

SMALL BUSINESS EXCHANGE

PUBLIC POLICY	2
VETERANS CORNER	2
ACCESS TO CAPITAL	3
CALIFORNIA SUB-BID REQUEST ADS.....	3-6
.....	8, 12
SUCCESS STORIES.....	6
BUSINESS TOOLKIT	7
PUBLIC LEGAL NOTICE.....	9-11

Vol 35, Edition 49

Weekly Publication 

March 5, 2020

High-Speed Rail Authority Issues Draft 2020 Business Plan for Public Review and Comment



[Article was originally posted on www.hsr.ca.gov]

Advancing California’s leadership in building a modern, clean, and sustainable transportation system, the California High-Speed Rail Authority (Authority) today issued its Draft 2020 Business Plan for public review and comment.

The Draft 2020 Business Plan affirms the policy recommendation to the Authority Board to develop a clean, electrified Merced-Fresno-Bakersfield high-speed rail interim service line in California’s Central Valley with the funding currently available. The plan also outlines major program progress in all three regions of the state – Northern California, Central Valley and Southern California.

Notably, the Draft Business Plan estimates costs consistent with estimates contained within the 2018 Business Plan and 2019 Project Update Report.

“This plan outlines how this program will advance to meet California’s mobility, environmental and economic objectives,” said Authority CEO Brian Kelly. “We are in an exciting time for this project and the electrification of trans-

portation in California. In 2020, there will be 350 miles of electrified high-speed rail in development. In the next 18 to 24 months, we will work to environmentally clear the full Phase 1 system between San Francisco and Los Angeles/Anaheim. This transformation is well underway in California. Now is not the time to turn back,” Kelly said.

The 2020 Business plan outlines the following priorities:

- Complete the 119-mile Central Valley construction segment and lay track pursuant to our federal funding grant agreements with the Federal Railroad Administration;
- Expand the 119-mile Central Valley segment to 171 miles of operable electrified high-speed rail connecting Merced-Fresno-Bakersfield, three of the fastest growing areas in California;
- Commence testing of electrified high-speed trains by 2025 and put those trains in service by 2028-29;

■ Continued on page 7

How to Manage Risk with Controllable Costs in Construction

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

By Holly Welles,

Anyone who works in the construction industry knows that anything can go wrong at a moment’s notice. Weather and injuries can delay a project, material shortages may increase prices and lack of communication can completely derail plans. When these things happen, the cost of construction rises. Issues do not bode well for the industry, which runs on a tight schedule and maintains a strict budget to make a profit.

However, not all circumstances are out of their control. The wise construction professional understands that there are many aspects of the job which they do, in fact, have power over. If they take proper steps to manage these risks, they can better control costs and increase profits. Here are a few steps they can take to do just that.

Take Inventory

When a construction company doesn’t know what materials they already have in stock, they risk over-buying products and wasting money on things they don’t need. This poor inventory management accounts for at least 50% of all costs.

Professionals can easily avoid this expensive mistake by taking inventory regularly. First, workers or project managers should make a list of everything they’ll need for a project. Then, they should survey what they already have and make another list with everything they’ll need to purchase.

Invest in Management Software

One way to streamline inventory assessments is to invest in a management software system. It will also improve communication among team members and ensure everyone stays on the same page regarding project specifics. This step is especially crucial because design determines about 80% of a project’s total cost, and construction determines the remaining 20%.

The two sides of a project must work together to balance costs and savings. From workers to architects, a software system allows everyone to receive updates and adjust project plans as needed.

Estimate Costs

Taking inventory will enable managers to better estimate costs, which, of course, is essential to

staying on budget—and making a profit. Creating an estimate before developing concrete plans will allow managers to build around a budget instead of the other way around.

This process puts site coordinators in control of costs and minimizes the risk of overspending and eliminating profit margins. Hiring a qualified manager with an excellent track record can help a company estimate costs and stay within budget.

Conduct Inspections

Construction companies can minimize risk and control costs by scheduling regular inspections of their equipment and machinery. Workers may either inspect equipment themselves or hire a professional to assess and service it.

Inspections allow organizations to spot problems early on and fix them before they become an expensive issue or require replacement — which can be extremely expensive. For example, changing a dirty oil filter can potentially save a business thousands of dollars in repairs or having to purchase new machinery.

■ Continued on page 8

This is a Complimentary Copy. Paid subscribers receive first class mail.

PUBLISHED BY SMALL BUSINESS EXCHANGE, INC.
795 Folsom Street, 1st Floor, San Francisco, CA 94107

PRSR STD
U.S. Postage
PAID
San Fran CA 941
Permit No. 820



Public Policy

California regains its power to regulate internet service providers. Here's why that's good news for consumers

[Article was originally posted on www.agreenlining.org]

By Debra Gore-Mann and Paul Goodman,

Eight years ago, major internet service providers convinced the California Legislature to deregulate their industry.

It was a bad decision that, mercifully, came to an end Jan. 1 when this ill-conceived law sunsetted. The California Public Utilities Commission's power to protect consumers has been restored.

Let's be honest: Communities of color suffer the most harm from un- or under-regulated industries. We could list examples all day, but here are a few:

- When we don't regulate banks, they gouge borrowers and discriminate against communities of color, enough to light the whole economy on fire.
- When we don't regulate greenhouse gas emissions, homes burn, cities flood and communities of color are disproportionately harmed by climate change.

- When we don't regulate risk assessment software used to set bail, that software treats black defendants far more harshly than white defendants.

For the past three decades, internet service providers, and their predecessors, phone companies, have successfully waged a war to deregulate their industry.

Regulation, they argue, will stifle innovation. That may have been true 30 years ago. But now, the only innovation we see is ISPs coming up with new ways to charge you more while delivering less, even as they find new ways to discriminate against people of color.

That's why we, as advocates for communities of color, joined with other consumer advocates in opposing the deregulation push.

But legislators have generally bought the providers' argument hook, line, and sinker.

California's Legislature may be a leader in environmental justice and clean energy, but it has repeatedly done the bidding of internet service

providers, which in 2012 convinced the lawmakers to essentially deregulate broadband services until 2020—all in the name of “innovation.”

Over the past seven years, internet service providers have come up with quite a few “innovations”:

Charging customers for unnecessary data caps;

- Charging customers a “modem fee” even when those customers own their own modems;
- Selling customers' location data to car salesmen, property managers, bail bondsmen and bounty hunters; and
- Charging an installation fee at homes that already have service installed; and
- Throttling a fire department's internet speeds during one of the largest fires in California history.

So it's no surprise that ISPs are consistently rated the worst companies in America, worse than airlines, banks and insurance companies.

The good news is that Californians are tired of this behavior and sent a clear message to legislators: Stop doing the ISPs' bidding. This time, the legislature listened, and we stopped an industry-sponsored bill that would have extended the deregulation of internet services permanently.

Now, the California Public Utilities Commission has regained its authority to enforce service quality standards, require that internet service functions during power outages, and ensure that every household has access to high-speed, robust, and affordable internet service.

