

SMALL BUSINESS EXCHANGE

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April 22, 2021

Everybody Wants to Rule the World: How Top Retail & Hospitality Owners Are Leveraging Construction Innovation

[Article was originally posted on Autodesk Construction Cloud Blog, <https://construction.autodesk.com>]

By Grace Ellis,

Competition is fierce in the realm of retail and hospitality. Consumers have more choices than ever before and shoppers today have sky-high expectations when it comes to the customer experience.

Forward-thinking companies know that winning over shoppers requires getting a number of things right; they need to sell great products, offer superior customer service, and continuously innovate and keep up with consumer trends.

They also know that to stay competitive, companies must expand their empires and establish a strong presence in key markets and locations.

In order to do that quickly and at scale, the top owners in the retail and hospitality industry are deploying innovative construction methods to rapidly grow their footprints and be where their customers are at.

In this article, we'll explore how some of the hottest and fastest-growing retail and hospitality companies are building their empires through advanced construction methods.

Take a look below.

Aldi Varies Its Store Formats and Uses Modular Construction

Aldi is a German discount supermarket chain with over 10,000 stores in 20 countries. For over 40 years, the family-owned business has operated with a no-frills grocery experience that focuses on offering high-quality foods at affordable prices. Aldi strives to provide a quick and easy shopping trip for its customers, with many of its stores having just 4-5 aisles and all the essentials. Since Aldi's locations don't have non-core services such as banking or pharmacies, the company can operate in a more cost-effective way, and it passes on those savings to shoppers.

The National Retail Federation recently listed Aldi as one of the fastest-growing retailers of 2020; the grocery chain saw an 8% growth in 2019 and currently has more than 2,500 US stores and counting.

Aldi's Construction Projects

Aldi isn't showing any signs of slowing down, even during a pandemic. The retailer is doubling down on its US presence and it's on track to be

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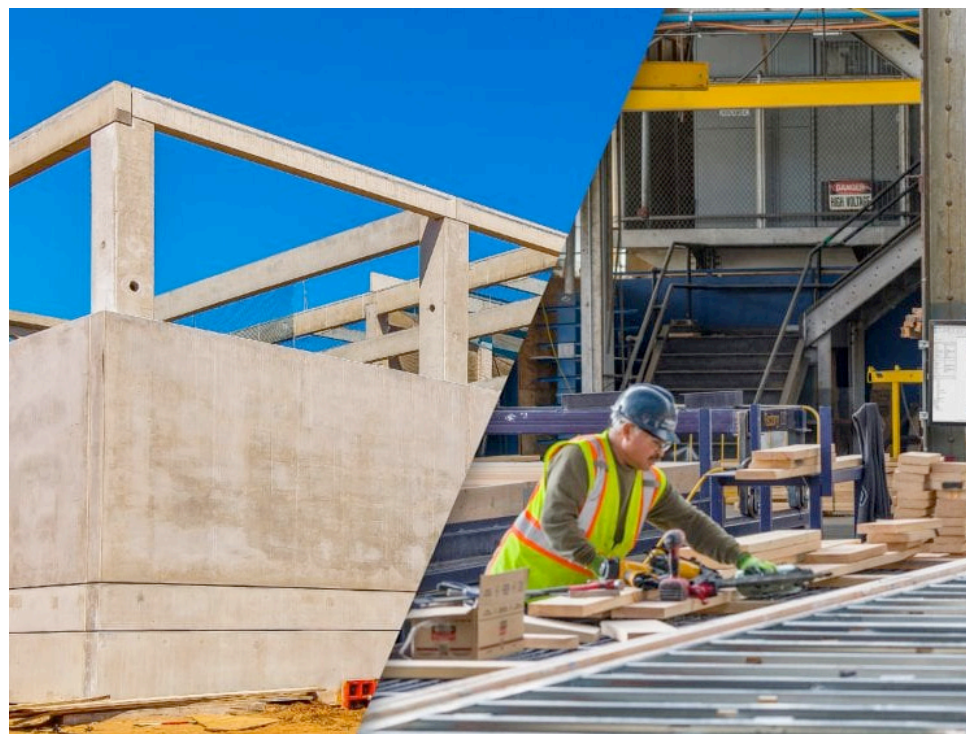


Photo credit by <https://constructionblog.autodesk.com>

Mayor Garcetti proposes 2021-2022 City budget, the most progressive spending plan in L.A.'s history

Mayor Eric Garcetti today proposed his budget for the 2021-2022 fiscal year, a Justice Budget that makes record-breaking investments in L.A.'s recovery from the pandemic, and lays out a bold, progressive vision for a more just, equitable, and resilient city.

The spending plan includes a billion dollars to help advance racial and economic justice across the city, nearly \$800 million to confront the homelessness crisis, and around \$150 million to help Angelenos recover from the economic devastation caused by COVID-19.

"This budget is more than a financial document — it's a dynamic roadmap to a city built on justice and equity," said Mayor Garcetti. "Our budget heeds Angelenos' advocacy, activism, and aspirations to restore what we love best about Los Angeles, and reinvest in our services, infrastructure, racial justice, and the largest-ever single commitment to homelessness solutions in our City."

The budget plan includes the City's largest-ever investment to confront the homelessness crisis at \$791 million, which more than doubles its current spending. The breakdown includes:

- \$362 million for 89 projects and 5,651 total housing units through Proposition HHH;
- Nearly \$200 million for the development of affordable housing, homeless prevention, eviction defense, and other homeless services

- \$57 million for 9 additional CARE+ teams — which now totals one per each Council District — and 11 new regional storage facilities;
- \$43 million for Project Roomkey.

In total, with carryover state and federal funding from last year included, the City is projected to spend \$955 million to confront the homelessness crisis.

"The Mayor's proposed budget provides the funds necessary to address the City's continuing homeless crisis and the needs of various communities across the city," said Councilmember Paul Krekorian, chair of the Budget and Finance Committee. "At the same time, it builds historic reserves to prepare us for further uncertainty and economic volatility during the pandemic, which is critical as we continue to grapple with its effects on local revenue and public health."

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Business Toolkit

5 Key Factors to Consider in Bid/No-Bid Decision Making

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

By Kendall Jones

“To bid, or not to bid, that is the question.” It ain’t exactly Shakespeare, but the decision to bid on a project shouldn’t be taken lightly. You invest a great deal of time and resources into putting together a bid, so it’s important to make sure you are carefully identifying the right projects to go after. One way to do this is by conducting a thorough bid/no-bid analysis that meets your company’s goals and is in line with your long-term strategy.

In order to make the bid/no-bid decision, there are a number of factors to consider to make an objective, rather than a subjective, decision.

Profitability

The bottom line is if you can’t make a profit on a project, you have no business bidding on it in the first place. Make sure you have an accurate and comprehensive account of your annual labor and equipment costs so you can correctly estimate your job costs. When calculating labor costs, be sure to include taxes, insurance, workers’ comp, vacation pay, tools and equipment, and any and all additional benefits you provide to your employees.

Once you determine what it will cost you to complete the project, you need to consider other variables like location, contract requirement, planned method of construction, etc. and determine if the job will be profitable should you submit the winning bid.

Capability

Okay, now that you’ve determined that you can make some money on the project, you need to determine if your company is capable of doing the work. Review your current backlog of upcoming projects to make sure you can provide the manpower, equipment, staff, and other resources to commit to the project when construction is expected to commence and complete it within the required timeline.

You also need to ensure your company is financially capable of completing the project, meaning you have the bonding capacity and adequate cash flow to perform the work without jeopardizing any of your other obligations. There is such a thing as having too much work. Know your limits so you don’t extend beyond what you are capable of performing.

Historical Analysis

In order to submit better bids and win more work, you should keep records of all your bids, both the successful ones and the ones you didn’t

win. It’s important to have a clear understanding of what caused you to lose out on a bid whether it was a lack of experience or if you simply weren’t low enough on price. Don’t be afraid to ask the client for feedback after the bidding process is complete.

You should also take a look at your performance on the projects you did win and complete. Did you underperform or were you able to successfully manage the project or identify areas to improve productivity to complete the project under budget? By analyzing historical data, you can better identify which bids you should be going after.

Long-Term Strategy

Consider whether or not the project you are looking to bid on fits in with the long-term strategy and goals of your company. Are you looking to maintain your current level or are you trying to grow your business? Are you looking to expand into new geographic locations or new markets? Maybe you want to start tackling more private work or you want to start taking on larger projects like hotels or hospitals.

Regardless of what your company’s long-term strategy is, make sure you are identifying and going after projects that align with those goals.

Risk Assessment

Before deciding to bid a project you should carefully identify all the potential risks that could arise on the project. Review the bidding documents, plans, and specifications for the project and rely on historical data from similar projects you’ve completed to identify risks. Common risks include incomplete construction documents, unknown site conditions, accelerated timelines, safety concerns, etc.

Prioritize the risks, taking into account how much time, money, and work each risk will require to manage effectively. If you’ve identified a large number of high-impact, high probability risks it might be time to walk away and move on to your next opportunity.

Other factors to consider when making your bid/no-bid decision include project location, duration, size and scope, competition, client, and designer. Once you’ve determined which factors and criteria are most important to your company you need to create a grading matrix and a threshold score for making the decision to bid or not. By taking a data-driven approach, you will be able to make smart, informed decisions on what projects to pursue in the future.

SOURCE: <https://www.constructconnect.com/blog/key-factors-consider-bidno-bid-decision-making>

How to Win More Construction Bids: 9 Ways to Improve Your Bid-Hit Ratio

[Article was originally posted on <https://solutions.borderstates.com>]

Contractors have often approached project bidding by offering the lowest possible cost. But as the bidding process becomes increasingly complex, it’s important to know how to win construction bid contracts and improve your bid-hit ratio while staying profitable.

Bidding low isn’t the same thing as bidding competitively. And increasing your bidding volume without changing your approach only leads to wasted time and money.

Check out these nine tips for winning more construction bids with fewer proposals.

Bid first and know your competition

An easy way to get more construction bids is stepping in before your competition does. Keep an eye on construction bidding marketplaces to create a profile and preemptively find jobs.

- **BidClerk** – This site provides commercial construction leads and project information.
- **iSqFt** – A networking tool, iSqFt is specially designed to help construction professionals connect and communicate.

- **BidPlanroom** – Commercial construction professionals use this site to join a bidder’s list, post projects and promote their company. (It’s free!)

When preparing to bid on a project, know what criteria your competition will use so you can bring more to the table. This means making your offer about more than just price. Essentially, you need to sell the fact that your services are better.

Don’t chase every job

Just because a construction job is available doesn’t mean you should go for it. You’re better

off taking the time to carefully craft a proposal for five projects you’re well suited for than 20 you aren’t.

Reducing the number of proposals you submit and improving their quality can actually be more effective in the long run.

Follow these tips for selecting projects with a higher chance of success:

- Bid on jobs that fit your niche. Figure out what you do best and stick with it.

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NEW ORLEANS CERTIFICATIONS

NEW ORLEANS RTA

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Access to Capital

Ready to Grow Your Business?

Contractor Loans

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

By Susan Guillory,

If you work as a contractor, perhaps building homes or remodeling them, you may have large up-front expenses before you ever see a dime from your client. You likely don't have enough working capital in your bank account to cover these expenses every time, so you need to borrow money to cover them until you get paid.

And sometimes clients take a while to pay you, don't they? That can leave you in a pickle, since you have your own expenses and payroll to cover.

Fortunately, there are several financing options for contracting businesses like yours.

What is Business Financing for General Contractors?

