.

Digital twin technology is a concept that creates a virtual model of a building using sensors, drones, and IoT to gather data on a completed building or one under construction. That data is then processed using AI software, advanced analytics, and machine learning to create the virtual model and continuously learn from the real building. This can be used to improve project scheduling, create data-rich as-built, and be used in building operation systems once the project is completed.

Artificial Intelligence

Much like Building Information Modeling, AI is a technology that will be used in conjunction with other technology like BIM, sensors, wearables, and laser scanners to gather the information it will use to learn and make decisions. Artificial intelligence focuses on technology that enables computers and machines to mimic human intelligence. Machine learning, a subset of AI, which uses algorithms to learn from data, identify patterns, and make decisions without having to be programmed is having the biggest impact in construction technology.

Construction projects create a ton of data which is great for AI because all that data collected over the years on projects can be used to improve machine learning and predict future outcomes on projects, aid in schedule, mitigate risk, and improve productivity. The one roadblock going forward for unleashing the full potential of AI in construction is finding a way to collect, organize, and structure all the data being generated.

As for applications, AI is being used to monitor workers and identify safety hazards or missing PPE and immediately alert the worker and safety manager via their smartphone or a wearable device to correct the hazard before an accident occurs. AI is also a major component to developing self-operating and autonomous construction equipment.

Construction project planning and scheduling is one area where AI can really shine, simulating the projects millions of times in a matter of minutes and making small adjustments each time to deliver the ideal schedule to maximize efficiency and productivity to reduce timelines and save money. AI is powering construction robots and drones to monitor jobsite progress and deliver real-time, actionable data to improve jobsite productivity.

The upside for AI in construction is high. In addition to the applications listed, AI will also be used for building design optimization, risk assessment and mitigation, predictive logistics, and forecasting. This will eventually lead to safer and more efficient and productive construction sites.

Augmented Reality & Virtual Reality

Augmented and virtual reality are both emerging technologies for the construction industry



Building Information Modeling (BIM)

that are on the rise in terms of both development and adoption. The immersive visualization made possible by VR paired with BIM is improving design, collaboration, and communication and allowing architects to better showcase their design to clients. Most virtual reality applications in construction are using BIM models as the basis to create virtual environments which will aid in eliminating change orders and clash detection prior to commencing construction.

Safety training, equipment operator training, and building systems installation training are all areas where virtual reality is helping business owners train and develop the next generation of construction workers. Workers could get exposure to what to expect in the field in a controlled environment where different scenarios can be presented while keeping the worker safe as they learn.

Augmented reality overlays digital objects over the real world. AR applications in construction are using vision-based augmented reality using markers, such as QR codes, architectural drawings and images, or GPS to overlay BIM models, installation instructions, safety checklists, and more to aid workers on jobsites.

AR applications in construction are still being developed and its use in the construction industry is still very much in its infancy. Combining AR tech in heads-up displays in safety goggles and hard hat visors have huge potential in construction because it would allow workers to call up information, checklists, or project documents while keeping their hands free to perform tasks.

Wearables

Wearable tech in construction is being embedded into apparel and personal protective equipment (PPE) already common on construction sites like hard hats, gloves, safety vests, and work boots.

These construction wearables are being outfitted with biometrics and environmental sensors, GPS and location trackers, Wi-Fi, voltage detectors, and other sensors to monitor workers' movements, repetitive motions, posture and slips and falls.

Wearable embedded with biometrics sensors can track an individual's heart rate, body temperature, and other vital signs and immediately notify safety managers if an employee is potentially suffering from over exhaustion or becoming overheated.

help improve efficiencies on the jobsite.

Being able to perform tasks with drones remotely is a huge benefit to construction workers looking to reduce the number of workers on-site during the pandemic. Because of the many benefits and applications of drone use on construction projects, their adoption should continue to grow in 2021 and beyond.

Modular, Offsite, and Prefab Construction

According to JBKnowledge's 2020 Construction Technology Report, 78% of commercial construction used prefabrication last year. When executed correctly, offsite construction eliminates many of the inefficiencies found on a typical jobsite. This also makes it ideal for use during, and after, a pandemic as owners may look to ramp up construction quickly as economic conditions improve. Workstations can be sanitized and disinfected during shifts, social distancing can easily be maintained, and additional shifts can be added to speed up completion of projects. Some of the tasks can be automated, which can help speed up construction for projects with a shorter timeline.

