

SMALL

# BUSINESS EXCHANGE

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## L.A., London team up on transportation innovation



[ Article was originally posted on [www.lamayor.org](http://www.lamayor.org) ]

Mayor Eric Garcetti and London Mayor Sadiq Khan announced a historic agreement to make London and Los Angeles ‘Innovator Cities’ — enabling greater collaboration to take on critical transportation issues confronting cities around the world.

“Los Angeles is ready to test-drive new ideas, inventions, and innovations on our streets right now,” said Mayor Garcetti. “Our partnership with London is about putting the best concepts in the world

onto our local roads and railways, taking steps together to reduce traffic, cut carbon emissions, and build resilient cities for the future.”

“London and Los Angeles are two of the world’s boldest and most innovative cities, so it makes perfect sense for us to join forces with the aim of addressing some of the biggest transport challenges facing us today,” said Mayor Sadiq Khan. “Working together enables us to share best practice, promote new ideas, and find pioneering solutions that could be replicated in other cities around the globe.”

Los Angeles and London are thriving global cities — and the success and growth of both have led to shared transportation challenges in need of creative answers, on everything from congestion and air pollution to safety issues.

This pioneering agreement will enable the cities to work together to identify where similar problems exist and ensure that solutions developed in either city can work elsewhere in the world. This partnership will also give companies the opportunity to take part in “start-up exchanges,” where start-ups can pitch their ideas in both Lon-

don and L.A. — and enable both cities to tap into the best possible concepts available.

The collaboration taps into the growing transportation innovation ecosystem in Los Angeles, where the recent launch of Urban Movement Labs is providing private sector and community innovators with opportunities to test solutions in real urban conditions in Los Angeles.

Los Angeles and London hope to expand the ‘Innovator Cities’ network in the months and years ahead, allowing even more communities across the globe to benefit from the best ideas in the marketplace.

The approach will be piloted through the London FreightLab Innovation Challenge. London FreightLab is calling for the best innovators in the UK to come up with ideas to make freight in London safer, cleaner, and more efficient. Through the new agreement, the winning innovators could be given the opportunity to pitch their solution to the City of Los Angeles and test their proposals in a completely new market.

“We are pleased to exchange strategies with the great city of London to support innovative solutions to urban freight challenges,” said Port of Los Angeles Executive Director Gene Seroka. “We are testing more than a dozen zero and near-zero emissions projects to further reduce emissions. We look forward to sharing best practices

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## 2019 U.S. and Canadian Construction Performances in Review

[ Article was originally posted on [www.constructconnect.com](http://www.constructconnect.com) ]

By Abby Samp,

Following a contraction in 2018, total construction starts in the U.S. grew by 4.0% to reach \$795 billion. Residential starts spent a second year in contraction, falling by 3.8% in 2019, with both the single and multi-family segments slipping. Nonresidential starts rose by 5.3% supported by groundbreaking for several large factories. Civil engineering starts increased by 15.9%, supported

by new power infrastructure projects, particularly in Q3 2019.

Canadian construction starts saw a less positive story, with starts declining by 22.1%, albeit much of this contraction was a hangover from strong growth in 2018 with several projects falling out of the calculation. Nonresidential construction led the decline, falling by 44.2%, as several large projects such as starts on a new metro line in Montreal fell out of calculation. Meanwhile, civil engineering and residential starts fell by 7.4% and 6.0% respectively.

### U.S. Year in Review

U.S. economic activity held steady momentum through 2019, with GDP growing by 2.3%, but the increase was weaker than 2018 as much of the stimulus from the Tax Cut and Jobs Act had unwound and global headwinds stemmed external demand. Jobs growth in the labor market also saw slower momentum, adding an average of 176,000 jobs a month, but the unemployment rate remained on a downward trend, averaging 3.7% for the year, and average hourly earnings rose by 3.2%, the fastest rate of growth since before the global financial crisis. Investment growth slowed due to weaker global demand and fading tax cut impetus, growing by 1.9% in 2019. This slowing external demand also caused exports to contract by 0.2%. Import growth also slowed to 0.9% resulting in a further negative contribution to GDP from net trade. The Federal Reserve cut its benchmark interest rate three times through the course of the year, by 25 basis points each time.

New construction starts expanded by 4.0% in 2019, following a contraction in 2018 that was exacerbated by a strong outturn in 2017 data falling out of the annual calculation. Residential starts contracted for the second consecutive year, falling by 3.8% in 2019, with both the single and multi-family segments declining. Growth in the nonresidential and civil engineering segments was able to offset this. Nonresidential starts rose by 5.3% supported by groundbreaking for several large factories. Civil engineering starts increased by 15.9%, supported by new power infrastructure projects, particularly in Q3 2019.

Despite declining for a second year in a row, the contraction in residential starts of 3.8% was an improvement on the 6.7% drop in 2018. While there were contractions in both the single-family and multi-family segments, the fall in single-family starts was less severe, slipping by 2.4% for the year as a whole. Additionally, there were some green shoots appearing in the second half of the year with positive year-on-year growth

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# Diversity and Inclusion

## Business leaders must show link between diversity and bottom line

By Lyn Falconio,

**Tell us about one thing that's happened recently that leads you to believe there's still a problem?**

We see statistics in front of us all the time about the under-representation of women in leadership. In 2019, women represented just 6.6 percent of Fortune 500 female CEOs. But there's a difference between reading a percentage on a page and being part of it. Especially as a woman in healthcare marketing, it's frustrating to see that while females make up the majority of healthcare management and the patient care workforce (e.g. nurses), they are just scratching the surface to break the glass ceiling.

I recently attended the JP Morgan Healthcare Summit in San Francisco—where infamously in previous years, more men named Michael spoke than female CEOs. The absence of women was deeply felt both on stage and throughout the audience. The sea of dark suits at the conference reminded me we have a long road ahead. My responsibility as a female leader is to cultivate a diverse and inclusive organizational culture that

reimagines what a healthcare conference will look like and ultimately change the future of our industry.

**How about something that proves we're making progress?**

There's finally a movement from simply talking about the need for diversity and inclusion to taking concrete actions to get there, and we are starting to see it at the highest echelon. I look at Emma Walmsley of GSK, the first woman to lead a major pharmaceutical company or Beth Ford at Land O'Lakes—the first openly gay female CEO of a Fortune 500 company—and am encouraged by this new generation of global leadership.

Closer to home, a few years ago, our CEO at the time—a white male—put out a call to action, asking everyone in leadership to take one simple step—have lunch with someone different from yourself once a month. Our CEO's request symbolized a shift from “this is a problem” to “this is what we can all do to drive change.” Diverse teams give us diverse opportunities to solve. I find I learn so much from people who seemingly

do not have much in common with me or what I do. It helps you look at the world and peoples' experiences with bigger eyes.

This meaningful shift from talk to action—as well as committing to change—delivers results. We are starting to see that change and are proud that each year at Publicis we are recognized as leaders in our industry for diversity, both within our agencies and on our leadership teams.

**What else needs to be done to get there?**

For starters, business leaders must continue to highlight the connection between diversity and the bottom line. A diverse and inclusive workforce drives employee engagement and productivity. It also drives innovation and a healthy bottom line, and the data backs it up. Boston Consulting Group found companies with diverse management teams have 19 percent higher revenue due to innovation. Wall Street is waking up too, with Goldman Sachs sharing that companies with at least one diverse board member saw a 44 percent jump in their average share price within a year of going public, while those without any diverse board members saw only a 13 per-

cent increase in the share price. Recently, at the World Economic Forum, Goldman announced it wouldn't take companies public unless the company had at least one diverse board member. These findings demonstrate that diversity is more than a metric—it's a business imperative for growth.

Additionally, leaders have to recognize that diversity and inclusion is a journey, not a one-time event. Time-bound and consistent action steps—even small ones like monthly lunches and regular mentoring programs—can deliver a meaningful impact. It's an ongoing discipline.

Finally, ask for what you need and offer up what you can give. I recently had the opportunity to meet with a group of women where we went around the room and asked for what we need—a board position or a new connection—and someone in the room would volunteer to help. All of us have a responsibility and a role to play as we seek to lead and build diverse and inclusive organizations.

**SOURCE:** [www.campaignlive.com/](http://www.campaignlive.com/)



## Veterans Corner

### Veterans to see continued improvements in 2020

[ Article was originally posted on [www.blogs.va.gov](http://www.blogs.va.gov) ]

By Adam Stump,

Veterans will continue to see improvements in VA services, VA Secretary Robert Wilkie said at “State of the VA” speech Feb. 5 at the National Press Club in Washington, D.C.

These improvements for Veterans include increased innovation—including the VA's first 5G hospital—along with decreased wait times for appointments and better overall care.

**Increased innovation**

The secretary pointed to several programs designed to provide better Veteran care.

The VA hospital in Palo Alto, California, is about to become one of the first 5G enabled health facilities in the world, with portions becoming operational this week. The secretary said will deliver is richer, more detailed three-dimensional images of patients' anatomy. He added the resolution is so clear and consistent that it will give VA a reliable means of delivering telesurgery services to Veterans.

“That means we will have the capacity to allow VA's best physicians to consult during surgery even if they're not in the same room and are halfway across the country,” he said.

Wilkie also pointed to VA's work on exoskeletons, which do the work patients can't do on their own. The VA currently has a pilot program

to develop exoskeletons that stimulate the spinal cord.

“Instead of the exoskeleton moving the patient around, the patient can increasingly control the exoskeleton as their own muscles are reactivated,” he said. With further research at VA, we are hoping to turn the exoskeleton from a mobility device into something that trains injured people to walk again under their own power.”

**Other innovation**

The secretary also pointed to a VA partnership to help Veterans with post-traumatic stress disorder and pain management.

The partnership is with the University of Southern California, a non-profit called Soldier Strong, and AppliedVR. Veterans with PTSD use virtual

reality relive and reimagine traumatic events in a controlled setting, under the care of a clinician. The program gives Veterans a chance to process these emotions, which can be an effective treatment for PTSD. He said virtual reality can also help block pain signals from reaching the brain, and thus is a drug-free supplement to traditional pain therapies.

Veterans also see improved care through innovations such as telehealth, a new technology to identify potential diabetic foot ulcers and the precision oncology program. All these innovations help increase Veteran care, he said.

The secretary said this innovation carries on VA's previous innovation, which includes inventing

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ISSN 0892-5992



# Access to Capital

## Ready to Grow Your Business?

## Three Things To Do Before Applying For A Small Business Loan In 2020

By Rohit Arora,

The approval percentage for small business loan applications at big banks (\$10 billion+ in assets) rose one-tenth of a percent to 28.3% in January 2020, setting another new post-recession record high, according to the most recent Biz2Credit Small Business Lending Index™.