Business financing for general contractors includes a range of small business loans and other lending products that help a contracting business get the capital it needs to complete a job and get paid.

What Can Contractors Use Funding For?

There are many expenses in your construction business that contractor loans can cover.

If you are a real estate investor and flip homes, you can use some loans, like the 7(a) loan program offered by the Small Business Administration, to purchase real estate.

As an independent contractor, you can also use these funds for working capital: purchasing lumber, paying your staff, or buying equipment.

Essentially, you can use contractor loans for any business-related expense. However, be aware that certain types of financing, such as equipment loans, may have specific requirements for what you can use funds for.

Types of Loans and Financing for Contractors

It's important to carefully consider all your options when it comes to the types of financing you choose for your business. There are several types of loan options available for construction companies and contractors. Below, you'll find a few options as well as lenders we recommend.

Term Loans

Traditional banks, online lenders, and credit unions offer business loans, with terms anywhere from one year to five. Some may even offer longer term loans, especially for commercial real estate.

OnDeck is a recommended lender who offers term loans of \$250,000 to \$500,000, with repayment options up to 24 months. Another option is Kapitus, which offers loans of \$5,000 to \$500,000, with repayment terms of three to 36 months.

SBA Loans

The Small Business Administration offers several loans for small businesses, including the 7(a) program mentioned above, as well as loans specifically for equipment or real estate. The advantage of these loans is their low interest rate, which will reduce what you pay for financing compared to other options.

You can apply with an SBA lender like SmartBiz to get loans between \$30,000 and \$5 million, with repayment terms of 10 to 25 years.

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California Sub-Bid Request Ads

FLATIRON

REQUEST FOR QUOTES FROM CERTIFIED DBE/MBE/WBE/SBE/SBRA/LSAF/HUBzone SUBS AND SUPPLIERS FOR:

Central Contra Costa Sanitary District ("Central San")
Solids Handling Facility Improvements
District Project No. 7348

BID DATE: May 27, 2021 at 2:00 PM

California State Revolving Fund, Clean Water SRF & Drinking Water SRF
(CASRF/CWSRF/DWSRF) Program Project with DBE Participation Encouraged

CA Water Board/EPA DBE Participation Forms Required from Certified Subs/Suppliers

We are soliciting quotes for the following Divisions and items of work:

For Divisions 02 thru 40, including, but not limited to: Shoring & Excavation, Demolition, Landscaping/Irrigation, AC Paving, CIDH/Drilled Piers, Rebar, Painting & Coatings, Electrical (Prequalified Electrical Firms Only), Instrumentation & Controls, Minor Concrete, Masonry, Welding, Aggregates, Ready Mix Concrete, Grouting, Concrete Pumping, Welded Steel Pipe, Underground Pipe Products, Misc. Metals/Structural Steel/Aluminum, Metal Decking, Aluminum Railings, Metal Fabrication, Structural Steel Framing, Buckling Restrained Braces, Load Bearing Metal Stud System, Architectural Cabinetwork, Flashing/Sheet Metal, Fire Stopping & Protection Specialties, Joint Sealants, Water Repellent, SBS Modified Bitumen Roofing, Bentonite Composite Sheet Waterproofing, Liquid Water Repellent, Hollow Metal Doors & Frames, Roof Access Doors & Hatches, Steel Rolling Overhead Doors, Storefronts, Automatic Sliding Doors, Curtain Wall System, Glass & Glazing, Louvers & Vents, Non-Structural Metal Framing, Drywall, Ceramic Tile, Acoustic Ceilings, Metal Acoustic wall & Ceiling Panels, Vinyl Tile Flooring, Metal Building System, Fabricated Modular Office, Piping & Accessories, Misc. Valves, Pipe Supports, Ductile Iron Pipe, Stainless Steel Pipe, PVC Pipe, FRP Pipe, Signage, Metal Lockers, Plumbing, HVAC, Building System Controls, SWPP Plan, Lead Plan, Mechanical Equipment (Furnish & Install), Asbestos Monitoring, Lead/HAZ Abatement Services,

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

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

Complete Contract Documents and related Supplemental Project Information is available and can be downloaded from Planet Bids at <http://www.planetbids.com/portal/portal.cfm?CompanyID=14663#> for FREE. Project documents may also be downloaded for FREE from our Box ftp site by email request. Please send the email request to NORCALBIDS@flatironcorp.com for access to plans & specs on our BOX ftp site. Due to Covid-19 & Social Distancing requirements, we are not currently scheduling appointments to review project docs or meet with estimators in our office. When the current pandemic restrictions are lifted, we will offer these services again in our office by appointment only. Thank you for your understanding.

Please email ALL Scopes/Quotes to: NorCalBids@flatironcorp.com

FLATIRON WEST INC.
2100 Goodyear Rd Benicia, CA 94510
Phone 707-742-6000 Bid Fax 707-746-1603
Equal Opportunity Employer
License No. 772589

FLATIRON

Request for Qualified/Certified SBE/DBE Participation from Subcontractors/Suppliers/Service Providers

US 101 De La Cruz Boulevard/Trimble Road Interchange Improvements
Valley Transportation Authority, San Jose, CA
Contract C21001

Engineers Estimate \$55M

SBE Goal 5.26%, Participation Encouraged

Bid Date: May 18th, 2021 2:00 PM

This is an Electronic Bid Submittal

Quotes not received by 10:00 AM on bid day may not be reviewed/evaluated

Flatiron West Inc is requesting SBE/DBE Subcontractor/Supplier/Service Provider participation for the following items of work, but not limited to:

CAS/Roadway Signs, Bridge Demo, Clear & Grub, Erosion Control (Temp & Perm), Landscaping/Irrigation, AC Paving, AC Dike/Curbs, Cold Plane AC, Joint Seal Assembly, Rebar, Underground & Utilities, Fencing & Metal Railing, MBGR, Bridge Concrete Barrier, Roadway Concrete Barrier, Striping/Markings, Electrical, Minor Concrete, PCC Demo, Furnish & Erect Precast Girders, HAZMat Trucking for ADL, Trucking and Aggregates (including: Class 2 BR, Struc BF, 60lb Rip Rap, and Class 2 Permeable), Ready Mix, Concrete Pumping Services, Steel Pipe Pile, Welded Steel Pipe, Underground Pipe Products (including: 12 to 23" APC and 12 to 15" RCP), Furnish Misc. Metals/Iron/Structural Steel, Bridge Bearings, SWPPP Plan & Materials, Lead Compliance Plan, Geotextile Materials, Underground Precast, Street Sweeping & Water Truck, Traffic Control, Vibration Monitoring, Asbestos Monitoring, Survey, and QC Testing.

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

Project documents can be found at VTA's eProcurement website <https://secure.procurenow.com/portal/vta>. Click on the name of the solicitation that you are interested in. To access FREE project documents from our Flatiron BOX ftp site, please send an email request to NorCalBids@flatironcorp.com

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

Send ALL Quotes by email to NORCALBIDS@flatironcorp.com

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Phone 707-742-6000 • Bid Fax 707-746-1603
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California Sub-Bid Request Ads

Balfour Beatty

Project Description: Sterling Natural Resource Center (SNRC)
Project Location: 25376 5th Street, San Bernardino, CA 92410
Owner: East Valley Water District
Bid Date: Tuesday, May 18, 2021 at 2:00 PM

SUBCONTRACTOR BIDS ARE SOUGHT FOR THE FOLLOWING TRADE(S)

Balfour Beatty Infrastructure, Inc. is the Design Builder on this project. We are soliciting proposals for offsite improvements, including **Asphalt, Curb Gutter Sidewalk, Streetlight Conduits & Poles, and Traffic Signals** at this time. This is a \$150M progressive design-build project funded by the California State Revolving Fund (CASRF) and as such Balfour Beatty is seeking interested Disadvantaged Business Enterprises (DBE) as defined by the CASRF Guidelines (including MBE, SBE, SBRA, LSAF & HUB). Prospective bidders must be certified by SBA, CDOT, or USEPA at the time of bid opening make good faith efforts to hire San Bernardino/ Highland Area residents This project is also to include implementation of American Iron and Steel (AIS) provisions of P.L. 113-76, Consolidated Appropriations Act, 2014. Balfour Beatty is a Union Contractor and Subcontractors must abide by the terms and conditions of the applicable contract documents. Proposals must be valid for ninety (90) days from the time of submission.

PLANS & SPECIFICATIONS: Project Bid Documents will be available on Tuesday, April 27th. For your convenience, you may also view and download plans by following this link maintained by BBII: <https://secure.smartinsight.co/#/PublicBidProject/411236>

Subcontractors and Suppliers are responsible for reading and acknowledging all Specifications and Addenda.

BONDING & INSURANCE: Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract, by an admitted surety subject to approval by BBII. Bonding cost assistance is available. Subcontractors should expect to sign the standard BBII subcontract agreement and provide a waiver of subrogation. Please contact BBII at 707-427-8900 for bonding and other types of assistance.

QUESTIONS: For questions regarding the bid, please contact Carla Becker at 909-751-4025
 Email: cbecker@balfourbeattyus.com, or in writing to: PO Box 1786, San Bernardino, CA 92402

DESILVA GATES CONSTRUCTION

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

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

POTRERO POWER STATION - SITEWIDE DEMOLITION
420 23rd Street, San Francisco, CA 94107
Local Business Enterprise Goal Assigned is 17%

OWNER:

CALIFORNIA BARREL COMPANY, LLC
 1201 Illinois Street #A, San Francisco, CA 94107

BID DATE: MAY 14, 2021 @ 2:00 P.M.

We hereby encourage responsible participation of local Small Business Enterprises/Local Business Enterprises, and solicit their contractor or materials and/or suppliers quotation for the following types of work including but not limited to:

SITEWIDE DEMOLITION.

Plans and specifications may be 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).

A Pre-Bid Coordination Meeting and Job Walk will be held on April 23, 2021 at 8:00 AM located at 420 23rd Street, San Francisco, CA 94107.

Fax your bid to (925) 803-4263 or email it to tsnyder@desilvagates.com to the attention of Estimator Troy Snyder. If you have questions, please email.

If you need SBE/LBE 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. DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/LBE 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.

PIONEER CONTRACTORS INC.

Request for DVBE Subcontractors
 And suppliers for the following project.

Project:
Gateway/KIPP Charter Schools Reroofing
SFUSD Project
Owner: SFUSD

Location: San Francisco, CA

Bid due: April 27, 2021 at 11:00 A.M.

Trades required: Demolition, Hazmat, etc.
 Plans available at our office, located at
 1485 Armstrong Ave., San Francisco, CA 94124

Contact: Julia Silva or Art Alicante
 415-671-1070

estimating@pioneercontractors.com

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
 Dublin, CA 94568-2909

(925) 829-9220 / FAX (925) 803-4263

Website: www.desilvagates.com

Estimator: **JIM YACKLEY**
 An Equal Opportunity/
 Affirmative Action Employer

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

NORTH BEALE ROAD COMPLETE STREETS
PHASE II PROJECT
Contract No. 2021-2243
Federal No. STPL-5916(118)
Disadvantaged Business Enterprise Goal
Assigned is 18%

OWNER:

COUNTY OF YUBA – 915 8th Street, Suite 125,
 Marysville, CA 95901

BID DATE: APRIL 27, 2021 @ 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, BIOLOGIST CONSULTANT, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, FENCING, HYDROSEEDING, IRRIGATION, LANDSCAPING, LEAD COMPLIANCE PLAN, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, REBAR, ROADSIDE SIGNS, ROADWAY EXCAVATION, SLURRY SEAL, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, ASPHALT BINDER.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 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 https://www.yuba.org/departments/community_development/public_works/project_solicitation.php

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

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

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

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
 Dublin, CA 94568-2909
 (925) 829-9220 / FAX (925) 803-4263

Website: www.desilvagates.com

Estimator: **BOB KLUBALL**
 An Equal Opportunity/
 Affirmative Action Employer

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

TREASURE ISLAND POWER –
ELECTRICAL UNDERGROUND DISTRIBUTION SYSTEM
Contract No. TICD-SP-01
Small Business Enterprise Goal Assigned is 41%

OWNER:

TREASURE ISLAND DEVELOPMENT AUTHORITY
 1 Sansome Street, Suite 3200,
 San Francisco, CA 94104

BID DATE: MAY 5, 2021 @ 2:00 P.M.

