

# SMALL BUSINESS EXCHANGE

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## Increasing Black and Latina Representation in Construction Through Apprenticeships and Employment

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

By Lauren Ginsberg,

The COVID-19 pandemic was tough on everyone, but women — particularly Black and Latinas — were disproportionately impacted by the events of 2020.

An analysis by NPR found that people of color have higher infection and death rates from COVID-19. The pandemic has also hit women differently, as females are more likely to bear the social and economic burdens of the pandemic.

The events of 2020 highlighted how many Black women and Latinas are working in low-wage jobs, such as retail, food-service, and lower-level healthcare positions. Such jobs don't allow workers to build significant savings that provide stability and security in times of social and economic downturns and uncertainty — like the COVID-19 recession.

But there are better options. The skilled construction trades provide opportunities for women to build careers that are both challenging and fulfilling, pay a sustaining wage with benefits, and can be accessed through “learn as you earn” apprenticeships.

These trades put women in better financial positions compared to traditionally female occupations. In comparison to the median weekly earnings of female elementary and middle school teachers, the wages of women trade workers covered by a union contract in 2018 were \$1,134 higher.

Like most careers, construction has both its rewards and challenges, though women of color face especially unique circumstances. A recent report from Chicago Women in the Trades dives into these issues and examines what it's like for

Black and Latina tradeswomen to work in environments that are traditionally male-dominated.

The report amplifies what attracts and encourages Black women and Latinas to stay in the trades, in spite of the many challenges they face. The report also offers recommendations on what can be done to support their recruitment, retention, and success.

### Growing Diversity In the Construction Trades

The female construction workforce is becoming increasingly diverse. According to the report, the number of Latina apprentices in the trades almost doubled, and the number of Black women apprentices grew by nearly 50% between 2016 and 2019. In fact, between these years, the growth of women apprentices has outpaced that of their male counterparts.

But there's still a lot of work to be done because women of all backgrounds remain severely underrepresented in the construction trades. In 2019, women were just 3.5% of workers in construction occupations, and 3.6% of all apprentices in federally registered apprentices the trades. Latinas have about a 1-in-100 chance to work with another Latina, and Black women less than a 1-in-100 chance to work with another Black tradeswoman.

Part of the reason for these low numbers lies in the many hurdles that females, particularly women of color, face in the industry.

Being a woman in the trades typically means finding yourself isolated from other women, lacking role models and mentors who look like you, and having to carry the weight of representing not only your gender but also women from your racial and ethnic background. In many cases, women also have to deal with hostile attitudes and discrimination on the job.

Continued on page 8

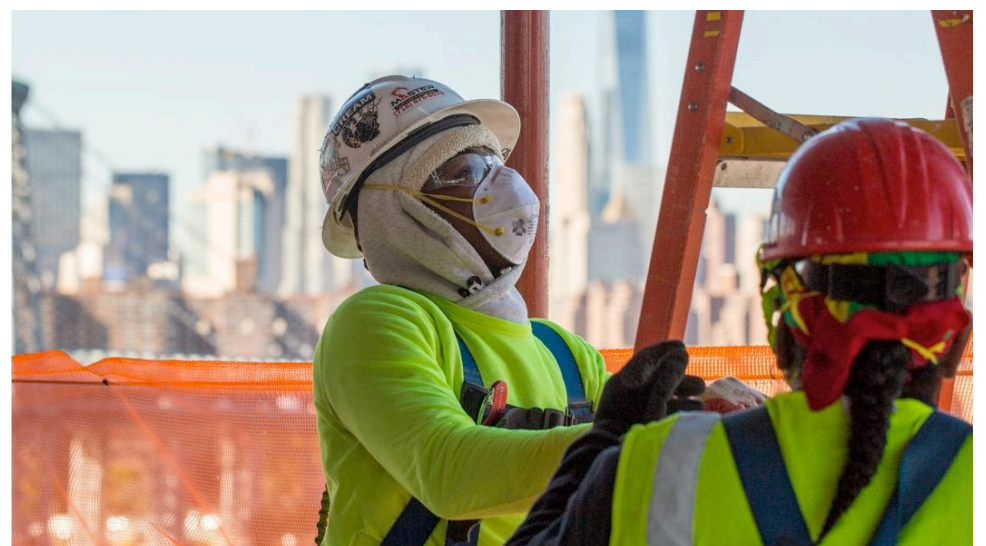


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# Business Toolkit

## 4 Ways Subcontractors Can Win More Work

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

By Grace Ellis,

If you've ever had doubts about the resiliency of the construction industry, Autodesk's new data should put any misgivings to rest. Findings from our Construction Outlook 2021 report indicate that real-time bidding activity has surpassed pre-pandemic levels and hit an all-time high in January 2021.