The economy is strong, and optimism among small business owners is high, which creates a fertile atmosphere for small business lending. Interest rates remain low, which is encouraging to small companies seeking debt financing for their growth plans. The bottom line is that if your business performed well in the past two years, banks will be willing to lend.

Additionally, institutional lenders' approval rates rose two-tenths of a percent from December's figure of 66.2% to 66.4% in January 2020, according to Biz2Credit's monthly research. Institutional lenders keep expanding in the small business lending

marketplace. They are able to offer funding at attractive interest rates and terms.

Meanwhile, the approval rate at small banks dipped two-tenths of a percent from 50.6% in December to 50.4% in January. This is not unusual for this time of year; smaller banks process many SBA loans, and many SBA lending partner banks are likely to wait for 2019 tax returns to be filed before granting loans. Small banks are still approving more loan requests than they decline, and all signs indicate another strong year for small business growth.

According to the Bureau of Labor Statistics' Jobs Report, 225,000 new jobs were created in January, and employment rose slightly to 3.6% because labor force participation rate increased to 63.4%. Many of these jobs are created by small businesses. Meanwhile, new U.S. jobless claims fell to 202,000, a 50-year low, while private payrolls soared by 291,000 in January, the largest gain in nearly five years.

"Small businesses are investing, expanding, and creating new jobs, and more underrepresented Americans are experiencing upward economic mobility as a result. Income inequality is shrinking, and wages are rising fastest among workers who have historically been left behind, including low-income women, African Americans and Latinos," said SBA Administrator Jovita Carranza. "The jobs report is welcome news for America's 30 million small businesses."

Small business loan approval rates among alternative lenders dipped from 56.3% in December 2019 to 56.1% in January 2020. Alternative lenders provide funding to companies that otherwise might not be able to secure financing from traditional bank lenders. They are good at providing capital during for companies that are in a cash crunch.

The most concerning part of this month's Biz2Credit Small Business Lending Index is that the approval percentage rate for credit unions

reached a new record low of 39.6% in January, down one-tenth of a percent from December.

Credit unions are struggling in small business lending. There is no doubt that they must change the way they conduct business and upgrade their technology or partner with FinTech firms. Otherwise, I can't see them surviving. Credit unions should be able to process digital loan applications to keep up with the current lending marketplace.

If you are thinking about applying for a small business loan from any type of lender in 2020, here are three things to do before starting the process:

1. **Update your business plan** (or create one if you don't already have one). A well prepared, professional looking business plan can make the difference between acceptance or rejection of your small business loan application.

■ Continued on page 5



## California Sub-Bid Request Ads

**NBC Construction & Engineering Inc.** as a "GENERAL CONTRACTOR" is requesting proposal on "ALL TRADES" from all subcontractors & suppliers, including DVBE, LBE, DBE, SBE, MBE, WBE firms for the following project:

**PROJECT TITLE:**  
Marshall Elementary School Exterior Fence Replacement Project  
SFUSD Project Number: 12035  
**BID DATE & TIME: 3/10/2020 @2:00PM**

**PROJECT LOCATION:**  
MARSHALL ELEMENTARY SCHOOL  
1575 15th Street, San Francisco, CA 94103  
Owner: San Francisco Unified School District  
**NBC Construction & Engineering Inc.**  
850 South Van Ness Avenue  
San Francisco, CA 94110  
Phone # 925-324-2727 • Fax # 800-622-9144

All Bidders are hereby notified that the District has a Labor Compliance Program (LCP) -Prevailing Wages in effect on this Project and all contractors and subcontractors bidding this project will be required to comply with the LCP. In addition, All the Certified Payrolls (CPR) must be reported through Elation System and DIR website. Bidder is responsible for all shipping and handling fees. Plans are available for viewing at [www.e-arc.com/location/san-francisco-hooper-street/](http://www.e-arc.com/location/san-francisco-hooper-street/) Click on the Order from PlanWell/Public Planroom "button" and search for project name and number. Or contact us.

Please Submit & Fax all proposals to 800-622-9144  
For more information,  
Please call Mike Schalchi at (925)-322-7473

**AECOM** Imagine it. Delivered.

AECOM is bidding on the following project as a prime contractor:

**On-Call Engineering Design and Support Services for Dams (RFP No: BRC0000119)**  
for the County of Los Angeles Public Works  
**Bid Date: March 11, 2020 at 2pm**

**Subconsultant Qualifications Due: March 4, 2020**

AECOM is seeking qualifications from locally based certified minority firms disabled veterans (DVBEs), disadvantaged business enterprises (DBEs), and minority and women-owned business enterprises (MBEs and WBEs) and other subcontractors for the following work:

- Hydrology and Hydraulics
- Structural Engineering
- Electrical Engineering
- Surveying
- Construction Cost Estimating
- Instrumentation/SCADA
- CCTV/Utility Location Services
- Condition Assessments
- Materials Laboratory
- Environmental Testing Laboratory
- Drilling
- Back Ho Services
- Heavy Equipment

Certification through L.A. County's Local Small Business Enterprise (LSBE) Program and experience providing similar services directly to local agencies, cities, and/or counties is preferred.

This proposal is in alignment with the County's Community Business Enterprise (CBE) Program requirements.

AECOM can provide assistance to firms in obtaining required bonds, lines of credit, insurance, and/or necessary equipment, supplies, and materials. No plans are available but the RFP can be provided, if requested. AECOM intends to conduct itself in good faith regarding all firms.

Interested businesses should email a one-page firm overview with L.A. County and relevant experience and include proof of LSBE, DVBE, DBE, MBE, and/or WBE certification to [debra.rahal@aecom.com](mailto:debra.rahal@aecom.com).

**CAHILL CONTRACTORS LLC** requests bids from Certified SBE Subcontractors and Suppliers for the following **EARLY TRADES ONLY**:

Demolition / Earthwork /  
Drilled Piles (Design-Build) / Shoring (Design-Build)

**BALBOA PARK UPPER YARD -  
DESIGN BUILD BID**

2340 San Jose Ave, San Francisco CA

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

**BID DATE: 3/13/20 @ 2 PM**

Voluntary Pre-bid Meeting: TBD

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

**CONTACT:**

Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com),  
(415) 677-0611.

**CAHILL CONTRACTORS LLC** requests bids from Certified SBE Subcontractors and Suppliers for **ALL trades EXCEPT**:

Fire Sprinkler / Exterior Building Maintenance /  
Solar / Piles / Elevators / Modular

**MISSION BAY SOUTH BLOCK 9 -  
REMAINING TRADES**

410 China Basin, San Francisco CA

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

**BID DATE: 3/18/20 @ 2 PM**

Voluntary Pre-bid Meeting: 3/4/20 @ 3PM

425 California St., Suite 2200

San Francisco, CA 94104

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

**CONTACT:**

Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com),  
(415) 677-0611.





# California Sub-Bid Request Ads



## Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • 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 City of San Mateo, Underground Flow Equalization System (UFES) Package Project in San Mateo, CA.

<http://www.mbd.org> / <http://www.epa.gov> /  
<http://www.sba.gov> / [www.californiaucp.org](http://www.californiaucp.org)

Subcontractors and Suppliers  
for the following project:

**Underground Flow Equalization System Package  
Project Project No.: 46S003-46S14-0553-46320**

**Owner: City of San Mateo**

**Bid Date: March 19, 2020 @ 2:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

**Aggregates • Asphalt Paving • Concrete Pumping • Concrete Supply Concrete Reinforcement • Minor Concrete Cast-in-Place Concrete • Concrete Forms & Accessories • Concrete, Precast • Grouting • Deep Soil Mixing Demolition • Dewatering • Drywall • Electrical • Erosion Control • WTP Equipment • Fencing & Gates • Fire Detection & Alarms • Flooring • FRP Tanks • Geotextiles • HVAC • Horizontal Drilling • Instrumentation & Controls • Joint Sealant • Landscaping • Masonry • Metals • Openings • Metal Decking • Micropiles • Paintings & Coatings • Pavement Markings • Piling • Piping & Valves • Roofing • Signage • Sheet Metal • Shoring Structural Steel • Specialties • Street Sweeping • SWPPP • Thermal & Moisture Protection • Tiebacks • Trucking & Hauling • Tree Removal • Water Truck**

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

**Subcontractor and Supplier Scopes are due  
March 13, 2020 and Quotes  
NO LATER THAN March 18, 2020 at 5 PM.**

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid.

Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications.

Water Infrastructure Finance and Innovation Act (WIFIA) applies

American Iron and Steel requirements apply  
Davis-Bacon Wages apply

CA Lic. 433176

DIR #: 1000001147

An Equal Opportunity Employer



## Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • 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 City of Santa Cruz, Newell Creek Dam Inlet/Outlet Replacement Project in the San Lorenzo Valley, CA.

<http://www.mbd.org> / <http://www.epa.gov> /  
<http://www.sba.gov> / [www.californiaucp.org](http://www.californiaucp.org)

Subcontractors and Suppliers  
for the following project:

**Newell Creek Dam Inlet/Outlet Replacement  
Project CWO: 19-013**

**Owner: City of Santa Cruz**

**Bid Date: March 5, 2020 @ 1:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

**Aggregates • Anchoring • Concrete Pumping • Concrete Supply • Concrete Reinforcement • Cast-in-Place Concrete • Concrete Forms & Accessories • Concrete, Precast • Carpentry • Clear & Grub • Drilling & Blasting Geotechnical Monitoring • Grouting • Demolition • Dewatering • Diving • Electrical • Erosion Control Equipment • Hydroseeding • Instrumentation & Controls • Masonry • Metals • Openings • Paintings & Coatings CISS Piling • Piping & Valves • QA/QC • Roofing • Riprap • Shoring • Sheet Metal • Shoring • Shotcrete Structural Steel • Specialties • Street Sweeping • Surveying • SWPPP • Temp Utilities • Thermal & Moisture Protection • Trucking & Hauling • Tree Removal • Water Truck**

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

**Subcontractor and Supplier Scopes are due  
February 28, 2020 and Quotes  
NO LATER THAN March 4, 2020 at 5 PM.**

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid.

Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications.

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

CA Drinking Water State Revolving Fund (DWSRF) applies

Water Infrastructure Finance and Innovation Act (WIFIA) applies

American Iron and Steel requirements apply  
Davis-Bacon Wages apply

CA Lic. 433176

DIR #: 1000001147

An Equal Opportunity Employer



Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprises (DBE) Subcontractors, Consultants, and/or Suppliers seeking to participate in the construction on state highway US 50 Multimodal Corridor Enhancement and Rehabilitation Project in the City of Sacramento in Sacramento County from 0.1 mile East of I-5 to 0.8 mile East of Watt Avenue.