Offsite construction is performed in a controlled environment and it works similar to an auto manufacturing plant. At each station, workers have all the tools and materials to consistently perform their task, whether that be constructing a wall frame or installing electrical wiring. This assembly plant method of construction reduces waste and allows workers to be more productive.

Offsite construction typically comes in two forms: modular and prefabricated. With modular construction, entire rooms can be built complete with MEP, finishes, and fixtures already installed. Prefabricated construction, building components are built offsite and then assembled or installed once they have been transported to the construction site.

Prefabricated building components cover everything from framing, internal and external wall panels, door and window assemblies, floor systems, and multi-trade racks, which are panels with all the ductwork, wiring, and plumbing packaged together. In both, the factory-built components are transported to the construction site assembled, meaning less workers are needed on the site to finish assembling the building.

Final Thoughts

If there's a positive takeaway for the construction industry from 2020, it's that the pandemic advanced construction technology adoption to a level that wouldn't have been achieved for years. This year should be no different as we're seeing much of the country deal with increased infection numbers and the construction industry will have to deal with the many of the same challenges faced last year.

Technology is the future of construction, not just for dealing with pandemics, but for improving productivity, eliminating inefficiencies, attracting younger workers, and making jobsite safer.

SOURCE:

www.constructconnect.com/blog/7-construction-technology-trends-to-watch-in-2021

The appeal for being able to easily access this type of info on workers has skyrocketed since the onset of the pandemic as project managers and site supervisors look for ways for early detection and screening measures prevent the spread of the virus and avoid project delays caused by too many workers missing work either from contracting COVID-19 or having to quarantine due to possible exposure.

Safety is always a hot button item in construction, and rightly so, as the industry continuously leads all others in worker deaths every year and this is likely where wearable will have the biggest impact in construction. Being able to monitor and track workers can go a long way in taking a more proactive approach to worker safety. As construction companies continue to navigate the rough waters of delivering projects in 2021 during a pandemic, look for wearables to see greater adoption.

Robots and Drones

Automation of construction tasks with drones and robotics is having a big impact on safety and productivity. For the foreseeable future, construction robots will be used to complete simple, repetitive, and labor-intensive tasks like laying bricks, tying rebar, and installing drywall. Humans will still be needed to perform some of the work set up the robots on the jobsite and get them started.

Instead of replacing workers, most construction robots will aid and augment a worker's performance, enabling them to be more productive, and possible extend their careers by reducing the wear and tear on their bodies that occurs over years of employment.

Construction drones are being used on jobsites for everything from site surveying to inspecting structures to making construction sites safer. Drones can be used to quickly conduct jobsite inspections, monitor progress on projects, and identify potential hazards each day. They can also be used to monitor workers throughout the day to ensure everyone is working safely.

Much like robots, drones won't eliminate the need for workers, but it will mean that workers will need to be trained on how to use the technology to perform these tasks. Drones outfitted with cameras, laser scanners, and other data collection devices that can then be used in AI-powered applications to

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0392160

Fictitious Business Name(s):
Bayview Makers Kitchen
Address
5698 3rd Street, San Francisco, CA 94124
Full Name of Registrant #1
Economic Development on Third (CA)
Address of Registrant #1
4800 3rd Street, Suite #404, San Francisco, CA 94124

This business is conducted by **A Corporation**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11-16-2020**

Signed: **Earl Shaddix**

This statement was filed with the County Clerk of San Francisco County on **12-24-2020**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed: **Giselle Romo**
Deputy County Clerk
12-24-2020

12/31/20 + 01/07/21 + 01/14/21 + 01/21/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0392189

Fictitious Business Name(s):
Blender Educational Alliance
Address
1276 33rd Avenue, San Francisco, CA 94122
Full Name of Registrant #1
Barbra Blender
Address of Registrant #1
1276 33rd Avenue, San Francisco, CA 94122

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**

Signed: **Barbra Blender**

This statement was filed with the County Clerk of San Francisco County on **12-30-2020**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed: **Giselle Romo**
Deputy County Clerk
12-30-2020

