

SMALL BUSINESS EXCHANGE

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Vol 35, Edition 51

Weekly Publication 

March 19, 2020

Latino small business owners are the fastest-growing group of entrepreneurs in U.S.



Orlando Osornio owns Tortas Al 100 in Salinas. Photo by Kate Cimini/ The Salinas Californian



Fausta Ibarra, 59, owner of Tropical Cuts Beauty Salon in Salinas, carries shampoo and conditioner bottles to the front of the store. Photo by Kate Cimini/The Salinas Californian

[Article was originally posted on <https://calmatters.org>]

By CalMatters,

On the weekends, Salinas food truck owner Orlando Osornio, 30, and his wife, Denise, sell mile-high tortas, filled with California fusion-inspired ingredients: hot Cheetos, bacon, mango-habañero sauce, or pineapple. Some come for the birria torta or the chicken-bacon-alfredo torta.

A line of customers winds its way around the side of his tent as meat sizzles on the grills. On the other side of the mesh, Osornio and his crew pack and stack toasted buns as fast as they can.

Two years ago, when Osornio, who is Mexican-American, was contemplating launching Tortas al 100, he knew one thing: He didn't want to apply for a loan. Osornio had racked up "about \$30,000" in credit-card debt as a teenager and when life smacked him in the face in his early 20s, he got serious about paying it down and fixing his credit score.

That experience, he said, was what prompted him to forgo applying for a small business loan. Instead, Osornio estimated he and his wife spent at least \$50,000 of their salaries on the burgeoning business, including food, four grills, a tent and more during its first year of operation.

Latino small business owners like Osornio are the fastest-growing group of entrepreneurs in the U.S., even as they battle systemic racism that has resulted in lower incomes and loan rates. Over the past 10 years, the number of Latino business owners grew 34%, compared to 1% for all business owners in the United States, according to a recent study from Stanford University. And more Latinos than ever are applying for small business loans to launch or grow their operations.

Becoming an economic force

The growing success of Latino small business owners comes as Latinos are increasingly becoming an economic force in the U.S. The same Stanford study found Latino-owned businesses contributed about \$500 billion to the economy in annual sales.

A 2019 report to Congress based on data from 2017 found almost 60 million Latinos in the United States already account for \$2.3 trillion in economic activity in total, which on its own would rank as the eighth largest economy in the world. And Latinos are projected to make up 30% of the U.S. population by 2020, meaning the group's contributions are only likely to grow.

Latino-owned businesses employ more than 3 million people, the 2019 State of Latino Entrepreneurship report by the Stanford Latino Entrepreneurship Initiative (SLEI), a Stanford University research initiative centered around Latinos in business, found. All told, Latino-owned businesses account for about 4% of U.S. business revenues and 5.5% of U.S. employment.

However, Latino-owned companies remain smaller than white-owned firms, averaging only \$1.2 million in revenue compared with \$2.3 million brought in by a white-owned company.

That is a problem, said Jerry Porras, a professor of organizational behavior and change emeritus at Stanford Business School, co-founder of the Latino Business Action Network, a nonprofit out of Stanford University focused on empowering Latino business owners, and co-director of SLEI.

"I think that there's really a positive story when you look at Latino businesses across the country," said Porras. "The number is smaller as a base but its growing very rapidly. Latinos are oriented towards starting businesses and are doing it at a significant rate."

If Latino-owned employer firms were given the same chances, Porras said, they would generate

an additional \$4 billion in revenue and 1 million jobs.

Younger than other entrepreneurs

Across the U.S., Latinos are represented in all the major industry sectors, owning businesses in manufacturing, education, health services, finance, construction and more.

Latino business owners tend to be younger than non-Latino business owners. Roughly 33 percent of Latino entrepreneurs are younger than 45, compared to just 22% of non-Latino entrepreneurs.

For every 100,000 Latino adults in the United States, on average 510 became entrepreneurs each month in 2018.

However, research by the Institute on Assets and Social Policy, an institute that studies economic opportunities for people of color, evidences that historic disenfranchisement of people of color has led to those very people having less generational wealth than white people.

Furthermore, policies that favor the affluent have continued to widen the gap, particularly between white families and black or Latino families.

While the income gap between blacks and whites closed somewhat between 1970 to 2016, Hispanics fell even further behind at all income levels, the Pew Research Center think tank found in 2018. Even top-earning Hispanics earned only 65% as much as whites in 2016, down from 74% in 1970.

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

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

Continued on page 8

Technology and Inclusion

Council Post: Top Three Reasons We Need More Women In Tech

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

By Elaine Montilla,

Gender equality remains a major issue in the corporate world, and women remain significantly underrepresented in the corporate pipeline. Despite an abundance of research confirming that companies are more profitable when they have more women in the C-suite, we still have a gender gap in most companies. Diversity and inclusion cannot be part of a one-time campaign; rather, they are causes that require continuous work that needs to be developed, maintained and cultivated.

Information technology is one of the fastest-growing U.S. industries, and technical innovation will play a crucial role in almost every sector of our country's economy. Based on data from Accenture, we have more jobs in computer science than graduates available to fill those positions, and the number of women in the U.S. computing workforce will shrink in the next 10 years unless we take action right now. The underrepresentation of women in tech is not a new topic, and even though progress has been made, it is moving at an extremely slow pace, and this issue will become a fundamental economic challenge for the U.S. economy if unaddressed.

While the percentage of women in the U.S. labor force has climbed to 46%, it is still significantly lower when it comes to the technology sector. The tech world is still a man's world, and some of the reasons include the lack of female mentors, gender inequality in STEM jobs, and not having enough hands-on experience with STEM subjects.

Today, it is clear that superior innovation is achieved by having a diverse team where members can challenge each other and bring new perspectives. Here are three reasons more women are needed in tech:

1. Diversity Generates More Revenue

Compared to their peers, high-gender-diversity companies deliver slightly better returns, and they have outperformed, on average, less diverse companies over the past five years.



Companies that not only hire but also manage to retain more women put themselves in a position to automatically gain a competitive advantage, a benefit that extends to all stakeholders.

Boston Consulting Group (BCG) and the Technical University of Munich conducted a study to understand the relationship between diversity in management. The results showed that increasing the diversity of leadership teams leads to more and better innovation and improved financial performance in both developing and developed economies. The study showed that companies with the greatest gender diversity (those in which 8 out of every 20 managers were female) generated about 34% of their revenues from innovative products and services in the most recent three-year period.

Fortune 500 companies with at least three women in leading positions saw a 66% increase in ROI and have a purchasing power of an estimated \$5 trillion. We all use that power to buy computers, cars and consumer goods. On top of that, it is hard to deny that women are also responsible for most of the household spending decisions. Not taking advantage of a female presence in the workplace seems like a

gamble most businesses shouldn't take.