<https://cucp.dot.ca.gov/cucp/>

Subcontractors and Suppliers for the following project:

**US 50 Multimodal Corridor Enhancement and Rehabilitation Project  
Contract No. 03-0H08U4  
Design-Build Contract (DB)**

**Owner: Caltrans**

**Quotes Due: March 20, 2020 by 5:00 P.M.**

**Disadvantaged Business Enterprises (DBE)**

wanted for the following scopes, including, but not limited to:

Aggregates-Supply and/or Install, AC Dike, AC Milling, AC Paving, Architectural Minor Concrete, Asphalt Membrane Waterproofing, Biologist, Bird Control, Boring & Jacking, Bridge Bearings, Bridge Drainage, Bypass Pumping, CAS, CCTV, CIDH, Clearing & Grubbing, Column Seismic Improvement, Concrete Cutting, Concrete Demo, Concrete Falsework, Concrete Forms & Accessories, Concrete-Structural, Concrete-Precast, Concrete Barrier (slip and/or conventionally formed), Concrete Overlay (Polyester, Methacrylate), Concrete Paving, Concrete Pumping, Concrete Rehab, Concrete Reinforcing Steel (rebar)-Supply and/or Install, Concrete Stain, Concrete Supply, Concrete Wash-out, Core Drilling, Deck Grinding, Design-Electrical/ITS, Design-Roadway, Design-Structural, Design-Temp Falsework/Shoring/Support of Excavation, Dewatering, Drainage Installation, Electrical-ITS, Electrical-Signals & Lighting, Equipment Rental, Erosion Control Supply and/or Install, Expansion Joints, Fencing and Railing, Fiber Optic Infrastructure, Flagging, Fuel, Geotechnical Investigation/Design, Hazardous Material Abatement/Disposal (Asbestos, Hydrocarbons, Heavy Metals incl. ADL), Hydroseeding, Independent Design Check, Inertial Profiling, ITS Integration Services, Janitorial, Joint Seal, K-rail-Supply and/or Install, Landscaping & Irrigation, Lumber, Masonry/Soundwall, Midwest Guardrail System, Metals Supply and/or Install, Minor Concrete, Noise & Vibration Monitoring, Oil Products, Oil Transportation, Overhead Signs and Sign Structures, PCMS, Painting & Coating, Paleontologist, Partnering Facilitation Services, Pavement Markings, PI/PR Services, Pipe Supply and/or Install, Pipe Supply & Accessories, Potholing, Prestressing, Pump Stations, QC Inspection and Testing, QV Inspection and Testing, Roadway and/or Structure Excavation, Roadway Signage, Sawcutting, Scaffolding, Scheduling Services, Shoring/Support of Excavation, Shotcrete, Shoulder Backing, Soil Nailing, Soil Stabilization, Street Sweeping, Striping/Pavement Markings (install and/or remove), Structural Steel-Supply and/or Install, Subsurface Utility Engineering, SWPP Supply and/or Install, Survey/Staking, Temp Facilities, Tie-backs, Tow Truck Services, Traffic Control-Supply and/or Install, Trucking & Hauling, Utility Relocation, Water Treatment Systems, Water Truck, Welding, Wire Sawing.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested CUCP certified, DBE suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due March 13, 2020 at 5 PM.**

Plans are available for viewing at our office at our address below and Building Connected project portal. All subcontractors that are registered in our Building Connected Project Portal will receive an invitation to bid. To register your company and to be able to receive bidding information, view plans, specifications, Request for Quotes please contact:

**Kiewit/Teichert JV**

3600 American River Dr., Suite 200, Sacramento, CA 95864

Attn: Spencer Leamer, [procurement@kiewitteichertjv.com](mailto:procurement@kiewitteichertjv.com)

You can view the plans in our office during regular business hours by appointment.

Execution of a Non-Disclosure/Confidentiality Agreement will be required to view project info (e.g. plans, specs) Performance Bond and Payment Bonds may be required for subcontractors and Supply bond for suppliers. Prevailing Wages Apply

Subcontract work shall be signatory to the applicable local union or willing to sign a one-time agreement.

An Equal Opportunity Employer

CA Lic. 1048971

DIR# 1000063364



431 Payran Street, Petaluma, CA 94952  
Phone: 707-835-2900 • Fax: 707-835-2994

## NOTICE TO SUBCONTRACTORS

NOTICE IS GIVEN THAT ARNTZ BUILDERS, INC., is requesting Sub Prequalification from Qualified QBE/ DBE/ UDBE/ MBE/ WBE/ SBE/ SLBE/DVBE and all other subcontractors, suppliers for the following project:

### WILLOWS COURTHOUSE RENOVATION

526 W. SYCAMORE ST., WILLOWS, CA 95988

1. An electronic file of the bid documents and prequalification package, may be obtained by sending an email to: [bid@arntzbuilders.com](mailto:bid@arntzbuilders.com) or by calling 707.835.2900.
2. Arntz Builders, Inc. is currently under contract with the Judicial Council of California to provide CM at Risk Services for the Willows Courthouse Renovation and Addition project.
3. Prequalification Proposals will be received only to Arntz Builders, Inc. ([bid@arntzbuilders.com](mailto:bid@arntzbuilders.com) or fax (707) 835-2994). Proposals received after the Bid Time of each Bid Package will not be considered responsive. Arntz Builders, Inc. reserves the right to change the bid date upon written notice to plan holders.
4. All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.
5. Estimated Project Value: 30 Million
6. Estimated Project Start Date: June 2020



## Tesla, Inc.

Seeks bids from qualified  
Ethnic Minority-Owned Businesses  
(i.e. certified SBE, DBE, UDBE, WBE, etc.) for  
**East Bay Municipal Utility District (EBMUD)**

Type of Work soliciting for:

Electrical  
PV Installation & General Earthwork  
(grading, trenching,  
dust and runoff control, etc.)

Contact

Gordon Bloom at [gbloom@tesla.com](mailto:gbloom@tesla.com)



# California Sub-Bid Request Ads



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

REQUEST FOR LIABE/LBABA/SBE/VSBE  
SUBCONTRACTORS AND SUPPLIERS FOR:

**Berths 20-24 Pavement Maintenance  
Port of Oakland  
Project #2019-11-M3**

**BID DATE: March 5, 2020 @ 12:00 PM**

We are soliciting quotes for (including but not limited to): **Trucking, Temporary and Permanent Erosion Control Measures, Cold Plane Grinding, Tack Coat, Striping & Marking, 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 Bids/RFPs/RFOs/Permits tab at the Port of Oakland website at: <https://www.portofoakland.com/business/bids-rfps/>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from LIABE/LBABA/SBE/VSBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage LIABE/LBABA/SBE/VSBE 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. 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.



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

DeSilva Gates Construction (DGC)  
is preparing a bid as a Prime Contractor  
for the project listed below:

**CALTRANS RTE 50 - STATE HIGHWAY IN EL  
DORADO COUNTY IN AND NEAR PLACERVILLE  
FROM MOSQUITO ROAD UNDERCROSSING TO  
SCHNELL SCHOOL ROAD UNDERCROSSING AND  
FROM 0.2 MILE WEST OF STILL MEADOW ROAD  
TO 0.2 MILE EAST OF CARSON ROAD**

**Contract No. 03-4E62U4  
Federal Aid Project No. ACNH-P050(152)E  
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**

**REVISED BID DATE: MARCH 4th, 2020 @ 2:00 P.M.**

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

**AC DIKE, BIOLOGISTS CONSULTANT, BRIDGE  
DECK RESURFACING, BRIDGE, CLEARING AND  
GRUBBING/DEMOLITION, CONCRETE BARRIER,  
CONSTRUCTION AREA SIGNS, ELECTRICAL,  
EROSION CONTROL, FENCING, LANDSCAPING,  
LEAD COMPLIANCE PLAN, METAL BEAM  
GUARDRAIL, MINOR CONCRTE, MINOR  
CONCRETE STRUCTURE, ROADSIDE SIGNS,  
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,  
ASPHALT BINDER.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, 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@desilvagates.com and password is f7pa55wd) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://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 Jim Yackley. 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](http://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](http://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.



**Project Name: Brooklyn Basin Parcel A - Phase 1  
Project Location: Oakland, CA**

**Owner: MidPen Housing  
Architect: HKIT Architects**

**Pre-Bid Conference: Thursday, 3/5/2020 @ 10am  
CSU East Bay, 1000 Broadway, First Floor -  
Computer Room, Oakland**

**Labor Requirements: Davis Bacon Act / Prevailing  
Wage / Project Labor Agreement**

**Project Schedule: June 2020 - March 2022**

**Bid Due Date: March 20, 2020 @2:00pm**

Nibbi Brothers has been selected as the General Contractor for the Brooklyn Basin Parcel A Phase 1 Housing project in Oakland. We are in receipt of the Bid Set of documents and are currently requesting bid proposals from qualified subcontractors for DIV 01-48. Due to Oakland Housing Authority and City of Oakland funding for the project, all work will be subject to Federal Davis Bacon and local prevailing wage requirements as well as HUD Section 3 labor hiring requirements. In addition, this project is required to comply with the City of Oakland Local and Small Local Business Enterprise Program, Local Employment Program, and Oakland Apprenticeship Workforce Development Partnership System. If additional labor requirements are applicable, MidPen will share them with Nibbi Brothers. Compliance with such laws will be monitored by the Owner and/or the City. Appropriate wage determinations will be issued at the time of subcontractor selection. Construction of new 6-story building (4-story Type III-A over 2-story Type I-A) to accommodate 130 units of affordable family apartments. The building includes structured parking, office, community space, laundry rooms, and other support spaces. Also includes construction of landscape, bike parking and other site improvements.

For any questions on accessing this bidding software, please contact Kristin Medwick, Senior Precon & Estimating Coordinator via email, [kristinm@nibbi.com](mailto:kristinm@nibbi.com). For specific questions regarding this project, please contact Anastasia Scorsone, Preconstruction Project Manager, [anastasias@nibbi.com](mailto:anastasias@nibbi.com).