We hereby encourage responsible participation of local Small Business Enterprises/Local Business Enterprises, and solicit their contractor or materials and/or suppliers quotation for the following types of work including but not limited to:

FURNISH AND INSTALL ALL CABLE, EQUIPMENT, DEVICES AND CABLE TERMINATION NECESSARY TO COMPLETE A FULLY OPERATIONAL DISTRIBUTION SYSTEM PER THE SFPUC POWER – ELECTRIC 12KV UNDERGROUND DISTRIBUTION SYSTEM CABLE AND DEVICES DRAWINGS DATED FEBRUARY 17, 2021; AND IN ACCORDANCE WITH ALL OTHER DOCUMENTS IN THE PROVIDED DROPBOX LINK.

Plans and specifications may be reviewed and downloaded from the Dropbox site at

<https://www.dropbox.com/sh/kfw5ivh6z3eb444/AAA2MBYmqTdynmji0jagy2KXa?dl=0>

Information is also available on the City and County of San Francisco's website at

<https://sftreasureisland.org/contracting-ticd>

Email bids to bkcluball@desilvagates.com to the attention of Estimator Bob Kluball. If you have questions, please email.

If you need SBE/LBE 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. DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/LBE goal.

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

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
 Dublin, CA 94568-2909
 (925) 829-9220 / FAX (925) 803-4263

Website: www.desilvagates.com

Estimator: **DAVID CZECH**
 An Equal Opportunity/
 Affirmative Action Employer

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

WHITE ROCK ROAD IMPROVEMENTS
Disadvantaged Business Enterprise Goal
Assigned is 11%

OWNER:

CITY OF RANCHO CORDOVA
 2729 Prospect Park Drive,
 Rancho Cordova, CA 95760

BID DATE: APRIL 27TH, 2021 @ 2:00 P.M.

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

AC DIKE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGN, ELECTRICAL, EMULSION SUPPLIER, FENCING, LANDSCAPING, METAL BEAM GUARDRAIL, MINOR CONCRETE, ROADSIDE SIGNS, SOUNDWALL (MA-SONRY), STRIPING, SURVEY/STAKING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA, 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 can be downloaded from the Owner's site via the internet utilizing a website address CIP List @ www.CIPLIST.com. Fax your bid to (925) 803-4263 to the attention of Estimator David Czech. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

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

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

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
 Dublin, CA 94568-2909
 (925) 829-9220 / FAX (925) 803-4263

Website: www.desilvagates.com

Estimator: **TROY SNYDER**
 An Equal Opportunity/
 Affirmative Action Employer

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

POTRERO POWER STATION – BUILDING DEMOLITION
420 23rd Street, San Francisco, CA 94107
Local Business Enterprise Goal Assigned is 17%

OWNER:

CALIFORNIA BARREL COMPANY, LLC
 1201 Illinois Street #A, San Francisco, CA 94107

BID DATE: MAY 14, 2021 @ 2:00 P.M.

We hereby encourage responsible participation of local Small Business Enterprises/Local Business Enterprises, and solicit their contractor or materials and/or suppliers quotation for the following types of work including but not limited to:

BUILDING DEMOLITION.

Plans and specifications may be 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).

A Pre-Bid Coordination Meeting and Job Walk will be held on April 21, 2021 at 8:00 AM located at 420 23rd Street, San Francisco, CA 94107.

Fax your bid to (925) 803-4263 or email it to tsnyder@desilvagates.com to the attention of Estimator Troy Snyder. If you have questions, please email.

If you need SBE/LBE 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. DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/LBE goal.

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



California Sub-Bid Request Ads



1395 Evans Avenue, San Francisco, CA. 94124
Phone: (415)227-1040 Fax: (415)227-1046

Contact: Kathy Streblov – kstreblov@mitchell-engineering.com or
Scott Tilley – stilly@mitchell-engineering.com

An Equal Opportunity Employer & Comply with the San Francisco Fair Change Ordinance
All Qualified AND/OR Certified Federal SBE & DBE Subcontractors, Truckers and Material/Equipment
Suppliers are requested to forward bids/quotes for the following Project:

L Taraval Improvement Project – Sunset Boulevard to West Portal, Contract No. 1308R
Location: San Francisco, California

Bid Date Changed Now: July 1, 2021 @ 3:00PM

The project is also subject to have all subcontractors listed in the bid with a DIR Number.

Mitchell Engineering is seeking qualified subcontractors and suppliers for the following: Trucking/
Hauling including Hazardous Waste Disposal, AWSS, Pavement, Concrete, OCS, Television Inspection,
Rail Procurement, Electrical, Steel Poles, Street Lighting, Valves & Fittings, Landscape, Pipe materials,
VTAG train signaling system.

Plans and specs are available at no cost to interested firms. Please contact our office @ (415)227-1040
or email: stilly@mitchell-engineering.com



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

**DGC ESTIMATOR: VICTOR LE -
dgcestimating@desilvgates.com**

An Equal Opportunity/
Affirmative Action Employer

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

US 101/De La Cruz/Trimble Road Improvements
Small Business Enterprise Goal Assigned is 5.26%

OWNER:

SANTA CLARA VALLEY TRANSPORTATION AUTHORITY
3331 North First Street, Building A,
San Jose, CA 95134

BID DATE: MAY 18TH, 2021 @ 2:00 P.M.

DeSilva Gates Construction is soliciting quotations from
certified Small Business Enterprises for the following
types of work and supplies/materials including but not
limited to:

**ITEMS OF WORK: AC DIKE, BRIDGE, CLEARING AND
GRUBBING/DEMOLITION, CONCRETE BARRIER, CON-
STRUCTION AREA SIGN/CHANNELIZER, ELECTRICAL,
EROSION CONTROL, FENCING, LANDSCAPING/IR-
RIGATION, LEAD COMPLIANCE PLAN, METAL BEAM
GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE
STRUCTURE, PCC PAVING, ROADSIDE SIGNS, SIGN
STRUCTURE, STRIPING, SURVEY/STAKING, SWPPP/
WATER POLLUTION CONTROL PLAN PREPARATION,
TEMPORARY EROSION CONTROL, UNDERGROUND,
VEGETATION CONTROL, TRUCKING, WATER
TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE
SUBBASE MATERIAL, CLASS 2 AGGREGATE BASE
MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL,
RUBBERIZED (OPEN GRADE) MATERIAL, RUBBERIZED
HMA (GAP GRADE) MATERIAL, TRAFFIC CONTROL,
TEMPORARY DEWATERING & NON-STORMWATER-
DISCHARGE CONTROL SYSTEM.**

Plans and specifications may be reviewed at our office
located at 11555 Dublin Boulevard, Dublin, CA or can
be reviewed and downloaded from the ftp site at [ftp://
ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com)
(if prompted the username is <ftp://desilvagates.com>
and password is [f7pa55wd](https://secure.procurenow.com/portal/vta)) or from the VTA's eProcure-
ment website <https://secure.procurenow.com/portal/vta>.
Click on the name of the solicitation that you are interest-
ed in. To download documents for a solicitation, click "3.
Attachment" from the right menu under "Project Docu-
ments" tap and select file to download. System will ask
you to either enter your email address and password, or
to sign up if you do not have an account yet. Once you are
registered and logged in, click "Follow Project" in order to
receive updates on this Project.

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

If you need SBE support services and assistance in ob-
taining bonding, lines of credit, insurance, necessary
equipment, materials and/or supplies or related assis-
tance 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 Re-
source Center (www.transportation.gov/osdbu/SBTRCs).
DGC is willing to breakout portions of work to increase the
expectation of meeting the SBE goal.

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



P.O. BOX 100 Folsom, CA 95763
Phone: (916) 351-0457 Fax: (916) 351-1674
Contact: Jim Hunt
Email: Jhunt@src.com & estimating@src.com

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

**OWNER: TAHOE CITY PUBLIC UTILITY
DISTRICT (TCPUD)**
**RE-BID- WEST LAKE TAHOE REGIONAL
WATER TREATMENT PLANT**
LOCATION: TAHOE CITY, CA

NEW BID DATE: APRIL 28, 2021 @ 2:00 PM

***ADDENDUM NO. 7**

ISSUED ON APRIL 16, 2021*

Trades Solicited: Flagging, Demolition, De-
watering, Earthwork, Asphalt, Concrete Curb &
Gutter, Signage & Striping, Water Mains, Water
Services, Sanitary Sewerage, Storm Drain, Struc-
ture Concrete, Painting/Coating, Rebar, Roofing,
Masonry, HVAC, Diving, Landscaping, Paving,
Sawcutting, Fire Suppression System, Well Drill-
ing/Abandonment, Erosion Control, OH Doors,
Non Structural Metal Framing, Gypsum Board,
Drywall/Metal Studs, Tile, Resin Flooring, Stak-
ing/Surveying, Plumbing, Tree Clearing, Trusses,
Rough Carpentry, Finish Carpentry, Roof De Ice
System, Structural Steel, Water Resistive Bar-
riers, Asphalt Shingles Roofing, Built Up Roof-
ing, Thermal Insulation, Sheet Metal Flashing &
Trim, Joint Sealants, Metal Decking, Scheduling,
Concrete, Aggregates, Striping, Fencing, Misc
Metals, Doors/Windows, Cabinetry/Countertops,
Paper Composite Countertops, Plastic Laminate
Clad Architectural/Cabinetry, Fiberglass Fabrica-
tion, Flood Barriers, Scaffolding, Trucking, Conc/
AC Recycling.

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 sub-
contract 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 techni-
cal assistance or information related to the plans
or specifications for the work will be made avail-
able. Assistance with obtaining necessary equip-
ment, supplies, materials, or related assistance or
services for this project will also be offered.