01/07/21 + 01/14/21 + 01/21/21 + 01/28/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0392120

Fictitious Business Name(s):
G&L Construction Co
Address
439 Hamilton Street, San Francisco, CA 94134
Full Name of Registrant #1
Su Lin Guo
Address of Registrant #1
439 Hamilton Street, San Francisco, CA 94134

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11-01-2020**

Signed: **Su Lin Guo**

This statement was filed with the County Clerk of San Francisco County on **12-24-2020**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed: **Giselle Romo**
Deputy County Clerk
12-23-2020

12/31/20 + 01/07/21 + 01/14/21 + 01/21/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0392198

Fictitious Business Name(s):
Glamour Active
Address
28 Minerva Street, San Francisco, CA 94112
Full Name of Registrant #1
Caroline Mestre Martineli Farry
Address of Registrant #1
28 Minerva Street, San Francisco, CA 94112

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11-17-2020**

Signed: **Caroline Mestre Martineli Farry**

This statement was filed with the County Clerk of San Francisco County on **12-31-2020**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed: **Giselle Romo**
Deputy County Clerk
12-31-2020

01/07/21 + 01/14/21 + 01/21/21 + 01/28/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0392191

Fictitious Business Name(s):
Tim Presley Music
Address
76 Albion Street, San Francisco, CA 94103
Full Name of Registrant #1
Timothy Presley
Address of Registrant #1
76 Albion Street, San Francisco, CA 94103

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-03-2020**

Signed: **Tim Presley**

This statement was filed with the County Clerk of San Francisco County on **12-30-2020**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed: **Giselle Romo**
Deputy County Clerk
12-30-2020

01/07/21 + 01/14/21 + 01/21/21 + 01/28/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392218

Fictitious Business Name(s):
Yilan Bento
Address
653 Clay Street, San Francisco, CA 94111
Full Name of Registrant #1
The DC DEL MAR LLC (CA)
Address of Registrant #1
653 Clay Street, San Francisco, CA 94111

This business is conducted by **A Limited Liability Company**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**

Signed: **Wei Feng**

This statement was filed with the County Clerk of San Francisco County on **01-07-2021**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed: **Giselle Romo**
Deputy County Clerk
01-07-2021

01/14/21 + 01/21/21 + 01/28/21 + 02/04/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392201

Fictitious Business Name(s):
Zero to Five Early Childhood International
Address
1010 Ridgewood Drive, Millbrae, CA 94030
Full Name of Registrant #1
Naoko Harada
Address of Registrant #1
1010 Ridgewood Drive, Millbrae, CA 94030

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01-01-2021**

Signed: **Naoko Harada**

This statement was filed with the County Clerk of San Francisco County on **01-05-2021**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed: **Giselle Romo**
Deputy County Clerk
01-05-2021

01/14/21 + 01/21/21 + 01/28/21 + 02/04/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0392003

Fictitious Business Name(s):
Bio-Gel Polish
Address
451 Kansas Street Unit #489, San Francisco, CA 94107
Full Name of Registrant #1
Julia Cushen
Address of Registrant #1
451 Kansas Street Unit #489, San Francisco, CA 94107

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-29-2020**

Signed: **Julia Cushen**

This statement was filed with the County Clerk of San Francisco County on **12-04-2020**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed: **Giselle Romo**
Deputy County Clerk
12-04-2020

12/17/20 + 12/24/20 + 12/31/20 + 01/07/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0392100

Fictitious Business Name(s):
Busy Bubbles Laundromat
Address
210 College Ave., San Francisco, CA 94112
Full Name of Registrant #1
Busy Bubbles Laundromat, LLC (CA)
Address of Registrant #1
221 Campana Avenue, Daly City, CA 94015

This business is conducted by **A Limited Liability Company**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-28-2020**

Signed: **Hubert Lee**

This statement was filed with the County Clerk of San Francisco County on **12-17-2020**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed: **Giselle Romo**
Deputy County Clerk
12-17-2020

12/24/20 + 12/31/20 + 01/07/21 + 01/14/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0392104