**REQUEST FOR CERTIFIED DBE  
SUBCONTRACTORS, SUPPLIERS & TRUCKERS  
FOR:**

**Hwy 101 Place CISS Conc Pile, PCPS Conc Slab &  
Replace Structural Conc Bridge  
California Department of Transportation  
Contract No. 04-4G8204, EE: \$11,500,000  
San Rafael, Marin County  
Bid Date: March 3, 2020 @ 2:00 PM  
DBE Goal: 12%**

Work types requested, but are not limited to, the following: **Bar Reinforcing Steel, Bridge Removal, Clean & Thermal Spray Coat Steel Piling, Clearing & Grubbing, Cold Plane AC Pavement, Concrete Barrier, Construction Area Signs, Construction Materials, Drive 24" CISS Concrete Pile, Drive 36" CISS Concrete Pile, Electrical, Erect Precast Concrete, Erosion Control, Furnish 24" CISS Concrete Piling, Furnish 36" CISS Concrete Piling, Furnish Precast Concrete, Joint Seal (MR 1/2"), Landscaping, Lead Compliance Plan, Midwest Guardrail System, Portable Changeable Message Sign, Prepare SWPPP, Railing, Roadway Excavation, Sign Work, Street Sweeping, Striping Work, Structural Concrete, Temporary Erosion Control, Traffic Control System, and Trucking**

Plans and Specifications are available for review at our office, or can be downloaded from <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/specs-ntb.php?c=04-4G8204>

Call Serina Sirna for information on the project, submitting a quote, assistance in obtaining bonds, line of credit, insurance, scheduling accommodations, equipment, supplies, materials and related assistance or services.

**Gordon N. Ball, Inc.**

Attn: Serina Sirna  
333 Camille Ave., Alamo, CA 94507  
Phone: (925) 838-5675 • Fax: (925) 838-0814  
[estimating@ballconco.com](mailto:estimating@ballconco.com)  
An Equal Opportunity Employer



P.O. BOX 100 Folsom, CA 95763  
Phone: (916) 351-0457 Fax: (916) 351-1674  
Contact: Brad Schieckoff  
Email: [BradS@srco.com](mailto:BradS@srco.com) & [estimating@srco.com](mailto:estimating@srco.com)

Sub-Bids Requested From  
**DBE, MBE, WBE, SBE, SBRA, LSAF, HUB**  
Subcontractors & Suppliers for:

**OWNER: CITY OF NEWMAN  
HEXAVALENT CHROMIUM (CR6)  
COMPLIANCE WATER SYSTEM PROJECT  
BIDDING MARCH 23, 2020 AT 4PM.**

Scope of Work: Project consists of the completion of Well No. 10 equipping and installation and equipping of a booster pump station, transmission and distribution mains, and water services in Newman, CA. The work includes, but is not limited to: site grading; a new well pump, motor, controls; piping, valves and appurtenances; 1.0 MG water storage tank; three new booster pumps and motors; concrete, electrical work; approximately 463 LF of 8-inch transmission main, 2,723 LF of 16-inch transmission main; 614 LF of 6-inch water services; tie-in to the existing system and associated work, and all other items not mentioned above that are required by the Contract Documents. This project is funded through a Drinking Water State Revolving Fund (DWSRF) with specific requirements for bidding and performance.

**DBE Work Available/ Items of Work:**

**Traffic Control, Erosion Control, Demo, Clear and Grub, Earthwork, Trenching, Paving, Fence, Concrete, Pre-Cast, Metal, Painting, Metal Building, Sign and safety equipment, Storage tank, Pipe, valve, etc, pump treatment system, Electrical, HVAC, Trucking, Rebar, Aggregate Supply, Masonry, Landscaping**

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.

## Applying For A Small Business Loan In 2020

Continued from page 3

- Gather your 2019 financial statements.** If you are planning to apply for small business financing, banks will look for the most recent year's financial information. Once the calendar passes April 15, lenders are more likely to insist on seeing 2019 tax returns and other financial documents. If your company performed better financially last year than it did in 2018, it is advantageous to include 2019 information in the loan application package.
- With mortgage interest rates so low, banks and other lenders are actively marketing their small business lending products.** Borrowers can benefit from the increased competition among lenders. In the old days, people went from bank to bank to comparison shop; today we can use the internet to research banks' lending rates and terms.

Small business optimism is solid as the New Year began, according to the latest NFIB Small Business Optimism Index, interest rates remain low, and the overall economy is still strong. It is as good a time as ever to apply for small business funding, particularly if your company performed well in 2019.

SOURCE: <https://www.forbes.com>



## L.A., London team up on transportation innovation

Continued from page 1

and await the results of the London FreightLab Innovation Challenge.”

“London and Los Angeles are very different cities, but have a number of grand challenges in common, as well as a desire to partner with the best market innovators from start-ups to corporates to help solve them,” said Michael Hurwitz, TfL's Director of Transport Innovation. “By working together we want to promote ideas that have the potential to scale to cities across the world. FreightLab is our first pilot for collaboration and we encourage as many companies as possible to consider taking part.”

SOURCE: [www.lamayor.org](http://www.lamayor.org)



## Success Stories

### Spinning a Tale of Success



Butter Cloth was founded by talented clothing designer **Dahn Tran**

#### Challenges

Butter Cloth was founded by talented clothing designer Dahn Tran, who previously served as head designer for the wildly popular Affliction clothing line. Dahn, who immigrated to the U.S. in 1994, never felt that dress shirts were comfortable enough and sought to design the “world’s most comfortable” dress shirt. He launched Butter Cloth and the results have been amazing.

#### Solutions

Dahn first came to the Long Beach SBDC Service Center in January 2018, seeking assistance with his pitch deck presentation, company valuation, as well as venture capital assistance. The SBDC helped him raise \$100,000, which was used to increase inventory and provided expert assistance in helping the valuation of the business.

For the next few months, Dahn and a team of SBDC advisors tirelessly practiced and honed

his pitch presentation; all his work paid off in 2018 when he was chosen to appear on SHARK TANK, and was awarded \$250,000 in funding from Robert Herjavec.

#### Results

Butter Cloth currently sponsors the World Series of Poker, and their clothing has been also been seen in Runway Magazine, Celebrity Big Brother, ABC, CBS, and Fox Sports. Dahn is the embodiment of the American dream, and his journey with the SBDC is truly an inspiring one.

Danh Tran recently appeared in a follow-up segment on Shark Tank. Only 7 months after receiving funding from Shark Robert Herjavec, Butter Cloth has sold more than 30,000 shirts, and done \$3M in sales. Not too shabby!

**SOURCE:** <https://smallbizla.org/stories/spinning-a-tale-of-success/>

Tutor Perini/O & G Joint Venture (TPOG)

Tutor Perini  
a joint venture

## SEEKING DBE FIRMS

FOR SUBCONTRACTING OPPORTUNITIES ON THE WESTSIDE  
PURPLE LINE EXTENSION SECTION 2 PROJECT

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)



### INTERESTED IN WORKING WITH TPOG?

TPOG issues Notice of Interest (NOI) Emails to all Tutor Perini/O & G Joint Venture registered vendors notifying them of upcoming 1st tier opportunities on the project. All CUCP certified DBEs vendors based in Southern California are already registered with TPOG. Please contact us if your firm is not receiving TPOG Notices of Interest by sending a note to:

[Nareg@moderntimesinc.com](mailto:Nareg@moderntimesinc.com)

#### BONDING, LINES OF CREDIT, AND INSURANCE SUPPORT SERVICES:

TPOG is willing to assist DBE Subcontractors and suppliers in obtaining access to bonds, lines of credit and insurance. Please email Nareg Bostanian for your requests for assistance.

TPOG is soliciting in good faith all interested subcontractors as well as certified DBE firms. If you are interested in bidding or have any questions in relation to the scope, please email DBE Project Coordinator: Nareg Bostanian or visit the website below. <http://www.tpogjv4purpleline.com/index.html>

## EPA at 50: Helping Address Emerging Water Challenges

[ Article was originally posted on [www.epa.gov](http://www.epa.gov) ]

This month, in celebration of the U.S. Environmental Protection Agency’s (EPA) 50th anniversary, the agency is highlighting progress in protecting America’s waters. This final week of February features EPA actions to meet emerging water challenges, including supporting innovative solutions like water reuse, recruiting the next generation of water sector workforce and helping states and local communities address PFAS.

“While acknowledging significant accomplishments the agency and its partners have made in providing Americans with access to safe water, we also see emerging challenges that require collaborative and creative solutions,” said EPA Assistant Administrator for Water Dave Ross. “Together, we are leading efforts to address these challenges to protect public health and the environment while supporting the economy—today and for future generations.”

EPA is helping address a number of emerging challenges, including bolstering safe and reliable water supplies for human consumption, agriculture, business, industry, recreation and healthy ecosystems. While the U.S. uses less freshwater today than 25 years ago—even as population and productivity grow—40 states anticipate some freshwater shortages within their borders over the next decade. Diversifying the nation’s water portfolio is a priority for the Trump Administration and EPA is answering that challenge by advancing water reuse technology, which has the potential to ensure the viability of our water economy for generations to come. This week EPA will unveil the next step under the National Water Reuse Action Plan, a collaborative effort that represents the first initiative of its magnitude to be coordinated across the water sector. Actions taken under this plan will bolster the sustainability, security and resilience of the nation’s water resources. For more on water reuse, visit: <https://www.epa.gov/waterreuse>.

As EPA works to promote strategies and technologies to help address the country’s water challenges, the agency is also working to highlight the importance of recruiting and training the next generation of water utility operators to implement those approaches. With approximately one-third of drinking water and wastewater utility operators eligible to retire in the next 10 years, EPA is helping utilities attract and maintain qualified operators—everyday environmental heroes who protect public health and the environment. On September 24, 2019, EPA announced its Water Workforce Initiative, which will support cities and communities facing critical staffing shortages. For more information on EPA’s efforts to support the water workforce, visit: <https://www.epa.gov/sustainable-water-infrastructure/water-sector-workforce> and <https://www.epa.gov/dwcapacity/learn-about-workforce-issues>.

Additionally, aggressively addressing per- and polyfluoroalkyl substances (PFAS) is

an active and ongoing priority for the EPA. One year ago, the agency announced its PFAS Action Plan—the agency’s first multimedia, multi-program, national communication and research plan to address an emerging environmental challenge like PFAS. EPA continues to make progress implementing this plan, including last week’s proposed regulatory determinations for perfluorooctanesulfonic acid (PFOS) and perfluorooctanoic acid (PFOA) in drinking water. For additional information on this action, visit [www.epa.gov/safewater](http://www.epa.gov/safewater).

For more on EPA’s 50th Anniversary and how the agency is protecting America’s waters, visit: <https://www.epa.gov/50>.

Follow EPA’s 50th Anniversary celebration on social media using #EPAat50.

**SOURCE:** <https://www.epa.gov/newsreleases/epa-50-helping-address-emerging-water-challenges>



# Business Toolkit

## Grow Your Business Through Federal Government Contracting

Did you know the federal government is the largest single purchaser of goods and services in the world? Of the more than \$500 billion in contracts awarded every year, the federal government has a goal to set aside 23 percent for small businesses. This represents a big growth opportunity.