California needs to hold ISPs accountable, because the Federal Communications Commission—the federal agency that is supposed to regulate them—is being run by a chairman bent on eliminating every consumer protection he can get his hands on.

With the California commission's authority restored, it can finally take actions critical to California's consumers.

■ Continued on page 11



Veterans Corner

4 Ways It Pays to Hire Veterans for Your Small Business

[Article was originally posted on <https://resources.careerbuilder.com/>]

Nearly 250,000 service members transition out of the military every year. Could one of them be your small business's next great hire? Providing job opportunities for veterans not only feels like the right thing to do (and earn you some nice tax credits), it's also a smart business move. Consider the qualities these candidates typically bring to the table:

Resourcefulness

Small business employees are often asked to do more with less. Service members are pros at this, as they are used to working with whatever resources they have out in the field to come up with viable solutions.

Grace under pressure

Adjusting to changes, evaluating circumstances, and making quick decisions are par for the course in military life. For these reasons, you can expect to see ex-military members remain calm and goal-focused (and help others at your small business do the same) when unexpected projects arise or when dealing with challenging clients.

Professionalism

Employers often report that veterans are among their most honest, dependable and productive employees. The work ethic these individuals developed in the military can translate easily to other environments.

Teamwork

Colleagues at small businesses depend on each other too much and work in too limited of quarters to not get along. In the military, operating as a cohesive unit means survival. The ability of veterans both to lead and to follow directions can improve dynamics at your small business.

How to Recruit Veterans

Because they aren't used to searching for civilian jobs, military veterans might not be using the same channels as other job seekers. One way to target your search and get in front of job-seeking military veterans (and their spouses) is to post your jobs where they are most likely to find them.

Sites like RallyPoint, one of the largest military-focused online networks in the world, and Military Times, one of the nation's trusted, independent sources for news and information for military members, have career pages devoted specifically to veterans trying to make the transition to the civilian workforce.

If you have any military veterans on staff, enlist their help, and ask them (and offer incentives) for referrals. Employee referrals are one of the top sources of hire, and often lead to the most successful hires.

SOURCE: <https://resources.careerbuilder.com/small-business/4-ways-it-pays-to-hire-veterans-for-your-small-business>

Editorial Staff
President & CEO:
Gerald W. Johnson
gwj@sbeinc.com

Managing Editor:
Valerie Voorhies
vvv@sbeinc.com

Production Manager:
Nabil Vo
nvo@sbeinc.com

Diversity Outreach Manager:
Rosalie Vivanco
rvivanco@sbeinc.com

Graphics Design:
Domingo Johnson
doming0@mac.com

Webmaster:
Umer Farooq
umer@octadyne.com

Writer:
Cheryl Hentz
cheryl.hentz@gmail.com

SBE Northeast Manager:
Leslie McMillan
lmcmillan@sbeinc.com

Contact Info:

Small Business Exchange, Inc.
795 Folsom Street, 1st Flr, Room 1124, San Francisco, CA 94107
Email: sbe@sbeinc.com • Website: www.sbeinc.com
Phone: (415) 778-6250, (800) 800-8534 • Fax: (415) 778-6255

CALIFORNIA CERTIFICATIONS

CDOT UCP DBE #5988 • CA DGS SBE #1789941

EDITORIAL POLICY—The Small Business Exchange is published weekly. Publication is extended by one day for weeks in which holiday occurs on a Monday.

Copyright © 2020 Small Business Exchange, Inc.

The Small Business Exchange is adjudicated as a newspaper of general circulation by the Superior Court of the City and County of San Francisco, State of California, under the date January 29, 1988.

Organized 1984.

NOTICE: SBE is not liable to any subscriber or any other user for any damages or any other costs incurred in connection with the utilization of, or any other reliance upon, any information contained in its newspapers. The information contained herein may be subject to typographical error in the transcribing and/or printing of its contents. Information contained in this publication is intended only as notification to its subscribers of available bidding and contracting opportunities. The SBE reserves all rights in connection with this publication and prohibits the duplication of the contents herein without the expressed written consent of the SBE. Subscription fees are nonrefundable.

ISSN 0892-5992



Access to Capital

Ready to Grow Your Business?

5 Tips for Getting One of the Best Small Business Loans

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

By Gerri Detweiler,

When it comes to small business lending, SBA loans are hot. In fact, in fiscal year 2019, the U.S. Small Business Administration (SBA) guaranteed over \$28 billion to entrepreneurs who otherwise would not have had access to capital to start, grow, or expand their small businesses. Business loan approval, in general, is the highest it's been post-recession.

SBA loans appeal to entrepreneurs because they tend to have longer payment terms and lower interest rates than many other types of business financing and loans. But, like any low-cost business loan, getting an SBA loan can seem overwhelming. Don't let it be.

"The biggest misconception is that there's a lot of paperwork, but this is just a regular business loan," says Bob Coleman, publisher of The Cole-

man Report, the leading SBA intelligence report for lenders. He adds, "The bank deals with the government, not the entrepreneur."

Here are five things you should know to help land one of these coveted loans.

1. Do your homework

The more you know about your financial situation (i.e., your credit history, credit scores, risk factors) as well as your industry and competition, the better positioned you will be to apply for—and get approved for—that SBA loan.

Kathryn Primm, DVM, CVPM is owner/veterinarian of Applebrook Animal Hospital, and she took out an SBA loan to remodel a residence and equip it as a functional animal clinic.

"I did a lot of demographics studies myself before even applying. I knew it was a low-risk loan because I know what a hard worker I am, and I know what a good veterinarian I am," she says. "The area was able to support a veterinary hospi-

tal, as well, according to my research."

Primm was able to pay off her loan in five years. "The SBA was like my 'behind the scenes' investor and I bought them out!" she says.

It's also helpful to understand how SBA loans work and familiarize yourself with basic requirements. A free guide to SBA loans is available from SCORE, a resource partner of the SBA. The SBA doesn't make loans—it guarantees them. Each lender must meet the SBA's minimum requirements, but beyond that a lender may have its own requirements as long as it doesn't discriminate on a prohibited basis.

2. Know how much you need

There are several different SBA loan programs, each with a specific focus. The 504 loan is for land, building, and renovations, for example, while Export Express loans help small businesses develop or expand their export markets with streamlined financing. The most popular, by far,

is the 7(a) loan program, which allows you to borrow up to \$5 million, with a 10-year repayment period (loans for equipment or real estate may be extended to 25 years).

Maximum SBA loan amounts

- **Up to \$5 million:** 7(a), CAPLines, Export Working Capital loans, International Trade loans, 504 loans.*
- **Up to \$2 million:** Disaster loans
- **Up to \$500,000:** Export Express loans
- **Up to \$350,000:** 7(a) loans and SBA Express loans
- **Up to \$250,000:** Community Advantage
- **Up to \$50,000:** Microloans

SOURCE: <https://www.allbusiness.com/best-small-business-loan-tips-126062-1.html>



California Sub-Bid Request Ads

nibbi

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. For specific questions regarding this project, please contact Anastasia Scorsone, Preconstruction Project Manager, anastasias@nibbi.com.