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Roadway excavation with class 2 aggregate
Base and HMA (Type A)
Hwy 175 Lake County
Caltrans #01-0H4604**
BID DATE: May 4, 2021 @ 2:00 PM

**We are soliciting quotes for (including but not
limited to):** Trucking, Temporary and Permanent Hydroseed
and Erosion Control Measures, QC/QA Testing, Lead Com-
pliance Plan, Develop Water Supply, Traffic Control
System, Portable Changeable Message Sign, SWPPP, Rain
Event Action Plan, Storm Water Sampling, Analysis, and
Annual Report, Sweeping, Temporary Fencing, Treated
Wood Waste, Clearing & Grubbing, Imported Borrow,
Bonded Fiber Matrix, Compost AC Dike, Tack Coat, Cold
Plane AC, Structural Concrete, Bar Reinforcing Steel, Cor-
rugated Steel Pipe Downdrain, Rock Slope Protection,
Guard Railing Delineator, Pavement Marker, Roadside
Sign, Midwest Guardrail System, Vegetation Control (Mi-
nor Concrete), Cable Railing, Alternative In-Line Terminal
System, Striping, and Construction Materials

Jean Sicard (510-809-3411 jsicard@ocjones.com) is the esti-
mator on this project and he is available to provide assistance
or answer questions regarding the project scope of work in-
cluding bid requirements, break out of bid items, plan or spec
interpretation, bonding or insurance requirements, and other
bid assistance. Plans and specs are available to review at our
Berkeley office, or can be sent out via Building Connected.
Plans are also available under the Advertised Projects tab at the
Caltrans website at: [http://ppmoe.dot.ca.gov/des/oe/contract-
awards-services.html](http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html). PDF format quotes should be emailed
to the estimator or faxed to 510-526-0990 prior to 12:00 PM on
the date of the bid. Quotes from DBE Subcontractors, Suppliers
and Truckers are highly encouraged. OCJ is willing to breakout
any portion of work to encourage DBE participation. Subcon-
tractors must possess a current DIR, Contractors License,
and insurance and workers compensation coverage including
waiver of subrogation. OCJ may require Performance and
Payment bonds on subcontracts. OCJ will pay the bond pre-
mium up to 2% of the contract value. Please contact OCJ for
any assistance required by your firm in obtaining bonding or
insurance. The US Small Business Administration may also as-
sist you in obtaining bonding - please see the following site for
information: <http://www.sba.gov/content/contractors>. Visit the
California Access to Capital Program Financing Solutions web-
site for additional resources for your small business - [http://
www.calbizfinance.org/cal_cert_biz_program.html](http://www.calbizfinance.org/cal_cert_biz_program.html). OCJ is
available to help obtain necessary equipment, material and/or
supplies. All subcontractors are required to execute OC Jones'
standard subcontract agreement, comply with all insurance
requirements, and name OCJ as additional insured. Copies of
our agreement and insurance requirements are available upon
request. OCJ is a Union contractor, and we are signatory to the
Operating Engineers, Laborers, Teamsters, and Carpenters.
OCJ is an Equal Opportunity Employer.



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Widen roadway with HMA & replace culvert
with structure concrete bridge
Hwy 121 Napa
Caltrans #04-4G2104**
BID DATE: April 28, 2021 @ 2:00 PM

**We are soliciting quotes for (including but not
limited to):** Trucking, Temporary and Permanent Hydroseed
and Erosion Control Measures, QC/QA Testing, Lead Com-
pliance Plan, Develop Water Supply, Construction Area Signs,
Traffic Control System, Portable Radar Speed Feedback
Sign, Portable Changeable Message Sign, SWPPP, Rain
Event Action Plan, Storm Water Sampling, Analysis & Report,
Sweeping, Water Quality Sampling, Analysis & Report, Treated
Wood Waste, Invasive Species Control, Noise Monitoring,
Temporary Fencing, Clearing & Grubbing, Structure Excava-
tion, Structure Backfill, Imported Borrow, Subgrade Enhance-
ment Geotextile Class B1, Planting & Irrigation, Geosynthetic
Pavement Interlayer (Paving Fabric), AC Dike, Tack Coat, Cold
Plane AC, CIDH Concrete Piling, Structural Concrete, Drill
and Bond Dowel, Precast Prestressed Concrete Slab, Joint
Seal, Bar Reinforcing Steel, Structural Shotcrete, Structural
Steel, Bridge Removal, Bioretention, Geomembrane, Large
Woody Debris Cluster, Fresh Water Shrimp Habitat Structure,
Log Spur with Rootwad Revetment, Engineered Streambed
Material, Rock Weirs, Specimen Boulder, Anchor Stones,
Rock Slope Protection, Rock Weir Dowel Bars, Guard Railing
Delineator, Pavement Marker, Treatment Best Management
Practice Marker, Object Marker, Roadside Signs, Midwest
Guardrail System, Vegetation Control Concrete, Transition
Railing, Alternative In-Line System, California ST-75 Bridge
Rail, Striping & Marking, and Construction Materials

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

With SBE you can:

FIND
Subcontractors, Vendors,
and Suppliers

REACH
Diverse Audiences

ADVERTISE
Sub-Bid Request Ad
Public Legal Notices
Job Listings

Contact us at 800-800-8534 or sbe@sbeinc.com



California Sub-Bid Request Ads

SWINERTON



Salvation Army Navigation Center

DUE DATE FOR BIDS: April 30th 2021 @ 10:00AM

Swinerton Builders is seeking qualified subcontractors & suppliers to provide pricing (bids) on The Salvation Army Navigation Center & Hospitality House - located in Whittier, CA 90602. Rehabilitate and remodel the interior of the existing building on the site to accommodate an additional 139 beds in full compliance with approved CUP20-002.

Scope of work for this project includes but is not limited to the following:

- Demolition of the existing stage, curtains and pews in the chapel area. Demolition of non-bearing walls, & floor coverings. Installing a level concrete slab in the chapel. New restrooms with showers on the 1st & 2nd floors. New wall partitions. Medical, Electrical & Plumbing as per plan. Re-Cable all data cabling to CAT6 cable. Re-Cable the uplink from MDF to Hospitality House. New Fire Sprinklers & Underground Fire Service. New Fire Alarm. Modify Windows to meet fire code. New Floor Coverings & Interior finishes. Parking lot ADA ramps.

The project will involve the following trades: Final Cleaning, Demolition, Concrete, Concrete Reinforcing, Cast In Place Concrete, Polished Concrete, Structural and Miscellaneous Metals, Rough Carpentry, Architectural Woodwork, Waterproofing, Thermal Insulation, Roofing, Sheet Metal, Joint Sealants, Doors Frames & Hardware, Glass & Glazing, Gypsum Board, Tile, Acoustical Ceilings & Walls, Resilient Flooring, Painting, Signage, Toilet Partitions & Bathroom Accessories, Fire Protection Specialties, Lockers, Case-work, Fire Sprinklers, Plumbing, HVAC, Electrical.

Interested Subcontractors should contact us at the following email to be added to our invitation list: Los Angeles County Estimating EstimatingLA@swinerton.com or (213) 896-3439.

Subcontractors are also encouraged to begin the Swinerton Prequalification process at: <http://www.swinerton.com/subcontractors/subcontractor-prequal>

Swinerton is an Equal Employment Opportunity, Minority, Women, Disability, and Veteran Employer.

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested
Owner: Los Angeles County Public Works

Project Number: FCC0001207

REVISED Due Date: May 04, 2021 - 11:00 AM
Community Business Enterprises (CBE) - 25%

Minority/Women/Disadvantaged/Disable Veteran Business Enterprises

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors as well as certified CBE subcontractors related to the scopes of work below for the

PACOIMA SPREADING GROUNDS BASIN ENHANCEMENT PROJECT
PROJECT ID NO. FCC0001207
IN THE CITY OF LOS ANGELES

The contract documents for this project may be downloaded free of charge by visiting the Los Angeles County Public Works Business Opportunities website:

<http://pw.lacounty.gov/general/contracts/opportunities>
or viewed at <https://app.buildingconnected.com/public/59b1c0096ab4570007e09292>

Requested scopes include, but are not limited to the following and should be based on Contract and its amendments: SWPPP, Temporary Erosion Control, Fencing & Handrail, Temporary Fencing, Trucking & Hauling, Tire Wash System, Water Truck, Drainage, Utilities, Aggregate Base, Asphalt Paving, Traffic Control, Street Sweeping, Temporary Sound Wall, Sound Monitoring, Structural Concrete, Demolition, Reinforcing Steel, Jack & Boring, Site Electrical & Instrumentation, Mechanical Gate (Weir Intake), Miscellaneous Metals, Steel Catwalk Structure, Rip Rap, Bollards, Pipe Material Supply, Concrete Box Culverts, Excavation, Structure Excavation, Jobs Coordinator, Temporary Hydroseeding

Requirements: Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a CBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedules which will permit maximum participation when feasible. Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Please note that all Contractors and Subcontractors must register with The DIR (Department of Industrial Relations) in order to bid on public works projects. Include CSLB License Number and DIR Number on All Quotes Submitted.

Skanska USA Civil West California District is an Equal Opportunity/Affirmative Action Employer
EEO/AA/Vet/Disability Employer

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

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

Lead Estimator: Cody Crow · Email: bids.socal@skanska.com

KJ Woods Construction, Inc.

is requesting quotes from certified DBE businesses for

Ross Valley Sanitary District (RVSD),
Butterfield / Arroyo-Kendrick Gravity Sewer
Improvement Project

Due 4/29/21 @ 2 PM

We are seeking subs/suppliers of Traffic Control, Paving, Grinding, Install Concrete Flatwork, Manholes and Junction Structures, Manhole Lining/Coating, Excavation, Shoring, Trucking, Saw-Cutting, Install PVC Pipe, Sewer Bypass, Television Inspection, Survey / Staking, Ground Stabilization.

Payment & performance bonds may be required. Subs are encouraged to contact Annette Andrade office@kiwoods.com / 415.759.0506 for info/assist with insurance reqs, bonding, lines of credit, equipment or instructions to obtain plans/specs at no cost

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:
GATEWAY/KIPP CHARTER SCHOOLS
REROOFING PROJECT
BID NO. : 12255

BID DATE & TIME: 4/27/2021 @11:00AM

**PROJECT LOCATION: 1430 Scott St,
San Francisco CA 94115**

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 provisions of the Labor Code of the State of California, regarding prevailing wages shall be applicable to the work performed under this contract. Pursuant to Labor Code Section 1773 the general prevailing wage rates have been determined by the Director of the California Department of Industrial Relations and appear in the California and Federal Prevailing Wage Rates, which can be found at <https://www.dir.ca.gov/OPRL/DPre-WageDetermination.htm>. Future effective wage rates which have been predetermined and are on file with the CA DIR are referenced but not printed in such publication.

The Bid and Contract Documents are available at the location at ARC Northern California - Bid Services 100 Hooper Street, Suite 20 San Francisco, California 94107 during standard working hours (8:00AM-4:30PM) for a nonrefundable fee paid to ARC Document Solutions-Northern California. Bidder is responsible for shipping and handling fees. Plans are available for viewing at www.e-arc.com/location/sanfrancisco-hooper-street. Click on the Order from Plan-Well/Public Planroom "button" and search for project name and number. Or please contact NBC Construction & Engineering, Inc.

In addition, if any assistance is needed in obtaining insurance, bonds, or lines of credits, please reach out to NBC Construction & Engineering, Inc. for information.

Please submit proposals to
estimatingnbcinc@gmail.com.

If email is unavailable, proposals can be
faxed to 800-622-9144.

For more information, please call Mike
Schalchi at 925-322-7473.

I & A Contractor Inc.

3158 Spring Street
Redwood City, CA 94063

Phone: (650) 218-7793

Email: irene@iacontractorinc.com

I&A Contactor Inc is seeking for
subcontractor to deroof demolition for
Gateway/KIPP Charter Schools Reroofing
project SFUSD Project No. 12255
located in San Francisco, California.

BID DATE & TIME: 4/27/2021 @ 11:00AM

Please contact

Irene Avila @ 620-218-7793

if you are interested in bidding this
project for more information

I & A Contractor Inc.

3158 Spring Street
Redwood City, CA 94063

Phone: (650) 218-7793

Email: irene@iacontractorinc.com

I&A Contactor Inc is seeking for
subcontractor to deroof demolition for
555 Franklin Street -
601 McAllister Street
SFUSD District Offices
Roofing Replacement Project,
SFUSD Project No. 12248 project
located in San Francisco, California.

BID DATE & TIME: 5/05/2021 @ 11:00AM

Please contact

Irene Avila @ 620-218-7793

if you are interested in bidding this
project for more information

Caliagua Inc.