For example, business owner Scott Williams started pursuing government contracting opportunities after he purchased Folsom Sheet Metal in 2013. His Tallahassee, Florida-based business has since secured seven government contracts valued at over \$4 million.

If you're looking to get into government contracting, here are some initial steps you'll want to be familiar with.

### Assess your readiness for government contracting

Before doing business with Uncle Sam and bidding on contracts, you'll first need to check off the following boxes:

- **Determine whether your business offerings are in demand.** Use resources such as [USAspending.gov](https://www.usaspending.gov) and Agency Recurring Procurement Forecasts to conduct market research and gauge whether the federal government is currently buying your products or services.

- **Obtain a DUNS number.** In order to bid on government proposals, you must have a unique nine-digit identification number called a Dun & Bradstreet (DUNS) number. You can apply for a DUNS number [here](#).
- **Know your NAICS code.** To move ahead as a contractor, you'll also need to match your products and services to a North American Industry Classification System (NAICS) code. To find your NAICS code, view the NAICS code list at the U.S. Census Bureau.
- **Meet size standards.** Use the SBA's Size Standards Tool to determine if your business meets the government's size requirements for contracts reserved for small businesses.
- **Register with SAM.** Finally, you must register your business with the federal government's System for Award Management (SAM), a database that government agencies search to find contractors.

### Learn about the types of federal contracts

Once you've met these basic requirements for government contracting, it's now time to identify which types of federal government contracts your business is eligible for. There are:

- **Competitive set-aside contracts and sole-source set-aside contracts:** A competitive set-aside contract is one that is reserved for small businesses and is open to competition. A sole-source set-aside is also reserved for small businesses but can be issued without a competitive bidding process under special circumstances (e.g. in situations where only a single business can fulfill the requirements of a contract). Some set-asides are open to any small business, while some are open only to small businesses that participate in SBA contracting assistance programs.
- **Joint ventures:** In this scenario, two or more small businesses may pool their efforts by forming a joint venture to compete for a contract award. Small businesses that participate in the All Small Mentor-Protégé program can also form a joint venture with a mentor (which can be a large business).
- **Subcontracting:** Another way that a small business can get a foot in the door with government contracting is through subcontracting. Some government con-

tracts require large companies to subcontract with a small business, which creates more opportunities for small businesses to get involved in federal contracting. SBA's SUB-Net database lists potential subcontracting opportunities. Learn more about subcontracting.

### Find contracts

After you've met these requirements, you can market your small business directly to a government agency or prime contractor to find potential federal and subcontracting opportunities. You can also conduct research through the Federal Procurement Data System and [USAspending.gov](https://www.usaspending.gov) to determine the needs of agencies or prime contractors and then show them how your business can fulfill those needs.

For further help getting started as a government contractor, check out the SBA's Guide to Federal Government Contracting, or consult with an SBA resource partner.

### SOURCE:

[www.sba.gov/blog/grow-your-business-through-federal-government-contracting](https://www.sba.gov/blog/grow-your-business-through-federal-government-contracting)

## Ways to Recruit Employees to Your Construction Business

[ Article was originally posted on [www.acuity.com](https://www.acuity.com) ]

By John Lack,

During my travels last year, I asked many customers, agents, and trade show attendees, "What is the biggest challenge you face in your business?" The most common answer was finding qualified, skilled employees.

Having the proper work force plays a critical role in a company's success. Now that we have entered a new year, many businesses are evaluating their workload and staffing. Listed below are several tips to keep in mind when recruiting employees for your construction business.

1. **Maintain good relationships with your employees.** Employees can be a great resource for spreading information about your company's employment opportunities. They know how your company operates and may have some friends in the trades who would be a good fit.
2. **Offer attractive benefits.** People want to work for a reputable company that offers good benefits. In today's construction environment, well-seasoned, skilled craftsmen are few and far between and should be well compensated if you want to keep them. These experienced employees can help newer employees learn the tricks of



the trade. It is important to remember that quality employees reflect positively on your company. Work to pursue a great image and work environment and ask yourself why someone would want to work for your company.

3. **Clearly define the position or skill set needed.** Does the carpenter need to be experienced in acoustical ceilings, steel studs, or concrete forming? Does the electrician

need to have experience in residential, commercial, or control work? What computer skills and safety certifications are required? These are important questions you will want to nail down.

4. **Don't stop recruiting!** When it comes to construction, there is no set hiring season. This can fluctuate depending on where you are located, how deep the frost is, and how wet the spring may be, but you are go-

ing to want your team in place when it's time to work. Keep the names and contact information of any referrals for future needs. You may even want to start building relationships.

5. **Consider an apprenticeship program.** Some states have apprenticeship programs for contractors to recruit high school seniors. This can be a great opportunity for you as well as the student who gains on-the-job training and credit toward graduation.
6. **Create the right job posting.** Detailing the skills and qualities you are looking for in a job posting can help weed out unqualified applicants and attract workers who are comfortable and skilled in that type of work. Make sure you provide information about your company, what it primarily covers, and the area where work is performed.

The lack of skilled tradesmen in the industry today can make finding experienced employees more challenging, making the hiring process critical. In my experience, sometimes hiring younger employees with the right work ethic proved to be a worthwhile investment for my company.

This article was written by Acuity Insurance's Construction Specialist, John Lack. For more construction business tips visit: [acuity.com/contractor-focus](https://www.acuity.com/contractor-focus).



# Veterans to see continued improvements in 2020

## Continued from page 2

the cardiac pacemaker, inventing the nicotine patch, performing the first liver transplant and introducing a powered ankle-foot prosthesis. He said all these innovations have a direct impact on Veterans' well being.

### Better Veteran care

Veteran wait time is shorter at VA than compared to private sector. This decreased wait time is for primary care and two of three specialty areas. Wilkie said that's coupled with a record-high 59.9 million Veteran visits in fiscal year 2019. That's 1.7 million more appointments for Veterans than ever before. He added 90 percent of Veterans surveyed trust the care they get at VA.

When Wilkie took over, only 25% women vets were enrolled in VA care. Now, he said 41% receive VA care.

Overall Veteran care is improving, Wilkie said. He said VA will implement a provision of the MISSION Act in 2020. This will extend Caregiver benefits to Veterans who served before 1975.

Veterans also receive better mental health care, Wilkie said. This includes same-day mental health care and a universal screening process to identify Veterans who may be at risk. Since late 2018, VA screened more than 4 million Veterans.



He said the Veterans Crisis Line is taking more than 1,700 calls each day, and VA takes emergency action on about 100 of those calls.

"I believe that Veterans can show the country the way on how to deal with this terrible problem," Wilkie said.

### Different approaches

Wilkie said the President's Roadmap to Empower Veterans and End the National Tragedy

of Suicide, or PREVENTS, task force is weeks away from releasing recommendations. The task force will include a community integration and collaboration proposal, a national research strategy and an implementation strategy. Wilkie said he will recommend that VA opens up financial support. This includes charities, local governments and non-governmental organizations to help Veterans.

Overall, the MISSION Act gives Veterans choice, Wilkie said. In the first six months, VA approved nearly 2.8 million referrals to private sector care for 1.5 million Veterans. Wilkie said just like the MISSION Act rollout, he expects the upcoming Electronic Health Records Modernization will improve Veteran care.

Veterans also see changes in how VA uses Whole Health, setting a standard for care. Wilkie said programs like yoga, aqua therapy, music therapy and art therapy were unheard of decades ago. Now, he said VA uses a Whole Health approach to develop a personalized health plan.

Wilkie also addressed Veterans stationed at Karshi-Khanabad base in Uzbekistan, better known as K2. U.S. forces occupied the old Soviet base shortly after 9/11. Wilkie had candid advice for any Veteran who served there.

"I want all Veterans who have been there and who feel they need to see us to come forward," he said. He added all Veterans should seek out VA to use the benefits they've earned. "Come see us. File the claims. Come speak to us. This is not your grandfather's VA where the paperwork is going to take 10 years."

**SOURCE:** [www.blogs.va.gov/VAntage/71241/secva-veterans-see-continued-improvements-2020/](http://www.blogs.va.gov/VAntage/71241/secva-veterans-see-continued-improvements-2020/)

# 2019 U.S. and Canadian Construction Performances in Review

## Continued from page 1

recorded in Q3 and Q4 of 2019. Multi-family starts contracted by 6.8% in 2019. This may still be a hangover from the rapid growth in 2017, as despite two years of decline, multi-family starts in 2019 still remain above 2016 levels.

Growth in starts for non-residential construction was relatively mixed across its subsectors, despite an overall expansion of 5.3%. Sectors experiencing double digit percentage declines included courthouses, prisons, laboratories, nursing homes, hotels, and shopping projects. Starts in the transportation terminal category led growth, doubling in 2019. Several mega projects were behind this, including May's \$3.2 billion light rail expansion in Seattle, several lobby expansion projects at airports in Kansas City, Nashville, and Charlotte totaling \$2.5 billion, plus November's expansion of Pennsylvania Station in New York. Manufacturing starts also saw robust, mega project-led growth of 43.3%. Among these were a \$10 billion LNG export terminal and a \$10 billion ethane cracker plant, both in Texas, two starts on automotive plants in Alabama in March for Toyota-Mazda and Mercedes-Benz and a car battery plant in Georgia, in May. Sports and convention center starts saw growth of 33.8% backed by an \$850 million project beginning at the Key Arena in Seattle in September.

Civil engineering starts saw broad-based growth of 15.9% in 2019, with all subsectors contributing positively except airports (e.g., runways, etc. rather than robust terminal work), which declined by 0.6%. Power infrastructure starts was the fastest growing sector, rising by 83.9%. Several mega projects supported this including a \$3.1 billion wind power station in Wyoming, two natural gas plants in Michigan totaling \$1.5 billion, and groundbreaking at a wind power generation facility in Iowa of \$920 million. The

miscellaneous engineering sector was the second fastest growing segment at 31.7% in 2019, with mega projects resulting in triple digit year-on-year growth in the second half of the year. These projects included several rail starts in Q3 and Q4 totaling over \$10 billion, including the \$4 billion Virgin Trains expansion in Orlando, and starts on two pipeline projects in Texas and Wyoming in December, totaling \$3 billion.