Fictitious Business Name(s):
1.) Consolidated Property Management
2.) Consolidated Realty Service
3.) Consolidated Property Management & Realty Service
Address
2305 Judah Street, San Francisco, CA 94122
Full Name of Registrant #1
Elite Investment & Capital Group, Inc. (CA)
Address of Registrant #1
2305 Judah Street, San Francisco, CA 94122

This business is conducted by **A Corporation**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/12/2020**

Signed: **Edward Wong**

This statement was filed with the County Clerk of San Francisco County on **12-18-2020**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed: **Giselle Romo**
Deputy County Clerk
12-18-2020

12/24/20 + 12/31/20 + 01/07/21 + 01/14/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391966

Fictitious Business Name(s):
Lusardi Pathology
Address
901 Bayshore Blvd, Suite 403, San Francisco, CA 94124
Full Name of Registrant #1
Clara Lusardi
Address of Registrant #1
901 Bayshore Blvd, Suite 403, San Francisco, CA 94124

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07-01-2018**

Signed: **Clara Lusardi**

This statement was filed with the County Clerk of San Francisco County on **12-01-2020**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed: **Sonya Yi**
Deputy County Clerk
12-01-2020

12/24/20 + 12/31/20 + 01/07/21 + 01/14/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391981

Fictitious Business Name(s):
Picky Monday
Address
91 Mizpah Street, San Francisco, CA 94131
Full Name of Registrant #1
Leila Boumaila Ep Bernard
Address of Registrant #1
91 Mizpah Street, San Francisco, CA 94131

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-09-2020**

Signed: **Leila Boumaila Ep Bernard**

This statement was filed with the County Clerk of San Francisco County on **12-03-2020**

Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed: **Giselle Romo**
Deputy County Clerk
12-03-2020

12/17/20 + 12/24/20 + 12/31/20 + 01/07/21



Success Stories

Vision Mind Body

Company Profile

Will Fuller is a member of the “American Massage Therapy Association” and has been a Certified Massage Therapist in San Francisco, since 2010. With a background in Sport Science he combines multiple massage styles with holistic principles to achieve effective, long lasting pain and tension relief. He has been successfully helping people move away from painful body symptoms and achieve active living.

Challenges

In order to take client flow to the new level, Will wanted to get help to convert more clients into customers through the website.

Actions Taken

Will attended SBDC’s workshop “Increasing Revenue Through Marketing” and signed up for one-on-one advising on the same day. Together, we worked in the following key areas of revenue production:

Word-of-mouth Referrals: With an eye toward leveraging word-of-mouth referrals and increased new client flow, SBDC helped re-work his branding, look and feel of the website in order to make decision making and appointing an easier conclusion for visitors, over a confusing

offerings. We worked considerably on his written communication and verbal communication in order to help the review and referral process and to tailor the conversations to the listener.

Branding: SBDC helped consolidate several product offerings into one, to focus the customer sales journey and web journey for maximum results.

Time Management: SBDC helped adjust how he schedules to allow for more time in the business. As a result, clients are able to schedule themselves for future appointments. We worked very considerably on his sales style in order to shift his outcome with clients purchasing packages and continuing to appoint over time.

Marketing process: SBDC helped establish a process for him to follow and refine to great effect.

Results

Within six month, the business increased gross revenue by 33%, which is significant beyond just creating success in business. Will is very grateful for SBDC’s service.

Website: <https://visionbodymind.com/>

SOURCE: <https://www.sfsbdc.org/story/6312>

WildBride

BACKGROUND

WildBride is a bridal boutique for the unique, unconventional, and free-spirited bride in the heart of San Francisco, established in 2017. At WildBride, new brides can expect to find a serene and luxe space that is also a single destination for the all of her wedding needs, from decisions on the gown all the way wedding planners, venue and flowers.

CHALLENGES

To ensure consistent growth Samira knew she needed to have an ever-evolving selection of the latest designer gowns coveted by many fashion and style conscious brides with avant-garde tastes and high expectations. And that meant a cash investment in tradeshows, digital marketing and new showroom inventory.

