

# SMALL BUSINESS EXCHANGE

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March 12, 2020

## 5 Ways to Reduce Costly Rework on Construction Projects



Designed by pressfoto / Freepik

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

By Kendall Jones,

Nobody likes to complete a task only to find out it wasn't done correctly, forcing them to spend time and money doing it all over again. Hopefully, getting it right the second time around. For construction managers and project managers, rework means reduced productivity and profitability.

In addition to killing the schedule and budget on a project, rework can lead to low morale on the jobsite, breach of contract, warranty claims, and legal consequences. In the long run, constantly having to perform rework on your construction projects can seriously harm your company's reputation and negatively impact future business prospects.

Common causes of rework include poor quality and craftsmanship, incomplete design, design errors, inadequate communication and collaboration, scheduling issues, unknown site conditions, poor material selection, and insufficient supervision and leadership. The good news is that with careful planning, collaboration, and supervision,

issues causing rework can be caught early or entirely avoided so that it doesn't have a serious impact on your budget or schedule.

### Constructability Review

A constructability review is a process used to determine how buildable a construction project is based on the plans, specifications, and site conditions. The goal of a constructability review is to determine how easily and efficiently a project can be built by applying real-world construction knowledge to the design documents.

Constructability reviews require an in-depth review of the plans and specs and should be easy to understand and interpret. Any ambiguity, missing items, or contradictions in the plans should be addressed. Geotechnical reports and site conditions should be carefully reviewed to avoid any surprises down the road. Pay close attention to foundation elements, structural components, and building materials and components specified.

Building Information Modeling (BIM) and Virtual design and construction (VDC) software

Continued on page 9

## An invitation to mentor. These California women do

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

By Jennifer Haley, Special to CalMatters,

A new decade has begun, and I, like many of you, am seizing the opportunity to make a few aspirational resolutions.

Mine tend to be inwardly focused – prioritizing health and family while striving for balance and growth, and, like every year, meal planning. Working toward and achieving your goals is inspirational and sometimes demoralizing (see: meal planning), but every setback is an opportunity to grow.

I'm going to challenge myself and all of you to make one more resolution in 2020: Commit to be a mentor. Resolve to help others.

My mother, Susan Delpit, has always been a force of positive energy, showing by example how kindness can lift up and better the lives of anyone in your path (even in the elevator).

She was a mentor for our family, teaching us the importance of hard work and inspiring us to believe in ourselves and compete. The result: her three daughters all earned scholarships to play Division I college athletics.

California is a state that champions opportunity for women. Women lead in our Legislature and drive some of our most important businesses and civic organizations. The nation looks to us as a key trendsetter, so let's make 2020 California's year of women who lead boldly and pave the way for future generations.

I want to acknowledge some women I admire and who represent some of California's best mentors. Directly and indirectly, their example makes me a better leader and drives me to match their energy and contribution to our state:

**Jennifer Seibel Newsom:** California's first partner hit the ground running with her announcement of a new nonprofit called the California Partners Project to expand her work uplifting women and children across the state, and which will take on gender equity in corporate America as one of its initial priorities. A Stanford-educated entrepreneur, she harnessed the power of filmmaking to drive for equality. As a government leader, Seibel Newsom is championing Equal Pay California to close the gender pay gap.

**Sen. Melissa Hurtado:** To me, Sen. Hurtado, a Democrat from Sanger, personifies the California Dream. She is the daughter of immigrants and the first in her family to graduate from college, Sacramento State.(Stingers Up!). At 30, Hurtado became California's youngest female senator in history, and the first Latina to represent this region in the Senate. Sen. Hurtado is a champion in the fight against hunger, launching the inaugural 2019 Hurtado Holiday Baby Formula and Infant Nutrition Drive to tackle child food insecurity. Her brave and tireless advocacy at home and in Sacramento speaks to her passion to fight for a better life for those she represents.

**Denise Kruger:** Denise Kruger is Senior Vice President of Golden State Water Company, a state-regulated water provider that delivers clean drinking water to one million Californians throughout the state. Denise is fiercely passionate about promoting STEM (science, technology, engineering and math) education to young people, recognizing that her engineering degree was her bridge to leadership and success. The only thing Denise and I disagree on is baseball:

Continued on page 9

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# Community Outreach

## Closing The Racial Wealth Gap Through Entrepreneurship

[ Article was originally posted on <http://greenlining.org> ]

By Parwana Ayub,

Here in America, we love people who can take a dollar and spin it into a successful, sometimes world-changing business. In the Bay Area, especially, entrepreneurs are like heroes and celebrities. We laud them for their vision, creativity, and willingness to take risks. And the entrepreneurial ideas we like best are those driven by a passion to solve societal problems. In the process of building a business, the entrepreneur creates intergenerational wealth for their family, community, and society at large.

In the best-case scenario, wealth created through entrepreneurship could offer one possible avenue to closing the racial wealth gap—the disparity in median household wealth between the different races. The challenge is that you need wealth to create wealth, and in the U.S., most wealth is created through home-ownership, assets, and family inheritance. At The Greenlining Institute, we recognize that communities of color have historically been systematically deprived of the ability to accrue wealth as a result of decades of structural

racism and exclusionary policies and practices such as slavery, Jim Crow laws, and redlining.

My generation is left with a woefully inequitable economy and a widening racial wealth gap. Today, for every dollar of wealth that a white family has, the median Asian family has 63 cents, the median Latinx family has 7 cents and the median African American family has less than a nickel. At this rate, it would take an average Latinx family 84 years and an average African American family 228 years to catch up to the amount of wealth an average white family has.

We must employ every strategy available to us to close the racial wealth gap. Supporting entrepreneurship offers one possible solution. Research shows entrepreneurship can create intergenerational wealth-building opportunities for businesspeople of color. Data from the Panel Survey on Income Dynamics found that African American entrepreneurs not only have higher levels of wealth, but also higher levels of upward wealth mobility -- the upward or downward movement of Americans from one wealth level to another -- compared to African American workers employed by another individual or entity such as

a corporation, nonprofit organization, or government.

**We must employ every strategy available to close the racial wealth gap.**

Studies also show a positive association between higher levels of wealth and business ownership. For example, Latinos and African Americans who own their businesses have a net worth that is ten times higher than the general Latinx and African American population.

To create more opportunities for entrepreneurs of color, we need to understand the challenges they face. Historical barriers to wealth creation, like those mentioned earlier, coupled with a lack of diversity in the entrepreneurial ecosystem, limited access to investment resources, and a dearth of support networks puts entrepreneurs of color at a disadvantage. Entrepreneurs use wealth to finance their innovations and start their businesses. Entrepreneurial ventures starting out with strong financial foundations are better able to weather risk, adapt to challenges and scale as opportunities arise.

We must also work to increase the diversity

of the entrepreneurial landscape. Research shows that entrepreneurs of color are underrepresented, and that the face of American entrepreneurship is overwhelmingly White, male and wealthy. According to the Census Bureau, the U.S. is on the path to becoming a majority minority country by 2050 and California has been a majority minority state since 2000. Building an entrepreneurial ecosystem that reflects the rich diversity of the U.S. is key to ensuring that the innovations of the future are shaped by the voices and perspectives of diverse communities, including communities of color. Lastly, we must also work diligently to ensure that underrepresented entrepreneurs have robust support systems they need to succeed in this highly competitive field.

At The Greenlining Institute, we are working to remove these barriers to entrepreneurship in the clean energy sector through the CalSEED program. CalSEED, the California Sustainable Energy Entrepreneur Development Initiative, is a California Energy Commission competitive grant program that funds early-stage innovative clean energy technology ideas.