Construction starts were mixed on a regional basis, with contractions in the Northeast and Midwest offset by growth in the South and West. This divide was mirrored in GDP and population growth across regions, with the South and West regions expanding at a faster rate than the Northeast and Midwest. The South was the fastest growing region for construction starts, rising by 11.2%. The nonresidential segment led growth here with starts expanding by 25%, supported by large industrial starts in Texas and Alabama. The West region expanded by 2.4% but growth here was found solely in the civil engineering sector which rose by 28.9% thanks to pipeline and energy projects in Wyoming and rail expansions in Washington state. Northeast starts contracted by 3.2% in 2019, driven by a 17% contraction in residential starts, with population growth sluggish at 0.2%. Meanwhile, the other two subsectors expanded in the Northeast as they overcame contractions in 2018 driven by mega projects from 2017 dropping out of the calculation. Starts in the Midwest fell by 5.4%, with declines in the residential and nonresidential sectors of 7.1% and 21.7% respectively. The absence of 2018's start on the Foxconn plant in Wisconsin exacerbated the nonresidential decline. On the other hand, Midwestern civil engineering starts expanded by 29.5% backed by ground breaking on natural gas plants in Michigan.

### Canada Year in Review

GDP growth in Canada is estimated at 1.7% in 2019 (with data through Q3), a slowdown from the 2.0% pace recorded in 2018. The labor market strengthened in 2019, with employment averaging 19 million jobs over the year, but changes in employment levels were highly volatile across the months with employment falling by 71,000 in November, the largest drop since the global financial crisis. Average hourly earnings growth slowed to 2.6% year to date in 2019 (data through November), with private consumption cooling to 1.6% from 2.1% in 2018. Subdued growth is set to continue as households remain constrained by elevated levels of debt. Business investment improved in 2019 following contractions at the end of 2018, with steady growth in the nonresidential structures segment while machinery and equipment investment was highly volatile. Net exports are set to improve for 2019, but much of this will be due to an unsustainable bump in Q2 2019 on a 26% surge in energy exports and a large one-off decrease in aircraft and parts imports which followed a significant rise in Q1.

Canadian construction starts shrank in 2019, with total starts falling by 22.1%, but much of this was a hangover from robust growth in 2018. All three subsectors contracted, but nonresidential starts suffered the strongest fall, declining by 44.2%. But this was largely exacerbated by starts of large projects in 2018 falling out of the calculation, including ground breaking for a new metro line in Montreal and multiple large industrial starts across Alberta, Ontario, and British Columbia. Despite this, several sectors saw robust growth, with shopping starts expanding by 160.9%, boosted by ground breaking on the \$1.7 billion Royalmount Mega-Mall in Montreal and parking garages expanded by 96.0% sup-

ported by the Centre de Transport Bellechasse project, also in Montreal. On a regional basis, nonresidential starts in the Atlantic Region grew by 52.1%, largely thanks to comparatively softer starts in 2018, while all other regions contracted.

Engineering construction fell by 7.4% in 2019 with all subsectors except miscellaneous engineering projects dragging on growth. Miscellaneous engineering was boosted by pipeline projects, particularly ground breaking on the Trans Mountain Pipeline Expansion for \$7.4 billion. Starts on bridges suffered the strongest contraction of 69.8% largely due to the \$4 billion Gordie Howe bridge linking Windsor to Detroit falling out of the calculation. Meanwhile, the power and infrastructure segment offered triple digit growth in Q3 and Q4, despite the annual figure dropping by 2.1%. This was not due to mega projects, but rather comparatively limited starts activity for the sector in 2018 over the same period. The regional story was divergent, with the Prairies and British Columbia expanding by 64.4% and 15.9% respectively, while the Atlantic Region and Central Canada fell by 64.1% and 36.1% respectively.

The residential sector contracted by 6.0% in 2019, with single family starts falling by 14.9% and multi-family starts expanding by 2.4%. There were groundbreakings on several sizable multi-family projects in the second half of the year. High household debt levels and housing prices in key markets held back demand, and the fact that mortgage interest rates have remained high by recent historical standards throughout 2019 has also contributed to housing's unremarkable performance.

**SOURCE:** <https://www.constructconnect.com/blog/2019-u.s.-and-canadian-construction-performances-in-review>



# Public Policy

## Costa Unveils Legislation to Fund Completion of California's High-Speed Rail, Other National Rail Projects

[ Article was originally posted on [www.hsr.ca.gov](http://www.hsr.ca.gov) ]

After leading the fight in Congress for investment in America's national rail infrastructure, Congressman Jim Costa unveiled the High-Speed Rail Corridor Development Act, legislation that would provide \$32 billion to fund projects in federally designated high-speed rail corridors.

"This legislation will provide the needed funding to finish California's High-Speed Rail project. California is leading the nation in building modern, green train technology, which will get our cars off the road and improve our air quality," said Costa. "We must invest in our future for our health and our economy. We already see the benefits, with new business investments in our communities and more high-paying jobs. The 119-miles of construction has already em-

ployed more than 3,000 workers and supported 500 small businesses. This is the time to bring our transportation infrastructure into the 21st century. We can, and we will, get this job done!"

"Building transformative infrastructure projects – like high-speed rail – requires leaders with vision and determination. Congressman Costa has always demonstrated he has both when it comes to building clean, fast high-speed rail. His bill represents the kind of partnership we need with the federal government to get this important work done." - Brian Kelly, CEO, California High Speed Rail Authority.

"This administration remains committed to fulfilling the vision of the voters and completing the full Phase 1 high-speed rail system. Congressman Costa's continued partnership to help us close the funding gaps to complete not only Valley to Valley but the entire project, puts us

a step closer to that reality. Together, we look forward to bringing the tremendous economic, transportation and environmental benefits of truly high-speed rail to California." - Lenny Mendonca, Chairman, California High Speed Rail Authority.

"Increasing mobility and building infrastructure are key tools of economic development, especially for the Central Valley. I am proud to join Rep. Costa on this bill to authorize key funding for projects in federally designated high-speed rail corridors. If America wants to continue its leadership of the world economy and counteract the effects of climate change, we must dream big and upgrade our infrastructure to ensure Californians can move efficiently and effectively as the Central Valley grows." – Congressman TJ Cox (CA-21)

The High-Speed Rail Corridor Development Act is a reauthorization of the High-Speed Rail Cor-

ridor Development Program and builds upon the success of the Passenger Rail Investment and Improvement Act of 2008 and the American Recovery and Reinvestment Act (ARRA) of 2009. It authorizes \$32 billion dollars through 2024 for the High-Speed Rail Corridor Investment program and also authorizes the Secretary of Transportation to award grants for projects that are part of a state rail plan, encourage intermodal connectivity, and those with environmental benefits.

There are currently 30 active construction sites within the California High-Speed Rail system between Madera and Kern counties, with more than 500 certified small businesses working to build the Central Valley segment. To date, more than 3,000 construction workers have been dispatched to the project.

SOURCE: [www.hsr.ca.gov](http://www.hsr.ca.gov)

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**LA SKYRAIL EXPRESS™**

**DBE SUBCONTRACTORS & SUPPLIER BIDS / PROPOSALS AND / OR QUALIFICATIONS REQUESTED**

LA SkyRail™ Express (LASRE) is currently seeking Disadvantaged Business Enterprise (DBE) firms to join our team for the upcoming Los Angeles County Metropolitan Transportation Authority (Metro) [Sepulveda Transit Corridor Project](#) (Project) RFP NO: PS66773. The Project will provide rapid transit service between the San Fernando Valley and the Los Angeles International Airport (LAX).

BID / PROPOSAL SUBMISSION DATE FOR RFP NO. PS66773 IS APRIL 1, 2020, AT 2:00 PM PT

**DBE Goals for this project are:**

- 30% of the PDA Phase 1 Payment Amount
- 25% of the PDA Phase 2 Payment Amount
- 23.50% of the PDA Phase 3 Payment Amount
- 24.94% of the PDA Phase 4 Payment Amount

THIS ADVERTISEMENT IS IN RESPONSE TO METRO'S DBE PROGRAM. PERFORMANCE / PAYMENT / SUPPLY BOND MAY BE REQUIRED.

LASRE is looking for DBE certified firms that provide design/engineering and related professional services for the Pre-Development Agreement (PDA) phase(s) of the Project. Please submit bids/proposals and/or qualifications for the following scopes (but not limited to):

- Architectural / Station Design
- Civil / Street Improvements
- Cost Estimating
- Drainage / Storm water
- Environmental Site Assessments
- Financial
- Geotechnical
- Highway / Roadway
- Landscaping
- Maintenance Facilities Mechanical
- Power / Substations
- Project / Document Controls
- Public Outreach Support
- Right-of-way
- Structures
- Supplemental Surveys
- Systems / Communications
- Traffic / TMP
- Utility Coordination

Metro RFP No. PS66773 (inclusive of any applicable drawings and specs) is available via download at [www.metro.net](http://www.metro.net) or may be reviewed in our office Monday through Friday, 8:00 am to 5:00 pm by appointment. Bids/Proposals and/or qualifications are required by COB, March 13, 2020, so that all bids/proposals and/or qualifications can be fairly evaluated.

LASRE is an EEO/AA/Vet/Disability Employer

LASRE intends to conduct itself in good faith with all interested subcontractors as well as certified DBE firms looking for subcontract opportunities on this project. Subcontractor may be requested to furnish a bond. If required LASRE will pay bond premium up to 1%. Please contact our DBE Program team via email at [joe@moderntimesinc.com](mailto:joe@moderntimesinc.com) or call (213) 810-6111 with any questions or for assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Assistance to DBE subcontractors and DBE suppliers in obtaining bonding, lines of credit, or other capital financing is also available through the DOT Bond Assistance Program at (800) 532-1169. You can learn more about Metro's Contractor Development & Bonding Program (CDBP) at <https://www.metro.net/about/contractor-development-and-bonding-program/>

LASRE Address: 1800 S Figueroa St. Los Angeles, CA 90015



# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389851-00

Fictitious Business Name(s):  
**2nd St Hair Co**  
Address  
**660 Market Street #202, San Francisco, CA 94104**  
Full Name of Registrant #1  
**Myung S. Kim**  
Address of Registrant #1  
**35 Timberhill Court, Pacifica, CA 94044**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02/01/2020**

Signed: **Myung S. Kim**

This statement was filed with the County Clerk of San Francisco County on **02/12/2020**

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: **Fallon Lim**  
**Deputy County Clerk**  
**02/12/2020**

**02/20/20 + 02/27/20 + 03/05/20 + 03/12/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389672-00

Fictitious Business Name(s):  
**Ameri-Core**  
Address  
**1308 B Hayes Street, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Jonah Dolese**  
Address of Registrant #1  
**368 Springbrook Dr., Vallejo, CA 94591**  
Full Name of Registrant #2  
**Jeffrey Gonzales**  
Address of Registrant #2  
**837 Laurel Avenue, Burlingame, CA 94010**

This business is conducted by **A General Partnership**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01-20-2020**

Signed: **Jonah Dolese**

This statement was filed with the County Clerk of San Francisco County on **01-30-2020**