2. Women Think Differently

By nature, interacting with a diverse team forces individuals to prepare better and anticipate alternative viewpoints. The presence of women makes individuals anticipate differences in opinion and perspective and makes them assume that they will need to work harder to come to a consensus. We can all benefit from that kind of pressure.

Men and women see things differently and bring unique ideas to the table. This enables better problem solving, which can boost performance at the business unit level. Imagine all of the buying power you will tap into by bringing together a mix of genders with various backgrounds and ethnicities. Better yet, after your company gains a reputation of having a more diverse workforce, you also gain an extremely powerful recruiting tool at your disposal.

3. We Need More Role Models

By celebrating female tech leaders, it will hopefully encourage more girls to pursue their interests and careers in tech, thus increasing the hiring pool diversity. We need to ensure

young girls have strong role models of other successful women in STEM and that women have a seat at the table so they can engage men on the topic of gender equality.

Being a woman in IT is not always easy, and being the only woman in the boardroom at times can put unseen pressure on you. Accountability also inspires action, and we need public policies to ensure employers are doing the right thing. Role models made a huge difference in my life because until I saw people who looked and sounded like me in leadership positions, it was difficult to believe that I could one day make it that far. When you bring women into senior roles, you demonstrate that others have an opportunity to succeed, too.

I know from personal experience that we must cultivate self-love, self-awareness and confidence to overcome all of the pressure while we fight toward earning the respect of others.

To help a company realize its full potential, we must make gender diversity a business priority. Personal choices are never made in a vacuum. Economic, cultural, organizational, and policy obstacles shape both men's and women's choices and opportunities. I encourage all leaders to identify those business units that are less diverse today and develop a comprehensive hiring strategy without reducing merit by setting inclusive goals and holding all managers accountable for diversity and inclusion.

In the end, we need more women who are willing to take on leadership positions, men who are willing to take on more responsibilities in the household and employers who embrace a more flexible workspace. We live in a profoundly connected and global world, and companies/institutions that are more diverse will achieve better performance. But my experience tells me that time will not solve the gender leadership gap we currently have — only decisive action can, and we must all buy in.

SOURCE:

<https://www.forbes.com/sites/forbestech-council/2020/03/10/top-three-reasons-we-need-more-women-in-tech/#536b1e1215fb>

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CALIFORNIA CERTIFICATIONS

CDOT UCP DBE #5988 • CA DGS SBE #1789941

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

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

Organized 1984.

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ISSN 0892-5992



Access to Capital

Ready to Grow Your Business?

JPMorgan Chase & Co. - Update on our efforts to help with the COVID-19 pandemic

Friends,

As ever, JPMorgan Chase is committed to supporting our communities, and in response to these unprecedented circumstances, today we're announcing a \$50 million philanthropic investment to address the immediate public health and long-term economic challenges from the COVID-19 global pandemic.

These funds will support vulnerable and under-represented communities, small businesses and our nonprofit partners, which take on even greater and more critical importance in this environment. With these investments, we will continue to focus on those areas where we can leverage our core business, pillars and areas of expertise to make the biggest impact. As appropriate, we are engaging with our existing partners undertaking this important work.

An initial \$15 million commitment will:

- **Address the immediate humanitarian and healthcare crisis with \$5 million globally** to support emergency medical supplies, food needs and other critical health-related essentials.
- **Provide \$8 million to assist small businesses vulnerable to significant economic hardships in the U.S., China and Europe.** We know that small businesses are facing unique and serious challenges. JPMorgan Chase Institute research shows that 50 percent of them have less than 15 cash buffer days, meaning the small business economy could be majorly disrupted by the current climate.
- **Support our existing nonprofit partners around the world helping vulnerable populations who are facing new challenges in**

response to COVID-19 with an additional \$2 million. These funds will be designed to help partners maintain operational capacity through adjustments to remote working capabilities, resiliency planning, fundraising and communications.

The remaining \$35 million will be deployed over time to help the most vulnerable communities and people recover from the crisis and have an opportunity to benefit from future economic growth. While addressing immediate needs is critical, so too are sustainable, innovative solutions to help small businesses and underserved communities recover long-term. Business has an important role to play in short and long-term relief efforts, and today's philanthropic investment is in addition to the business resiliency measures we have already taken and shared last week.

That said, we can't do it alone. We know from our work with terrific partners to help lift up communities through programs like AdvancingCities that collaboration is key to driving long-term, scalable solutions.

These are challenging times. I am thankful for each of you and your partnership, support and collaboration as we come together to find solutions in the weeks and months ahead. Please stay healthy and safe.

Sincerely,
Peter L. Scher
 Head of Corporate Responsibility
 Chairman of the Mid-Atlantic Region
 JPMorgan Chase & Co.



California Sub-Bid Request Ads

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

PROJECT TITLE:
Moscone Elementary School Play Yard Improvement
 SFUSD Project Number: 12198
BID DATE & TIME: 4/3/2020 @11:00AM

PROJECT LOCATION:
 Moscone Elementary School
 2576 Harrison St., San Francisco, CA 94108
 Owner: San Francisco Unified School District

NBC Construction & Engineering Inc.
 850 South Van Ness Avenue
 San Francisco, CA 94110
 Phone # 925-324-2727 • Fax # 800-622-9144

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

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

REQUESTING DVBE COMPANIES FOR THE FOLLOWING PROJECT:

PROJECT: HIGHER LEARNING ACADEMY - SITE MODULAR CLASSROOMS - BID PACKAGE (01) SITEWORK
 OWNER: GATEWAY COMMUNITY CHARGERS
 LOCATION: McCLELLAN, CA
 BID DATE: APRIL 2, 2020 @ 2:00 p.m.

&

PROJECT: HIGHER LEARNING ACADEMY - SITE MODULAR CLASSROOMS - BID PACKAGE (02) LANDSCAPE & IRRIGATION
 OWNER: GATEWAY COMMUNITY CHARGERS
 LOCATION: McCLELLAN, CA
 BID DATE: APRIL 2, 2020 @ 2:00 p.m.

&

PROJECT: HIGHER LEARNING ACADEMY - SITE MODULAR CLASSROOMS - BID PACKAGE (03) CONCRETE
 OWNER: GATEWAY COMMUNITY CHARGERS
 LOCATION: McCLELLAN, CA
 BID DATE: APRIL 2, 2020 @ 2:00 p.m.

&

PROJECT: HIGHER LEARNING ACADEMY - SITE MODULAR CLASSROOMS - BID PACKAGE (20) HVAC & SHEETMETAL
 OWNER: GATEWAY COMMUNITY CHARGERS
 LOCATION: McCLELLAN, CA
 BID DATE: APRIL 2, 2020 @ 2:00 p.m.