■ Continued on page 8



## Entertainment

### Mayor Garcetti celebrates two years of the Evolve Entertainment Fund

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

Mayor Eric Garcetti today celebrated the two-year anniversary of the Evolve Entertainment Fund, a public-private partnership that connects young Angelenos from underrepresented communities with internships and opportunities in the entertainment industry.

“The studios and soundstages, and backlots of Hollywood should be open to any Angeleno, no matter where they’re from or who they are,” said Mayor Garcetti. “The entertainment industry brings great ideas to life — and Evolve is ensuring that more people have a shot to add their

voices and creativity to the work of inspiring audiences everywhere in the world.”

Launched in 2018 by the Mayor’s Office of Economic Development, Evolve has worked with more than 100 entertainment companies, as well as 23 community pipeline organizations and educational institutions, to open up professional pathways into film, television, music, and digital media for nearly 400 participants. So far, Evolve participants have secured 379 paid internships and 37 full-time jobs and participated in 16 educational experiences with leading companies that include Netflix, Warner Bros., Endeavor, and Walt Disney Television.

By the end of 2020, Evolve aims to place Angelenos into 500 paid internships; secure full-time offers for all graduated students; and offer educational workshops and experiences to participants.

To reach these goals, Evolve has developed a new website — [EvolveEntertainmentFund.org](http://EvolveEntertainmentFund.org) — and will partner with key industry leaders on a new set of programs and outreach efforts. Examples include:

- ABC Entertainment is offering students a chance to visit the sets of some of its most popular shows to learn more about the creative and production process — ranging

from Black-ish and Single Parents to The Conners and A Million Little Things.

- AT&T has donated \$300,000 to assist with educational training opportunities.
- Sundance Institute is welcoming five Evolve students as participants in the Sundance Film Festival’s Ignite Ticket Package, which supports the next generation of creators through a specially curated program of screenings, panels, and networking opportunities for emerging creatives ages 18-25.

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# Access to Capital

## Ready to Grow Your Business?

## Where to Find First Time Business Loans

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

By Michelle Black,

Getting your first loan is a major milestone in the life of any business because it has the potential to breathe life into your dreams. Whether you're looking to grow your business, buy equipment, or solve pressing cash flow issues, your business may need to borrow money to accomplish its goals. There's just one problem. As a newer company, your funding options might be limited.

But there's good news, too. It's true that if your time in business and your cash flow figures are weak, you may need to rely upon other fundability measures to borrow money. But that doesn't mean it's impossible to secure a small business startup loan. You simply need to learn how to play to your business' strengths — like your own good personal credit rating — when you're dealing with business lenders.

Read below for some highlights on the following types of funding options that might help you as you search for a first time business loan:

- Vendor Credit
- Business Credit Cards
- Equipment Financing
- Personal Business Loans
- SBA Microloans
- SBA 7(a) Loans
- First Time Business Grants
- The Nav Grant
- Invoice Factoring
- Merchant Cash Advances

### First Time Business Loans

#### Vendor Credit

Vendor credit, also called trade credit, is a potential funding solution that can help small businesses (both new and old) stretch their

dollars and improve their cash flow. In many cases your personal credit won't be a factor when you apply for a new vendor credit account. However, you should always check with the vendor or supplier who is extending terms to your business to be sure.

Vendor credit also tends to be easy to qualify for even if your business is new or hasn't established a commercial credit profile yet. Perhaps best of all, a well-managed vendor account may help you to build business credit moving forward.

As a business owner, one of the smartest things you can do for your company is to establish a solid credit rating. While laying the groundwork for good business credit might not help you immediately in terms of securing a small business loan or other form of financing, it's a sound investment in the future of your business.

#### The Downside

Vendor credit is often issued in small amounts. You might receive net-30 terms (buy now, pay in 30 days) from an office supply store or net-60 terms from another supplier. However, on its own vendor credit isn't likely to solve all of your working capital needs.

#### Business Credit Cards

Another way to borrow money for your new business is to take advantage of business credit card offers. In fact, business credit cards can be a great fit for startups since your approval or denial typically hinges on your personal credit history and credit score, not your business credit, annual revenue, or other factors. This is great news if you have a good personal credit rating.

Just like vendor accounts, if you manage your new business credit card well, it can poten-

■ Continued on page 8



## California Sub-Bid Request Ads



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:

**A.P. GIANNINI M.S. MODERNIZATION REBID  
SAN FRANCISCO, CA  
SFUSD Project #11897  
BID DATE: March 26, 2020 @ 2:00pm  
ESTIMATE: \$25,500,000**

Trades needed but not limited to: Haz Mat, Selective Demolition, Site Demo, Grade, Pave, Site Utilities, Site Concrete, Building Concrete, Rebar, Concrete Restoration and Cleaning, Concrete Topping Slabs, Electrical, CL Fences and Gates, Structural Steel & Misc. Iron, Roof Demo, TPO Roofing, Arch. Sheet Metal, Insulation, Doors, Frames, Hardware, Hardware Installation, FRP Doors, Metal Sound Door Assemblies, Int., Alum. Frames, Glass, Glazing, Aluminum, Folding Glass Partitions, Gyp Board and Metal Studs, Ceramic Tile, Acoustic Ceilings, Wood Flooring and Refinishing, Vapor Emission Control, Resilient Flooring and Base, Resilient Athletic Flooring, Terrazzo Stair Striping, Epoxy Resinous Flooring, Painting and Wood Stains, Casework, Music Education Storage Casework, Metal Lockers, Food Service Equipment, Library Stack Systems, Stage Work, Gymnasium and Play Yard Equipment, Visual Display Units, Fixed Audience Seating, Telescoping Stands, Auditorium Smoke Louvers, Signage, HVAC, Plumbing, Fire Sprinklers, Fire Stopping, Joint Sealants, Self-Adhered Sheet WP, Roof Hatches, Roof Access Ladder & Post, Access Doors, Louvers and Vents, Protective Speaker Cages, Wall Safes, Toilet Compartments and Accessories, Fire Extinguishers and Cabinets, Assisted Listening System, Projection Screens and Mounts, Entrance Floor Mats and Frames, Roller Window Shades, Unit Pavers

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

### 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](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

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

**STOCKTON METROPOLITAN AIRPORT  
REHABILITATE TAXIWAY D PHASE 2 MILL AND OVERLAY PROJECT  
Bid No. 2020-AIP-42B,  
RS&H No. 226-0004-033**

**Disadvantaged Business Enterprise Goal Assigned is 1.5%**

**OWNER:  
COUNTY OF SAN JOAQUIN - DEPARTMENT OF AVIATION  
5000 South Airport Way, Room 202, Stockton, CA 95206**

**BID DATE: MARCH 25, 2020 @ 3:00 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:

**COLD PLANE, EROSION CONTROL, PAVEMENT MILLING, STRIPING, SURVEY/STAKING, 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](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com)) or from the Owner's site at <http://www.e-arc.com/ca/stockton>

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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

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

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



# California Sub-Bid Request Ads



**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@src.com & estimating@src.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.

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

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

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

**2340 San Jose Ave, San Francisco CA**

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

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

Voluntary Pre-bid Meeting: TBD

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

**CONTACT:**

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

**DESILVA GATES**  
CONSTRUCTION

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

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

**PALO ALTO VARIOUS STREETS RESURFACING**  
CIP No. PE-86070, IFB No. 177976,  
Federal Project No. STPL 5100(028)  
Disadvantaged Business Enterprise Goal  
Assigned is 9%

**OWNER:**

**CITY OF PALO ALTO**

250 Hamilton Avenue, Palo Alto, CA 94301

**BID DATE: MARCH 16, 2020 @ 3:00 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, CRACK SEALING, MINOR CONCRETE, PAVEMENT MILLING, PAVING FABRIC, STRIPING, TRAFFIC CONTROL SYSTEMS, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at [http://www.cityofpaloalto.org/gov/depts/asd/planet\\_bids\\_how\\_to.asp](http://www.cityofpaloalto.org/gov/depts/asd/planet_bids_how_to.asp)

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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

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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.