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**

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 and/or 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



California Sub-Bid Request Ads



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.rahala@aecom.com.



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, Pile 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

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

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,
(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,
(415) 677-0611.



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.mbda.org> / <http://www.epa.gov> /
<http://www.sba.gov> / 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.mbda.org> / <http://www.epa.gov> /
<http://www.sba.gov> / 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

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
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)E
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, HOT MIX ASPHALT (OGFC) 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 and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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



SYBLON REID General Engineering Contractors Providing Solutions to Difficult Projects

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

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



431 Payran Street, Petaluma, CA 94952
Phone: 707-835-2900 • Fax: 707-835-2994 CONTACT:
Kelsey Godfrey bid@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL STATE OF CALIFORNIA DGS CERTIFIED DVBE SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**TULE ELK PARK EARLY EDUCATION SCHOOL NEW CLASSROOM BUILDING
SAN FRANCISCO, CA
SFUSD Project #11904
BID DATE: March 24, 2020 @ 2:00pm
ESTIMATE: \$2,700,000**

Trades needed but not limited to: Earthwork, Site Utilities, Structural Concrete, Rebar, Site Concrete, Landscape, Rough Carpentry, Fiber Cement Siding, Structural Steel, Chain link Fence, Building Insulation, Roofing and Waterproofing, Sheetmetal Flashings and Trim, HMF, Wood Doors and Hardware, FRP Doors, Hardware Install, Aluminum Windows and Storefronts, Electrical, Architectural Woodwork, Drywall, Ceramic Tile, Acoustical Ceilings, Flooring, Epoxy Flooring, Painting, Plumbing, HVAC.

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.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S
COLLECTIVE BARGAINING AGREEMENTS
AN EQUAL OPPORTUNITY 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 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. 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



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

Success Stories

Street Churros Makes The Move From Food Truck To New Retail Location In Monterey Park

The SBDC Helps Local Entrepreneurs Bring Their Mobile Sweet Treats To The Masses

Brothers James and Danny Shin had no previous entrepreneur or restaurant experience. But that didn't stop them from opening their own Street Churros retail location earlier this month.

James was a news reporter with aspirations of owning his own business. Danny was a dental hygienist, natural-born chef and a huge foodie. Both feared working for others until retirement. So, they took a chance on their big dream together.

The brothers began their foray into the gourmet treat business when they purchased a Street Churros truck from the franchise in June 2018. Shortly after they began servicing a bevy of clients including the Criminal Minds television show set, anime conventions and professional sporting events. By the end of 2018, they knew the business was something special. The brothers, along with Danny's wife Julie, decided that her next step would be to open a physical retail location. And that's where the SBDC came in.

"We found retail space in a mall but we were feeling a lot of pressure from the owner and leasing agent to sign contracts that were asking way

too much. I had a strange feeling that we were about to be taken for a ride and that's when I reached out to the SBDC for help," Julie said. Julie contacted OCIE SBDC Network business consultant Craig Russom for help with the lease negotiations.

Craig brought in fellow SBDC consultant, Karie Armstrong, who is a lease contract specialist with over a decade of experience. "Karie and I were able to put together projections that showed how much it would cost for the business to operate within the proposed space. The landlord was asking them to pay for all these things like upgrading the electrical system and extra storage fees. The deal would have buried the business before it started. Luckily, they had the courage to walk away and look for a better location," Craig said. In the end, the Shins were able to find a better location and lease for Street Churros in the Atlantic Times Square shopping center anchored by an AMC movie theater in Monterey Park. "The SBDC helped us find a retail space that required much less expensive upgrades. We took over the previous tenant's existing lease and Craig and Karie helped us negotiate a much better deal than if he had gone it alone," Julie said.

Street Churros opened their Monterey Park location on July 6th just in time for summer. The sweet shop, selling churros, ice cream coffee, and fruit drinks have already received dozens of glowing Yelp reviews from happy customers. So far the most popular menu item is the Oreo churro. Although Julie admits that their Honey Nut and strawberry jam-filled churros are two of her personal favorites.

Craig says the key to success for would-be entrepreneurs is to seek help from groups like the SBDC as early on as possible. "The sooner people contact the SBDC, the sooner we can help them avoid pitfalls and uninformed decisions that can drown their fledgling business. We have over 100 consultants with expertise in all areas of running a small business. We're always here to help."

You can find out more about all Street Churros and their delicious menu at StreetChurros.com. And you can taste one of their delicious treats for yourself at their new retail location at 500 N Atlantic Blvd, Suite 121, Monterey Park, CA 91754.

SOURCE:
<https://ociesmallbusiness.org/street-churros/>



Market Rates Insights, San Anselmo

Background

Rick Barham established Market Rates Insight (MRI) in 1985 by to provide competitive rate information to financial institutions. MRI started as a one-person operation, but now employs 34 full-time employees in San Anselmo, California. Rate information, such as interest rates for loans and deposits, is very important to financial institutions because they directly impact business volume. In the early days of MRI, the competitive rate information was delivered to customers via direct-dial modem (very innovative for 1985) or by fax. Through the years this process was improved by leveraging the Internet, but the business model relied heavily on manual procedure and a fragmented product-delivery system.

Challenges

In the early 2000's, Barham felt that his growth rate was slipping, and that the competition was catching up with his early innovation and ideas. Barham noticed that potential clients were beginning to lean toward centralized or aggregated sources for information, and clients also wanted greater functionality and flexibility.

Actions Taken

In 2005, Rick enrolled in an NxLevelL for Entrepreneurs course offered by the Marin

SBDC in Marin County. The class helped Barham understand business planning, and gave him the confidence to step up to take on the development of a new strategic plan. Then Director of the Santa Rosa SBDC Lorraine DuVernay suggested that Barham counsel with a strategic planning specialist. The resulting strategic plan revealed that there were three areas where MRI needed to develop its competitive advantage: connectivity, interactivity, and speed. In addition, the strategic plan called for a three-stage development and implementation process: 1) market research and analysis; 2) product development; and 3) Web site development and implementation. Barham also contracted a web-development company to revamp his Web site, instructed his IT people to redesign some of MRI's products, and began developing a new sales and marketing campaign.

Results

Currently MRI is in stage three of implementing its strategic plan. The company is already experiencing a net gain of one FTE in sales capacity, and one PTE in a marketing capacity, an increase of 17.5 percent from the previous year

SOURCE: www.marinsbdc.org/story/387

J-Style at Home, Inc., Brisbane

BACKGROUND

Janina and Cristian Cabrera co-founded J Style at Home Inc. in 2006. The company is located in Brisbane, California and provides interior designing, full custom cabinets manufacturing, re-facing and installation of cabinets. They are renowned for creating the kitchens and baths of their clients' dreams.

CHALLENGES

Back in 2011, Cristian was looking for funding to expand his business and he contacted Working Solutions to apply for a microloan. At that time, Cristian was asked to present a marketing plan as part of his loan application and he was referred to the SBDC. Cristian thought that he would only receive help in marketing, but he was greatly surprised to learn that the SBDC had a comprehensive advising program for small businesses in growth mode.