4930 E La Palma Ave, Anaheim, CA 92807
Phone: 866-416-4214

Email: rricard@caliagua.net

Contact: Ryan Ricard

Owner: Chino Basin Desalter Authority
Project: Chino I Desalter VOC Treatment
Facilities Project

BID DATE: May 26th, 2021 @ 2PM

An Equal Opportunity Employer & Comply with the Standard Federal Equal Employment Specifications

All Qualified AND/OR Certified DBE Subcontractors and Material/Equipment Suppliers are requested to forward quotes for the above-referenced project.

Caliagua Inc. is seeking qualified subcontractors and suppliers for the following: Demolition, Concrete, Pre-Cast Concrete, Reinforcing Steel, AC Paving, Fencing and Gates, Structural Steel and Supports, Painting and Coating, Ductile Iron Pipe Materials, Welded Steel Pipe, Valves and Accessories, Chemical Storage Tanks and Skid Mounted Pumps, Electrical and Instrumentation.

Project Documents: <https://pbsystem.planet-bids.com/portal/41338/portal-home>

Free access to the project documents can be furnished upon request. Caliagua Inc. is signatory to the Operating Engineers, Laborers, Cement Masons and Carpenters Unions. Subcontractors must possess a current contractor's license, DIR Registration, insurance and workers compensation coverage per project requirements. Subcontractors and Suppliers are expected to bid per plans and specifications. Quotes must be submitted at a reasonable time prior to the bid date.

SMALL
BUSINESS
EXCHANGE



California Sub-Bid Request Ads



Project Name: Hunters View Phase 3 - Infrastructure
Location: San Francisco, California
Bid Date: May 14, 2021 @ 2:00pm
Pre-Bid: TBD
Labor Requirements: Prevailing Wage
Project Schedule: Est. Start August 2021

Cahill-Nibbi Joint Venture has been selected as the General Contractor for the Hunters View Phase 3 - Infrastructure project in San Francisco. We are in receipt of the Submittal documents and are currently requesting bid proposals from qualified subcontractors and suppliers including those certified with the San Francisco Contract Monitoring Department (CMD) as local business enterprises (LBE's) for DIV 05 & 31-33. **The Contract Monitoring Division (CMD) has set the SBE participation goal for this project at 50% and 20% MBE/WBE goal.** For more information about the San Francisco SBE program as it relates to this solicitation, please see Exhibit A and/or contact Selormey Dzikunu at the City and County of San Francisco Contract Monitoring Division by email, Selormey.Dzikunu@sfdpw.org. THIS IS A CAHILL-NIBBI PROJECT. Project is in Hunters View Neighborhood, San Francisco in the last of 3 phases. It includes mass excavation and grading and construction of new infrastructure with new underground utilities, Storm Water Management & Treatment unit, street improvements, Joint Trench & Street Lights.

Bids are due Friday, May 14, 2021 @ 2:00pm. To obtain bid documents please contact Kevin Young, Precon & Estimating Coordinator via email, keviny@nibbi.com. For specific questions regarding this project, please email Paris Paraskeva, ParisP@nibbi.com.

Portrait Construction, Inc.

INVITATION TO BID FOR

PUEBLO DEL SOL, PHASE 2
1300 EAST PLAZA DEL SOL • LOS ANGELES, CA 90033

Portrait Construction, Inc., General Contractor, is seeking qualified **Section 3 Businesses and/or Non-Section 3 with Section 3 participation** and qualified **M/WBE** Subcontractors to submit bids.

This project is subject to Residential Prevailing Wages – higher of the 2 rates Federal and State applies.

Scope of work: Includes, but is not limited to Rehabilitation of: 2 and 3 story affordable residential apartment building with 176 units.

Interior work consists of, but not limited to: New vinyl plank flooring, interior paint, new cabinets and countertops, new appliances, new plumbing fixtures, new light fixtures, new HVAC, new Water heaters, new GFCI outlets, refinish existing tub/shower combos, new bathroom hardware, new window blinds, new door hardware, new smoke detectors, new plugs and switches, and ADA modifications.

Plans only reflect the ADA modifications, but every unit will be receiving cosmetic upgrades mentioned above. (See As Built Plans for full plans of all units)

Exterior work consists of, but not limited to, new signage, new overlay flat roofing, path of travel repairs, new ADA carpools, new building and site lights, asphalt seal and stripe, landscape modifications and tree trimming, new garage doors, trellis/fencing repairs as needed, pest control, building and site painting, new security camera system, Community Park upgrades and Community Center rehabilitation.

All building trades and CSI code trades are being requested to bid. Bid assistance and splitting of trade work is available for Section 3 and M/WBE business concerns. Please contact our office for more information.

Due Date: Bids are due on or before Friday, May 21, 2021

Send Bids to: Daniel Thiesmeyer at dthiesmeyer@portraitconstructioninc.com

Kerry Lehrbass at klehrbass@portraitconstructioninc.com

Ben Moller at bmoller@portraitconstructioninc.com

Plans/Specs: Available in Portrait's Corona office and via download link upon request.

Prevailing Wage/Section 3 Questions:

Kelsey Day at kday@portraitconstructioninc.com Or
 Julie Woodcock at jwoodcock@portraitconstructioninc.com

Schedule:

Construction is expected to commence around June 2021. Construction duration is estimated to be 12 months.

Local Hire and HUD Section 3 Requirements

The project is subject to Section 3 local hiring and Section 3 Subcontracting. Penalties for non-compliance apply.

The goals are as follows:

- **30 percent (30%)** of the aggregate number of new hires shall be Section 3 residents;
- **10 percent (10%)** of total work hours performed on the project shall be performed, to the greatest extent feasible, by Section 3 Residents; and
- **10 percent (10%)** of the total dollar amount of all covered construction contracts shall be awarded to Section 3 business concerns; and
- **3 percent (3%)** of the total dollar amount of all covered non-construction contracts shall be awarded to Section 3 business concerns.

The project shall meet the Section 3 New Hiring Requirements in the following order of priority:

(P1) Current residents of Pueblo Del Sol

(P2) Qualified Section 3 Residents of the East Los Angeles neighborhood

(P3) HUD Youth Build program participant, and

(P4) Income qualified Section 3 Residents living in the City of Los Angeles

Davis-Bacon and Prevailing Wage Requirements

Contractor shall comply with all applicable labor standards, including but not limited to the Davis-Bacon Act (40 U.S.C. § 276a et seq.), State prevailing wage laws, and City of Los Angeles "living wage" laws, as applicable.

This project is subject to **SB-854** - proof of registration with DIR is required to be submitted with your bid to be considered. For more information visit: <http://www.dir.ca.gov/public-works/Public-WorksSB854.html>

Portrait Construction, Inc. is an equal opportunity employer. Applicants are considered for positions without regard to race, religion, sex, national origin, age, disability or any other consideration made unlawful by applicable federal, state, or local laws.

FLATIRON

INVITATION TO BID

Project ID No. FCC0001207, Pacoima Spreading Grounds Basin Enhancement Project
Owner: Los Angeles County Department of Public Works (LACDPW)
Revised Bid Due Date: May 4, 2021 @ 11.am.

Request for quotes from Certified CBE (MBE/WBE/DBE/DVBE) Subcontractors and Suppliers for the following, but not limited to scopes of work: Asphalt Paving, Clear and Grub, Cold Plane AC, Construction Area Signs, Demolition, Electrical, Fencing/Gates, Landscape and Irrigation, Mechanical, Minor Concrete, Overhead Signs, Reinforcing Steel, Riprap, Aggregate Supply, Concrete Supply, Pipe Supply, Pre/Post Construction Survey, Manhole Supply, Noise Monitoring, QC Testing, Street Sweeping, Survey, Trucking.

PLEASE SUBMIT QUOTES BY EMAIL TO SOCALBIDS@FLATIRONCORP.COM OR FAX TO (760) 471-4860

Plans and specifications are available, at no cost, from the Los Angeles County Public Works Business Opportunities website: <http://pw.lacounty.gov/general/contracts/opportunities>. Additionally, plans and specifications are available at Flatiron's San Diego, CA and Chino Hills, CA offices. Please call to make an appointment to view the documents.

This project has a 25% CBE Goal. All MBE/WBE/DBE/DVBE firms must register for CBE certification with LACDPW to count towards the goal for this project. Information regarding CBE certification is available at LACDPW's website: <https://dcbalacounty.gov/community-business-enterprise/>. In addition to request for participation from CBE subcontractors and suppliers, Flatiron requests non-CBE subcontractors to provide lower-tier CBE participation. Bidders are required to indicate lower-tier CBE participation information to be evaluated as part of their quote.

Quotes must be valid for same duration as specified by Owner for contract award. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Flatiron intends to work cooperatively with all firms for scopes of work you are licensed and qualified to perform. Assistance in obtaining bonding, lines of credit, and insurance is available upon request. Additionally, please contact us if you require technical assistance.

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

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

FLATIRON WEST INC.

16470 W. Bernardo Drive, San Diego, CA 92127
 Phone (760) 916-9100 / FAX (760) 471-4860
 Email: SoCalBids@flatironcorp.com

Point of Contact: Jannette Carter, Estimating Admin



Kiewit Infrastructure West Co.

10704 Shoemaker Ave., Santa Fe Springs, CA 90670
 Tel: (562) 946-1816 • Fax: (562) 946-3823

Contact: Cesar Gutierrez • Email: Cesar.Gutierrez@kiewit.com

Owner: Chino Basin Desalter Authority

Project Name: Chino 1 Desalter VOC Treatment Facilities Project
Location: 6905 Kimball Avenue, Chino, CA 91708

Bid Date: May 26, 2021 at 2:00p.m.

Request for DBE sub-quotes

Kiewit Infrastructure West Co. ("Kiewit") is seeking quotes from qualified Disadvantaged Business Enterprises (DBE), including Minority Business Enterprises (MBE), Woman Business Enterprises (WBE), Small Business Enterprises (SBE), Small Business in Rural Area (SBRA), Labor Surplus Area Firms (LSAF), Historically Underutilized Business (HUB) Zone Small Businesses and all other business enterprises to perform as subcontractors, material contractors, and suppliers. DBEs must provide evidence of certification by the U.S. Environmental Protection Agency (USEPA), the Small Business Administration (SBA), the Department of Transportation's State-Implemented DBE Certification Program (with U.S. citizenship) (CUCP), Tribal, State, and Local Governments, or Independent Private Organization Certifications.

Kiewit will be requesting quotes for various areas of work listed in, but not limited to, the scopes of work below.

Traffic Control/MOT, demolition, asphalt paving, curbs and gutter, concrete reinforcing installation, metal doors and frames, overhead doors, painting and coating and electrical work

Firms interested in receiving a bid package for this project must contact us at the e-mail address noted. Responding firms will be issued an "Invitation to Bid" through Kiewit's electronic use of SmartBid system (at no cost to bidder) with project information and bid instructions. Plans and specifications will also be available for review at the address listed below if requested.

This is a public works project and is subject to prevailing wage rates. Project is also financed in part by the United States Bureau of Reclamation (USBR) Grant and is subject to federal funding requirements including, but not limited to the AIS Provisions, DBE Program requirements, California Labor Code and the Davis-Bacon Act.

Responsive bidders must possess a valid California Contractor's license (as appropriate) and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Kiewit will reimburse bond premiums. Firms performing any onsite work is signatory to collective bargaining agreements with the carpenters, laborers, cement masons, ironworkers, operating engineers and teamsters. Kiewit will consider quotes from any, and all bidders who demonstrate an ability to foster and maintain labor harmony on the Project.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For further information regarding this project, licensing, insurance or bonding, equipment, supplies, materials, or related assistance or services or project schedule, please contact the Lead Estimator listed above.