**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 OClI project with construction workforce and prevailing wage requirements.

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

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

425 California St., Suite 2200  
San Francisco, CA 94104

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

**CONTACT:**

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

**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](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

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

**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) or from the Owner's site at <http://www.sacounty-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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

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

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

**DESILVA GATES**  
CONSTRUCTION

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

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

**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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

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

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

## With SBE you can:

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Subcontractors, Vendors,  
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Public Legal Notices  
Job Listings

Contact us at 800-800-8534 or [sbe@sbeinc.com](mailto:sbe@sbeinc.com)





# California Sub-Bid Request Ads



## Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • norcal.bids@kiewit.com  
Fax: 707-439-7301

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the 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>  
[hq/bep/find\\_certified.htm](http://www.hq/bep/find_certified.htm)  
<http://www.acgov.org/auditor/sleb>  
<http://sf-hrc.org>  
<http://www.portoakland.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 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.

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 #: 100001147  
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 East Bay Municipal Utility District, MWWTP Grit Dewatering Equipment Replacement Phase 2A Project in Oakland, CA.

<http://www.dgs.ca.gov>  
[http://www.dot.ca.gov/hq/bep/find\\_certified.htm](http://www.dot.ca.gov/hq/bep/find_certified.htm)  
<http://www.acgov.org/auditor/sleb>  
<http://sf-hrc.org>  
<http://www.portoakland.com/srd>

Subcontractors and Suppliers for the following project:

**MWWTP Grit Dewatering Equipment Replacement Project**

Specification No. SD-417

Owner: East Bay Municipal Utility District

**Bid Date: March 25, 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 Repair, Demolition, Grit Removal & Handling Equipment, Electrical, Grouting, Metals, Painting & Coatings, Pipe & Valve Supply, Trucking & Hauling, 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 20, 2020 and Quotes NO LATER THAN March 24, 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.

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 #: 100001147  
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 San Mateo, Underground Flow Equalization System (UFES) Package Project in San Mateo, CA.

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

Subcontractors and Suppliers for the following project:

**Underground Flow Equalization System Package Project No.: 465003-46514-0553-46320**

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 #: 100001147  
An Equal Opportunity Employer



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

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

Subcontractors and Suppliers for the following project:

**US 50 Multimodal Corridor Enhancement and Rehabilitation Project**

Contract No. 03-0H08U4

Design-Build Contract (DB)

Owner: Caltrans

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

**Disadvantaged Business Enterprises (DBE)**

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

**Aggregates-Supply and/or Install, AC Dike, AC Milling, AC Paving, Architectural Minor Concrete, Asphalt Membrane Waterproofing, Biologist, Bird Control, Boring & Jacking, Bridge Bearings, Bridge Drainage, Bypass Pumping, CAS, CCTV, CIDH, Clearing & Grubbing, Column Seismic Improvement, Concrete Cutting, Concrete Demo, Concrete Falsework, Concrete Forms & Accessories, Concrete-Structural, Concrete-Precast, Concrete Barrier (slip and/or conventionally formed), Concrete Overlay (Polyester, Methacrylate), Concrete Paving, Concrete Pumping, Concrete Rehab, Concrete Reinforcing Steel (rebar)-Supply and/or Install, Concrete Stain, Concrete Supply, Concrete Wash-out, Core Drilling, Deck Grinding, Design-Electrical/ITS, Design-Roadway, Design-Structural, Design-Temp Falsework/Shoring/Support of Excavation, Dewatering, Drainage Installation, Electrical-ITS, Electrical-Signals & Lighting, Equipment Rental, Erosion Control Supply and/or Install, Expansion Joints, Fencing and Railing, Fiber Optic Infrastructure, Flagging, Fuel, Geotechnical Investigation/Design, Hazardous Material Abatement/Disposal (Asbestos, Hydrocarbons, Heavy Metals incl. ADL), Hydroseeding, Independent Design Check, Inertial Profiling, ITS Integration Services, Janitorial, Joint Seal, K-rail-Supply and/or Install, Landscaping & Irrigation, Lumber, Masonry/Soundwall, Midwest Guardrail System, Metals Supply and/or Install, Minor Concrete, Noise & Vibration Monitoring, Oil Products, Oil Transportation, Overhead Signs and Sign Structures, PCMS, Painting & Coating, Paleontologist, Partnering Facilitation Services, Pavement Markings, PI/PR Services, 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](mailto:procurement@kiewitteichertjv.com)

You can view the plans in our office during regular business hours by appointment. Execution of a Non-Disclosure/Confidentiality Agreement will be required to view project info (e.g. plans, specs) Performance Bond and Payment Bonds may be required for subcontractors and Supply bond for suppliers. Prevailing Wages Apply

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

An Equal Opportunity Employer  
CA Lic. 1048971  
DIR# 1000063364

## Evolve Entertainment Fund

Continued from page 2

- The Wasserman Foundation, the Angell Foundation, and Uber have collectively donated \$225,000 towards Evolve's mission to change the face of Los Angeles' trademark industry.

"AT&T is committed to investing in programs that create educational and economic opportunities to help further a future of possibilities and improve economic mobility," said Rhonda Johnson, President of AT&T California. "Our

investment in the Evolve Entertainment Fund will do just that, while also helping address the skills gap and empowering the next generation of storytellers in the entertainment and media industries, both in front of and behind the camera."

For more information and a full list of partners, please visit [evolveentertainmentfund.org](http://evolveentertainmentfund.org).

**SOURCE:** <https://www.lamayor.org/mayor-garcetti-celebrates-two-years-evolve-entertainment-fund>

# Success Stories

## Titan Enterprises, Fort Bragg

### BACKGROUND

Titan Enterprises is a sole proprietorship owned by Sunn Dorsey of Fort Bragg, California. Dorsey started out working in construction before learning welding and beginning to make custom truck racks several years ago. He began making his own custom truck racks in 2009, and has recently expanded his business to include all types of fabrication, welding, and related work. Dorsey's busy new shop at Noyo Harbor still makes custom truck racks and gets orders for these racks from all over California, but he has also been working a great deal with the fisheries at Noyo Harbor doing boat repair, fishing equipment repair, and related metalwork, and this line of work has become an important part of his business. He has used his connections at the harbor and in the construction industry to obtain a number of jobs doing handrails for handicap access ramps, for showers, and for other custom jobs as well.

### CHALLENGES

When Sunn Dorsey first came to West Company in 2009, he had an obvious talent for welding and was making high-quality custom truck racks, but he had no business experience whatsoever. He did not know what permits and licenses he would need for his new business, he did not know anything about bookkeeping or financial

management, and he did not know where to get started marketing his services.

### ACTIONS

He began working with an SBDC Business Advisor on the logistical aspects of starting a business right away. After that, Dorsey worked with the SBDC to get his books in order and to figure out the real cost breakdown of his goods and services. The last challenge Dorsey faced was finding a better location for his business—finding an affordable place with proper zoning was no easy feat.