ACTIONS

After an initial business assessment, the SBDC realized that J Style was not in the position to take a new loan and instead they started working on credit and financial management. The SBDC offered Cristian training in bookkeeping and financial analysis to better track business income and expenses and understand profitability. Next, Cristian received advising on business planning including market research with the SBDC, which Cristian started implementing with such a determination that his sales increased in 30% compared to 2010.

RESULTS

In 2012, Cristian continued implementing measurable marketing strategies and as a result, his client base expanded as well as his needs for working capital. A loan application was presented and approved at Working Solutions. Cristian obtained a business loan for \$45,000, funds he needed to expand his business.

"This organization has been pivotal in networking, education and coaching us to make the best of our business. They have a team of consultants with hands on experience as well as academic background in core areas such as accounting, finance, marketing, sales and business organization/planning. They have provided us with free business advice that we have put in place to develop a sound business plan and marketing/sales program. In addition, they offered a series of courses to learn and operate QuickBooks and Internet marketing and other related courses that I have personally attended and have been very useful for our business performance and profitability. The SBDC has impacted my life in a very positive way. I feel less stressful because I can count on a professional team to help me understand the technical challenges that come along with owning a business. It has been the go-to institution to channel my business in different options of funding and marketing strategies. I am now very proud to say that because of them we were able to get our business loan approved!"

SOURCE: www.svsbdc.org/story/536

Business Toolkit

How small businesses can use affiliate marketing in a profitable way

By Nicole D. Garrison,

In order to succeed, your small business needs a steady stream of sales. What makes that even more challenging is that you often have to achieve this with the smallest staff, or even entirely on your own. To grow, you'll need to build your customer base.

It is difficult to achieve this while still handling the operational aspects of your company. In fact, many businesses are simply unable to pull it off. Fortunately, you may be able to implement an affiliate marketing strategy to significantly improve your chances of success.

What is Affiliate Marketing and What Can It Do?

When businesses work with bloggers, publishers, and influencers to advertise their products in return for a commission per sale, that is affiliate marketing. In some cases, businesses work directly with the people or companies who will be marketing their products. In most cases, small business owners will go through an affiliate network. The affiliate network then handles all transactions, and as the affiliate advertiser, you simply register your business so that publishers may link to your products.

Affiliate marketing it's not complex. When someone clicks on a link to one of your products, are taken to a landing page on your site. If they choose to make a purchase, you get the sale, and the affiliate marketer earns a small commission. Affiliate marketing has quickly become a multi-billion-dollar industry.

Why is This a Preferred Strategy for Small Business?

Jeff Willis is a marketing strategist at Studicus. He says, "Affiliate marketing is certainly not the

only option you have. You can use an in-house sale staff, but that requires paying wages and benefits that you may not be ready to. You can also use paid advertising. Unfortunately, with that, you pay for clicks not sales. With affiliate marketing, you only pay for sales. That means marketers are very motivated to get their audiences excited about your product."

Now, some strategies on that using affiliate marketing to boost sales, and increase your brand reach.

Use Affiliate Marketing to Build Trust and Credibility

When you have affiliates endorsing your products in recommending them for their followers, you earn a sort of social proof. Today, that can be a major factor in your success. Millennials and members of Gen Z tend to trust reviews and recommendations much more than advertisements. A good marketing strategy will combine trust-building, a social media marketing strategy, and other efforts to boost awareness and credibility.

Because so many affiliates incorporate affiliate links into their content by writing about their own experiences, this is a great way to earn organic support for your products. Also, affiliates have skin in the game and are motivated to be positive about their experiences.

Use Affiliate Marketing to Draw Attention to Low Sale Products

Not every product you put out there is going to be an immediate and popular seller. These products are often wonderful. They simply need to find the right audience. If you have a niche product with slow sales, this could be perfect for the right affiliate marketer. The same is true for

higher-priced items that simply don't move as often as others.

If you have items that fit these criteria, reach out to your affiliates. Consider offering higher payouts to bloggers and influencers who can move these goods.

Create High Converting Landing Pages

Of course, an affiliate sales strategy isn't only about reaching out to the best affiliates to sell your products. There's work for you to do here as well. You'll need to create landing pages that provide potential customers with that final push to convert.

To do this, be certain that your landing page builds customer trust, further explains any benefits of converting, and provides customers with a clear visual and description of your product. To help ensure that your landing page content is spot on use tools like Grammarly, BestEssay, Education, Canva, or Grab My Essay.

Reaching Out to More Affiliates Helps You Leverage User-Generated Content

Even though Affiliate promoters are given quite a bit of leeway in how they promote your products, most choose to do it natively through their blog posts and other content. If you connect with enough affiliate marketers, it's like you've gained access to volumes of user-generated content, all written in praise of your products.

Now, imagine that 10 affiliates select your products, and each of those has 10K followers. That's 100K potentially new customers learning about your company, and what you have to offer. Even better, they're learning from someone they trust. That's a lot of impressions, and you pay for none of them until they make a purchase.

Show Your Affiliates That You Value Them

As you might expect, the affiliates who bring you the most customers will expect to be compensated for that. Around 10% is fairly common. But, many of the best will seek out more. You won't keep your bestsellers around if you don't pay them for their ability to bring you customers. Consider adding a bonus, or implementing some other program that allows you to provide additional pay for marketers who are able to exceed a predetermined threshold each month. Remember that these are the folks who work to get customers to fall in love with your business.

Final Thoughts

More small businesses are considering affiliate marketing for good reason. This strategy allows you to harness the power of capable salespeople and user-generated content, even when your staff is minimal. The key to success here is building mutually agreeable relationships with your affiliates, choosing the right products to promote, and doing your part to encourage customers to convert.

Author Bio: Nicole D. Garrison is a writer and content strategist at TrustMyPaper. In addition to this, she has also been a contributor at several sites listed in the best online essay writing services review. She is an experienced writer who is dedicated to the practice of quality research. When she has free time, Nicole enjoys distance running, and is a backyard beekeeper. In addition to this, she runs her own blog, LiveInspiredMagazine.

High-Speed Rail Authority Issues Draft 2020 Business Plan for Public Review and Comment

Continued from page 1

- Environmentally clear all segments of the Phase 1 system between San Francisco and Los Angeles/Anaheim in the next 18-24 months;
- Complete the "bookend" projects we have committed funding to in Los Angeles and the Bay Area—projects valued at more than \$3 billion;
- Pursue additional funding opportunities to prospectively "close the gaps" and expand electrified high-speed rail service to the Bay Area and Los Angeles/Anaheim.

The Authority is proposing to use the funds available through 2030, projected to range from \$20.6 billion to \$23.3 billion, to:

- Deliver the Merced-Fresno-Bakersfield line
- Environmentally clear the full 520-mile Phase 1 system
- Complete the bookend investments in Northern and Southern California with its regional partners
- From July 2006 to June 2019, investment of \$5.7 billion in planning and building, resulting in \$8.1 to \$9.2 billion in economic output.
- 36 active or completed construction sites in the Central Valley, which is an increase of 17 over the past year.