&

PROJECT: HIGHER LEARNING ACADEMY - SITE MODULAR CLASSROOMS - BID PACKAGE (23) ELECTRICAL
 OWNER: GATEWAY COMMUNITY CHARGERS
 LOCATION: McCLELLAN, CA
 BID DATE: APRIL 2, 2020 @ 2:00 p.m.

Bids should be sent to: estimating@carterkelly.com and faxed to 530-621-2344

Carter Kelly Construction Management Services Inc.
 P.O. BOX 1477
 PLACERVILLE, CA 95667
 PHONE: 530-621-0950 • FAX: 530-621-2344
 CONTACT: JIM CARTER

Carter-Kelly, Inc. is proud to be an EEO and requests quotations from Disabled Veterans, Small Business, Minority and Woman Owned businesses.

Any questions please call Robyn Kelly
 530-621-0950 or email: robynk@carterkelly.com



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
REVISED BID DATE: April 14, 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, 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





California Sub-Bid Request Ads

Svala Construction, Inc.

We are requesting bid quotations from all subcontractors and suppliers and DVBE Subcontractors/Suppliers for the following

SFUSD; Balboa HS - CTE Cast Academy
1000 Cayuga Ave, San Francisco, CA 94112
Bid Date: April 7, 2020 @ 2:00 pm

Please fax or e-mail us your Bid proposal at least 2 hours prior to the Bid Opening. Please note: all Subs above \$150,000 might require bonds.

Svala Construction, Inc.

139 Mendosa Ave, San Francisco, CA 94116
Estimator: Alex Svidler
Phone: 415-850-1308; Fax: 415-901-0466
e-mail: svalainc@gmail.com

We are 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
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 and password is f7pa55wd) 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 If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (http://californiasbdc.org) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

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



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

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

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

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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, P/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 Sowing.

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

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

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

Kiewit/Teichert JV

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

Attn: Spencer Leamer, procurement@kiewitteichertjv.com

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

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

An Equal Opportunity Employer

CA Lic. 1048971

DIR# 1000063364



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

NOTICE TO SUBCONTRACTORS

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

WILLOWS COURTHOUSE RENOVATION

526 W. SYCAMORE ST., WILLOWS, CA 95988

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

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@srco.com & estimating@srco.com

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

OWNER: CITY OF NEWMAN
HEXAVALENT CHROMIUM (CR6)
COMPLIANCE WATER SYSTEM PROJECT
REVISED BID DATE: APRIL 13, 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.



431 PAYRAN STREET, PETALUMA, CA 94952
PHONE: (707) 835-2900 FAX: (707) 835-2994
CALIFORNIA CONTRACTOR LICENSE #856393

NOTICE TO BIDDERS

NOTICE IS GIVEN THAT ARNTZ BUILDERS, INC., is requesting Sub Bids 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, may be obtained by sending an email to: bid@arntzbuilders.com or by calling 707.835.2900.
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BID DATE	BID TIME	BP	NAME OF BP	PRE-BID MTG DATE / TIME	REQUIRED LICENSE CODE
4/16/20	2:00pm	2	Abatement & Soft Demo	3/30/20 at 11am	B, ASB, HAZ, C-22
4/16/20	2:00pm	2.1	Hard Demo & Structural Demo	3/30/20 at 11am	A, B, C-21
4/16/20	2:00pm	3	Concrete & Reinforcing	3/30/20 at 11am	B, C-8, C-50
4/16/20	2:00pm	3.1	Glass Fiber Reinforced Concrete	3/30/20 at 11am	B, C-8, C-9, C-17, C-29, C-33
4/16/20	2:00pm	4	Reinforced & Unreinforced Masonry	3/30/20 at 11am	B, C-29, C-50
4/16/20	2:00pm	5	Structural Steel, Metal Decking, Misc.	3/30/20 at 11am	B, C-23, C-51, C-60
4/16/20	2:00pm	5.2	Metal Framing & Gypsum Board	3/30/20 at 11am	B, C-2, C-9
4/16/20	2:00pm	5.3	Detention Equipment	3/30/20 at 11am	B, D-18
4/16/20	2:00pm	6	Rough Carpentry & Sheathing	3/30/20 at 11am	B, C-6, C-8, C-9, C-15, C-17, C-39, C-43, C-61, D-34
4/16/20	2:00pm	6.1	Woodwork, Restorations & Countertops	3/30/20 at 11am	B, C-6
4/16/20	2:00pm	6.2	Fiberglass Reinforced Plastic Assemblies	3/30/20 at 11am	B, C-5, C-6, C-9, C-29, C-54, C-61
4/16/20	2:00pm	7	Waterproofing	3/30/20 at 11am	B, D-56
4/16/20	2:00pm	7.1	Roofing	3/30/20 at 11am	B, C-39
4/16/20	2:00pm	7.2	Metal Panels	3/30/20 at 11am	B, C-23
4/16/20	2:00pm	8	Doors, Frames, Hardware	3/30/20 at 11am	B, D-16, D-28
4/16/20	2:00pm	8.1	Aluminum Storefront/Entrances & Glazing	3/30/20 at 11am	B, C-17
4/16/20	2:00pm	9	Plaster	3/30/20 at 11am	B, C-35
4/16/20	2:00pm	9.1	Tiling	3/30/20 at 11am	B, C-54
4/16/20	2:00pm	9.2	Acoustic Ceiling & Wall Panels	3/30/20 at 11am	B, C-2, C-50
4/16/20	2:00pm	9.3	Carpet and Resilient	3/30/20 at 11am	B, C-15
4/16/20	2:00pm	9.4	Terrazzo Flooring	3/30/20 at 11am	B, C-15
4/16/20	2:00pm	9.5	Resinous Flooring	3/30/20 at 11am	B, C-15
4/16/20	2:00pm	9.6	Paint & Coatings	3/30/20 at 11am	B, C-33
4/16/20	2:00pm	10	Signage	3/30/20 at 11am	B, C-45
4/16/20	2:00pm	10.1	Toilet Compartments & Accessories	3/30/20 at 11am	B, D-34
4/16/20	2:00pm	12	Window Shades	3/30/20 at 11am	B, D-52
4/16/20	2:00pm	12.1	Courtroom Furniture	3/30/20 at 11am	B, C-6, C-61
4/16/20	2:00pm	12.2	Fixed Seating Restoration	3/30/20 at 11am	B, C-6, C-61
4/16/20	2:00pm	14	Electric Traction Elevators	3/30/20 at 11am	B, C-11
4/16/20	2:00pm	21	Fire Suppression	3/30/20 at 11am	B, C-16
4/16/20	2:00pm	22	Plumbing	3/30/20 at 11am	B, C-36
4/16/20	2:00pm	23	HVAC, Flashing & Sheetmetal	3/30/20 at 11am	B, C-20, C-43
4/16/20	2:00pm	26	Electrical, Communications & Security	3/30/20 at 11am	B, C-10
4/16/20	2:00pm	32	Landscape, Irrigation & Site Furnishings	3/30/20 at 11am	A, C-27
4/16/20	2:00pm	32.1	Fences & Gates	3/30/20 at 11am	B, C-13
4/16/20	2:00pm	32.2	Earthwork, Site Improvements & UG	3/30/20 at 11am	A, C-12, C-32
4/16/20	2:00pm	33.2	Survey	3/30/20 at 11am	
4/16/20	2:00pm	33.4	Final Cleaning	3/30/20 at 11am	D-63