ACTIONS

Samira was referred to SFSBDC when she needed to learn more about access to working capital to support her growing bridal salon and to develop a strategic action plan to obtain funding. She met with an SBDC finance consultant, who also specializes in the fashion industry, to learn about the best loan options and the best type of financing for her particular needs. Samira learned

about current interest rates and favorable loan terms to calculate loan payments, formatting content to present her business plan as a financing document emphasizing quantitative analysis and historical financial highlights, operational efficiencies, as well as sales assumptions to correlate with revenue, increases month over month and year over year. She worked with her consultant diligently refining overall financial goals for annual, quarterly and monthly income and expenses, profit margins and cash flow to create the most impactful proformas and apply for the Women’s Entrepreneurship Fund.

RESULTS

Samira was awarded \$5000 by the Women’s Entrepreneurship Fund to be used to improve the bridal experience. The success of WildBride is tied to the experience that is created for the bride. WildBride’s space is set up to be a relaxing and calming experience for brides who can be very nervous and scared trying on wedding dresses for the first time. By improving lighting and new racks it will not only increase sales but the bridal experience.

Website: <https://www.wildbride.us/>

SOURCE: <https://www.sfsbdc.org/story/4690>

10 Tips for Submitting Better Bids

Continued from page 2

tractors but you also want some assurance that they can perform the work required. This is true whether it is a subcontractor you are using for the first time or one that you have worked with for years.

One solution is to set up a prequalification process for subcontractors who wish to work with you. This allows you to have a better understanding of the type of work they are capable of performing by evaluating their quality and performance on past projects.

At a minimum, you should get bids from at least three different companies for each trade you will need to subcontract out work for to ensure you are getting competitive prices. Carefully review and evaluate every subcontractor bid to make sure that the prices quoted are complete and accurate.

When requesting bids from subcontractors, clearly define the scope of work that the subcontractor is expected to perform. Failing to do this can result in unnecessary costs being added to your bid from an overlap of work being bid by both you and your subcontractor.

Identify and Manage Risks

Every construction project comes with its own unique set of risks. Identifying and managing risks is probably the most overlooked aspect of preparing a bid. Once you’ve identified the potential risks, you need to analyze and evaluate each one individually so that they can be properly managed and mitigated.

Take into account the probability of each identified risk and the impact it can have on the project. A low probability risk with a low impact might be easy to mitigate, but a high probability risk with a high impact that you can’t effectively manage could be detrimental to the profitability

of the project. Identifying and evaluating possible risks associated with a project when preparing a bid will make you better prepared to handle a situation when something goes wrong.

Labor Costs

Accurately estimating labor costs can be one of the most difficult aspects of preparing your bid. To determine your labor costs you have to factor in hourly wage rates with the number of man-hours a specific task will take to complete. You also have to take into account the productivity and experience of your workers.

Employee turnover, absences and injuries can all affect your actual labor costs. More experienced workers may be able to complete tasks quickly which would reduce the number of man-hours needed, but you will have to pay a higher rate for their services. Workers with less experience will require more man-hours to complete a job but you can pay those workers a lower wage.

Wage rates can vary greatly from state to state and even from county to county. It is important to understand what, if any, wage rates apply to the project you are bidding in order to incorporate those rates into calculating your labor costs.

Wage rate determination is required on all federal government construction projects as mandated by the Davis-Bacon Act. Wage rates are determined by the location of the project and the type of construction being performed.

Many states also have prevailing wage laws for public construction projects. Always check the current prevailing wage rates where the construction is taking place so you can accurately determine your labor costs. When determining your labor costs remember to factor any projected overtime needs as the wage rates for overtime hours worked can be as much as double the prevailing wage rate.

Materials and Equipment Costs

Costs for building materials and supplies can change rapidly and can vary greatly in different parts of the country. If specialty materials are required that you aren’t familiar with you shouldn’t assume that the cost is comparable to similar items. Your best bet is to call around to local suppliers to get up-to-date costs for materials and delivery.

You also need to make sure that the building materials and supplies required in the specifications are clearly defined so your pricing is correct. If you are uncertain of the materials being requested in the specifications you should always get clarification from the architect, owner or owner’s representative.

When putting a bid together you need to make sure that you have all the necessary equipment needed to perform the work. This may mean you have to rent or purchase additional equipment. Even if your company owns all the equipment needed you need to make sure that it isn’t already allocated for use at another jobsite and that no major maintenance or repairs are scheduled that would take the equipment offline for an extended amount of time.