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: **Fallon Lim**  
**Deputy County Clerk**  
**01/29/2020**

**02/06/20 + 02/13/20 + 02/20/20 + 02/27/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389490-00

Fictitious Business Name(s):  
**1. Casa Bonampak**  
**2. Latin Victorian Style in the Mission**  
Address  
**534 Bartlett Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Nancy Charraga**  
Address of Registrant #1  
**534 Bartlett Street, San Francisco, CA 94110**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01/16/2020**

Signed: **Nancy Charraga**

This statement was filed with the County Clerk of San Francisco County on **01/16/2020**

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: **Maribel Jaldon**  
**Deputy County Clerk**  
**01/16/2020**

**02/13/20 + 02/20/20 + 02/27/20 + 03/05/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389764-00

Fictitious Business Name(s):  
**Dreamin Apparel Design Studio**  
Address  
**514 Ashbury Street, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Violet M. Watson**  
Address of Registrant #1  
**514 Ashbury Street, San Francisco, CA 94117**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01/30/2020**

Signed: **Violet M. Watson**

This statement was filed with the County Clerk of San Francisco County on **02/05/2020**

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: **Fallon Lim**  
**Deputy County Clerk**  
**02/05/2020**

**02/06/20 + 02/13/20 + 02/20/20 + 02/27/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389846-00

Fictitious Business Name(s):  
**Hidalgo Master Finish Paint**  
Address  
**1460 Shafter Avenue, San Francisco, Ca 94124**  
Full Name of Registrant #1  
**Obed Hidalgo**  
Address of Registrant #1  
**1460 Shafter Avenue, 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 **Not Applicable**

Signed: **Obed Hidalgo**

This statement was filed with the County Clerk of San Francisco County on **02/11/2020**

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: **Fallon Lim**  
**Deputy County Clerk**  
**02/11/2020**

**02/20/20 + 02/27/20 + 03/05/20 + 03/12/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389895-00

Fictitious Business Name(s):  
**1.) Istanbul Modern SF**  
**2.) Ojala**  
Address  
**522 25th Avenue, Apt #4, San Francisco, CA 94121**  
Full Name of Registrant #1  
**Laura and Sayat Culinary Services, LLC (CA)**  
Address of Registrant #1  
**522 25th Avenue, Apt #4, San Francisco, CA 94121**

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 **01-05-2017**

Signed: **Sayat Ozyilmaz, Owner**

This statement was filed with the County Clerk of San Francisco County on **02-13-2020**

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: **Maribel Jaldon**  
**Deputy County Clerk**  
**02/13/2020**

**02/27/20 + 03/05/20 + 03/12/20 + 03/19/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389706-00

Fictitious Business Name(s):  
**Kerry Watson Skin Care**  
Address  
**1527 9th Avenue, San Francisco, CA 94122**  
Full Name of Registrant #1  
**Kerry Watson Skin Care LLC (CA)**  
Address of Registrant #1  
**1527 9th Avenue, San Francisco, CA 94122**

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 **12/20/2019**

Signed: **Kerrin Watson**

This statement was filed with the County Clerk of San Francisco County on **02-3-2020**

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: **Maribel Jaldon**  
**Deputy County Clerk**  
**02/03/2020**

**02/06/20 + 02/13/20 + 02/20/20 + 02/27/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389905-00

Fictitious Business Name(s):  
**Lee Catering**  
Address  
**971 Glad Tiding Way #6, Hayward, CA 94544**  
Full Name of Registrant #1  
**M. Edith Cervantes**  
Address of Registrant #1  
**971 Glad Tiding Way #6, Hayward, CA 94544**

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: **M. Edith Cervantes**

This statement was filed with the County Clerk of San Francisco County on **02/14/2020**

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: **Alex Liang**  
**Deputy County Clerk**  
**02/14/2020**

**02/20/20 + 02/27/20 + 03/05/20 + 03/12/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389652-00

Fictitious Business Name(s):  
**Life Is Cozy**  
Address  
**77 Van Ness Avenue, Apt #605, San Francisco, CA 94102**  
Full Name of Registrant #1  
**Kseniia Naidyon**  
Address of Registrant #1  
**77 Van Ness Avenue, Apt #605, San Francisco, CA 94102**

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

Signed: **Kseniia Naidyon**

This statement was filed with the County Clerk of San Francisco County on **01-29-2020**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**01/29/2020**

**02/06/20 + 02/13/20 + 02/20/20 + 02/27/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389893-00

Fictitious Business Name(s):  
**Noe Valley Chiropractic**  
Address  
**21 Ashbury Street, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Gordon Yee**  
Address of Registrant #1  
**21 Ashbury Street, San Francisco, CA 94117**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/25/1995**

Signed: **Gordon Yee**

This statement was filed with the County Clerk of San Francisco County on **02/13/2020**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**02/13/2020**

**02/20/20 + 02/27/20 + 03/05/20 + 03/12/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389970-00

Fictitious Business Name(s):  
**NOPA Montessori**  
Address  
**2114 Hayes Street, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Cole Valley Montessori (CA)**  
Address of Registrant #1  
**4679 18th Street, San Francisco, CA 94114**

This business is conducted by **A Corporation**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02-05-2020**

Signed: **Maria "Masha" LePort, Owner/CEO**

This statement was filed with the County Clerk of San Francisco County on **02-20-2020**

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: **Fallon Lim**  
**Deputy County Clerk**  
**01/20/2020**

**02/27/20 + 03/05/20 + 03/12/20 + 03/19/20**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389562-00

Fictitious Business Name(s):  
**Seniore's Pizza**  
Address  
**456 Haight Street, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Seniore's Pizza 2014 Inc. (CA)**  
Address of Registrant #1  
**456 Haight Street, San Francisco, CA 94117**

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

Signed: **Simon Jaber**

This statement was filed with the County Clerk of San Francisco County on **01-22-2020**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**01/22/2020**

**02/06/20 + 02/13/20 + 02/20/20 + 02/27/20**



# Fictitious Business Name Statements

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. A-0389468-00**

Fictitious Business Name(s):  
**SF Bay Periodontics**  
Address  
**2355 Ocean Avenue, San Francisco, CA 94127**  
Full Name of Registrant #1  
**Ardavan Fateh DDS, Inc. (CA)**  
Address of Registrant #1  
**2192 Pacific Avenue, San Francisco, CA 94115**

This business is conducted by **A Corporation**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-01-2015**  
Signed: **Ardavan Fateh, President**

This statement was filed with the County Clerk of San Francisco County on **01/15/2020**

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: **Fallon Lim**  
**Deputy County Clerk**  
**01/15/2020**

02/13/20 + 02/20/20 + 02/27/20 + 03/05/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. A-0389726-00**

Fictitious Business Name(s):  
**Snow May Studio**  
Address  
**173 Harold Avenue, San Francisco, CA 94112**  
Full Name of Registrant #1  
**Xuemei Jin**  
Address of Registrant #1  
**173 Harold Avenue, 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 **02-01-2020**  
Signed: **Xuemei Jin**

This statement was filed with the County Clerk of San Francisco County on **02-03-2020**

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: **Maribel Jaldon**  
**Deputy County Clerk**  
**02/03/2020**

02/06/20 + 02/13/20 + 02/20/20 + 02/27/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. A-0389770-00**

Fictitious Business Name(s):  
**Sunflower Spa**  
Address  
**2809 San Bruno Avenue, San Francisco, CA 94123**  
Full Name of Registrant #1  
**Aphinya McKenzie**  
Address of Registrant #1  
**7652 Clement Circle, Sacramento, CA 95828**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **N/A**  
Signed: **Aphinya McKenzie**

This statement was filed with the County Clerk of San Francisco County on **02/05/2020**

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: **Fallon Lim**  
**Deputy County Clerk**  
**02/05/2020**

02/13/20 + 02/20/20 + 02/27/20 + 03/05/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. A-0389813-00**

Fictitious Business Name(s):  
**The Golden Generation**  
Address  
**1006 Hollister Avenue, Unit A, San Francisco, CA 94124**  
Full Name of Registrant #1  
**Luis Ricardo Serret Del Bosque**  
Address of Registrant #1  
**1006 Hollister Avenue, Unit A, 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 **Not Applicable**  
Signed: **Luis Ricardo Serret Del Bosque**

This statement was filed with the County Clerk of San Francisco County on **02/07/2020**

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**  
**02/07/2020**

02/20/20 + 02/27/20 + 03/05/20 + 03/12/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. A-0389666-00**

Fictitious Business Name(s):  
**ZigLeft Consulting**  
Address  
**3894 22nd Street, San Francisco, CA 94114**  
Full Name of Registrant #1  
**Jessica Liu**  
Address of Registrant #1  
**3894 22nd Street, San Francisco, CA 94114**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01-24-2020**  
Signed: **Jessica Liu**

This statement was filed with the County Clerk of San Francisco County on **01-29-2020**

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: **Fallon Lim**  
**Deputy County Clerk**  
**01/29/2020**

02/06/20 + 02/13/20 + 02/20/20 + 02/27/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. A-0390012-00**

Fictitious Business Name(s):  
**Mayhap Magical Goods**  
Address  
**512 Chenery Street, San Francisco, CA 94131**  
Full Name of Registrant #1  
**Reilly O'Neal**  
Address of Registrant #1  
**512 Chenery 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 **Not Applicable**  
Signed: **Reilly O'Neal**

This statement was filed with the County Clerk of San Francisco County on **02-25-2020**

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**  
**02/25/2020**

02/27/20 + 03/05/20 + 03/12/20 + 03/19/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. A-0390017-00**

Fictitious Business Name(s):  
**Elixir Botanicals**  
Address  
**4200 California St., Suite #202, San Francisco, CA 94118**  
Full Name of Registrant #1  
**John Tran Luu**  
Address of Registrant #1  
**307 Juanita Avenue, 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 **01/01/2020**  
Signed: **John Tran Luu**

This statement was filed with the County Clerk of San Francisco County on **02-25-2020**

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: **Fallon Lim**  
**Deputy County Clerk**  
**02/25/2020**

02/27/20 + 03/05/20 + 03/12/20 + 03/19/20

**FICTITIOUS BUSINESS NAME STATEMENT**  
**File No. A-0390043-00**

Fictitious Business Name(s):  
**eku**  
Address  
**2225 23rd Street, San Francisco, CA 94107**  
Full Name of Registrant #1  
**Tomohiko Kino**  
Address of Registrant #1  
**2225 23rd Street, 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 **02-01-2020**  
Signed: **Tomohiko Kino**

This statement was filed with the County Clerk of San Francisco County on **02-26-2020**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**02/26/2020**