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

Contractor Loans

Continued from page 3

Construction Loans

Some lenders specialize in construction loans, which may be short-term loans that are unsecured, meaning you don't have to provide collateral. The idea is that you will finish your project quickly and can then pay off the loan.

Equipment Financing

If you need to purchase a work truck or cement mixer, you can look at equipment financing, which is specifically designed to help you pay for equipment purchases. The equipment you're financing may also serve as your collateral.

Business Line of Credit

If you don't need a lump sum of money all at once (with larger monthly payments coming due quickly), a line of credit could be what you need.

You're approved for a certain amount, and you can borrow against that line of credit up to that amount. Only pay back what you've borrowed.

Cash Advance

If you have bad credit and don't qualify for other types of contractor financing, a cash advance may be worth considering. A few things to note: while cash advance companies like Rapid Finance offer advances up to \$600,000, the turnaround time for repayment is short: you have three to 12 months to repay the advance. And interest rates may be higher than with other options, ranging from 70 to 250%. They're useful if you need cash fast and can repay it even faster.

Business Credit Cards

If you just need an easy solution for making purchases at the hardware store for your projects, business credit cards fit the bill. Consider a card

that allows you to add other users if you have subcontractors who need to also make purchases for your business, as well as one that lets you earn rewards with every purchase. Just be aware of that monthly interest, because it can rack up your expenses quickly if you don't pay your balance in full each month.

How to Qualify for a Contractor Loan

Each of these options for contractor financing will have certain requirements for you as a borrower, though those requirements may vary from one lender to another.

Your credit score may be considered. Banks and the SBA may have certain credit score requirements for applicants, while other options, like cash advances and equipment financing, might not.

If you are new in business, your personal credit scores may be reviewed, since your business

may not have established its own scores. Learn how to establish business credit so that in the future, you can qualify for great rates on business financing.

Lenders may also look at your finances to understand annual revenue and cash flow. This can be an indicator of how risky you would be to lend to. If your revenues are low, or you don't have much cash flow, it may be a sign that you might not be able to pay back a loan.

Another qualification for some loans may be a down payment or collateral. In the case of real estate or equipment loans, the property may serve as collateral, but in other cases, you may need to put down cash.

Visit link for the full article:

www.nav.com/blog/contractor-loans-871543/

How to Win More Construction Bids: 9 Ways to Improve Your Bid-Hit Ratio

Continued from page 2

- Focus on projects that will result in repeat business. Retaining an existing customer is much easier than finding a new one.

If a project requires specialties you don't have, don't bid. You'll either waste your time or end up with a project you can't execute very well.

Identify the decision-makers and build trust

Contractors often waste precious time by working with people who don't have any say in the final decision.

Find out the key decision-makers involved with the project, so you know who to prioritize. A good way to start this is by gaining an understanding of the prospect's organizational structure.

Once you've identified the decision-makers, try to get as much time with them as you can. People want to do business with someone they trust, and they can't trust you if they don't know you.

Building personal relationships with your prospects helps them see you as a person and not just another contractor.

Highlight your qualifications and deliver value

Don't be afraid to show off your qualifications when you're writing your proposal. Be straightforward in explaining why your team is right for the job.

Showcasing your experience is a great way to set yourself apart from other companies. When your bid is close to someone else's, a good reputation may be all it takes to tilt the scale in your favor.

Also, promote your value rather than focusing so much on price. Competing on cost alone is a race to the bottom.

Sharing your unique value is the best way to differentiate yourself from the competitors. Market your crew as responsive experts who offer customization, quality control and excellent customer service.

Do your homework, break down your bid and explain ROI

When submitting a bid, it's extremely important to know what project owners expect. This is especially true for design details.

A helpful tactic involves talking to others who have worked with the project owners to get a feel for their preferences.

Avoid merely showing a lump sum in your bid. Break down the cost to best highlight your thought process in areas like equipment allocation and material costs. It's all about giving a potential client the right perspective.

Additionally, prospects need to see the return on investment (ROI) they'll gain by working with you. Be prepared to back up your information with hard data. Breaking down the data through case studies is a helpful method.

Embrace technology to boost productivity

Contractors often assume they lost a bid to a competitor that came in below cost. But how do you lower costs without compromising quality?

The answer is increasing your team's productivity.

By boosting productivity, you can reduce labor costs and deliver projects faster. Both of these factors make your bid more compelling to project owners.

Additionally, if you finish projects faster, you can complete more projects. While you should still seek to improve your bid-hit ratio, simply increasing the number of projects you're able to bid on will help you get more construction bids.

There are many ways you can boost construction productivity, such as:

- Adopting construction productivity software
- Partnering with a distributor who can help you manage materials more efficiently
- Using prefabrication to prepare materials in a controlled, off-site environment
- Improving safety training and awareness

The right technology can help control construction costs and has the power to increase your team's efficiency with common job site tasks,

including trips to gather material.

It can also improve communication between the field, office, operators, subcontractors and executive team. Mobile apps allow you to manage communication and projects wherever you are.

Here are some helpful mobile apps for construction that you should know about:

- **Fieldlens**— This helps improve project communication between a general contractor, subcontractor, architect and owner. You can document job issues with photos and keep track of to-dos.
- **PlanGrid**— A tool that instantly updates an entire team when there are changes made to any documents.
- **HeavyJob**— Not only does this app provide time entry functions, but real-time data on production levels.
- **Autodesk BIM 360**— This program is great for highlighting safety and quality issues as well as managing field data.

Approach objections as opportunities

Don't worry if your prospect has questions or concerns at some point in the bidding process. Try to understand the true root of any objections they raise so you can better connect with them.

If you approach it in the right way, persistence is good for the bidding process. Staying in touch with potential clients and being consistent could help increase your close rate.

Sometimes it's even helpful to point out what a competitor did well with their presentation, highlighting aspects like cost and timing.

Demonstrating consistent care and attention to detail for a project shows dedication — something project owners like to see.

Track your bid-hit ratio and set goals

Getting more construction bids is a gradual process. By tracking your bid-hit ratio over time, you can measure your progress and see what's working.

Your bid-hit ratio helps you see the overall success of your bidding efforts. You can look at

your bid-hit ratio over the past quarter or year to get a pulse on your bidding process and set goals for the future.

Numbers aren't the only thing worth tracking. Make note of what you did differently in each project that helped you win the bid. Over time, you'll learn which strategies are most influential.

You'll also want to pay attention to what types of projects you frequently win. This will help you identify your niche and discover what types of projects you excel at.

If you see your company as a commercial contractor but find you're winning more residential bids, for example, you can adjust how you market yourself and what you bid on.

Be willing to shift focus

Finally, adapting to changes in the industry or economy can help you stay competitive and resilient during difficult times.

During the COVID-19 pandemic, for example, residential construction boomed while commercial construction fell. Contractors who typically bid on commercial jobs saw an opportunity to shift their focus to where the demand was strongest.

While you don't want to stray too far outside of your niche of expertise, responding to shifts in the industry allows you to diversify your experience and opportunities.

How to win construction bid contracts: Have confidence

Today's construction bidding environment is competitive and complex. Applying the tips above can help give you a leg up when it comes to winning projects.

Have confidence in your people and services — and focus on building a foundation of improved speed and accuracy.

SOURCE:

<https://solutions.borderstates.com/how-to-win-construction-bid-contracts/>

Mayor Garcetti proposes 2021-2022 City budget

Continued from page 1

The 2021-22 budget is strengthened by \$777 million in spending from the American Rescue Plan. Mayor Garcetti advocated aggressively for this funding over the past year to lift up Angeles hit hardest by the pandemic, and this spending blueprint puts those dollars to work with \$151 million going to equity and justice programs; \$281 million for homeless services; \$282 million to restore vital services; and \$64 million for COVID response and recovery.

Other key components of Mayor Garcetti's budget include:

- \$75 million in the City's COVID Emergency Fund to expand the City's Mobile Outreach for Vaccine Equity (MOVE) program, L.A. Al Fresco, the Small Business and Restaurant Recovery Fund, and steps to help revitalize the tourism and hospitality industries;
- \$33 million to expand the City's Gang Reduction and Youth Development program;

- \$24 million for America's largest guaranteed basic income pilot to date;
- \$18.7 million to fund new programs founded on a Therapeutic and Unarmed Response for Neighborhoods (TURN) and community-based approach to reimagining public safety;
- \$8.7 million to employ high-barrier young adults to clean and beautify our communities, as well as \$3.5 million to train and pay 1,000 low-income high school students to home-tutor young siblings who have struggled with distance learning;
- \$10 million to the REPAIR Innovation Fund to support racial justice, community intervention, and reconciliation work;
- \$3 million to support the Social Equity Program within the City's Department of Cannabis Regulation and promote equitable ownership and employment within the cannabis industry.
- Cumulative reserves of 11.3%

SOURCE: www.lamayor.org

MED Week 2021
Minority Enterprise Development

2021 Call for Nominations
National Minority Enterprise Development Week Awards

MBDA's Call for Nominations Coming Soon

MINORITY BUSINESS DEVELOPING AGENCY
U.S. DEPARTMENT OF COMMERCE

Everybody Wants to Rule the World

Continued from page 1

come the third-largest grocer in the country by the end of 2022.

According to Construction Dive, Aldi is investing over \$5 billion to open hundreds of new locations and remodel thousands of its US stores.

As part of this expansion, Aldi recently opened an extra large store in Philadelphia, which features 15,000 square feet of selling floor across 6 aisles. The store is located on the ground floor of a 14-story residential building, demonstrating the company's initiatives to keep up with a recent trend of including food retailers within mixed-used residential properties.

It's important to note that Aldi isn't taking a one-size-fits-all approach to its growth strategy. The grocer recognizes that while certain areas could benefit from large stores, that same format won't work in a crowded area like South London. For these places, the company launched Aldi Local — a smaller format store that stocks 300 fewer products than a standard Aldi location.

Another thing worth commending is Aldi's use of innovative construction practices like modular construction and prefabrication. According to HTS, Aldi makes use of prefab for its supermarkets "almost as standard."

As a result, Aldi is able to quickly and easily replicate its supermarkets, creating consistent yet flexible stores that appeal to shoppers.

Aldi's flexibility with construction shows the grocer's willingness to adapt to the needs of various customers — which is a must for any retail or hospitality owner looking to expand their empire.

Chick-fil-A Constructs Its Buildings Off-site to Improve Efficiency and Safety

Chick-fil-A has seen rapid growth in the past few years, having gone from the seventh-largest fast-food chain in the US to become the third.

In 2019, the company overtook Subway, Taco Bell, and Burger King in systemwide sales, and data from Business Insider shows that in 2018, Chick-fil-A was number 1 in terms of average unit volume.

Chick-fil-A's success can be attributed to a number of things, including scrumptious food items and clever marketing, but where the chain truly shines is with its customer experience.

Chick-fil-A has the best customer service in the fast-food industry. There is a strong customer-first culture at the company and Chick-fil-A focuses on serving diners quickly without compromising quality. In 2020, it topped the American Customer Satisfaction Index with a score of 84 out of 100.

Chick-fil-A also adopts and implements relevant technology to improve the customer experience. The company was one of the first to adopt mobile ordering and it started using tablets to streamline drive-thru orders.

Chick-fil-A's Construction Projects

Chick-fil-A's willingness to embrace technology and innovation can also be seen in its construction initiatives, ultimately helping them to deliver restaurants to their customer-base faster.