In the Business Plan, the Authority has also included some notable achievements since the last business plan:

- More than 3,500 construction workers have been dispatched to work on the high-speed rail program in the Central Valley since the start of construction.
- There are currently over 500 small businesses that have worked with high-speed rail, illustrating the Authority's commitment to have 30 percent of the project done by small business.

With the release of today's draft business plan, the Authority is now seeking input as part of a 60-day public comment period that starts February 12 and closes April 12. The Authority is providing the following options for submitting comments:

- Online comment form through the Draft 2018 Business Plan website at: https://www.hsr.ca.gov/about/business_plans/business_plan_2020_comment_form.aspx

By email at: DraftBP2020@hsr.ca.gov

U.S. mail to the Authority:

California High-Speed Rail Authority
Attn: Draft 2020 Business Plan
770 L Street, Suite 620 MS-1
Sacramento, CA 95814

Voicemail comment at: (916) 384-9516

Provide public comment at a Board of Directors Meeting being held on February 18 in Sacramento and March 17 in Los Angeles.

SOURCE:

https://hsr.ca.gov/communication/news_room/news_releases/?id=34



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: QUINN HANCE
Website: 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:

**PLEASANT HILL ROAD IMPROVEMENT PROJECT
(GREGORY LANE TO TAYLOR BOULEVARD)**
Project No. 01-20,
Federal Project No. STPL-5375(034)
Disadvantaged Business Enterprise Goal
Assigned is 8%

OWNER: CITY OF PLEASANT HILL
100 Gregory Lane, Pleasant Hill, CA 94523
BID DATE: MARCH 18, 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:

ADJUST IRON, COLD PLANE, MISCELLANEOUS IRON AND STEEL FRAME COVER AND GRATE, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TESTING, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL 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 and password is f7pa55wd) or from the Owner's site at <http://www.ci.pleasant-hill.ca.us/363/Projects-Under-Bid>

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

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

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVALING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action 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 East Bay Municipal Utility District, MWWTP Hypochlorite Piping Replacement Phase 2 and LOX Storage Tanks Improvements Project in Oakland, CA.

<http://www.dgs.ca.gov>
<http://www.dot.ca.gov>
<http://www.acgov.org/auditor/sleb>
<http://sf-hrc.org>
<http://www.portofoakland.com/srd>

Subcontractors and Suppliers
for the following project:

**MWWTP Hypochlorite Piping Replacement
Phase 2 Project**
Specification No. SD-390

Owner: East Bay Municipal Utility District
Bid Date: March 18, 2020 @ 1:30 P.M.

Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Disabled Veteran Business Enterprise (DVBE) and all other small/local business enterprises wanted for the following scopes, including, but not limited to:

Aggregates, Abatement, Concrete Supply, Concrete Reinforcing, Cast in Place Concrete, Cranes, Demolition, Equipment, Electrical, Grouting, Joint Sealants, Metals, Openings, Painting & Coatings, Piping & Valves, Pumps, PVC Liner Repair, Trucking & Hauling, Signage, Structural Steel, Steel Decking, Street Sweeping, Welding and Water Truck.

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 DBE, MBE, SBE, DVBE and all other small/local business enterprise 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 and Quotes
NO LATER THAN March 17, 2020 at 5 P.M.**

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/north-ern-california/overview.aspx> to register your company to be able to receive bidding information, Plans and Specifications.

East Bay Municipal Utility District's Contract Equity Program applies.

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

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



777 South Figueroa St. Los Angeles, CA 90017
Tel: (562) 567-2549 • Fax: (562) 946-3823
Contact: Tanya Stukes
Email: SanFernandoGR.Bids@kiewit.com
Visit: <https://www.kiewit.com/sfgrp>

SAN FERNANDO GROUNDWATER REMEDIATION PROJECT
Owner: Los Angeles Department of Water and Power (LADWP)
Progressive Design Builder: Kiewit Infrastructure West Co.
Anticipated Requests for Proposal (RFP) Release Date: March 3, 2020
Proposal/Quote Deadlines will be posted in BuildingConnected by bid package.

Seeking qualified firms (including SBEs, DVBEs, DBEs, 8(a)s, SLBs, EBEs, SBs, MBs, SMBEs, SWBEs, WOSBs, EDWOSBs) to provide a **notice of interest** to receive a bid/RFP package or provide a quote in their respective areas of work or specialty.

SUBCONTRACTOR & VENDOR OPPORTUNITIES

Kiewit may be requesting quotes for various areas of work listed in, but not limited to, the scope/supplier categories:

Aggregates	Inspection & Testing Services	Shoring Design
Concrete Wash Out	Janitorial Services	SWPPP Plan
Construction Cameras	Job-Site Security	Temp Fencing
Demolition	M.O.T Permitting/Design	Temp Utilities
Electrical Substructure/Ductbank	Manholes (pre-cast)	Underground Pipe
Environmental Monitoring & Testing	Office Trailers	Waste Management
Fuel Storage/Delivery	Peroxide Tanks	Water Truck/Street Sweeping
Ice/Water Services	Pre-Construction Video/CCTV	
	Sewer Lift Stations (pre-cast)	

Respond with interest at: <http://survey.constantcontact.com/survey/a07egy5fa4hk7b1rs1j/start> to receive an invitation to bid via BuildingConnected.

This is a Public Works Project subject to prevailing wage rates and a Project Labor Agreement.

For information or questions on the contract requirements, availability of plans and specs and licensing, bonding, insurance, etc., please contact our office.

"Kiewit is an Equal Opportunity Employer. Employment decisions are made without regard to race, color, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability, protected veteran status or other characteristics protected by law."



FIND
Subcontractors, Vendors,
and Suppliers



REACH
Diverse Audiences of Various
Ethnicity, Race, & Gender



ADVERTISE
Sub-Bid Request Ad
Public Legal Notices
Job Listings

SBE Newspaper boasts a weekly readership of **75,000**
SBE Delivers competent, competitive, and certified subcontractors,
vendors, and suppliers
Contact us at 800-800-8534 or sbe@sbeinc.com

How to Manage Risk with Controllable Costs in Construction

Continued from page 1

Avoid Delays

It may sound impossible to accomplish, but avoiding delays can save construction companies from extra costs by keeping the project schedule on track. Weather, electrical hold-ups, client demands and other factors can all cause delays.

However, project managers can avoid suspended work caused by controllable circumstances like running out of materials or workers getting injured.

Proper training, enforcing standards, conducting inventories and communicating effectively can all help a team work more efficiently and avoid delays, helping to save thousands in the long run.

Prepare for Contingencies

Undoubtedly, construction plans will go awry, even if managers and workers take precautions and attempt to control costs. Therefore, it's crucial to have contingency plans in place before delays, injuries or other mishaps occur.

Having a set of risk management procedures can prevent having to pay premiums if something

goes wrong at the last minute. Plus, budgeting some extra time and money into project plans allows for some cushion, minimizing stress and controlling costs, even when risks become a reality.

Regularly Update Cost Plans to Manage Risks

During a project, costs will inevitably change and vary with time. The market price of materials will fluctuate, worker pay may increase or decrease and uncontrollable risks like the weather may all affect the budget. Thus, project managers must take care to re-evaluate costs regularly,

determine how to balance out rising expenses and still make a profit.