### RESULTS

Since moving to Noyo Harbor, Dorsey has been able to really grow and expand his business. He still makes his custom truck racks, but also works with the other businesses at the harbor to repair boats and fishing equipment and do to all sorts of custom welding and metalwork. Dorsey's shop has become a real asset to the Noyo Harbor business community. Dorsey's sales have more than doubled in the past year, and he is getting ready to hire additional help in his busy shop. Dorsey plans to work more on his website and online presence and is excited about the potential of his business going forward.

**SOURCE:** [www.mendosbdc.org/story/631](http://www.mendosbdc.org/story/631)

## Mendocino Solar Service, Little River



### BACKGROUND

Mendocino Solar Service was started in 1994 to provide sales, installation, and service of solar systems to Mendocino County residents. Bruce Erickson and Maggie Watson bought the business in 2005 from its founder. Erickson and Watson now employ four people and to help them design, sell, install, and service solar systems all over the county. They are also solar contractors for GRID Alternatives, a non-profit that provides solar systems on low income homes.

### CHALLENGES

When Bruce Erickson and Maggie Watson bought Mendocino Solar in 2005, they knew they needed to transition from being employees to being business owners. They had little previous experience running a business, and needed to get up to speed on how to price their services and products, how to manage cash flow and

make financial plans, and, once they were ready to bring some new people on, how to handle employees issues. Financing and marketing were areas they wanted to explore as well.

### ACTIONS

Bruce and Maggie started meeting with the SBDC, who assisted them with financial planning and employee management, as well as helping them obtain a \$12,000 stimulus grant and a \$95,000 business loan. They also worked with the SBDC on social media marketing. Bruce also attended Profit Mastery classes to learn how to apply the Profit Mastery concepts to Mendocino Solar.

### RESULTS

The stimulus grant provided a great opportunity for training, and the business loan allowed Bruce and Maggie to refinance and build their new shop. Armed with the tools they needed for effective business management, Bruce and Maggie have been able to increase Mendocino Solar's sales by over \$730,000, and they have recently reported an increase in profits of over \$70,000—and this during an economic downturn. Since starting the business they have been able to hire 4 additional full-time employees and part-time workers as well.

**SOURCE:** [www.mendosbdc.org/story/632](http://www.mendosbdc.org/story/632)

## From Solopreneur to Full Haus

### Challenges

While working as a senior creative with Fortune 500 companies like P&G, Nestle, and Mattel, Bernadette Capulong hired a variety of high-end branding and advertising companies. Their service was always slow, inflexible, and extremely expensive. Frustrated with a lack of better options to choose from, she decided to create her own company, BC Design Haus, a boutique design and branding agency, in 2014. With a desire to experiment and challenge the status quo, BC Design Haus' business model is based on innovative disruption, agility, and providing clients a premium experience without a big agency price tag.

Through past relationships, she was able to secure her first clients but lacked the experience to take her company to the next level. Being a new entrepreneur, Bernadette needed to learn how to balance multiple competing priorities by building on her business success while literally building her team. She needed to formulate a business development strategy while recruiting and hiring staff and managing client expectations.

### Solutions

Don Loewel, a Business Advisor at the SBDC- Pasadena City College, met with Bernadette. He provided her with a growth

strategy, which included a new business development process and implementation of Salesforce, a customer relationship management tool that tracks sales, service, marketing, collaboration, and performance metrics. Next, he developed a robust talent management plan that included recruitment, interviewing, and onboard management. Don also assisted with the hiring process by interviewing candidates and helping to make final employee selections.

### Results

In 2014, yearly revenue was \$28,000 but Don's help allowed this to since skyrocket to over half a million. Additionally, since first contacting the SBDC in 2016, the company acquired larger office space, hired 7 employees, and 7 independent contractors. With the added growth, Bernadette has been able to offer employees an attractive benefits program. She contributes her success to the advice she received at the SBDC: "The SBDC is a hidden gem in the business community. Having a mentor to talk through issues is invaluable."

**Location:** 45 S Arroyo Parkway, Pasadena, CA 91103

**SOURCE:** <https://smallbizla.org/stories/from-solopreneur-to-full/>

## Opportunity Is Around The Corner



Joe Garcia came to America with an auto mechanic apprenticeship under his belt. His expertise combined with his positive attitude opened up opportunities for Garcia. He wasn't afraid to ask questions. He built a successful auto mechanic career. Garcia, ever curious, went on to learn the ins and outs of the business side.

### Challenges

Garcia was excited to strike out on his own. He and his partner had sold their gas station/auto repair business. Unbeknownst to Garcia, he would have to reinvest the proceeds into a 1031 exchange. He did so, but he still held onto his dream of being the sole owner of his own auto repair shop. Garcia found an ideal auto repair shop to purchase but needed help navigating the requirements involved.

### Solutions

Garcia was put in touch with Claudia Shah of the SBDC. Shah helped Garcia put together a business plan, work on financial projections for a business

loan, and register a DBA. Garcia wanted to ensure that his new auto repair business would not be linked to his previous partnership.

### Results

Garcia was successfully approved for a \$1M loan with the help of the SBDC and Claudia Shah. He is now the sole proud owner of Joe's Auto Service. Since then, Garcia has reinvested in his shop with major upgrades. He has three mechanics and one administrative assistant as employees. Garcia plans on refinancing his loan in the future and will be contacting Shah when the time comes.

The SBDC helped Garcia navigate the legal waters of leaving a partnership behind, and coming into your own. He encourages all entrepreneurs to contact the SBDC. The support they offer is unequal.

### Location:

2801 Long Beach Blvd. Long Beach, CA 90806

**SOURCE:** <https://smallbizla.org/stories/opportunity-is-around-the-corner/>



# Business Toolkit

## Shortening Sales Cycles; A Top Priority for Manufacturers

Trade publications offer significant benefits for a Manufacturers in need of boosting inbound leads and sales, fast

B2B manufacturers and suppliers continue to take on a large financial burden from their customers who are increasingly requesting payment terms that range from the uncomfortable – net 30, to the seemingly insane - net 120. While carrying the cost of materials, labor, etc. for this length of time can put undue pressure on just about any operation, the burden increases if sales go flat for even a short period of time. With sales cycles in many sectors taking several months or even years to close, even a modest slowdown can make recovering tough, even impossible. This has led to increased pressure on many companies, large and small, to find new ways to shorten sales cycles.

This has many companies looking to increase exposure through trade publications which, according to MediaGrowth Research, are already reaching more than 90% of decision makers within many key demographics. The key is content! It can be new product announcements or an industry trend, but the largest impact is coming with full feature-length articles (800-1200 words) that inform and educate a target audience. This can take a prospect from the initial introductory stage of the sales process and move them much closer to the final purchasing decision.

### Time kills all deals!

One of the first things any successful sales rep learns is that the longer it takes to close a deal, the more likely you are of losing the sale. Add to this the fact that a longer sales cycle requires more time and resources, and it becomes even more painful if that ultimately turns into money out the window.

One growing problem for many companies is that

sales reps are not being included until much later in the process, when much of the decision making has been completed by the purchaser. Unlike the old days, the information your prospect needs is already out there—online, on your website and within trade publications.

According to research from CEB (Corporate Executive Board) nearly 60% of purchasing decisions – researching solutions, ranking options, setting requirements, benchmarking pricing, etc. – are completed before ever having a conversation with a supplier. While Forrester, a leading market research company, suggests that number may actually be even higher. A recent study sites that as much as 90% of the buying cycle is completed before a B2B buyer ever speaks with a sales rep.

That's actually great news for companies with effective content PR strategies. The more informative content you can provide to the potential buyer, the better your chances of converting the sale, before you even speak with them.