02/27/20 + 03/05/20 + 03/12/20 + 03/19/20

**ABANDONMENT OF FICTITIOUS BUSINESS NAME**

**STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME**

The registrant(s) listed below have abandoned the use of the fictitious business name(s):

1.) **Golden Catering**  
Located at **30166 Industrial Parkway SW #333, Hayward, CA 94544**  
This fictitious business name was filed in the County of San Francisco on **01/11/2013** under file **A-0348201-00**

Name and address of Registrants (as shown on previous statement)

Full Name of Registrant #1  
**Jimmy Le**  
**29299 Lassen Street**  
**Hayward, CA 94544**

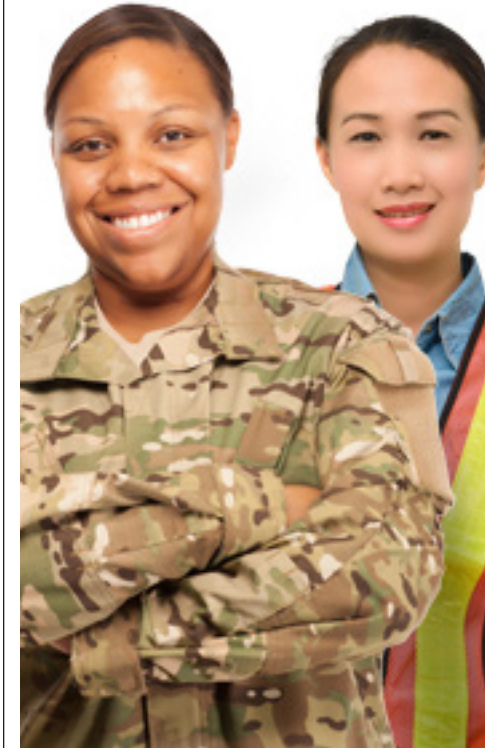
This business was conducted by a **AN INDIVIDUAL**  
Signed: **Jimmy Le**

This statement was filed with the County Clerk of San Francisco County on

Filed: **Alex Liang**  
**Deputy County Clerk**  
**02/14/2020**

02/20/20 + 02/27/20 + 03/05/20 + 03/12/20

## SBA Announces Funding Competition to Organizations Providing Training to Women Veteran Entrepreneurs



[ Article was originally posted on [www.sba.gov](http://www.sba.gov) ]

The U.S. Small Business Administration today announced that nonprofit organizations, state and local agencies, and institutions of higher learning are eligible to compete for funding of up to \$300,000 to deliver entrepreneurship training to women service members, women veterans and women military spouses.

Up to six awardees will receive a total of \$300,000 in grants administered by SBA's Office of Veterans Business Development to participate in the Women Veteran Entrepreneurship Training Program. The funds will be used to cover the costs of educating women service members and veterans, as well as women military spouses who are interested in starting or currently own a small business.

"Women veteran entrepreneurs have contributed in a major way to the growth of the U.S. economy, bringing in \$10 billion in receipts over a five-year period," said Larry Stubblefield, Associate Administrator for SBA's Office of Veterans Business Development. "The SBA is committed to supporting women veterans with the training and resources they need to start, grow or expand a small business."

Eligible organizations should submit applications for the Women Veteran Entrepreneurship Training Program funding opportunity (WVETP-2020-01) through Grants.gov. Applications not submitted via Grants.gov will not be evaluated. **The submission deadline is Thursday, March 19 at 11:59 p.m. EDT.**

SOURCE: [www.sba.gov](http://www.sba.gov)





# 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  
Estimator: VICTOR LE  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

DeSilva Gates Construction (DGC)  
is preparing a bid as a Prime Contractor  
for the project listed below:

**CALTRANS RTE 99 - IN SUTTER COUTY IN  
AND NEAR LIVE OAK FROM 0.1 MILE  
SOUTH OF COLEMAN ACENUE TO  
NEVADA STREET (NORTH INTERSECTION)  
CONTRACT NO. 03-3F99U4 -  
FEDERAL AID PROJECT NO. ACNH-P099(649)  
Disadvantaged Business Enterprise Goal  
Assigned is 18%**

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

**BID DATE: MARCH 11, 2020 @ 2:00 P.M.**

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

**AC DIKE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS/BARRICADE & CHANNELIZER, ELECTRICAL, EROSION CONTROL, FENCING, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, CRCP & STRUCTURAL CONCRETE PAVING, ROADSIDE SIGNS, RUMBLE STRIP, STRIPING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, SURVEY/STAKING, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEM, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, 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@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://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](http://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](http://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](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

DeSilva Gates Construction (DGC)  
is preparing a bid as a Prime Contractor  
for the project listed below:

**HESPERIAN BLVD. CORRIDOR IMPROVEMENT  
PROJECT FROM EMBERS WAY TO  
WEST A STREET, SAN LORENZO AREA,  
ALAMEDA COUNTY  
Specification No. 2385  
MBE Goal - 15% WBE Goal 5%**

**OWNER:  
COUNTY OF ALAMEDA  
951 Turner Court, Room 300, Hayward, CA 94545  
NEW BID DATE: MARCH 3, 2020 @ 2:00 P.M.**

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

**ADJUST IRON, CLEARING AND GRUBBING/DEMOLITION, CONSTRUCTION AREA SIGNS, ELECTRICAL, FENCING, HAZARDOUS MATERIAL, LANDSCAPING/IRRIGATION, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PAVING STONE, ROADSIDE SIGNS, STRIPING, SURVEY/STAKING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREP, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEM, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, 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@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need MBE/WBE 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](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the MBE/WBE 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.

REQUESTING BIDS FROM **DBE/MBE/WBE/SBE/LBE/DVBE/OBE** Subcontractors and Vendors

**Project: Aerial Structure Fall Protection Project, A-Line North, Oakland CA,  
Reference #: 15TC-107  
Owner: San Francisco Bay Area Rapid Transit District (BART)  
Bid date: March 10, 2020**

DMZ Builders is requesting quotes from all qualified subcontractors and suppliers for above listed project, including DBE/MBE/WBE for all items of work, including but not limited to the following:

Site Security, Project Schedule (CPM), SWPPP/QSD/QSP, Video Inspection, Concrete Scanning and Mapping, On-Rail Vehicle Services, Traction Power Cabling, Steel Fabrications, Miscellaneous Metal Fabrication, Wire Rope Cable and Hardware Supply. Miscellaneous Metal Installation, Wire Rope Cable Installation, Traffic Control, Field Office, Sanitary Services, Survey, and Quality Control / Material Testing.

Plans and specifications can be obtained from Bay Area Rapid Transit District at <http://www.bart.gov> or please contact Todd Majors at [estimating@dmzbuilders.com](mailto:estimating@dmzbuilders.com) for assistance or viewing by emailing

DMZ Builders is a union signatory contractor. Subcontractors must provide their active contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Subcontractors will be required to execute DMZ Builders Standard Subcontract Terms and Conditions and meet insurance requirements, including Worker's Compensation Waiver of Subrogation. A copy of our Standard Subcontract Terms and Conditions and Purchase Order Agreement (for suppliers) are available for review in electronic format, upon request. Subcontractors may be required to provide payment and performance bonds in the amount of 100 percent of Subcontract value. DMZ Builders will reimburse Subcontractors for bond premium at actual cost, not to exceed 2.0%. For any assistance in obtaining bonding, lines of credit, insurance, equipment, supplies, materials, technical assistance, and/or any other coordination required for the project, please contact Todd Majors: Phone # 925-826-5387, Fax # 925-826-5766, or e-mail [estimating@dmzbuilders.com](mailto:estimating@dmzbuilders.com). DMZ will work with interested subcontractors, suppliers, and service providers to identify opportunities to break down items/work into economically feasible packages. DMZ Builders intends to work cooperatively with all qualified firms seeking work on this project



**DMZ BUILDERS**  
4070 Nelson Avenue, Ste A, Concord, CA 94520  
Phone 925-826-5387 • Fax: 925-826-5766  
An Equal Opportunity Employer



**Proven Management, Inc.**  
225 3rd Street, Oakland, CA 94607  
Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified Local Small Business Enterprise (LSB), Minority Business Enterprise (MBE), and Women Business Enterprise (WBE) subcontractors, suppliers, and truckers for the following project:

**AERIAL STRUCTURE FALL PROTECTION  
A-LINE NORTH  
BART CONTRACT NO. 15TC-107  
Bids: 3/10/2020 @ 2pm  
LSB GOAL - 14% MBE GOAL - 18.2%  
WBE GOAL - 9.3%**

The work in this contract includes but is not limited to: Concrete Finishing; Metal Welding; Metal Fabrications; On-Rail Vehicle; Rebar; Drilling; Clearing & Grubbing; Landscape; SSWP; Identification & Security; Construction Safety; Temporary Controls; Quality Assurance/Control; Temporary Utilities; Mobilization; Cleaning; Waste Management; Steel Cable Guardrail; Concrete Anchors & Guardrail Post Assembly; Wire Rope Cable Railing

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested LSB, MBE, WBE certified suppliers & subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested LSB, MBE, WBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

**We are an Equal Opportunity Employer**

Visit [www.sbeinc.com](http://www.sbeinc.com) to  
download the latest  
SBE Newspaper and SBE E-Newsletter



Freyssinet Inc. requests Sub Bids and Material Quotations from ALL Qualified sub-contractors and suppliers including LBE for the

**San Francisco Public Utilities Project  
WW-702 : Jackson, Griffith,  
and Pierce Streets  
Combined Sewer Discharge  
Rehabilitation and Backflow Prevention.**

Freyssinet Inc. is inviting bids from ALL TRADES including, but not limited to the following: **Traffic control, Pollution control, Work containment, Reinforcement, Concrete, Shotcrete Application, Bulkhead Installation, 10 inch VCP Culvert Furnish and Install, Install new manhole, Fill with Cellular Concrete, Pavement and Grass Rehabilitation, Repair Damaged concrete, Crack sealing and injection.**

Drawings and specifications available at the following link under the documents tab: <https://sfwater.org/bids/bidDetail.aspx?bidid=3239>

**Requirements:** Subcontractor bids or material quotes should be emailed to the attention of Carlos Perez and/or Lucas Rogers, at [carlos.perez@freysinetusa.com](mailto:carlos.perez@freysinetusa.com) and/or [lucas.rogers@freysinetusa.com](mailto:lucas.rogers@freysinetusa.com).

Freyssinet will make available, where appropriate, any breaking down of contract work items into economically feasible units to facilitate LBE participation. We will also assist any qualified LBE in technical assistance or other information related to the plans, specifications and requirements for this project. California state license and insurance is required of subcontractors. We are an equal opportunity employer of minorities, individuals with disabilities and/or veteran status.

**Quotes required by March 18th, 2020**