The insights, which are based on an analysis of aggregated and anonymized BuildingConnected bidding activity as well as data from Dodge Data & Analytics, show a 36% rise in bidding activity in January 2021 compared to a three-month pre-pandemic average.

Things are certainly looking up, and subcontractors are now seeing more opportunities coming through the pipeline. But with more bids comes more competition, and to ensure your company stays competitive, it's important to be strategic and organized with your bidding and project management practices.

In this post, we'll go over several ways subcontractors can improve their bidding practices in order to win more work.

Let's get started.

### 1: Centralize Your Data

Being all over the place with your bidding information is costing you time and money. If you're still using paper documents, email, spreadsheets or (heaven forbid) a combination of all of the above, you're likely missing out on project opportunities.

For starters, it can take a tremendous amount of time to sift through documents, emails, and sticky notes so if the information you need is stored in multiple places, you could end up losing critical information or even miss deadlines entirely.

Manual bid tracking is a cumbersome and costly process, so it's no wonder that ninety-nine percent of subcontractors who track bids in email or Excel miss multiple bid invites a year.

The good news is that there is a simple fix for all of these issues. As a subcontractor, you should

adopt a cloud-based bidding solution that enables you to store bidding information and track everything from a centralized location.

With the right platform, you can have all critical details — including deadlines, project details, and communications — in one place so you never have to hunt down for documents or details when preparing your bids.

What's more, cloud-based solutions enable you to access data from virtually anywhere. You don't have to be in your office or in front of the computer to find and retrieve information, which means you can take action and move forward with bids even when you're out and about.

All these benefits lead to fewer missed deadlines, less stress, and ultimately more project opportunities.

### 2: Leverage Technology to Manage the Increase in Workload

Having a lot of bid invites and opportunities is generally a good thing, but things could go south if you're unable to meet deadlines and demonstrate that you can stick to a defined schedule. Construction revolves around strict timelines, and you being on time can make or break your chances of winning a project.

With bidding activity at an all-time high, it's essential that you equip yourself with tools that will enable you to keep up.

This is where technology comes into play. Digitizing how you track and manage bids will streamline your processes, allowing you to get more things done with less time and effort. Essentially, the right technology can help you bid smarter and faster, so you can handle higher volumes without running yourself to the ground.

As Jim Lynch, senior vice president and general manager, at Autodesk Construction Solutions, explains, "Now that the industry looks to be picking up and teams are headed back to the job site, adopting technology, digitizing workflows and upskilling employees is more important than ever to handle the increased workload."

He continues, "For instance, despite a 40% spike in bidding volume, we're seeing that almost 80 percent of teams using BuildingConnected are still able to turn around bids in the industry standard of seven days. Managing this increase

in output with no significant dip in productivity simply would not be possible without the right technology."

If you're planning to adopt digital bidding solutions, check out our Subcontractor's Guide to Bidding Technology. This free resource sheds light on:

- How to select the right software to improve your bidding process
- How to get leadership buy-in and address resistance to adopting new technologies
- Why bidding online helps subcontractors stay competitive and win more work

### 3: Streamline the Takeoff Process

Accuracy is critical when it comes to submitting — and ultimately winning — bids. You need to ensure that all the costs, quantities, and measurements specified in your bid are correct and on target.

Today, many subcontractors still do takeoffs manually — including with paper drawings. To reduce potential errors, save time, and increase bid accuracy of bids, subcontractors should look to streamline the takeoff process with the use of technology.

There are several solutions available that can automate tasks like creating takeoffs to ensure accuracy. Takeoff solutions can also make data more accessible, allowing you to easily see historical information and costs comparisons so you can come up with better estimations in your bids.