### Generating content that finds your potential buyer

“Trade publications are still one of the greatest resources a company can utilize. Not just for the advertisements, but for the content as well,” says Greg Rankin, President of Rankin PR (rankinpr.com) – a boutique PR agency that focuses on writing and facilitating placements of B2B articles.

A study conducted by Nielson compared expert content (such as articles published in credible publications), content from a brand (like a company

website), and user reviews to see which one had the biggest impact on sales. It found that only expert content delivered a strong boost in the three main areas of the purchase cycle: brand familiarity, brand affinity, and purchase intent.

This is where PR comes in. Many good public relations agencies are already generating the trusted content and 3rd-party testimonials that people are seeking. By generating a large number of these placements, you can essentially harness the power of word-of-mouth and multiply it out to a massive, targeted audience.

### Case in Point

As an example, Electric Service Company (ELSCO) – an Ohio-based power transformer manufacturer, utilized Rankin PR for public relations services and benefited from more than 100 published articles in trade magazines. This increased brand awareness and credibility for ELSCO, but most importantly it delivered qualified leads and increased revenue.

For the company's V.P. of Sales, Todd Benadam, the impact of the PR program really hit home when a prospect that he'd never worked with prior, called from Washington state. “From the first interaction, it was clear they were already way past the typical introductory sales process and were way down the funnel,” says Benadam.

“They mentioned right up front that they had just read one of the articles about us in a well-read trade publication,” Benadam adds. “Our transformers are often a bit more expensive than other competi-

tors, but they tend to last longer because of how we build them.

That was explained in the article and was a big part of why they called.”

ELSCO would go onto to sell two six-figure transformers soon after that initial call and then two more a few months later.

“With these articles, you simply lay out the facts as they happened,” says Rankin. “In many ways, it's the most effective way of explaining what sets you apart and your overall value proposition.”

### Added Value

While shorting the sales cycle and generating leads is vital to any manufacturing operation, there are other benefits of producing trade articles. To start with, many of these remain online and at the top of the search engine results for years – boosting your brand awareness and website traffic well into the future.

When those online articles include a backlink to your website, you get another boost. Backlinks are often referred to as the single greatest tool for SEO.

Additionally, these articles become excellent sales and marketing collateral. They can be re-used in email promotions, on social media and websites, within brochures, at trade shows, etc.

For more information contact Rankin PR at: 323-490-5791 or visit [www.rankinpr.com](http://www.rankinpr.com) or email [greg@rankinpr.com](mailto:greg@rankinpr.com).

## Why Online Reviews Are Important To Your Business

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

When I personally look to do business with a company, purchase a product, or pick a restaurant for dinner, I often find myself looking at reviews. Online reviews strongly influence my decisions about whether to do business with a company or purchase a product.

And I'm not the only one. Here are some key statistics from a 2019 Local Consumer Review Survey:

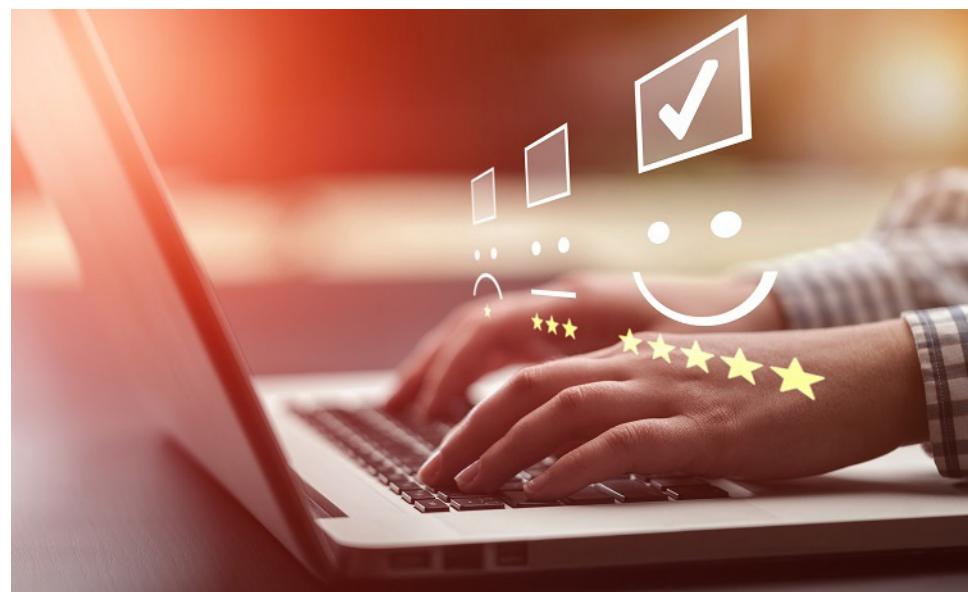
- 90% of consumers used the Internet to find a local business in the last year, with 33% looking every day
- 82% of consumers read online reviews for local businesses, with 52% of 18-54-year-olds saying they always read reviews
- The average consumer reads 10 reviews before feeling able to trust a business
- Only 53% of people would consider using a business with less than 4 stars
- The average consumer spends 13 minutes and 45 seconds reading reviews before making a decision
- Among consumers who read reviews, 97% read businesses' responses to reviews
- 67% of consumers have now been asked to leave a review for a local business, with 24% offered a discount, gift, or cash in return

These statistics should be of interest to business owners, including contractors. A strong positive or negative experience can motivate a customer to post a review on sites like Facebook, Angie's List, Google, Porch, Yelp, and Houzz. It is a good idea to look at both good and bad reviews. The middle ground is likely to remain relatively silent. Negative reviews can be viewed as an opportunity if the contractor is willing to work with the customer to address the problem. Feedback and allowing the customer to feel heard are important. Understanding the problem and what the customer truly needs will give you valuable insight.

Some reviews are vague, with little information. These posts are less likely to sway a potential customer. I believe contractor reviews that address key issues, such as pricing, workmanship, cleaning up, timeliness, staying within budget, responsiveness, and overall professionalism are more likely to influence customers.

Contractors should encourage customer reviews. Potential customers want to hear about others' experiences before signing a contract. Here are three things customer reviews can do for your business:

**Establish credibility and trust.** These are key factors many people consider when hiring a contractor. Whether building a new home, putting on an addition, remodeling a kitchen or bathroom, or installing a new furnace, working with a contractor often involves a large purchase.



Credibility and trust go a long way when deciding which contractor to hire.

**Generate impartial views.** Having reviews that are not all perfect shows you are looking for honest feedback and want to provide third-party insight into the experience and quality of your company.

**Transform how customers view you.** Contractors are not all the same. You want to stand out and have an edge on your competitors. This may

include having a better design, updated technology, better building materials, improved service agreements, better warranties, more value, or going the extra mile for an outstanding customer experience.

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

# Closing The Racial Wealth Gap Through Entrepreneurship

## WE MUST EMPLOY EVERY STRATEGY AVAILABLE TO CLOSE THE RACIAL WEALTH GAP.

### ■ Continued from page 2

Often, the high-risk nature of the field makes early stage seed funding the hardest type of capital to secure. To address this barrier to entry, the CalSEED Concept Award provides promising innovators with \$150,000 in grant funding to develop their ideas. Concept awardees are then eligible for an additional \$450,000 to develop prototypes.

In order to bring diverse applicants from all communities, we have developed and carried out a targeted outreach strategy. Our outreach efforts strongly encourage applicants from diverse communities across California to participate in the development and implementation of equitable clean energy solutions -- includ-

ing applicants from small, woman-owned and diverse-owned businesses as well as applicants from communities of color and underserved, low-income, LGBTQ, rural and veteran communities. Increasing the diversity of the entrepreneurial ecosystem is not enough; we also want every CalSEED awardee to succeed. So once accepted into the program, CalSEED awardees have access to industry experts, investors, professional development resources, and technical assistance services.