DEMOLITION, INC.
GOING GOING GONE

BID NOTICE CBE/LSBE FIRMS

Demolition Services for the new LAC/USC Women's & Children's Hospital Project are a component of the Los Angeles County's Public Works Program. The project site is located at 1240 North Mission Road in the city of Los Angeles. Removal of the following existing structures is necessary prior to construction of the new LAC/USC Women's & Children's Hospital facility:

1. Vacant Women's & Children's Hospital (Building 401) - From the roof (478 feet elevation) to the basement
2. Cooling Tower/Air Compressor Unit (LBL 443)
3. Hospital Storage (LBL 444)
4. Improvements on project site that do not require significant grading remediation (i.e. small retaining walls, ramps, walkways, lighting fixtures, transformer shell, concrete berms, signs, etc.)
5. All utilities shall be terminated and removed within the limits of the work.
6. Prepare a topographic survey of the ground surface at the end of foundation excavation as shown on the demolition drawings and specifications.

Current subcontracting scopes of work are as follows:

Cut & Caps
Concrete Crushing
Trucking
SWPPP

The County's CBE participation goal for LAC/USC Women's & Children's Hospital Project is 25%.

Bids are due by
Friday, March 27, 2020 by 12pm.

For information about how to submit your bid to GGG Demolition, Inc., or to inquire about the bid policy and/or if you have any other technical project related questions, please contact:

Gregg Miller - gregg@gggdemo.com

You are able to access the project plans and specifications through the following link:
https://drive.google.com/drive/folders/1QHWx_94IED0UWh30FE8uaA7J1kgdXUo

GGG Demolition, Inc. is an Equal Opportunity Employer and strongly encourages participation of CBE/LSBE/SE/DVBE/MBE/WBE/DBE firms.

Pros and Cons: Startups and Franchises

By Joel Libava,

My late father, when speaking to potential business owners, would always ask them if they wanted to "own what they do." I always liked that term.

If that's what you're thinking of doing, I'm going to go over two ways you can do it, along with the pros and cons of each of them.

Startups

If you're entrepreneurial-minded, a pure startup business is the way to go. That's because you can use 100% of your creative juices 24/7.

In a nutshell, you are the person who:

- Comes up with a business idea
- Puts together the business plan
- Creates relationships with lenders
- Tests and perfects your idea
- Creates distribution channels
- Puts together the marketing plan
- Creates policies and procedures
- Hires staff
- Negotiates the commercial space
- Opens the business

As you can see, your plate will be full. The hours needed to start your business will be long and hard. But if you believe in your business idea, and you're willing to see where your idea will take you, those long hours will be good hours. After all, this is your "baby" we're talking about here.

Pros and Cons of a Startup

If you're thinking of starting your own business, based on your idea for a needed product or service, there are a few things you need to know before you dive into the pool.

The Pros

- You own the idea
- You're the Creative Director
- You retain all of the equity
- You can run your business as you please
- There are no rules
- You keep 100% of the profits

The Cons

- Your total upfront investment is unpredictable

Diversity and Inclusion

The Gumbo Coalition: 10 Leadership Lessons That Help You Inspire, Unite, and Achieve

By Marc H. Morial,

“Marc exalts diversity (gumbo) as a source of great strength, growth potential, and dynamic innovations—and as an imperative for leaders to embrace and actively cultivate if they want to achieve success.”

— Magic Johnson

Modern leaders are facing a unique set of challenges. While diversity of markets, customers, and talent has more organizations striving to work towards inclusion, many leaders have no idea how to put that buzzword into action. Now, more than ever, it's essential for leaders to unite people from all backgrounds with seemingly competing agendas for a common cause.

Marc H. Morial, former mayor of New Orleans and current president and CEO of the National Urban League, is a transformative leader who has fought for meaningful change throughout his remarkable career. In his forthcoming book, *The Gumbo Coalition: 10 Leadership Lessons That Help You Inspire, Unite, and Achieve* [HarperCollins Leadership, May 5, 2020], Morial takes readers on his legendary journey of achievement—from helping his father become the first African American mayor of New Orleans while growing up in the segregated South to his own mayoral race that led to the city's historic renaissance in the 1990s.

Filled with inspirational anecdotes and action-oriented leadership strategies, *The Gumbo Coalition* reveals that with the right tools, significant change is possible. During his two terms as mayor, Morial built what he christened the “Gumbo Coalition,” an incredible mixture of New Orleans' fundamental ingredients—African Americans, Whites, Latinos, Asians, business leaders, grassroots community activists, clergy, and more. Each ingredient brought its own flavor, creating a dish that was able to reduce crime and rebuild New Orleans' reputation with more power than ever before. Now, Morial fights on behalf of the National Urban League to transform lives and create a community with a voice so strong that nothing can stand in the way of change.

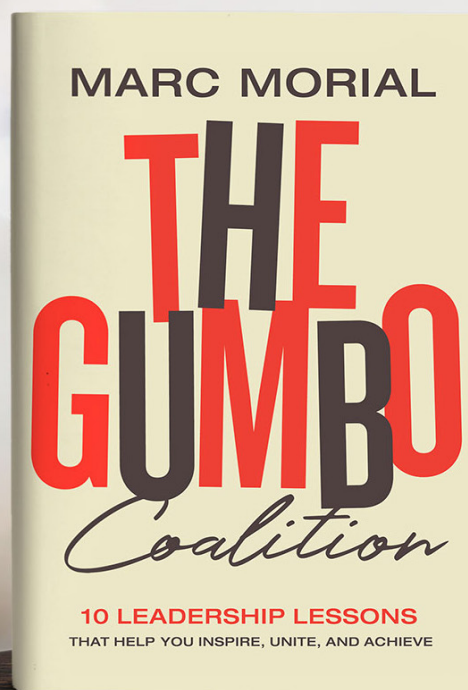
“By taking advantage of the ten leadership lessons of this book, you will not only be a better leader for those in your orbit, but you may very well be setting the pace for a new century of global influence for the country,” says Morial. “So now that you have the recipe, get in the kitchen and get to cooking.”