Plus, if you're using cloud-based takeoff tools that are built on a unified platform, you can integrate different workflows, thus enabling you to have better visibility into the process and collaboration with other teams.

All in all, a tight and well-executed takeoff process results in a highly-informed and more confident bid — one that not only increases your chances of winning more work, but also builds ongoing trust with general contractors who rely on accurate bids.

### 4: Utilize Data to Improve Performance

Construction professionals make smarter decisions and see better outcomes when they have the necessary information. When you're a subcontractor, having the right data not only helps

you win more bids, it allows you to win the right bids.

Tracking bid data allows you to surface insights into what's working and what isn't, so you can double down on the things that you're doing well and make changes and improvements where appropriate.

Continuously monitoring your data also makes it easy to spot trends, which can aid in decision making. Tracking your hit rate, for example, allows you to identify the general contractors that are worth your time, so you can build strong relationships with them. Meanwhile, tracking the performance of estimators and other key players in your team can help you figure out how to step up your team's game.

The benefits of tracking bidding data are clear, yet the majority of subcontractors — 65% according to BuildingConnected — aren't tracking their win rate. So by simply collecting data and keeping an eye on your metrics, you're already propelling your company's bidding strategy ahead of the competition.

Fortunately, getting your hands on the data you need is simple when you're using digital construction tools. For starters, these solutions keep all the information you need in one place making them more accessible.

Plus, most bidding technology and construction platforms have built-in reporting features that allow you to quickly visualize data and gain insights.

### Now is the Time to Digitize Your Bidding Process

As the construction industry continues to bounce back, you can expect more bids and opportunities to come your way.

Digitizing your bidding practices enables you to handle more work, stay on schedule, and improve bidding accuracy, all while giving the data you need to continuously improve.

In short, having the right construction technology ensures that you and your team are well-prepared to submit bids that can win you more work.

**SOURCE:** <https://constructionblog.autodesk.com/subcontractors-win-work/>

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#### NEW ORLEANS CERTIFICATIONS

NEW ORLEANS RTA

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# Access to Capital

## Ready to Grow Your Business?

## E-Commerce Financing: Funding Your Online Business

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

By Susan Guillory,

If you run an e-commerce business, that is, you sell products online and ship them to customers, how do you ensure that you keep inventory stocked, even when funds are low? Here's what you need to know about e-commerce financing

It's a Catch-22: you sell your products to make money. But you need money to buy those products to sell. What if you don't have the working capital on hand to do so?

That's where e-commerce funding comes in. You can take out a loan to purchase what you need, then pay it back from your profits.

### What is E-Commerce Financing?

While some retailers sell products in physical stores, you sell online. You have no storefront, but you do have expenses. Taking out e-commerce financing, whether that's a term loan or a line of credit, allows you to have the cash flow to purchase inventory, pay staff, and cover other business expenses.

Just like any kind of financing, you will pay back the money you have borrowed over time with interest.

### What are the Financing Options for E-Commerce?

E-commerce financing is a broad term that covers a wide range of financing products. Whether you have stellar credit or poor, there's a financial product and a lender who will work with you.

### Term Loans

You've likely heard of small business loans, which are typically offered by banks and credit unions, though there are also online lenders of term loans. These offer financing at low rates, though qualifications are sometimes among the most challenging to meet.

### SBA Loans

The Small Business Administration offers several loans for small business owners at low rates and with long repayment periods. These may be easier to qualify for than traditional bank loans.

### Line of Credit

Rather than taking out a lump sum of cash all at once, lines of credit give you access to a certain amount of capital, and you can borrow up to that amount at any time. Once you repay it, you can borrow it again and again.

### Equipment Financing

Maybe your e-commerce business monograms products for clients and you need an embroidery machine to do so. Or perhaps you need to buy a new computer to manage your e-commerce platform. In that case, an equipment loan can give you the capital to purchase equipment. The equipment you're buying acts as your collateral, which may help reduce the interest you pay on the loan.

### Credit Cards

While they're not a loan, business credit cards are another option to consider. Just remember: most have high interest rates (though you may be able to find a card with 0% APR for a year). Look for a rewards card that allows you to earn points you can redeem for cash back, travel, or other rewards.

### Inventory Financing

You likely place large orders for inventory, and if you don't have the cash on hand to pay for it, you could leverage inventory financing. Like equipment financing, the inventory you're purchasing serves as your collateral.