This year, applications for CalSEED will be accepted from February 28 through March 16.

While CalSEED is working to remove barriers for entrepreneurs of color in the clean energy sector, we must see this type of commitment

to social equity demonstrated in all sectors of the economy. Policies and programs with a strong commitment to equity will have multi-benefit outcomes for all sectors of society. Entrepreneurship programs like CalSEED will encourage innovative clean energy technology solutions while also creating pathways for intergenerational wealth-building with the end goal of closing the racial wealth gap—one entrepreneur at a time.

Parwana Ayub is Greenlining's Environmental Equity Fellow.

### SOURCE:

<https://greenlining.org/blog-category/2020/closing-the-racial-wealth-gap-through-entrepreneurship/>

# Where to Find First Time Business Loans

### ■ Continued from page 3

tially be a powerful tool to help you establish commercial credit. It can also help you to solve working capital issues now and maybe even earn valuable rewards in the process. Best of all, as long as you pay off the full statement balance during your card's interest-free grace period each month (aka by the due date), you can typically enjoy these perks without wasting money on expensive interest fees.

### The Downside

Now for the not-so-good news: you'll most likely be required to sign a personal guarantee on a business credit card. (This is true for many small business loans and financing options.) A personal guarantee means that if your business doesn't pay as agreed, you agree to be held responsible for those charges and your personal credit score could suffer damage.

### Equipment Financing

Does your new business need to purchase equipment or machinery to operate? If so, you might worry that borrowing money for an expensive equipment purchase would be out of the question as a new business. Thankfully, that's not necessarily the case. Sometimes younger businesses can qualify for equipment financing loans.

With equipment financing, the machinery or equipment you're purchasing serves as collateral for the loan. This means that if your business has repayment issues, the lender can seize the asset and resell it to recoup some of its losses. The arrangement helps to reduce risk for the lender and, as a result, might improve your chances of qualifying. Plus, if your application is approved, an equipment loan might help you to establish business credit as an added bonus.

### The Downside

Some banks may not be willing to issue equipment loans to very young businesses. With some equipment financing providers, your business will need to have reached its first birthday before you'll be eligible for an equipment loan or lease.

### Personal Business Loans

Do you have a good personal credit? If so, you

might be able to qualify for a personal loan without much difficulty. What you might not realize is that some business owners use personal loans to help fund their businesses — especially startups.

On the plus side, personal business loans tend to feature lower rates and easier qualification criteria when compared with many small business loans. The lender processes the loan application based on your personal credit history and personal credit score. Your time in business, business credit score, and other business factors aren't considered.

### The Downside

Some lenders won't let you use personal loans for business purposes. If your lender does allow it, it's important to understand the level of personal risk you're taking on for the loan.

If for some reason your business can't pay the loan back as promised, your personal credit score could be damaged. You would also be held personally liable for the debt, regardless of whether you spend the funds on office equipment or a tropical vacation.

Finally, even if all the payments are made on time, your business won't get any credit for that good payment history. Personal business loans don't show up on business credit reports.

### First Time Business Loans Government

The Small Business Administration, established in 1953, backs loans issued by banks, credit unions, and other lenders to small business owners in the United States. There are over a dozen SBA loan options and they're known for their strict loan requirements and lengthy application processes. Yet SBA-backed loans are also known for having low down payments and being incredibly affordable due to the low interest rates generally offered by SBA lenders.

For most loans, the SBA doesn't set a specific time in business requirement on business owners, leaving these borrowing options potentially open to newer businesses and sometimes even startups. But lenders may sometimes add on additional requirements of their own. In many cases, lenders will want to see that your company has been established for at least two years when you apply for an SBA loan.

### SBA Microloans

The SBA Microloan Program is designed with newer businesses in mind. A qualified small business owner can use an SBA Microloan to borrow up to \$50,000 for any of the following reasons:

- Start a new business
- Purchase equipment
- Access working capital
- Purchase supplies or inventory

Rates on these loans are usually between 8% – 13%. Your business will generally have up to six years to repay the loan, based on the terms set by your lender.

### The Downside

As with many other types of business financing, there's a good chance you'll be asked to put up collateral to secure an SBA Microloan. This might include business assets or even your own personal property.

### SBA 7(a) Loans

The SBA's most popular loan is its 7(a) program. An SBA 7(a) loan can be used to borrow up to \$5 million in business capital for any of the following purposes:

- Access working capital
- Purchase equipment
- Purchase real estate
- Buy an existing business
- Refinance existing business debt

Interest rates usually range between Prime + 2.25% to Prime + 4.75%. Depending upon the type of loan you secure (and its purpose), your business may be able to repay it over 7, 10, or 25 years.

### The Downside

As mentioned, SBA loans are typically challenging to qualify for and the application can often take up to three months to be approved. If you need access to funding quickly, these are factors you should consider.

You'll generally need excellent credit to qualify for this type of loan — ideally on both on the personal and the business side since the lender will check your FICO SBSS Score. You should also expect to sign a personal guarantee if you're approved.

### First Time Business Grants

If you're interested in SBA loans, you may also like to learn more about how small business grants could help you turn your dream into reality. Small business grants are offered by any number of companies, nonprofits, and even the government itself.

The best feature of grants is the fact that your business doesn't have to repay them. Of course, everyone likes the prospect of free money to fund their business goals. As a result, both the requirements and the competition for grants can be very steep.

### Starting the Search

Ready to gather more information about first time business grants — government grants or otherwise? This helpful guide from Nav is a great place to start your search.

### The guide will help you discover:

- How to find small business grants
- Tips on applying for small business grants
- The difference between business grants and business loans
- Potential downsides to business grants
- 11 private small business grants
- 9 government business grants
- 4 business grants for women

In addition to this guide, you may also be able to find industry-specific grants to apply for as well. This could be especially useful if your business operates in certain scientific, medical research, or conservation fields.

### The Nav Grant

Nav offers a \$10,000 grant designed to help you take your business to the next level. You can submit your entry between May 23rd and August 15th for a chance to win. In addition to the \$10,000 grand prize winner, a \$2,000 grant will be issued to the 1st runner up and a \$1,000 grant will be issued to the 2nd runner-up.

### Visit link below for the full article:

<https://www.nav.com/blog/first-time-business-loans-149467/>



## 5 Ways to Reduce Costly Rework on Construction Projects



Continued from page 1

are great tools to use while performing constructability reviews for clash detection between building components and better visualization of the project. Identifying possible issues early allows the design team to make the necessary adjustments to the plans and specs to avoid rework once construction is underway.

### Plan, Prepare, Schedule...and Have a Plan B

Once you've, hopefully, completed your constructability review, it's time to start planning and scheduling the work on your project. Make sure you have the workforce and equipment needed perform the work, create a site plan, and work with your vendors to make sure the materials you need are available to be delivered when you need them. Any substitution of materials need to be approved by the owner and design team before procurement and installation.

General contractors should work with subcontractors and service providers to schedule out the timeline of the project and when each task is expected to be completed. Identify which tasks can be performed concurrently with other activities on the jobsite and which need to be completed sequentially.

Look for potential risks and problems that might come up. Identify areas where rework is most likely to occur and craft a backup plan to adjust your schedule of work to minimize the effect it has on your costs and project timeline. When unexpected rework pops up, you want to mitigate the damage quickly and make the necessary adjustments to keep your project on schedule.