Make sure that the equipment is in good working order and operating at peak performance which might otherwise cause delays in your construction schedule. Equipment that isn’t optimally performing can increase the time it takes to complete certain tasks. Unexpectedly having to rent additional equipment or face delays can negatively affect the bottom line on a project. Remember to factor in fuel costs to operate the machinery and to transport the equipment to the jobsite.

Incomplete Bid Forms and Documents

Failing to fully complete the bid form and submit all required documents is a surefire way to

get what might otherwise be a winning bid rejected. Required documents and paperwork can be anything from bid bonds to acknowledging receipt of any addenda.

A good way to ensure that you have all the required paperwork for your bid is to use a checklist as you prepare your bid and then go back and double-check to make sure that everything is included. It never hurts to get another set of eyes to look over the bid proposal to make sure nothing has been forgotten before you submit your bid.

There are a few other requirements that go along with preparing your bid that can get your bid rejected if you don’t comply with them or simply overlook them. The first is to get prequalified to bid a project when it is required. The second is to attend all mandatory pre-bid meeting and site visits. The third and most important of these is submitting your bid by the due date and time. All of these requirements will be clearly stated in the bid.

Construction Bid Proposal: Not an Easy Task

Preparing a construction bid proposal is no easy task. A competitive and winning bid proposal requires a lot of time and attention to detail. Making mistakes can lead to submitting a lot of overpriced, uncompetitive bids or worse a lot of underpriced bids that you win but make no profit on.

The key to winning more bids is being able to accurately estimate all costs required to complete the job while factoring in a reasonable profit for you company.

SOURCE:

<https://www.constructconnect.com/blog/10-tips-for-submitting-better-bids>



California Sub-Bid Request Ads

SKANSKA-RASMUSSEN JOINT VENTURE
Subcontractor/Supplier Bids/Proposals Requested
Owner: Los Angeles County Metropolitan Transportation Authority
LA Metro IFB No. C70396C1205

Please Submit Proposals By: February 1, 2021 – 2:00 PM

Skanska Proposal Due to Owner: February 5, 2021 – 2:00 PM

This project has 12% DBE Participation

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE subcontractors and suppliers related to the scopes of work below for the

**I-5 NORTH CAPACITY ENHANCEMENTS PROJECT
 IN LOS ANGELES COUNTY, CALIFORNIA**

Plans, Specifications and Supplemental Bidding Documents can be accessed and download online at Building Connected here: <https://app.buildingconnected.com/public/59b1c0096ab4570007e09292>

Requested scopes include, but are not limited to the following and should be based on Owner's Contract documents and its amendments:

Aggregates, Concrete, Cellular Concrete, Pipe Materials, Asphalt Paving, Concrete Paving, Cold Planing, Minor Concrete, Ditch Lining, Sweeping, Erosion Control, Environmental, Clearing, Bridge Demolition, Bridge Deck Rehabilitation, Biologist, Fencing, Railings, Guardrail, Landscaping, QA/QC, Driven Pile, CIDH Pile, Precast Girders, Reinforcing Steel, Soil Nails, Shotcrete, Ground Anchors, Shoring, Masonry, Saw Cutting, Roadside Signs, Sign Structures, Sign Panels, Storm Drain System, Striping, Markings, Surveying, Traffic Control, Concrete Barrier, Utilities, Temporary Office Trailers, Photos and Video Documentation, Potholing, Trucking, Misc. Metals, Traffic Coatings, Formliner, Joint Seals, Painting and Staining, Fall Protection, Signals & Lighting, Electrical and Communications

Requirements:

All DBE firms must be certified under the California Unified Certification Program (CUCP) by the bid/proposal due date. If your firm qualifies, you can apply for DBE and SBE certification through Metro online at: <https://metro.gob2g.com/> Should you have any questions regarding Metro's certification process, contact Metro's certification Hotline at (213) 922-2600 for further assistance.