The Gumbo Coalition facilitates positive change by detailing 10 key leadership lessons to unite all voices, including:

- What it takes to be a leader who unites and works for positive change in the world
- How to determine the right course of action—and continue on that course—despite opposition

- Crucial leadership tenets (“gumbo principles”) for offering game-changing results for those you lead
- How to be a “gumbo leader:” The necessary combination of skills, abilities, and attributes for becoming a transformative leader
- The best laid plans: Why so many well-intentioned leaders fail to bring their vision to life
- Hit the ground running: Four critical components for a fast start and why it's essential for achieving success

■ Continued on page 9



ON SALE MAY 5, 2020

To be a great leader, you must be able to unite people from all backgrounds with seemingly competing agendas to come together under a common cause. Marc Morial, former mayor of New Orleans and current president and CEO of the National Urban League, has been such a leader and shares the lessons he learned along a legendary journey of achievement.

You'll learn how to:

- Be a leader who unites and works for positive change in the world
- Determine the right course of action, never lose sight of the goal, and continue despite opposition
- Lead, fight for and win for your people while remaining diplomatic and sticking to your values

Creating Gumbo Coalition Communities For:

Corporations • Non-Profits • Government Entities



Marc Morial is a former second-generation New Orleans mayor who oversaw many improvements during his terms, including crime reduction, police reform, and the passing of a significant bond issue.

In May 2003, Morial was appointed president and CEO of the National Urban League. Since that appointment, Morial's Empowerment Agenda has worked to reenergize the League's diverse constituencies; to build on the strength of its nearly one-hundred-year-old legacy; and to increase its profile both locally and nationally.

For more information, strategic partnership opportunities, and bulk purchases; contact:
Lavaille Lavette | lavaille@onestreetbooks.com | 713.539.4391

For publicity and marketing inquiries, contact:
Becky Powell | becky.powell@harpercollins.com

GUMBOCOALITION.COM

“Marc exalts diversity (gumbo) as a source of great strength, growth potential, and dynamic innovations—and as an imperative for leaders to embrace and actively cultivate if they want to achieve success.”

— MAGIC JOHNSON

“When Marc talks about building coalitions to successfully meet challenges, he's not only talking theory; he's sharing with readers what he's practiced his entire life.”

— TIM MURPHY
Mastercard, General Counsel

“I found the words of Gumbo Coalition ministering to my spirit. Readers of Marc Morial's blessed work will find an uplifting, challenging and encouraging word they can use along their journeys to becoming their best selves.”

— BISHOP PAUL S. MORTON
Pastor, Recording Artist, Author

“As witness and participant to Marc Morial's gumbo skills over many years his actions speak loudly alongside his words. The combination wins the outcomes that are Marc's leadership hallmarks. To see him in action is to see his embrace of the youngest, least certain to the oldest, most experienced; to feel his strength building momentum tempered by his compassion for all, including those with differences; to witness his respect for each person in his presence and their desire to be encouraged and emboldened by his deeds and assurances. His story and leadership benefit us all.”

— JOHN HOFMEISTER
Founding CEO of Citizens for Affordable Energy/
Former President of Shell Oil Company

Business Toolkit

8(a) Sole-Source Contracts – First Stop for 8(a) Firms in Search of Federal Sales

By Robin James,

8(a) Sole-Source Contracts – First Stop for 8(a) Firms in Search of Federal Sales

Out of the \$44+ billion spent with 8(a) Firms annually, almost half of that figure is spent with 8(a) firms through Federal Sole Source Contracts. For many 8(a) firms sole source contracts are their entire source of revenue for the entire nine year duration of their program life. Understanding Sole Source Contracts and their uses is an important element for drafting your firm's 8(a) Strategy.

There are three broad categories of contracts 8(a) firms can engage.

8(a) Sole Source Contracts – Considered by many to be the smallest of the contract types in terms of size. This is a contract that is directly awarded to an 8(a) firm by a Federal Contracting Officer without a formalized bidding process. Dollar values for these contracts are greater than the \$150K Simplified Acquisition Procedures (SAP) yet less than the maximum 8(a) Sole Source award amounts of either \$7.0MM for manufacturing or 4.0MM for all other industries.

Sole Source Contracts are direct award, meaning that as long as the contracting officer has reason to believe the 8(a) firm's pricing is fair and reasonable, (generally a guideline for this is that the 8(a) firm's pricing is not more than 10% above market rates) then the contracting officer can directly award the contract to the 8(a) firm. The benefit to the federal government is that they can save administrative time and costs by not having to go through a formalized bidding process.

8(a) Set-aside Contracts – These contracts are “set a side” so that only 8(a) firms are permitted to bid on them. In most cases, to win these contracts, past performance is leveraged from prior 8(a) Sole Source Contracts. More successful 8(a) firms migrate from Sole Source Contracts to exclusive use of Set-aside contracts as their larger contract size becomes the firm's primary focus.

GWAC/IDIQ Contracts – Contracts that have Indefinite Delivery Indefinite Quantity can either be government wide, or single or multiple agency contracts. 8(a) Stars III would be an example of a GWAC that is 8(a) only. However, on almost any GWAC or IDIQ contract that small businesses are participating, a predetermined number of 8(a) firms will be awarded a contract. A GSA Schedule would be an example of a broad GWAC where the 8(a) firm could be found by contracting officers so that products or services easily procured from the schedule. Another example of an IDIQ contract would be several agencies partnering up to have their janitorial needs met for an entire state or geographic region. In this example, some amount of those sales will go to the few 8(a) firms that successfully obtained a place on the contract. Therefore obtaining certain contracting vehicles can represent a million or more dollars per year in 8(a) sales to the participating firms.

How to get started with 8(a) Sole Source Contracts

The Search Process for Sole Source Contracts generally consists of four methods:

1. SBA Search Letter – This process begins when your local SBA Business Development Specialist sends out a group of “Search Letters” on behalf of your company advising various agencies of your firm's capabilities and NAICS codes. The letter asks the agency to identify current or planned acquisitions that your firm could qualify to perform. This can also be followed up by a phone call and a meeting between your SBA Business Opportunity Specialist, the Target Agencies Procurement Officer and the 8(a) firm's owner.

2. Search and 8(a) SBA Targeted Letter – The 8(a) firm conducts research and finds a forecasted procurement (often times a graduated 8(a) firm's past contract) that they think their 8(a) firm could perform. The next step is to contact the SBA's District office who will work to prepare an introduction. Additionally, the 8(a) firm should send a letter to the SBA asking for consideration on the procurement, because in the event the SBA receives two letters from different 8(a) firms for the same procurement, the SBA will generally choose to support the firm on first-come-first serve basis, based upon the date of the letter.