### Adult Supervision Required

One of the best ways to prevent costly rework is to have a capable and knowledgeable construction manager overseeing the jobsite. The construction manager should be monitoring the day-to-day activities on the site and working with foremen and subcontractors to inspect the work in progress and completed tasks. The construction manager can't be everywhere all the time, but they should frequently walk the jobsite throughout the day to identify issues early and prevent costly rework.

The construction manager also needs to work closely with the project manager to ensure that the project is staying on budget and schedule. Make sure all subcontractors are prequalified and are able to perform their work correctly. If working with newer materials or building components make sure you consult with the manufacturer or distributor to ensure that workers are trained on the proper techniques for installation.

On larger projects, drones and cameras are a great way to monitor construction activity and ensure everything is running smoothly on your construction project. 3D laser scanning technology is also growing in popularity on construc-

tion sites. These scans can then be compared against BIM models, 3D drawings, schedule, and estimates to inspect the quality of the work performed and to determine how much progress has been made each day.

### Communication, Collaboration, and Coordination

There's lots of players and stakeholders involved on a construction project. You've got your owner and design teams as well as the general contractor, multiple trade contractors, suppliers, service providers, building inspectors, etc. For a construction project to run smoothly, all of these parties need to be kept informed on how the project is progressing.

Cloud-based project management software and mobile apps are a great way to keep everyone in the loop. Daily reports, change orders, updated plans, and as-builts can all be easily and updated in real time to ensure everyone has the most up-to-date and current information on the project.

If rework is required, make sure you are communicating and collaborating with all the affected parties to work together and devise a plan and adjust the construction schedule. General contractors should coordinate with subs and suppliers when rework needs to be done and keep them updated when work is falling behind or getting ahead of schedule so they can adjust their schedules as needed. Make sure to alert subcontractors performing subsequent work when rework is required to avoid a chain reaction of rework.

### Train Your Workers

The skilled labor shortage that was caused by the Great Recession is still impacting the construction industry in some areas of the country. Many firms are working with less experienced workers but that's not an excuse for poor quality work. Workers need to be properly trained on how to perform their tasks safely and correctly.

With greener workers, additional supervision may be needed to ensure they are performing tasks to your quality standards. Consider pairing them with a more experienced worker to act as a mentor to oversee their work and provide on-site training and supervision. The more time and money you invest in training your workers will result in a more efficient and confident workforce. A well-trained workforce is key to improving jobsite productivity and quality of work.

Rework in construction may be inevitable, but with proper planning and oversight it can be prevented or mitigated so it doesn't have negative impact on your productivity and profitability.

### SOURCE:

<https://www.constructconnect.com/blog/5-ways-to-reduce-costly-rework-on-construction-projects>

## Serving Veteran Entrepreneurs at the Local Level



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

By Larry Stubblefield,

It's no secret that veterans make great entrepreneurs. Thanks to years of service to our country, they're mission-oriented, strategic, resilient, and well-equipped with the skills needed to start a successful business. And with veteran-owned businesses contributing over \$1 trillion to the U.S. economy in annual sales, it's evident that veterans continue to serve our country just like they did in the military.

At the SBA, we work to empower the next generation of military and veteran entrepreneurs by providing resources to help them start, grow, or expand their veteran-owned small business. That's why we're excited to host the upcoming SBA Military and Veteran Entrepreneur Summit in Las Cruces, New Mexico on March 18, from 8 a.m. to 4 p.m.

There are 164,000 veterans in New Mexico, and more than 14,000 veteran-owned businesses statewide. This free summit will focus on addressing the challenges faced by this community while highlighting opportunities for these entrepreneurs to leverage local and national resources.

Working in collaboration with the City of Las Cruces, the New Mexico State University Arrowhead Center, the National Veterans Small

Business Coalition, The American Legion, the Greater Las Cruces Chamber of Commerce, and other resource partners, our goal is to connect veterans, transitioning service members, National Guard and Reserve members, and military spouses with the programs that support entrepreneurship.

Attendees will be able to attend breakout sessions on accessing capital, government contracting, entrepreneurship resources, and small business tips for military spouses. They'll also be able to learn about the resources SBA provides to aspiring and established small businesses and network with other successful veteran small business owners like former U.S. Navy SEAL Eli Crane, the owner of Bottle Breacher (as seen on Shark Tank).

As a veteran myself, I'm proud to work with the SBA to support the 2.5 million veteran-owned business across the nation. To join us at the upcoming free summit, you can register on Eventbrite at [SBAMilitarySummit.eventbrite.com](https://www.eventbrite.com/e/sbamilitarysummit). For more information and to view the full agenda, check out [bit.ly/SBAMilitarySummit](https://bit.ly/SBAMilitarySummit).

We also encourage you to join the conversation on social media using [#SBAMilitarySummit](https://twitter.com/SBAMilitarySummit). Looking forward to seeing you there!

### SOURCE:

<https://www.sba.gov/blog/serving-veteran-entrepreneurs-local-level>

## An invitation to mentor. These California women do

Continued from page 1

she roots for Mike Trout and the Angels, while I know better and root for the Dodgers.

**Lt. Gov. Eleni Kounalakis:** A true trailblazer, she is the first woman in California history to be elected to the office, as well as the first Greek-American woman to serve as a U.S. ambassador when appointed by President Barack Obama to serve in Hungary. Prior to public service, she was president of one of the state's most respected housing development firms, AKT Development. In her role, Lt. Gov. Kounalakis has been a fierce advocate for student access to an affordable, quality college education.

These women represent the best of California. They are diverse in their identity but united by a commitment to championing opportunities for women and working to make our state a better

place. They recognize that, with their success, comes a responsibility to pay it forward and raise up the next generation of women to follow in their footsteps and beyond.

You may know that January was National Mentoring Month, so as you consider what 2020 holds for you, let me challenge you to be a mentor. It's as simple as being mindful of how you conduct yourself, investing your time, or even taking the leap to get involved as a formal mentor. There's no one-size-fits-all, just be yourself, be open, and be present. I'm certain that you'll gain just as much as you give.

*Jennifer Haley is president of Kern Oil & Refining Co., [jhaley@kernoil.com](mailto:jhaley@kernoil.com). She wrote this commentary for CalMatters.*

CalMatters.org is a nonprofit, nonpartisan media venture explaining California policies and politics

# 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-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-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**  
**03/02/2020**

**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-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**

## 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-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-0390122-00

Fictitious Business Name(s):  
**Laurent Fourgo Productions**  
Address  
**2 Fallon Place, Unit #48, San Francisco, CA 94133**  
Full Name of Registrant #1  
**Laurent Fourgo**  
Address of Registrant #1  
**2 Fallon Place, Unit #48, San Francisco, CA 94133**

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

Signed: **Laurent Fourgo**

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

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

Filed: **Mariedyne L. Argente**  
**Deputy County Clerk**  
**03/03/2020**

**03/12/20 + 03/19/20 + 03/26/20 + 04/02/20**

## 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 Statements

**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-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-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-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-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-0390262-00**

Fictitious Business Name(s):  
**Original Inhabitant**  
Address  
**218 Bepler Street, San Francisco, CA 94112**  
Full Name of Registrant #1  
**Wilfredo Navarez**  
Address of Registrant #1  
**3250 Shelter Creek Lane, San Bruno, CA 94066**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-11-2020**

Signed: **Wilfredo Navarez**

This statement was filed with the County Clerk of San Francisco County on **03-11-2020**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**03/11/2020**

**03/12/20 + 03/19/20 + 03/26/20 + 04/02/20**

**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-0389652-00**

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

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

Signed: **Kseniia Naidyon**

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

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

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

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

## 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**



## New York Sub-Bid Request Ad

**SHEA- KIEWIT Constructors, AJV  
BIDDING OPPORTUNITY NYS/MWBE  
Certified with the following certifying authority:**

Participation of Minority-and Women -Owned Business Enterprises ("MWBE") and Equal Employment Opportunities ("EEO") pursuant to New York State Executive Law, Article 15-A and New York Code of Rules and Regulations, Title 5 (5 NYCRR) Parts 140-145 (Regulations of the Commissioner of Economic Development); Participation by Disadvantaged Business Enterprises ("DBE") in United States Environmental Protection Agency ("EPA") Programs pursuant to 40 Code of Federal Regulations (CFR) Part 33; Participation of Service-Disabled Veteran-Owned Business Enterprises ("SDVOB") in accordance with New York State Executive Law, Article 17-B and 9 NYCRR Part 252. DBE is a Disadvantaged, Minority, or Woman Business Enterprise that has been certified by an entity from which EPA accepts certifications as described in 40 CFR 33.204-33.205 or certified by EPA. EPA accepts certifications from entities that meet or exceed EPA certification standards as described in 40 CFR 33.202.