### Trade Line

If you purchase inventory or supplies from the same vendors again and again, see if they offer trade lines. This allows you to access purchasing power to get what you need, but pay later when you've got the money from selling the products. They may also help you build business credit.

### How Does E-Commerce Financing Work?

While each of these funding solutions may work slightly differently, here's the general idea of how e-commerce financing works.

E-commerce financing provides you with capital you can use for your business. That could be to buy inventory or equipment, pay staff salaries, invest in marketing, rent office space... basically any business expense you might have.

■ Continued on page 8



## California Sub-Bid Request Ads

### SUKUT CONSTRUCTION

Is requesting quotes from certified and qualified **CBE** and **Minority/Women/Disadvantaged/Disabled Veteran (M/W/D/DVBE)** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

#### SUBS/SERVICE PROVIDERS

Rebar, Concrete Structure, Mechanical, Electrical, Asphalt Paving, Fencing and Railing, Landscaping, Clearing and Demo, Temp. Shoring, Hazardous Waste Removal, Jack & Bore RCP, Rock Slope Protection, Temp Sound Wall & Noise Monitoring, SWPPP, Field Office Rental, Site Security Serv., Office Janitorial Serv., Portable Toilet Serv., Tire Wash Systems, Water Truck Serv., Portable Truck Scales, Trucking, and Fuel Serv.

#### SUPPLIERS

Ready Mix Concrete, Aggregates, Rock Slope Protection, Reinforced Concrete Pipe (RCP), Misc. Metals, and Water Pipe

**PACOIMA SPREADING GROUNDS BASIN ENHANCEMENT PROJECT**  
 Project ID No. FCC0001207

**CBE GOAL 25%**

**REVISED BID DATE: MAY 4, 2021 at 11:00 A.M.**

All Quotes Due Prior

**Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Steven Reiser

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: [estimating@sukut.com](mailto:estimating@sukut.com)

Plans/specs are available for viewing at our office by appointment, by Sukut FTP, or from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Steven Reiser at Sukut Construction for assistance in responding to this solicitation.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

**Sukut Construction, LLC**  
 An Equal Opportunity Employer

### SUKUT CONSTRUCTION

Is requesting quotes from certified and qualified **MBE, DBE, WBE, SBRA, LSAF, and HUB** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

#### SUBS/SERVICE PROVIDERS

Const. Area Signs, Asphalt Concrete, Remove Concrete, Hydroseeding, Erosion Control, Portland Cement, Roadway Sign, Asbestos-Cement Pipe Removal, Plastic Pipe, Concreted-Rock Slope Protection, Saw Cutting, Engineering, Survey, SWPPP, Steel Piles, Rebar, Traffic Control, Bore & Jack Steel Casing, Demo, Equipment Rental, Bottom Dump Trucking, Transfer Dump Truck, Super 10 Dump Truck, Flat Bed Trucking, Water Truck, End Dump Truck, and Street Sweeping, Fencing and Guard Railing & Barriers

#### SUPPLIERS

Safety Equipment, Landscaping Materials, Sand & Gravel, Asphalt, Concrete & Cement, Lumber, and Pipe

**NORTH INDIO REGIONAL FLOOD CONTROL PROJECT PHASE II**  
 Specification No.: 2020-56

**Minority Participation Goal 19%**

**Female Participation Goal 6.9%**

**BID DATE June 3, 2021 at 2:00 p.m.**

All Quotes Due Prior

**Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: [estimating@sukut.com](mailto:estimating@sukut.com)

Plans/specs are available for viewing at our office by appointment, by Sukut FTP, or from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Rick Welshiemer at Sukut Construction for assistance in responding to this solicitation.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

**Sukut Construction, LLC**  
 An Equal Opportunity Employer

# California Sub-Bid Request Ads



**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Krista Christensen at [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)  
Fax (707) 439-7301

Requests quotes from qualified Subcontractors, Service Providers, Consultants, and/or Suppliers seeking to participate for the following project in Martinez, CA:

**Solids Handling Facility Improvements  
District Project No. 7348**

**Owner: Central Contra Costa Sanitary district**  
**Bid Date: May 27, 2021 @ 2:00 PM**

**Subcontractor and Supplier Scopes are due  
May 20, 2021 and Quotes NO LATER THAN  
May 26, 2021 at 5 PM.**

Kiewit requests Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses for the following scopes, but not limited to:  
Abatement • Asphalt Paving • Acoustical Ceilings & Walls • Aggregates • Cast-in-Drilled Holes • Concrete Formwork & Accessories • Concrete Pumping • Concrete Supply • Demolition • Earthwork • Electrical • Equipment • Fabricated Buildings • Flooring • HVAC • Joint Sealants • Landscape • Masonry • Metal Framing & Wallboard • Metal Lockers • Millwork • Minor Concrete • Miscellaneous Metals & Structural Steel • Openings • Paintings & Coatings • Piping & Valves • Quality Control • Rebar • Shoring • Signage • Storefront, Glass & Glazing • Trucking • Waterproofing

Certified thru, but not limited to, any of the following agencies:  
[www.mbda.gov](http://www.mbda.gov); [www.epa.gov](http://www.epa.gov);  
[www.sba.gov](http://www.sba.gov); [dot.ca.gov](http://dot.ca.gov);

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

Plans are available for viewing through SmartBid-Net (SBN). All companies already registered in our SBN database will receive an invitation to bid. Please email [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com) to have your company added to our SBN database to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors, and Supply Bond for permanent material Suppliers on this project. Bond requirement can be waived on a case by case basis. Please contact Kiewit for more information. Bond premiums are reimbursable by Kiewit. Please contact Kiewit for any assistance in bonding, insurance, equipment, materials and/or supplies.

Subcontractors must possess & provide current California contractor's license number & DIR Registration number.

California Clean Water State Revolving Fund (CWSRF) requirements apply

US Environmental Protection Agency (USEPA) grants

American Iron and Steel requirements apply  
Davis-Bacon Act and California prevailing wage requirements apply

Disadvantaged Business Enterprises (40 CFR Part 33) applies

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DIR #: 100001147



**Project Name: 4200 Geary Design Build Elevators**

**Location: San Francisco, California**

**Bid Date: Wednesday, May 12, 2021 @ 2:00pm**

**Pre-Bid: Monday, April 26, 2021 @ 10:00AM**

**Labor Requirements: Prevailing Wage**

**Project Schedule: Est. Start: September 2022**

Nibbi Brothers has been selected as the General Contractor for the 4200 Geary Blvd project in San Francisco. We are in receipt of the 65% CD Set and are currently requesting bid proposals from qualified subcontractors including those certified as SBE's for Design Build Elevators. The Contract Monitoring Division (CMD) has set the SBE participation goal for this project at 20%. For more information about the San Francisco SBE program as it relates to this solicitation please contact Mr. Selormey Dzikunu at the City and County of San Francisco Contract Monitoring Division via email, [selormey.dzikunu@sfdpw.org](mailto:selormey.dzikunu@sfdpw.org). Proposals are due no later than 2:00 PM on Wednesday, May 12, 2021 online via the Building Connected website

Project Description: Demolition of existing structure, construction of new Building to include ground floor commercial (retail), 98 Senior residential units, two 7th floor terraces. All Dwelling units are adaptable or mobility.

For any questions on accessing this bidding software, please contact Jacqueline Leiva, Precon & Estimating Coordinator via email, [jacqueline@nibbi.com](mailto:jacqueline@nibbi.com). For specific questions regarding this project, please contact Mackenzie Courtney, Preconstruction Manager via email, [mackenzie@nibbi.com](mailto:mackenzie@nibbi.com).



## 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](mailto:cbecker@balfourbeattyus.com), or in writing to: PO Box 1786, San Bernardino, CA 92402

**W.A. Rasic Construction Company** requesting bids from qualified and certified Community Business Enterprise (CBE) firms, including Minority (MBE) and Disadvantaged Business Enterprise (DBE), Women Business Enterprise (WBE) and Disabled Veteran Business Enterprise (DVBE) Subcontractors and material Vendors / Suppliers for the following project:

**Pacoima Spreading Grounds Basin Enhancement Project**  
**Project ID: FCC0001207**

**Owner: Los Angeles County Public Works**  
**Revised Bid Date: May 4, 2021 at 11:00 AM**  
**Estimated Bid Value: \$66-99M**