In 2019, Chick-fil-A wrote about how the company started using industrialized construction in the design of its stores to reduce waste and promote sustainability. Rather than implementing traditional building methods, Chick-fil-A has started constructing sections of its buildings off-site to save time and improve consistency.

What's more, Chick-fil-A is following Lean Construction principles, allowing its teams to "be more intentional with resources and comply with LEED (Leadership in Energy and Environmental Design) certification volume standards."

Chick-fil-A's efforts have yielded excellent results — both for its business and the planet. According to the company, it's been able to reduce construction waste by 50% and it saw a 40% reduction in the length of the total construction schedule.

The company's use of modular construction can be seen in its Roswell, Georgia location. According to QSR Magazine, sections of the restaurant were constructed off-site and shipped to the location to be pieced together.

This approach allows the company to build its restaurants in a controlled setting, thus creating safer working conditions that aren't susceptible to delays due to weather conditions and other external factors.

Starbucks Embraces Green Construction

A company that needs no introduction, Starbucks has been a major force in the retail and hospitality industry for decades — and it doesn't plan to slow down anytime soon.

Starbucks reportedly expects to have 55,000 locations by 2030, an increase of 70% from the 33,000+ units that are operating today.

Starbucks' Construction Projects

Part of Starbucks' strategy involves closing underperforming locations while shifting to a new store format — dubbed "walk thru" locations. Geared towards dense and busy metropolitan areas, these stores are smaller compared to standard Starbucks locations and won't offer any seating.

Starbucks has also been investing in green construction. The coffee company recently established a greener and sustainability-constructed drive-through in Abbotsford, British Columbia.

The modular building, which was constructed in just six days, produces near-zero waste and

utilizes energy and water-efficient facilities. Starbucks' new location is LEED-certified and the company intends to construct 10,000 greener locations by the year 2025.

According to the Starbucks website:

In our next evolution of Green Building we are going beyond designing, building and renovating our stores to LEED standards. We are developing a new store verification program that drives innovation, sustainability and efficiencies throughout our store portfolio. We are partnering with experts including SCS Global Services and World Wildlife Fund, to develop a new, open-sourced Starbucks Greener Stores operations framework. Through this program we will ensure Starbucks stores continue to minimize their environmental footprint and contribute to a sustainable future. These standards will ensure Starbucks stores are effectively operated to achieve water and energy efficiency, divert waste, are built with responsible materials, are powered by renewable energy and deliver a healthy environment for our partner and customers — promoting engagement in sustainability.

Learning from Forward-Thinking Owners

In an age when sustainability and efficiency are more important than ever, forward-thinking retail and hospitality owners should strive to implement innovative construction methods — such as prefabrication and modular construction — in their projects.

Doing so will enable you to reduce waste, accelerate project timelines, and experience better outcomes overall.

SOURCE: <https://constructionblog.autodesk.com/retail-hospitality-owners-construction-innovation/>

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0393064

Fictitious Business Name(s):
Allen Hotel
Address
411 Eddy Street, San Francisco, CA 94109
Full Name of Registrant #1
The Allen Hotel LLC (CA)
Address of Registrant #1
830 Meade Avenue, San Francisco, CA 94124

This business is conducted by **A Limited Liability Partnership**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01-01-1980**
Signed: **Lien Huynh**

This statement was filed with the County Clerk of San Francisco County on **03-25-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
03-25-2021

04/15/21 + 04/22/21 + 04/29/21 + 05/06/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0393141

Fictitious Business Name(s):
Blink Hotels
Address
2445 Ocean Ave., San Francisco, CA 94127
Full Name of Registrant #1
INNstight.com, Inc (DE)
Address of Registrant #1
2445 Ocean Ave., 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 **02-26-2021**
Signed: **Roshan Patel**

This statement was filed with the County Clerk of San Francisco County on **04-07-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
04-07-2021

04/15/21 + 04/22/21 + 04/29/21 + 05/06/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392949

Fictitious Business Name(s):
California Environmental Associates
Address
235 Montgomery Street, Suite 950
San Francisco, CA 94104
Full Name of Registrant #1
WESPO, Inc (CA)
Address of Registrant #1
235 Montgomery Street, Suite 950
San Francisco, CA 94104

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06-19-2006**
Signed: **Kelly Solari**

This statement was filed with the County Clerk of San Francisco County on **03-16-2021**

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

Filed: **Sonya Yi**
Deputy County Clerk
03-16-2021

04/01/21 + 04/08/21 + 04/15/21 + 04/22/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0393050

Fictitious Business Name(s):
Fieldwire
Address
85 2nd Street 6th Floor, San Francisco, CA 94105
Full Name of Registrant #1
FieldWireLabs, Inc. (DE)
Address of Registrant #1
85 2nd Street 6th Floor, San Francisco, CA 94105

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **04-05-2016**
Signed: **Yves Frinault**

This statement was filed with the County Clerk of San Francisco County on **03-23-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
03-23-2021

04/01/21 + 04/08/21 + 04/15/21 + 04/22/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392973

Fictitious Business Name(s):
Groundwork Planning & Preservation
Address
26445 Cape Horn Rd., Colfax, CA 95713
Full Name of Registrant #1
Gretchen Hilyard Boyce
Address of Registrant #1
26445 Cape Horn Rd., Colfax, CA 95713

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: **Gretchen H. Boyce**

This statement was filed with the County Clerk of San Francisco County on **03-18-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
03-18-2021

04/01/21 + 04/08/21 + 04/15/21 + 04/22/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0393024

Fictitious Business Name(s):
Haight Loaves
Address
507 Divisadero Street, San Francisco, CA 94117
Full Name of Registrant #1
Joseph Norton
Address of Registrant #1
1212 10th Avenue #106, San Francisco, CA 94122

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07-29-2020**
Signed: **Joseph Norton**

This statement was filed with the County Clerk of San Francisco County on **03-22-2021**

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

Filed: **Sonya Yi**
Deputy County Clerk
03-22-2021

04/08/21 + 04/15/21 + 04/22/21 + 04/29/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0393086

Fictitious Business Name(s):
Kaila Beauty
Address
1410 Franklin Street, Unit #318
San Francisco, CA 94109
Full Name of Registrant #1
Haruko Ogawa
Address of Registrant #1
1410 Franklin Street, Unit #318
San Francisco, CA 94109

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-05-2015**
Signed: **Haruko Ogawa**

This statement was filed with the County Clerk of San Francisco County on **03-30-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
03-30-2021

04/15/21 + 04/22/21 + 04/29/21 + 05/06/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0393060

Fictitious Business Name(s):
KLD Services
Address
5650 Mission Street, San Francisco, CA 94112
Full Name of Registrant #1
Karen Lisette Diaz
Address of Registrant #1
23 Carlsbad Ct, South San Francisco, CA 94080

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: **Karen Lisette Diaz**

This statement was filed with the County Clerk of San Francisco County on **03-24-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
03-24-2021

04/01/21 + 04/08/21 + 04/15/21 + 04/22/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392950

Fictitious Business Name(s):
Little Footprints Child Care
Address
74 Otsego Avenue, San Francisco, CA 94112
Full Name of Registrant #1
Gui Ping Li
Address of Registrant #1
74 Otsego Avenue, San Francisco, CA 94112

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02-08-2008**
Signed: **Gui Ping Li**

This statement was filed with the County Clerk of San Francisco County on **03-16-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
03-16-2021

04/08/21 + 04/15/21 + 04/22/21 + 04/29/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392978

Fictitious Business Name(s):
LEERA
Address
8200 Oceanview Ter. #121
San Francisco, CA 94132
Full Name of Registrant #1
James Lee
Address of Registrant #1
8200 Oceanview Ter. #121
San Francisco, CA 94132

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-05-2021**
Signed: **James Lee**

This statement was filed with the County Clerk of San Francisco County on **03-18-2021**

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

Filed: **Sonya Yi**
Deputy County Clerk
03-18-2021

04/01/21 + 04/08/21 + 04/15/21 + 04/22/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0393081

Fictitious Business Name(s):
Namaste Direct
Address
229 Brannan Street #3A
San Francisco, CA 94107
Full Name of Registrant #1
Namaste Foundation (CA)
Address of Registrant #1
229 Brannan Street #3A
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 **01-26-2005**
Signed: **Robert E. Graham**

This statement was filed with the County Clerk of San Francisco County on **03-26-2021**

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

Filed: **Sonya Yi**
Deputy County Clerk
03-26-2021

04/01/21 + 04/08/21 + 04/15/21 + 04/22/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392888

Fictitious Business Name(s):
Piazza5 Consulting
Address
1474 41st Avenue, San Francisco, CA 94122
Full Name of Registrant #1
Christina Danielle Mion Mahoney
Address of Registrant #1
1474 41st Avenue, San Francisco, CA 94122

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02-05-2021**
Signed: **Christina Danielle Mion Mahoney**

This statement was filed with the County Clerk of San Francisco County on **03-10-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
03-10-2021

04/01/21 + 04/08/21 + 04/15/21 + 04/22/21

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0393201

Fictitious Business Name(s):
Gen X Media
Address
182 Howard Street #306, San Francisco, CA 94105
Full Name of Registrant #1
Sonia Hunt
Address of Registrant #1
425 1st Street, Unit #803, San Francisco, CA 94105
This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-26-2021**

Signed: **Sonia Hunt**

This statement was filed with the County Clerk of San Francisco County on **04-15-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
04-15-2021

04/22/21 + 04/29/21 + 05/06/21 + 05/13/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392975

Fictitious Business Name(s):
1.) SLEEKs
2.) My Pampas
3.) Baires Direct
Address
1 Hawthorne Street, Unit #3H
San Francisco, CA 94105
Full Name of Registrant #1
Alexia Rodas
Address of Registrant #1
1 Hawthorne Street, Unit #3H
San Francisco, CA 94105
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: **Alexia Rodas**

This statement was filed with the County Clerk of San Francisco County on **03-18-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
03-18-2021

04/15/21 + 04/22/21 + 04/29/21 + 05/06/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392954

Fictitious Business Name(s):
Liminal Practice and Consulting
Address
60 29th Street #522, San Francisco, CA 94110
Full Name of Registrant #1
Daniel Ryu
Address of Registrant #1
60 29th Street #522, 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 **Not Applicable**

Signed: **Daniel Ryu**

This statement was filed with the County Clerk of San Francisco County on **03-16-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
03-16-2021

03/25/21 + 04/01/21 + 04/08/21 + 04/15/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0393197

Fictitious Business Name(s):
Plumeshu
Address
1150 Illinois Street, San Francisco, CA 94107
Full Name of Registrant #1
Ava Food Labs, Inc. (DE)
Address of Registrant #1
1150 Illinois 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 **Not Applicable**

Signed: **Alec Lee**

This statement was filed with the County Clerk of San Francisco County on **04-15-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
04-15-2021

04/22/21 + 04/29/21 + 05/06/21 + 05/13/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392891

Fictitious Business Name(s):
Urban Nectar
Address
2125 Bryant Street #302, San Francisco, CA 94110
Full Name of Registrant #1
Aaron Yu
Address of Registrant #1
2125 Bryant Street #302, 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 **04-12-2011**

Signed: **Aaron Yu**

This statement was filed with the County Clerk of San Francisco County on **03-10-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
03-10-2021

03/25/21 + 04/01/21 + 04/08/21 + 04/15/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392871

Fictitious Business Name(s):
Emergent Early Education Consulting
Address
70A Sanchez Street, San Francisco, CA 94114
Full Name of Registrant #1
Donna Waldman
Address of Registrant #1
70A Sanchez Street, San Francisco, CA 94114
This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**