3. Agency Unilateral Process – The third pathway is when the agency has a procurement that they wish to place with an 8(a) firm. The agency will then typically evaluate the capabilities of 8(a) firms at that local SBA office and select the firm they believe is the most capable. This is likely to occur when a contract held by a graduating 8(a) firm requires a new 8(a) firm to perform on the contract. Therefore, it is critical that

your local SBA office understand the scope of work that your firm engages and has good rapport with your local SBA representatives.

4. GSA Schedule Market Research – The Procurement Officer conducts market research searching for 8(a) firms to work with. Often times, for more niche or specialized needs sole source contracts, it is easier to identify the 8(a) firm first via GSA Schedule Contracts. This is because a greater amount of information is available about the firm through the GSA Schedule process than simply a capabilities statement such as work provided, D&B Open Ratings, as well as the 8(a) firms pricing.

Note: GSA Schedules are not applicable for most construction businesses.

TIP: Proactive 8(a) companies extensively use Search Process #2 (above) in their efforts to market themselves to Federal Agencies. In most cases sole source search process #1 & #3 requires working with your local SBA office, and networking to make sure the SBA is well aware of your firm's capabilities. #4 Requires the firm undergo the lengthy process of obtaining a GSA Schedule. All can be very good sources of 8(a) Sole Source Revenue.

If you are wondering how each of these business certifications could be an advantage to help expand your business through federal contracting, give us a call, as we have the expertise in evaluating your firm's potential. You can reach me at 859-572-4482.

The Latest in Smart Tool Technology

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

By John Lack,

The construction industry has sometimes lagged behind other industries in the development of technology. However, in recent years, there have been advances in battery technology, light-weight materials, design for comfort, saw blades and drill bits that can drill through concrete with ease, and lasers that can lay out a construction site with one person.

But what about smart tools? After all, we have smart phones, smart homes, smart roads, smart cards, smart grids, and smart watches. It was only a matter of time before construction got its own set of smart toys—er, I mean, tools.

Listed below are some examples of smart technology in construction.

Infrared Camera Software

A picture is worth a thousand words. Infrared thermography diagnostic technology lets you

instantly visualize and verify thermal performance. This technology can show thermal problems with the ability to see through walls and ceilings, checking for HVAC, plumbing, or roof leaks and hot spots in electrical systems. This can eliminate a host of problems and make construction more efficient. Some infrared cameras work in conjunction with your smartphone or tablet and can be helpful in quickly confirming work is acceptable before other trades commence. Software can document temperature measurement data for creating reports and can often be tailored to your specific applications. With sensor technology costs dropping and smartphones becoming more powerful, this technology will continue to be a valuable tool in many industries.

Tool Bar Codes

Unfortunately, construction tools and equipment are sometimes stolen, partially due to the high demand for tools and the ease of selling them. Bar codes can be an easy way to identify and keep track of tools and when

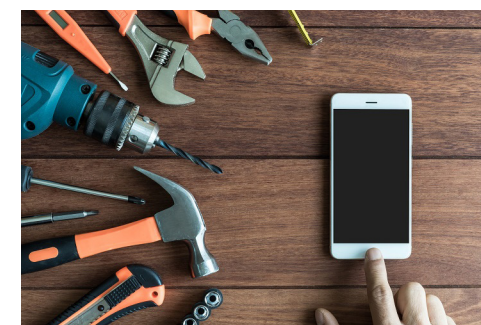
they are checked out and returned. Embedded bar codes called tool tags are applied using strong adhesive that fuses the bar code to the tool with a chemical-resistant coating. Tool records can be created that show a bar code workflow, identifying if the tool is loaned out, available, or out of service, as well as its location.

Accelerating the Construction Process With 3D Printers

Not long ago, the idea of using a 3D printer to construct buildings was a pipe dream. However, this innovative technology is rapidly proving useful in construction. Many experts agree that the limits are endless when it comes to 3D printing of building and building components. The technology has the potential to cut down the time needed for building construction and allow more complex designs.

Smart Wearables for Safety

Smart wearables, such as safety vests, are getting a lot of attention as technology in the construc-



tion industry improves. More money is being invested in developing wearable technologies as construction companies see the benefits, including improved efficiencies, reduced costs, and improved safety. Smart wearables collect and deliver data about the worker's environment, activities, and biometric conditions.

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

Latino small business owners are the fastest-growing group of entrepreneurs in U.S.

Continued from page 1

And Hispanic people on average continue to make lower salaries than white people, research out of Stanford showed.

In the end, this combination means Latinos typically have lower credit scores, which, in turn, can mean higher interest rates or being turned down for loans.

According to a report submitted to the U.S. House Financial Services Committee in 2019 by UnidosUS, a nonpartisan think tank focused on the Hispanic community, banks originally had loan officers who determined the “trustworthiness” of a loan applicant. As such, people of color were often discriminated against.

In the following decades, banks lost their loan officers to the war effort, and soon invented credit scores as a stand-in. However, these, too, had their issues as they were built on longstanding disparities and have resulted in communities of color, young adults, people with low income and immigrants having disproportionately low credit scores.

According to the 2017 Small Business Credit Study by the Federal Reserve Banks, of applicants denied credit, 45% of Latino applicants were denied for insufficient credit history and 37% were denied for having too low a credit score. (Applicants could choose more than one response.) In comparison, white applicants were turned away at rates of 33% and 26% for the same reasons.

“I think the Latino story in some ways follows the story of why black families have less wealth than white people today,” said Urban Institute research fellow Steven Brown. “There is a lack of the same kind of resources that help build wealth.

Brown cited restricted access to homeownership under policies such as “redlining” as a primary way Latinos were kept from building generational wealth. For decades, black and Latino neighborhoods were unfairly deemed too risky for loans and mortgages through redlining. That left people in those neighborhoods reliant on speculators or private sales.

“When Latinos have been able to buy homes, they have historically been relegated to neighborhoods where the homes didn’t have as much value so they’re unable to build as much wealth and pass it on,” said Brown.

In more recent years, as Latinos have become more prominent in U.S. culture, their economic standing is also rising.

A 2019 study of 61,000 small-business loan applications submitted to Biz2Credit’s online marketplace found that the number of credit applications from Latino-owned businesses rose 23 percent from 2018 to 2019.

Outpacing US economy

And over the last year, Latino-owned businesses reported an average revenue growth of 14%, outpacing the growth of the U.S. economy, the Stanford report showed.