While this may take extra time, documentation and analysis, updating cost plans will help a site better manage risks and control its costs throughout any project.

SOURCE:

<https://www.constructconnect.com/blog/how-to-manage-risk-with-controllable-costs-in-construction>

Public Legal Notices



GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING PROPOSALS

The Golden Gate Bridge, Highway and Transportation District (District) seeks proposals for **RFP No. 2020-D-014**, Third Party Administrator for Public Liability, Fleet Claims Investigation, and Adjustment Services. Interested Proposers must submit proposals by way of upload to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com> by **Monday, March 30, 2020, at 4:00 p.m., PT.**

Requests for modifications or clarifications of any requirement must be submitted in writing by Monday, March 16, 2020, at 4:00 p.m., PT.

The RFP Documents are available for download on the District's Procurement Portal. In order to download and respond to posted solicitations, Proposers will need to register. Once registered, to download the documents:

- 1) Go to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com>.
- 2) Under "Action" column of "Open Public Opportunities" page, click on "View Opportunity" next to desired Project.
- 3) Scroll down to "Supporting Documentation" section to download documents.

For general questions regarding this RFP, please contact **Johnathan Lucas, Senior Buyer**, at (415) 923-2091.

/s/ Aida S. Caputo, Contracts Officer
 Dated: 2/26/20
 3/5/20
 CNS-3347835#
 SMALL BUSINESS EXCHANGE



GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

NOTICE INVITING PROPOSALS

The Golden Gate Bridge, Highway and Transportation District (District) seeks proposals for **RFP No. 2020-D-015**, On-Call Temporary Staffing Services. Interested Proposers must submit proposals by way of upload to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com> by **Monday, April 6, 2020, at 4:00 p.m., PT.**

Requests for modifications or clarifications of any requirement must be submitted in writing by Monday, March 16, 2020, at 4:00 p.m., PT.

The RFP Documents are available for download on the District's Procurement Portal. In order to download and respond to posted solicitations, Proposers will need to register. Once registered, to download the documents:

- 1) Go to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com>.
- 2) Under "Action" column of "Open Public Opportunities" page, click on "View Opportunity" next to desired Project.
- 3) Scroll down to "Supporting Documentation" section to download documents.

For general questions regarding this RFP, please contact **Johnathan Lucas, Senior Buyer**, at 415-923-2091.

/s/ Aida S. Caputo, Contracts Officer
 3/5/20
 CNS-3348465#
 SMALL BUSINESS EXCHANGE

March Outreach 2020

Child support matters can be complicated, stressful, and confusing. The Department of Child Support Services helps parents understand the process so they know their rights and options for making and receiving support payments. Call us today at (866) 901-3212 or visit our office at 617 Mission Street to learn how we can help. Information is also available online at www.sfgov.org/dcss. **GET FREE, TRUSTED HELP WITH YOUR CITIZENSHIP APPLICATION!**

The San Francisco Pathways to Citizenship Initiative provides free legal help from community immigration service providers at free workshops. Resources for the citizenship application fee are available onsite. Learn more at sfcitizenship.org
 When: Saturday, March 14, 2020. Registration open from 9:30 am - 12:30 pm. No appointment needed!
 Where: City College of San Francisco, Cafeteria, 50 Frida Kahlo Way, San Francisco, CA 94112

APPLY TO BECOME A CENSUS TAKER!
 Every 10 years, the U.S. Census Bureau is responsible for conducting the nationwide census. The Census Bureau is recruiting to fill important temporary positions with great pay (\$30/hour) and flexible hours for Spring-Summer 2020. Be a Census Taker and make a difference in your community! Apply online NOW at 2020census.gov/jobs.

Make a Difference, Become a Literacy Volunteer
 Half of San Francisco's 3rd and 4th graders are not reading at grade level. By volunteering to tutor through the Library's award-winning FOG Readers program, you can help students in grades 1-4 increase their confidence and gain half a grade level within the first three months. Currently, there are more than 300 children waiting for a volunteer to help change their lives. For more information, visit sfl.org/fof. To get started, email readers@sfl.org.

The San Francisco Police Department offers qualified applicants the opportunity to make a positive difference in citizens' daily lives and keep our community safe. We encourage you to apply today to see how you can become one of San Francisco's Finest. To learn more, contact our Recruitment Unit at (415) 837-7270 or JoinSFPD@sfgov.org. For more information, visit SFPDCareers.com.

Join San Francisco International Airport's expanding, world-class team. Airlines, shops, restaurants and other organizations operating at SFO now hiring 800+ professionals in security, airline customer service, food & retail, and baggage/cargo positions. Entry-level careers starting at \$17.66/hour, the sky's the limit for advancement opportunities—come fly with us! Visit www.flysfo.com/careers to learn more.

Sunshine Ordinance Task Force
 The Task Force advises the Board of Supervisors and provides information to City departments on appropriate ways in which to implement the Sunshine Ordinance; to ensure that deliberations of commissions, boards, councils and other agencies of the City and County are conducted before the people and that City operations are open to the people's review.

Visit <https://sfbos.org/sunshine-ordinance-task-force> for upcoming term expirations or vacancies.
 The City and County of San Francisco encourage public outreach. Articles are translated into several languages to provide better public access. The newspaper makes every effort to translate the articles of general interest correctly. No liability is assumed by the City and County of San Francisco or the newspapers for errors and omissions.

CNS-3344577#



DIVERSITY OUTREACH

- Advertise
- ITB to Targeted (NAIC/SIC/UNSPSC) Certified Business
- Telephone Follow-up (Live)
- Agency/Organization Letters
- Computer Generated Dated/ Timed Documentation
- Customized Reports Available

Download OUTREACH ORDER FORM:
www.sbeinc.com/services/diversity_outreach.cfm

OAKLAND UNIFIED SCHOOL DISTRICT

NOTICE TO BIDDERS

Notice is hereby given that the Oakland Unified School District (hereinafter referred to as "Owner") will receive sealed bids prior to the date and time stated for the Bid Opening for the award of a contract to construct the:

Sankofa Academy Portable Classroom Project
581 61st Street, Oakland, California 94609
Project No. 19141

Project consists of:

Scope includes selective demolition and saw cutting, trenching, underground utilities and hookups, domestic cold water, sanitary sewer, fire alarm system, intrusion alarm system, electrical system, data network system, low voltage systems, plumbing, exterior painting, restroom accessories, signage, chain link fencing, asphalt paving & parking lot striping.

Owner's portable manufacturer/vendor will deliver and assemble three (24'x40') portable classroom buildings with restrooms and prefabricated ramps (NIC).

Engineer's Estimate: **\$300,000.00**

Project Manager for this project is **Mary Ledezma**, who can be reached at **(510) 535-7055**.

This Contract IS subject to prequalification pursuant to Public Contract Code section 20111.6.

The Prequalification package can be found by going to the OUSD home page: ousd.org > Offices and Programs > Facilities Planning & Management Department > For Contractors and Developers > Bids and Requests for Proposals > Packages are towards the Bottom of page.