W.A. Rasic Construction is requesting quotes from certified firms above for subcontractors and suppliers for the following, but not limited to, scopes of work:

**Structural Concrete, Reinforcing Steel, Bore and Jack, Asphalt Paving, Galvanized Steel Picket Fencing, Chain Link Fencing, Metal Catwalks/Cages/Railings, Riprap, Trucking, Noise Monitoring, Soil Testing, Sluice Gates, Furnish Portable Truck Scales, Furnish Tire Wash, Furnish Sound Barrier, Furnish Welded Steel Pipe and Appurtenances, Minor Concrete, Tree Removal, Fuel, SWPPP Development, Furnish RCP, Furnish Asphalt & Concrete, Video Recording of Existing Conditions, CPM Scheduling, Aggregate Material Supplier, Hazardous Lead Removal, Paintings & Coatings, Electrical, Landscaping,**

All Subcontractors must be licensed in the State of California at the time of bid and have a valid DIR Registration Number. W.A. Rasic is a Union Signatory Contractor to all Building Trades and thus any subcontractor must be signatory or willing to sign a project labor agreement. Subcontractors and suppliers are advised to submit their quotes 2 working days before the Prime's bid due date for evaluation and completion of all necessary forms to submit with our bid. Please use the following Drop Box link containing the Plans and Specifications which are available at no cost.

[https://www.dropbox.com/sh/hgxbn5q7py1y64/AAC60n9\\_uBmQRkFIQh1ZAp9Sa2dl=0](https://www.dropbox.com/sh/hgxbn5q7py1y64/AAC60n9_uBmQRkFIQh1ZAp9Sa2dl=0)

Plans and Specifications are also available at no cost for review from 8:00 am to 4:00 pm, Monday through Friday at our office located at 4150 Long Beach Blvd., Long Beach, CA 90802. Assistance in obtaining bonds, lines of credit, insurance, equipment, supplies, materials or related services are available to all firms. W.A. Rasic is also willing to break any work items down into smaller categories or quantities and we can also arrange delivery schedules in order to facilitate maximum subcontractor and supplier participation. Please contact Mariah Medina via phone (562) 928-6111 or email ([mmedina@warasic.com](mailto:mmedina@warasic.com)) if you have any questions or require further assistance.



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(925) 829-9220 / FAX (925) 803-4263  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
Estimator: **GARRY DAY**  
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 WATERFRONT PLAZA**  
**Treasure Island Street Improvements,**  
**Sub Phase 1B, 1C & 1E**  
**Small Business Enterprise Goal Assigned is 41%**

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

**BID DATE: MAY 25, 2021 @ 5:00 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:

**CONSTRUCT WATERFRONT PLAZA COMPLETE AND IN ACCORDANCE WITH THE PLANS, SPECIFICATIONS AND 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/zruyp0pc0v87mb9/AAAx-b5k3uJbv7zFwHqY1-zga?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 [gday@desilvagates.com](mailto:gday@desilvagates.com) to the attention of Estimator Garry Day. 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.

**Caliagua Inc.**  
**4930 E La Palma Ave, Anaheim, CA 92807**  
**Phone: 866-416-4214**  
**Email: [rricard@caliagua.net](mailto: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

## 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](http://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://sftreasurisland.org/contracting-ticd>

Email bids to [bkcluball@desilvagates.com](mailto: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.

### PIONEER CONTRACTORS INC.

REQUEST for DVBE, MBE/WBE/LBE subcontractors and suppliers for the following project.

**Project:**

**Hillcrest Elementary School Roof Improvement SFUSD Project**  
**Owner: SFUSD**

**Location: San Francisco, CA**

**Bid due: 5-18-2021 @ 2:00 P.M**

**Trades required:** Demolition, Hazmat, etc.

Plans available at our office, located at 1485 Armstrong Ave., San Francisco, CA 94124  
Contact: Alejandro Perez or Art Alicante  
415-671-1070

[estimating@pioneercontractors.com](mailto:estimating@pioneercontractors.com)

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



## 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](http://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:

### POTRENO 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](mailto: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.

## 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](http://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:

### POTRENO 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](mailto: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.