Signed: **Donna Waldman**

This statement was filed with the County Clerk of San Francisco County on **02-22-2021**

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

Filed: **Sonya Yi**
Deputy County Clerk
03-08-2021

03/18/21 + 03/25/21 + 04/01/21 + 04/08/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392885

Fictitious Business Name(s):
Fox & Doll
Address
171 Guerrero Street #2, San Francisco, CA 94103
Full Name of Registrant #1
Shana Astrachan
Address of Registrant #1
171 Guerrero Street #2, San Francisco, CA 94103
This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02-26-2021**

Signed: **Shana Astrachan**

This statement was filed with the County Clerk of San Francisco County on **03-09-2021**

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

Filed: **Sonya Yi**
Deputy County Clerk
03-09-2021

03/18/21 + 03/25/21 + 04/01/21 + 04/08/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392659

Fictitious Business Name(s):
ModelExpand
Address
3739 Balboa Street #196, San Francisco, CA 94121
Full Name of Registrant #1
JP Ventures LLC (CA)
Address of Registrant #1
3739 Balboa Street #196, 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 **11-25-2020**

Signed: **Paria Rajai**

This statement was filed with the County Clerk of San Francisco County on **02-22-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
02-22-2021

03/18/21 + 03/25/21 + 04/01/21 + 04/08/21

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0392900

Fictitious Business Name(s):
Mountain Bloom Therapy
Address
633 27th Avenue #1, San Francisco, CA 94121
Full Name of Registrant #1
Tanya Francisca Kaplow
Address of Registrant #1
633 27th Avenue #1, San Francisco, CA 94121
This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-02-2021**

Signed: **Tanya Kaplow**

This statement was filed with the County Clerk of San Francisco County on **03-11-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
03-11-2021

03/18/21 + 03/25/21 + 04/01/21 + 04/08/21

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME CASE NO. CNC 21-556210

PETITIONER OR ATTORNEY:
Joseph Callol and Angela Rodriguez-Callol
234 Whitney Street
San Francisco, CA 94131

PETITION OF:
Joseph Callol
Angela Rodriguez-Callol

TO ALL INTERESTED PERSONS:
for a decree changing names as follows:

Sofia Marin Callol
changed to
Sofia Marin Rodriguez-Callol

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: **May 6, 2021** Time: **9:00 AM**
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

JACQUELINE LAPREVOTTE, Clerk Deputy Clerk
DATED - March 22, 2021

04/01/21 + 04/08/21 + 04/15/21 + 04/22/21



DIVERSITY OUTREACH

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

Visit this link for the
OUTREACH ORDER FORM:

www.sbeinc.com/services/diversity_outreach.cfm



Seattle, King County, Washington Sub-Bid Request Ad

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested
Owner: Washington State Department of Transportation - WSDOT
Job Number: 19A824
Due Date: May 5, 2021 @ 10:00 am
MSVWBE Participation
MBE 10%/SBE 5%/DVBE 5%/WBE 6%

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors as well as certified Minority, Small, Veterans and Women's Business Enterprise (M/S/V/WBE) firms for this project.

**SR 520 – I-5/Mercer Street to SR 520/Portage Bay
 I-5 Interchange Improvements
 In Seattle, King County, WA**

Plans and Specifications are available through registering on our plan site at:
<https://app.buildingconnected.com/projects/6065e04562678e00c33aeec0/bid-packages>

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

Aggregate base, Asphalt material, Asphalt paving, Bridge drain supply, Cellular concrete, Clearing, Concrete accessories, Concrete barrier, Concrete paving, Concrete pumping, Demolition, Dewatering, Directional drilling, Drainage pipe, Drilled shafts, Electrical/lighting/ITS, Equipment rentals, Erosion control, Erosion control supply, Falsework, Falsework materials, Fencing, Flatwork, Form materials, Geotextile supply, Ground Anchors, Ground monitoring, Guardrail, Joint Seals, Landscaping, Milling, Miscellaneous concrete, Miscellaneous metals, MSE wall supply, MSE walls, Painting & staining, Pipe material supply, Precast Barrier, Precast minor structures, Precast Fascia Wall, Quality control, Reinforcing steel, Roadway signs, Sawcutting, Security guard, Shoring, Signage, Soil Nails, Soldier Piles, Steel girder erection, Steel girder supply, Storm Sewer, Striping, Survey, Sweeping, Traffic control, Traffic control supply, Trucking, Underground utilities, Utility adjustments, Vacuum excavating, Water treatment, Welding.

Subcontracting Requirements: Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. All interested subcontractors, please indicate all lower tier M/S/V/WBE participation offered on your quotation as it will be evaluated with your price. Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a M/S/V/WBE firm, please provide your certification letter with your proposal. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation when feasible. **Skanska's insurance requirements** are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract.

**Skanska USA Civil West California District is an Equal Opportunity/Affirmative Action Employer
 EEO/AA/Vet/Disability Employer**
 Estimating Department: 1995 Agua Mansa Rd, Riverside, CA 92509
 Phone: (951) 684-5360, Fax: (951) 788-2449
 Lead Estimator: Jerome DiPadova • Email: bids.socal@skanska.com



Redmond, King County, Washington Sub-Bid Request Ad

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested
Owner: Washington State Department of Transportation - WSDOT
Job Number: 20A809
Revised Due Date: May 26, 2021 @ 10:00 am
MSVWBE Participation
MBE 10%/SBE 5%/DVBE 5%/WBE 6%

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors as well as certified Minority, Small, Veterans and Women's Business Enterprise (M/S/V/WBE) firms for this project.

**SR 520 – 148th Avenue NE Interchange Overlake Access Ramp
 In Redmond, King County, WA**

Plans and Specifications are available through registering on our plan site at:
<https://app.buildingconnected.com/projects/605dff4c5eabf900bc4d30c1/bid-packages>

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

Aggregate base supply, Asphalt material supply, Asphalt paving, Boring, Bridge drain supply, Clearing, Concrete accessory supply, Concrete barrier, Concrete paving, Concrete pumping, Crack and seat, Demolition, Drainage pipe, Drilled shafts, Electrical/lighting/its, Equipment rentals, Erosion control, Erosion control supply, Falsework, Falsework materials, Fencing, Fire suppression system, Form materials, Geotextile supply, Ground monitoring, Guardrail, Heavy haul, Janitorial, Landscaping, Milling, Miscellaneous concrete, Miscellaneous metals, Miscellaneous Milling, Miscellaneous concrete, Miscellaneous metals, Miscellaneous metals supply, MSE wall supply, MSE walls, Painting & staining, Piling, Pipe cleaning, Pipe material supply, Precast girder erection, Precast girder supply, Precast minor structures, Quality control, Reinforcing steel, Roadway signs, Sawcut, Security guard, Shoring, Signage, Soil nailing, Steel girder erection, Steel girder supply, Striping, Survey, Sweeping, Traffic control, Traffic control supply, Trucking, Underground utilities, Utility adjustments, Vacuum excavating, Welding.

Subcontracting Requirements: Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. All interested subcontractors, please indicate all lower tier M/S/V/WBE participation offered on your quotation as it will be evaluated with your price. Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a M/S/V/WBE firm, please provide your certification letter with your proposal. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation when feasible. **Skanska's insurance requirements** are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance 2nd fringe benefit statements if required by law or by the Prime Contract.

**Skanska USA Civil West California District is an Equal Opportunity/Affirmative Action Employer
 EEO/AA/Vet/Disability Employer**
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If WA cares about racial justice, it's time to tax capital gains

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

By David Hackney,

There's a reason we inspect and earthquake-proof office buildings and city infrastructure before an earthquake. We know that in an earthquake even the slightest weaknesses can become fissures that threaten to topple the entire structure. It's much easier to fix a hairline fracture in a foundation than it is to rebuild. Once a building has been shaken to rubble, it's too late.

If only we'd taken the same approach with our economy. Like an earthquake, the COVID-19 pandemic exploited deep cracks in our communities that pre-existed the virus and should have been addressed long ago. Our economy has left countless people paid less than they should be, or without access to benefits, affordable housing or dependable health care.

One of the foundational weaknesses that this crisis has exposed is in our tax code. In Washington state, the poorest households pay up to six times more of their income in taxes than the richest. And because of decades of policies like redlining and discrimination in lending, including access to PPP loans, that only allowed white families to build intergenerational wealth, families of color have largely been driven into the lowest income brackets in our state. Yet they also proportionately pay the most in taxes. Nonwhite

families will come out of this crisis even worse off than before the pandemic — and that downward spiral will continue unless we take action.

Part of strengthening our economy for the future means passing Senate Bill 5096 — a wealth tax on the extraordinary capital gains profits the super-rich make from selling stocks, bonds and other lucrative assets. It would exempt all retirement accounts, home sales and the sale of small family-owned businesses, so folks like you and I wouldn't pay it. In fact, only about 8,000 incredibly wealthy people in a state of 7.6 million would pay the tax when they made more than \$250,000 in winnings in a single year. The revenue will be invested in essential services like education, early learning and child care, and will allow us to ensure a robust, equitable and long-term recovery.

Importantly, it will also be a small step toward balancing our tax code and addressing the underlying cracks in our state economy. Fully 99.8% of a wealth tax on capital gains profits would be paid by households with an annual income of \$660,000 or more a year — households that are, for the most part, overwhelmingly white.

Because it's built on a foundation of policy choices that created such massive wealth inequality, our upside-down tax code continues to build wealth for already-wealthy families while perpetuating existing inequities for everyone

else. Today, the richest 20% of white households claim about half of the state's entire income, but contribute less than one-third of the taxes that support everything we all equally depend on. In fact, if you took every household in Washington and averaged out their effective tax rates, you'd get a statewide average tax rate per household of 7.7%. If you dug into that data by race, however, you'd see that the average white household pays less than the statewide average, while the average Black, Hispanic, Indigenous, Hawaiian/Pacific Islander or multiracial household each has an effective state tax rate higher than the state average, anywhere from 7.8% to 8.4%.

The impacts of economic inequality fall hardest on people of color. Whether by accident or intent, our current tax structure re-enforces structural advantages for wealthy white people and in turn disadvantages everyone else. Black families in Washington state, long excluded from wealth-building opportunities, continue to face obstacles. Balancing the tax code is one crucial way to fight the structural racism built into our economy. If we truly believe Black lives matter, then we must take action that matters to Black lives.

Our economy is healthiest when everyone can participate in it. Everyday people and families — not the wealthy — are the real job creators. When people have more money in their pock-

ets, they spend it at local businesses, who in turn make more money and hire more people. It's a virtuous cycle. On the other hand, there's a vanishingly smaller return when you give more money to the rich, whether through tax cuts or being one of the only states that let the super-wealthy off the hook for paying taxes on extraordinary capital gains profits. Most importantly, there's no material benefit to us. Multiple studies, including a 12-year study of millionaire behavior and a Stanford University study of eight state tax increases, have proven that the "millionaire migration" scare tactic is a myth. Even Washington's own Bill Gates has poked holes in the argument that taxes have any effect on entrepreneurialism.

The short of it is that super-rich people will still be super rich, but our entire state will be better off. Raising taxes on the super-rich doesn't harm economic growth; continuing to enable an upside-down tax code does.

A wealth tax on capital gains will also help strengthen our foundation for the next disaster and begin to unwind decades of policy choices that led to this moment.

Visit link for the full article:

<https://crosscut.com/opinion/2021/04/if-wa-cares-about-racial-justice-its-time-tax-capital-gains>