This Contract is subject to the District's Project Labor Agreement

The full version of OUSD's latest Project Labor Agreement can be found by going to the OUSD home page: ousd.org > Offices and Programs > Facilities Planning & Management Department > For Contractors and Developers > Bids and Requests for Proposals > Bid Information > 2016 PLA – Project Labor Agreement.

Public works projects shall be subject to compliance monitoring and enforcement by the Department of Industrial Relations. For all projects over Twenty-Five Thousand Dollars (\$25,000), a contractor or subcontractor shall not be qualified to submit a bid or to be listed in a bid proposal subject to the requirements of Public Contract Code section 4104 unless currently registered and qualified under Labor Code section 1725.5 to perform public work as defined by Division 2, Part 7, Chapter 1 (§§1720 et seq.) of the Labor Code. For all projects over Twenty-Five Thousand Dollars (\$25,000), a contractor or subcontractor shall not be qualified to enter into, or engage in the performance of, any contract of public work (as defined by Division 2, Part 7, Chapter 1 (§§1720 et seq.) of the Labor Code) unless currently registered and qualified under Labor Code section 1725.5 to perform public work and proof of registration is provided.

1. Contract Documents will be available on or after **Monday, March 9, 2020**, for review at **East Bay Blue Print, located at 1745 14th Avenue, Oakland, CA 94606**. All requests should be addressed Attention: Sandy Petty. Plans can be ordered by:

Ph: 510-261-2990 Fax: 510-261-6077
 Email: ebbp@eastbayblueprint.com,

Attn: Sandy. Online using the Plan Command System at www.eastbayblueprint.com or plans can be delivered to a place of business, at re-

quester's own expense. Payment for plan sets must be made with East Bay Blue Print and are **NON-REFUNDABLE**

In addition, Contract Documents are available for bidders' review at the following builders' exchanges:

- Builder's Exchange of Alameda County
- McGraw Hill Construction Data
- San Francisco Builder's Exchange
- Reed Construction Market Data
- Contra Costa Builder's Exchange
- Marin Builder's Exchange

The Contract Time shall be **Sixty (60)** calendar days, and liquidated damages for delay shall accrue. See Article III of the Agreement for details.

Bids must be sealed and filed in the Business Office of the Owner at:

Front Desk
Facilities Planning & Management
955 High Street, Oakland, CA 94601

on **Thursday, April 2, 2020 until 2:00 p.m.** on the clock designated by the Owner or its representative as the bid clock, after which time the bids shall be opened. No bid will be accepted by the Owner after this time. Facsimile (FAX) copies of the bid will not be accepted.

Mandatory pre-bid site visit will be held on **Thursday, March 19, 2020 at 2:00 p.m.** located at: **Front Entrance of Sankofa Site**. Bidders not attending the **site visit** will be disqualified.

Bids must be accompanied by a bidder's bond, cashier's check, or certified check for at least ten percent (10%) of the amount of the base bid and made payable to the Owner, as detailed in the Contract Documents.

Pursuant to the Contract Documents, the successful bidder will be required to furnish a Payment (Labor and Material) Bond in the amount of one hundred percent (100%) of the Contract Sum, and a Faithful Performance Bond in the amount of one hundred percent (100%) of the Contract Sum.

The successful bidder will be allowed to substitute securities or establish an escrow in lieu of retainage, pursuant to Public Contract Code Section 22300, and as described in the Agreement Between Owner and Contractor and General Conditions.

The Owner will not consider or accept any bids from contractors who are not licensed to do business in the State of California, in accordance with the California Public Contract Code, providing for the licensing of contractors. In accordance with Section 3300 of said Code, the bidder shall have a **Class B- General Building and/or A-General Engineering Contractor License** and shall maintain that license in good standing through Completion of the Contract and all applicable warranty periods. For all projects over Twenty-Five Thousand Dollar (\$25,000), the bidder shall state the public works contractor registration number on the Designation of Subcontractors form for each subcontractor performing more than one-half of one percent (0.5%) of the bidder's total bid.

The Director of Industrial Relations of the State of California, in the manner provided by law, has ascertained the general prevailing rate of per diem wages and rate for legal holidays and overtime work. The Contractor must pay for any labor therein described or classified in an amount not less than the rates specified. Copies of the required rates are on file at the Owner's business office and are available on request.

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-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-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

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-0390041-00

Fictitious Business Name(s):
Evolved Life Coaching
Address
150 Putnam Street, San Francisco, CA 94110
Full Name of Registrant #1
Sarah Chan
Address of Registrant #1
150 Putnam 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 **02-24-2020**

Signed: **Sarah Chan**

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

03/05/20 + 03/12/20 + 03/19/20 + 03/26/20

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-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-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-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-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 Statements

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0390040-00

Fictitious Business Name(s):
KNITWARE
Address
1942 15th Apt #1, San Francisco, CA 94114
Full Name of Registrant #1
Ben Ward
Address of Registrant #1
1942 15th Apt #1, 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 **Not Applicable**
Signed: **Ben Ward**

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: **Mariedyne L. Argente**
Deputy County Clerk
02/26/2020

03/05/20 + 03/12/20 + 03/19/20 + 03/26/20

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-0390162-00

Fictitious Business Name(s):
Mind Matters San Francisco
Address
721 Monterey Blvd, San Francisco, CA 94127
Full Name of Registrant #1
Rebecca MurrayMetzger Psychologist Inc. (CA)
Address of Registrant #1
721 Monterey Blvd, San Francisco, CA 94127

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: **Rebecca MurrayMetzger**

This statement was filed with the County Clerk of San Francisco County on **03-04-2020**

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

Filed: **Fallon Lim**
Deputy County Clerk
03/04/2020

03/05/20 + 03/12/20 + 03/19/20 + 03/26/20

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-0390114-00

Fictitious Business Name(s):
Goosehead Insurance-Swaney Agency
Address
722 Lombard Street, Suite 203, San Francisco, CA 94133
Full Name of Registrant #1
Harwood Capital Inc. (CA)
Address of Registrant #1
6161 Harwood Avenue, Oakland, CA 94618

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-02-2020**
Signed: **Thomas Swaney, President**

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

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
02/02/2020

03/05/20 + 03/12/20 + 03/19/20 + 03/26/20

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0390084-00

Fictitious Business Name(s):
KARKIAINEN & ASSOCIATES, INC
Address
50 Francisco Street #210, San Francisco, CA 94133
Full Name of Registrant #1
Karkiainen & Assoc, Inc. (CA)
Address of Registrant #1
60 Cragmont Ave, San Francisco, CA 94116

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02-10-2009**
Signed: **Aini Karkiainen, President**

This statement was filed with the County Clerk of San Francisco County on **02-28-2020**

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
02/28/2020

03/05/20 + 03/12/20 + 03/19/20 + 03/26/20

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0390058-00

Fictitious Business Name(s):
JG Roofing
Address
2903 San Bruno Avenue, San Francisco, CA 94134
Full Name of Registrant #1
Jose Reyes Gutierrez Moreno
Address of Registrant #1
2903 San Bruno Avenue, San Francisco, CA 94134

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02-27-2020**
Signed: **Jose Reyes Gutierrez Moreno**

This statement was filed with the County Clerk of San Francisco County on **02-27-2020**

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
02/27/2020

03/05/20 + 03/12/20 + 03/19/20 + 03/26/20

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

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME
CASE NO. CNC 20-555686

PETITIONER OR ATTORNEY
Rebecca Rose Louis Rodriguez and Erik Diondre Johnson
180 Louisburg Street
San Francisco, CA 94112

TO ALL INTERESTED PERSONS:
Rebecca Rose Louis Rodriguez and Erik Diondre Johnson
for a decree changing names as follows:

Liana Maria Rose Rescino-Rodriguez
changed to
Liyana Shirley Maria Ann Johnson

2. THE COURT ORDERS that all persons interested in this matter shall appear before this court at the hearing indicated below to show cause, if any, why the petition for change of name should not be granted.