While revenues climbed, though, the average



Brew-N-Krew co-owners Marlene and Steven Garcia serve customers at Steinbeck’s Home Brew Fest. Photo by Kate Cimini/The Salinas Californian

credit scores of Latino business owners dipped to 588 from 594 last year, according to Biz2Credit.

According to Biz2Credit’s CEO, Rohit Arora, that could indicate business owners are using personal credit cards to fund their business growth if their companies did not qualify for loans. Furthermore, cost management can be difficult for young businesses, which may factor into the dip in scores.

“When credit scores are less than 600, it is hard to get traditional bank loans,” Arora said in the report his firm released.

Porras said the lack of credit can force Latino business owners to make riskier financial decisions, such as relying on personal credit cards to grow their business, or taking out a loan on their accounts receivable.

“By and large, I think Latinos are very unsuccessful in securing loans from the more professional sources,” said Porras. “It’s the smaller ones that are hurting the most,” added Porras, referencing business size.

In other cases, Latino borrowers may be less trusting of financial institutions as a whole, based either on past experiences or a general understanding of systemic racism by lending institutions.

“Latinos have to pay more for interest,” said Fausta Ibarra, 59, who owns her own hair salon, Tropical Cuts, in Salinas, California. “We have to pay more for everything.”

Ibarra, who calls herself a “cien por ciento,” or 100%, Mexican woman, herself had poor credit, after issues with a house she and her sisters bought together in the early 1990s. When she applied for a loan in 1993 to open her hair salon, a brightly lit salon tucked into a small strip mall in Salinas, Washington Mutual Bank denied the loan. (The bank collapsed in 2008 during the financial crisis.)

She ended up borrowing nearly \$30,000 from friends, family, and coworkers, slowly paying them back one by one.

Later, when Ibarra tried to purchase a home in 1996, her low credit still held her back. There was, however, another way, the realtor told her. Ibarra ended up paying more than the house was on the market for, and she had to borrow from friends and family so she could put down a deposit of \$10,000, twice what she was prepared to pay out of pocket.

Ibarra felt taken advantage of.

“Los Latinos tienen que ganarse el pan cada día,” said Ibarra in her native Spanish. “Yo sí pienso que los Latinos pueden contribuir más si nos dan la oportunidad para sacar adelante a nuestros hijos. Yo pienso que todos tenemos las ganas de progresar pero no se nos dan las facilidades que se les da a una persona ciudadana de aquí.”

That translates in English to: “Latinos have to start all over again, every day,” said Ibarra. “I do think that Latinos can contribute more to this country if they give us the same opportunity to better ourselves and our children. I think we all

want to progress, but they don’t give us the same tools they give someone who was born here.”

Today, black people and Latinos continue to be routinely denied conventional mortgage loans at rates far higher than their white counterparts, according to Home Mortgage Disclosure Act records analyzed by Reveal for The Center for Investigative Reporting in 2018.

The analysis showed black applicants were turned away at significantly higher rates than whites in 48 cities, and Latinos in 25, even when controlling for loan size, neighborhood and income.

In other instances, black or Latino applicants were steered toward higher-cost, riskier loans.

Bank of America, for example, agreed to a \$335 million payout to the Justice Department on behalf of its mortgage lender, Countrywide. Prior to Bank of America’s purchase of the lending institution, Countrywide purposely charged more than 200,000 black and Latino borrowers more for their mortgage loans than white borrowers with similar qualifications between 2004 and 2008.

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

Visit this link for the full article:

<https://calmatters.org/california-divide/2020/02/latino-small-business-owners/>

Public Legal Notices



calottery

CALIFORNIA STATE LOTTERY

Request for Proposal #50135

African American Marketing and Advertising Services

The California State Lottery (Lottery) has issued Request for Proposal (RFP) #50135 to obtain the services of an agency to provide African American (AA) Marketing and Advertising Services.

The Lottery is inviting responses from qualified agencies to provide advertising and marketing services for the California AA consumer market that will maximize contributions to public education. The Lottery is seeking a strategic AA agency partner capable of helping it to successfully motivate the AA consumer in an innovative and effective way.

The solicitation is open to all agencies that meet the minimum qualifications at the time proposals are due.

The RFP is available to download exclusively on the Lottery website at www.calottery.com under "Vendor." **The Lottery will not distribute paper copies of the RFP.**

The Gumbo Coalition

Continued from page 6

- Build your all-star team: Assemble a group of top talent that will help your plan become a reality
- How to lead, fight for, and win for your people in a diplomatic way that does not force you to betray your values

MARC H. MORIAL is President and CEO of the National Urban League (NUL), the nation's largest historic civil rights and urban advocacy organization. As Mayor of New Orleans from 1994 to 2002, Morial oversaw many improvements during his terms, including crime reduction, police reform, and the passing of a significant bond issue. Since his appointment to the NUL in 2003, Morial's Empowerment Agenda has worked to reenergize the League's diverse constituencies, to build on the strength of its nearly one-hundred-year-old legacy, and to increase its profile both locally and nationally.

Morial holds a degree in Economics and African American Studies from the University of Pennsylvania in addition to a law degree from the Georgetown University.

For more information, please visit <http://gumbocoalition.com/>

Connect with Morial on Twitter and LinkedIn.

The Gumbo Coalition will be available for purchase on May 5, 2020 on Amazon and through major booksellers.

SMALL
BUSINESS
EXCHANGE

OAKLAND UNIFIED SCHOOL DISTRICT

NOTICE TO BIDDERS

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

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

Project consists of:

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

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

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

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

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

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

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

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

Public works projects shall be subject to compliance monitoring and enforcement by the Department of In-

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

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

Ph: 510-261-2990 Fax: 510-261-6077

Email: ebbp@eastbayblueprint.com, Attn: Sandy. Online using the Plan Command System at www.eastbayblueprint.com or plans can be delivered to a place of business, at requester's own expense. Payment for plan sets must be made with East Bay Blue Print and are **NON-REFUNDABLE**

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

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

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

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

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

on **Thursday, April 2, 2020 until 2:00 p.m.** on the clock designated by the Owner or its representative as

the bid clock, after which time the bids shall be opened. No bid will be accepted by the Owner after this time. Facsimile (FAX) copies of the bid will not be accepted.

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

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

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

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

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

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

Pros and Cons: Startups and Franchises

Continued from page 5

- You don't have a clue as to when you'll break-even
- You can't get a good handle on your expenses at first
- Your risk is big, because you don't know if your idea will work
- You'll be under tremendous pressure to make your business profitable

All in all, when it comes to a startup, the risks are high, but your potential financial rewards can make the risk worth it.

Franchises

Franchise businesses are quite popular.

When you stop to think about it, the idea that you can open a business up in a short period of time, using a proven business formula with an upfront cost that's fully disclosed, is attractive. But as you'll see, franchising is not for everyone.