Inviting qualified contractors, specifically **MWBE and SDVOB firms certified/eligible as listed above**, to contact Shea-Kiewit Constructors, AJV (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming tunnel and shafts project.

The Work under this contract is in Brooklyn and Queens, New York. The Work consists of:

**Construction of Shafts 17B-1 and 18B-1, CT3, Contract No. C547A  
Owner: New York City Dept. of Environmental Protection  
NYC DEP Bid Room, 59-17 Junction Blvd., 17th Floor, Flushing, NY 11373  
BID DATE: April 3, 2020 at 11:30 AM**

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, ground freezing, deep foundation system(micro-piles), underground blasting, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, traffic control, sewer bypass pumping, A/C paving, environmental investigation, utility relocation, paving, fencing and gates, planting and seeding, retaining wall, geotechnical and structural instrumentation, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, mechanical steel pipe, ventilation HVAC, precast concrete shaft covers, temporary office buildings/services, ConEdison blockhouse, waterproofing, service utilities, grouting, electrical services, pest control, IT services, security, waste disposal, cleaning services, and security services.

Any business seeking to participate as a MWBE or SDVOB in the Contract that is not currently certified DBE by the EPA and the requirements set forth above should review **40 CFR 33.204-33.205 or certified by EPA** shown above to obtain current certification.

Shea-Kiewit Constructors, AJV set up an FTP site where you can view all plans, specifications and addendums for your convenience. Please contact Steve Fiori at (909) 595-4397, [Steven.Fiori@jfshea.com](mailto:Steven.Fiori@jfshea.com), to receive instructions on accessing the FTP Site.

**Shea-Kiewit Constructors, AJV, (An EEO Employer)  
(J.F. Shea Construction, Inc. - Kiewit Infrastructure Co.)**

**667 Brea Canyon Road, Suite 22  
Walnut, CA 91789**

**Phone: 909-594-0990 fax: 909-869-0827**

**Send Inquiries/Certifications to: Mike Stolkin, [mike.stolkin@jfshea.com](mailto:mike.stolkin@jfshea.com)**



## California Sub-Bid Request Ads

### JUV Inc.

7901 Oakport Street Suite # 2700  
Oakland CA 94621  
Ph. (510)836-1300 • Fax (510)777-9203  
Email: [juv@juvinc.com](mailto:juv@juvinc.com)

JUV, Inc. is inviting you to submit a proposal for the above referenced project in accordance with the bid documents found in the below Drop Box link.

**Project Information:  
Hillcrest Elementary School Modernization  
and Interim Housing, PROJECT NO: 11903  
BID PROPOSAL MUST BE RECEIVED BEFORE:  
March 31, 2020, 11:00 AM.**

#### Project Description:

General School Modernization and reconstruction including ADA Access, Seismic Upgrades, and Fire/Life/Safety upgrades, including but not limited to: installation of interim housing utilities, coordination of IH delivery and install, new asphalt landings at IH ramps and final connection of MEP at Interim Housing bungalows. Multiple phases of hazardous material abatement, demolition of interior finishes, demolition of mechanical, plumbing and electrical systems, restroom upgrades, new framing, new doors and hardware, new windows, new finishes, new plumbing, new mechanical, new electrical, new fire alarm, new low voltage, clock/PA, exterior paint, and misc. site improvements.

#### Project Labor Agreement:

All Bidders are hereby notified that the District has a Project Labor Agreement (PLA) in effect on the Project and all contractors and subcontractors bidding this project will be required to comply with the PLA.

The Estimated construction value of the work is **\$12.5 million dollars.**

Bid Documents:  
Bay Area Builders Exchange  
<https://bayareabx.com/>

Or Use Drop Box Link Below:  
<https://www.dropbox.com/sh/oqk7jp9tmupt-phd/AADB3REhYw4n6BbUTHp61cea?dl=0>

Please fax your scope of work two days before bid

JUV Inc is an Equal Opportunity Employer, WE encourage Certified DVBE /LBE/MBE/WBE to bid on this project

100% PERFORMANCE AND PAYMENT BOND MAY BE REQUIRED

JUV INC WILL PAY UP TO 1.5% OF BOND PREMIUM

### JUV Inc.

7901 Oakport Street Suite # 2700  
Oakland CA 94621  
Ph. (510)836-1300 • Fax (510)777-9203  
Email: [juv@juvinc.com](mailto:juv@juvinc.com)

JUV, Inc. is inviting you to submit a proposal for the above referenced project in accordance with the bid documents found in the below Drop Box link.

**Project Information: Tule Elk Park EES  
New Classroom Building, PROJECT NO: 11904  
BID PROPOSAL MUST BE RECEIVED BEFORE:  
March 24, 2020, 11:00 A.M.**

#### Project Description:

Construction of a new one-story classroom building, building pad, and associated site work including; but not limited to, hazardous material abatement, underground services including water, sewer, storm drain, electrical, plumbing, mechanical, fencing, planters and planting. Installation of electrical services including low voltage systems such as fire alarm, security, telephone, data, clock/bell/PA, etc.

#### Project Labor Agreement:

All Bidders are hereby notified that the District has a Project Labor Agreement (PLA) in effect on the Project and all contractors and subcontractors bidding this project will be required to comply with the PLA.

The Estimated construction value of the work is **\$2,700,000**

Bid Documents:  
Bay Area Builders Exchange  
<https://bayareabx.com/>

Or Use Drop Box Link Below:  
<https://www.dropbox.com/sh/towa3av81q2bb/AABdOPgspLIRollIrgEsDGEAa?dl=0>

Please fax your scope of work two days before bid

JUV Inc is an Equal Opportunity Employer, WE encourage Certified DVBE /LBE/MBE/WBE to bid on this project

100% PERFORMANCE AND PAYMENT BOND MAY BE REQUIRED  
JUV INC WILL PAY UP TO 1.5% OF BOND PREMIUM

SMALL BUSINESS EXCHANGE

## 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-006, On-Call Video Production Services**. Interested Proposers must submit proposals by way of upload to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com> by April 3, 2020 at 4:00 p.m., PT.

Requests for modifications or clarifications of any requirement must be submitted in writing by March 20, 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 **Marcellus Jasper, Senior Buyer, at (415) 923-2067.**

/s/ Aida S. Caputo, Contracts Officer

Dated: 03/10/20

3/12/20

CNS-3352263#

SMALL BUSINESS EXCHANGE



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

#### NOTICE TO SUBCONTRACTORS

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

**WILLOWS COURTHOUSE RENOVATION  
526 W. SYCAMORE ST., WILLOWS, CA 95988**

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