NOTICE OF HEARING
Date: **April 14, 2020** Time: **9:00 AM**
Dept: **103** Room: **103**

3. A copy of this Order to Show Cause shall be published in Small Business Exchange, at least once each week for four successive weeks prior to the date set for hearing on the petition in the Small Business Exchange newspaper of general circulation, printed in this county.

SUPERIOR COURT OF CALIFORNIA, COUNTY OF SAN FRANCISCO
400 MCALLISTER STREET
SAN FRANCISCO, CA 94102

ANGELICA SUNGA, Clerk
DATED - March 3, 2020

03/05/20 + 03/12/20 + 03/19/20 + 03/26/20

California regains its power to regulate internet service providers

Continued from page 2

For years, providers have refused to provide detailed pricing data to the commission. Now, the commission has the power to force them to do so and to protect consumers from being gouged.

Similarly, the commission can enforce California's new law on net neutrality, which is the principle that Internet service providers should enable access to all content and applications regardless of the source, and without favoring or blocking particular products or websites.

Maybe most urgently, the California Public Utilities Commission can address how the companies ensure that internet services, including internet-based phone services, work during natural disasters.

While broadband providers claimed that they were prepared for Pacific Gas & Electric's recent northern California power shutoffs, those claims were wrong.

Visit this link for the full article:

<https://greenlining.org/press/opinion-columns/2020/california-regains-its-power-to-regulate-internet-service-providers-heres-why-thats-good-news-for-consumers/>



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: JIM YACKLEY
Website: 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:

ELK GROVE-FLORIN ROAD BRIDGE AND WIDENING PROJECT
Contract No. 4417,
Federal Aid Project No. BRLS 5924(142)
Disadvantaged Business Enterprise Goal Assigned is 16%

OWNER:
COUNTY OF SACRAMENTO
9660 Ecology Lane, Sacramento, CA 95827
BID DATE: MARCH 19, 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, ADJUST IRON, BRIDGE, BRIDGE REMOVAL, ELECTRICAL, FENCING, HYDROSEEDING, IRRIGATION, LANDSCAPING, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, ROADWAY EXCAVATION, SLURRY SEAL, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) 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](http://www.saccounty-bids.net)) or from the Owner's site at <http://www.saccounty-bids.net>

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

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

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

INVITATION TO BID
Request for Quotes from Certified DBE Subcontractors and Suppliers
Project: Route 57/60 Separation
Contract No. 07-304504
Owner: Department of Transportation (CALTRANS)
REVISED BID SUBMITTAL DATE:
April 28, 2020 at 2:00 PM
Federal-Aid Project ACHSNH-P057 (069) E

Request for quotes from Certified DBE's Subcontractors and Suppliers for the following, but not limited to scopes of work: Aggregate Supply, Asphalt Dike, Asphalt Paving, CIDH Pile, Clear and Grub, Cold Plane AC, Concrete Barrier, Concrete Supply, Construction Area Signs, Drill and Bond Dowel, Electrical, Fencing, Grind Existing Pavement, Guardrail, Hydroseeding, Landscape and Irrigation, Minor Concrete, Misc. Iron and Steel Supply, Misc. Metals Supply, Overhead Signs, PCC Material Supply, Pipe Supply, Pre/Post Construction Survey, QC Testing, Railing, Reinforcing Steel, Ready Mix Concrete Supply, Roadside Signs, Rock Slope Protection, Saw and Seal PCC, Street Sweeping, Striping, Surveys, Underground.

PLEASE SUBMIT QUOTES BY FAX TO
(760) 471-4860 OR
EMAIL TO SoCalBids@FlatironCorp.com

Plans and specifications are available, at no cost from Caltrans website: <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/specs-ntb.php?c=07-304504> (Registration Required). Additionally, plans and specifications are available at Flatiron's San Diego, CA and Chino Hills, CA offices. Please call to make an appointment to view plans and specifications.

This project has a 18% DBE Goal. In addition to request for participation from Certified DBE subcontractors and suppliers, Flatiron requests non-DBE subcontractors to provide lower-tier DBE subcontractor and/or supplier participation. Bidders are required to indicate lower-tier DBE participation, as it will be evaluated as part of their quote.

Flatiron analyzes and considers each DBE quote, including those that are broken down into economically feasible units to facilitate bidding. Assistance in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request. Additionally, please contact us if you require technical assistance.

Quotations must be valid for same duration as specified by Owner for contract award.

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

Bond Requirements: Notwithstanding any contrary language in a bid to Flatiron or any prior course of dealing between Flatiron and a bidder, and unless waived in writing by Flatiron, Flatiron reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Flatiron in the amount of 100 percent of the bid to Flatiron. Flatiron will reimburse the bond premium at actual cost not to exceed 3%. The surety on the bonds must be a California admitted surety. **WE ARE AN EQUAL OPPORTUNITY EMPLOYER.**

Flatiron West, Inc.
16470 W. Bernardo Drive, San Diego, CA 92127
Phone (760) 916-9100 / FAX (760) 471-4860
Email: SoCalBids@flatironcorp.com
Point of Contact: Veronica Garcia, Estimating Admin.



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 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 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

DO YOU KNOW ABOUT THE 3-FOR-1 AD OFFER IN THE SMALL BUSINESS EXCHANGE?

SBE increases the value of a single ad ... by 3!

We will make it worth your while using our value-added services!

3 ADS FOR ONE PRICE

- 1 paid in the SBE weekly newspaper and you receive
- 1 in the Friday daily e-Newsletter
- 1 on the website (running until bid date).

(Proof of Publication will be included for all)

3 for 1

Email ad copy to Nabil Vo at nvo@sbeinc.com

SBE IS CERTIFIED BY:

- California DGS

- California UCP

- New York UCP

- New Orleans RTA (Louisiana UCP)

Adjudicated newspaper of general circulation in the City and County of San Francisco (Gov. C. 6023)
Outreach periodical contract with the San Francisco OCA (Resolution No. 26 7-17)

Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the **Small Business Exchange.**

With a monthly readership of 75,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.

Call 1-800-800-8534
or visit us at www.sbeinc.com