Pros and Cons of Franchising

Over the years, franchising has enabled hundreds of thousands of people to go into business for themselves. There are many reasons why fran-

chising works. Franchise businesses provide:

- A proven business model
- A business system that's been tested and proven to work
- Technology that helps you, as a franchisee, stay efficient and organized
- Marketing programs you can use immediately
- Support from headquarters
- A network of fellow franchisees that you can quickly contact when you run into problems

On the flipside, as good as franchising is, it's not perfect.

For instance, as a franchisee:

- You'll be required to follow the business system and represent the brand as specified in your franchise contract
- You'll be paying royalties to your franchisor for the life of your business
- You may have to spend money on things like technology upgrades, re-branding, new store designs and/ the like that your franchisor requires

- You'll only be able to buy products from approved vendors

- If the national brand experiences negative publicity, your local business may be affected

Given these points, if you're thinking about going the franchise route to get into business, you need to make sure you're comfortable with the restrictions placed on you as a franchisee.

That said, I'm going to answer the question you have running through your head. That question is: "What is a better way to go into business; a startup or a franchise?" My answer is that both ways can be good.

If you have an idea for a business, and you really believe in it, you need to seriously consider a startup.

If you would rather leverage someone else's business idea to own what you do, and you're comfortable with following rules, you need to investigate the franchise model.

SOURCE: <https://www.sba.gov/blog/pros-cons-startups-franchises>

Fictitious Business Name Statements

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-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-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-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 Statements

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-0390291-00

Fictitious Business Name(s):
Delta Construction Consulting
Address
275 5th Street, San Francisco, CA 94103
Full Name of Registrant #1
Delta Computer Solutions, Inc. (CA)
Address of Registrant #1
275 5th Street, San Francisco, CA 94103

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-12-2020**
Signed: **Steve Ike**

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

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: **Giselle Romo**
Deputy County Clerk
03/12/2020

03/19/20 + 03/26/20 + 04/02/20 + 04/09/20

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-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-0390152-00

Fictitious Business Name(s):
Curated.com
Address
638 4th Street, San Francisco, CA 94107
Full Name of Registrant #1
DEAL.COM, INC. (DE)
Address of Registrant #1
638 4th Street, San Francisco, CA 94107

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02-7-2020**
Signed: **Peter Ombres, COO**

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: **Michelle Castro-Diaz**
Deputy County Clerk
03/04/2020

03/19/20 + 03/26/20 + 04/02/20 + 04/09/20

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

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

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

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT
File No. A-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-0390300-00

Fictitious Business Name(s):
Appliance Repair Tech
Address
1559 Sloat Blvd., B #333, San Francisco, CA 94132
Full Name of Registrant #1
Anton Badmaev
Address of Registrant #1
655 Lake Merced Blvd., #105, Daly City, CA 94015

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: **Anton Badmaev**

This statement was filed with the County Clerk of San Francisco County on **03-13-2020**

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
03/13/2020

03/19/20 + 03/26/20 + 04/02/20 + 04/09/20

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

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

1.) **Golden Catering**
Located at **30166 Industrial Parkway SW #333, Hayward, CA 94544**

This fictitious business name was filed in the County of San Francisco on **01/11/2013** under file **A-0348201-00**

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

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

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

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

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

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

CHANGE OF NAME

CHANGE OF NAME

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

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

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

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

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

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

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

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

ANGELICA SUNGA, Clerk
DATED - **March 3, 2020**

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

California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

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

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

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

OWNER:
COUNTY OF SACRAMENTO
9660 Ecology Lane, Sacramento, CA 95827
BID DATE: MARCH 26, 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.saccountyids.net/ Fax your bid to (925) 803-4263 to the attention of Estimator Jim Yackley. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at www.dir.ca.gov/Public-Works/PublicWorks.html

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

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

DESILVA GATES CONSTRUCTION

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

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

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

OWNER:
CITY OF PLEASANT HILL
100 Gregory Lane, Pleasant Hill, CA 94523
REVISED BID DATE: April 8, 2020 @ 2:00 P.M.

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

ADJUST IRON, COLD PLANE, MISCELLANEOUS IRON AND STEEL FRAME COVER AND GRATE, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TESTING, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at http://www.ci.pleasant-hill.ca.us/363/Projects-Under-Bid

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

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

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

DESILVA GATES CONSTRUCTION

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

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

OBAG2: STREET REHABILITATION PROJECT - STP
Project No. ST193D, Bid No. 2636,
Federal Aid Project No. STPL 5177(042)
Disadvantaged Business Enterprise Goal
Assigned is 14%

OWNER:
CITY OF SOUTH SAN FRANCISCO -
315 Maple Avenue, South San Francisco, CA 94080
BID DATE: MARCH 27, 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, CRACK SEALING, ELECTRICAL, EMULSION SUPPLIER, MINOR CONCRETE, PAVEMENT MILLING, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRUCKING, WATER TRUCKS, STREET SWEEPING, 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.ssf.net/departments/public-works/engineering-division Fax your bid to (925) 803-4263 to the attention of Estimator Quinn Hance. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at www.dir.ca.gov/Public-Works/PublicWorks.html

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

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

Kiewit

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

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 in Solano County, in and near Fairfield.

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

Subcontractors and Suppliers
for the following project:

I-80/I-680/Route 12 Interchange Package 2A
Contract No. 04-0A53CM
Construction Manager/General Contractor (CM/GC)
Owner: Caltrans

Quotes Due: April 3, 2020 by 12:00 P.M.

Disadvantaged Business Enterprises (DBEs)

wanted for the following scopes, including, but not limited to: Aggregates, AC Milling & Paving, AC Dike, Bridge Bearings, Bridge Demolition, Concrete Barriers, Concrete - Minor, Concrete - Structural, Concrete Supply, Concrete Reinforcing, Concrete Pumping, Concrete Washouts, Concrete - Precast, Crash Cushions, Deck Grinding, Demo, Electrical, Erosion Control, Falsework, Fencing, Formliners, Geotextiles, Guardrail System (MBGR), Industrial Hygienist, Joint Sealant, K-rail, Landscaping, Lime Treatment, Metals, MSE Walls, Pavement Markings, Piling, Piping, Potholing, Prestressing Concrete, Sawcutting, SWPPP, Shoring, Signage, Survey, Traffic Control, Trucking & Hauling, Water & Sweeper Truck, Welding, Wick Drains.

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 27, 2020 at 5 PM.**

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

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers.

Prevailing Wages Apply

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

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

Looking for Subcontractors, Vendors, and Suppliers?

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

With a monthly readership of 75,000,
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across ethnic and gender lines as well as
traditional industry segments.

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