All Subcontractors competing for award of contracts of one hundred thousand dollars (\$100,000) or more will be required to complete and submit a Contractor Pre-Qualification Application to the Metro Pre-Qualification Office no later than the bid due date and time. Do not put copies of pre-qualification documents in your Bid. Subcontractor is responsible for ensuring a timely submittal of all Pre-Qualification Applications. For detailed instructions, refer to the Metro Contractor Pre-Qualification Application (EXHIBIT 14) which can be found on Building Connected through the link above.

Skanska-Rasmussen will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a Non DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedule, which will permit maximum participation when feasible.

Subcontracting Requirements: This project will fall under a Contractor Controlled Insurance Program (CCIP), which modifies parts of Skanska-Rasmussen's standard insurance requirements. Please see Metro's IFB documents on Building Connected for more CCIP information. Skanska-Rasmussen's standard insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska-Rasmussen. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Please note that all Contractors and Subcontractors must register with The DIR (Department of Industrial Relations) in order to bid on public works projects. Include CSLB License Number, DIR Number, and Bond Rate on All Quotes Submitted. Please see the checklist on Building Connected for all required Subcontractor submittal documents.

**Skanska-Rasmussen JV is an Equal Opportunity/Affirmative Action Employer
 EEO/AA/Vet/Disability Employer**

Estimating Department: 1995 Agua Mansa Rd, Riverside, CA 92509

Phone: (951) 684-5360, Fax: (951) 788-2449

Lead Estimator: Ken Epps Email: bids.socal@skanska.com

Prisma International, Inc.

Prisma is a translation company providing services in over 225 languages and dialects.

Our firm is preparing a bid for the following project as a prime contractor and we are interested in receiving subcontractor quotations or expressions of interest for translation services from interested Local Business Enterprises (LBEs), including Disadvantaged Business Enterprises (DBE), Minority Business Enterprises (MBE) and Women Business Enterprises (WBE).

City and County of San Francisco

Sourcing Event ID 0000004814

Dept Contract ID: TC99310

Formal Invitation for Bids for:

Written Translation Services

Bid Date: January 29, 2021 @ 2:00 PM

The scope of work includes, but is not limited to; translating, formatting and field testing into written "Plain English": Foreign language forms; Foreign legal documents and contracts; Posters, brochures and other informative leaflets/notices; Websites/selected web pages; Correspondence; Technical or complex forms; Audio recordings; Social media; Graphic design literature; any other form of communication which City seeks to convert into a written document.

Core languages include: Cantonese, Mandarin, Spanish, Vietnamese, Russian, Tagalog, Korean, French, Arabic, Japanese, Mayan and American braille. However, any Contract awarded pursuant to this Solicitation may be utilized for non-Core Language should the Contractor offer them.

Interested parties may send information about your capabilities, professional experience and rates to: Jim Romano, jromano@prisma.com. We welcome any questions regarding this opportunity (Tel. 612-349-3111).

Prisma is an Equal Opportunity Employer.

**LANE CONSTRUCTION
 DBE SUBCONTRACTORS/
 SUPPLIER BID REQUEST**

**1-5 NORTH CAPACITY ENHANCEMENT PROJECT
 PROJECT ID C70396C1205
 LOS ANGELES, CA.**

**BID/PROPOSAL SUBMITTAL DATE:
 JANUARY 29, 2021 @ 5:00 PM**

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA) PERFORMANCE/PAYMENT/SUPPLY BOND MAY BE REQUIRED

THIS ADVERTISEMENT IS IN RESPONSE TO LACMTA'S DBE PROGRAM. LA CORP. INTENDS TO CONDUCT ITSELF IN "GOOD FAITH" WITH DBE FIRMS REGARDING PARTICIPATION ON THIS PROJECT. QUOTES ARE REQUESTED BY JANUARY 29TH 2020 BY LANE CONSTRUCTION. PLEASE SUBMIT BIDS/PROPOSALS FOR THE FOLLOWING WORK (BUT NOT LIMITED TO): Earthwork, Aggregate Base, Concrete Aggregates, Asphalt Paving, Concrete Paving, Concrete Bridge Construction, Bridge Demolition, Concrete Flatwork, Electrical & ITS, Cable Barrier, Environmental Consulting, Hauling, Rebar, Sweeping, and Traffic Control.

CONTACT: MADISON SCHNEIDER

(786)999-2624 - CaliforniaBids@LaneConstruct.com

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