## 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](http://www.desilvagates.com)  
**DGC ESTIMATOR: VICTOR LE - dgcestimating@desilvagates.com**  
An Equal Opportunity/  
Affirmative Action Employer

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

### 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, CONSTRUCTION AREA SIGN/CHANNELIZER, ELECTRICAL, EROSION CONTROL, FENCING, LANDSCAPING/IRRIGATION, 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> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the VTA's eProcurement website <https://secure.procurenow.com/portal/vta>. Click on the name of the solicitation that you are interested in. To download documents for a solicitation, click "3. Attachment" from the right menu under "Project Documents" 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 Estimator Victor Le. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

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

## 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](http://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

**REVISED BID DATE: May 11, 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](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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

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

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

### I & A Contractor Inc.

3158 Spring Street • Redwood City, CA 94063

Phone: (650) 218-7793

Email: [irene@iacontractorinc.com](mailto:irene@iacontractorinc.com)

I&A Contactor Inc is seeking for

subcontractor to derof 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



# California Sub-Bid Request Ads

## 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](mailto:bids.socal@skanska.com)

## 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.procurow.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](mailto: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](mailto: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

### CWS Construction Group INC.

94 San Benito Way, Novato, CA 94945  
 Contact: Charlie Slack  
 Phone: 415-599-6545 • Fax: 415-209-0228  
[Charliejr.cws@gmail.com](mailto:Charliejr.cws@gmail.com)  
 License: 811153, Class A,B  
 DIR:1000020287  
 SBE Certification: 1791595

Invitation to bid as Subcontractor, supplier or vendor Certified DVBE, DBE, MBE, SBE, LBE, WBE Contractors are encouraged to bid.

**Subtrades Needed:** Abatement, Demo, Grouting, Structural Steel, Metal fabrications, Anchor Systems, Modified Bituminous Roofing, Sheet metal flashing and trim, Paintign and Coatings, Plumbing, HVAC, Building Automation, Electrical  
**Project Name:** MWWTP Admin, Lab & Dewatering Buildings HVAC Improvements

**Bids Due:** May 12th, 2021 @ 11:00 A.M

**Engineers Estimate:** \$6,000,000

### Bid Documents:

<https://www.dropbox.com/sh/9n2y4jqvveci83j/AAA9BjDwOdZ7xXHBfjTavMyea?dl=0>

**Participation Goals:** DVBE, DBE, LBE, MBE, SBE, WBE are encouraged to Bid

### Please Contact

Charlie Slack at [bids.cws@gmail.com](mailto:bids.cws@gmail.com) for contract documents Please Submit All Proposals To: Charlie Slack [bids.cws@gmail.com](mailto:bids.cws@gmail.com)  
 Or fax: 415-209-0228

For More information please call 415-599-6545

### CWS Construction Group INC.

94 San Benito Way, Novato, CA 94945  
 Contact: Charlie Slack  
 Phone: 415-599-6545 • Fax: 415-209-0228  
[Charliejr.cws@gmail.com](mailto:Charliejr.cws@gmail.com)  
 License: 811153, Class A,B  
 DIR:1000020287  
 SBE Certification: 1791595

Invitation to bid as Subcontractor, supplier or vendor Certified DVBE, DBE, MBE, SBE, LBE, WBE Contractors are encouraged to bid.

**Subtrades Needed:** Demo, Concrete, Metal Fabrications, Expansion control, Painting, Fire Suppression, Plumbing, Electrical, Earthwork, Paving, Striping, Fencing, Utilities

**Project Name:** Hayward Yard Fire Protection

**Bids Due:** June 1st, 2021 @ 11:00 A.M

### Bid Documents:

<https://www.dropbox.com/sh/jifugmxk46qoczi/AAkwrPzzSvx171ErCbtgbeoa?dl=0>

**Participation Goals:** DVBE, DBE, LBE, MBE, SBE, WBE are encouraged to Bid

### Please Contact

Charlie Slack at [bids.cws@gmail.com](mailto:bids.cws@gmail.com) for contract documents Please Submit All Proposals To: Charlie Slack [bids.cws@gmail.com](mailto:bids.cws@gmail.com)  
 Or fax: 415-209-0228

For More information please call 415-599-6545

## 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 Repellant, SBS Modified Bitumen Roofing, Bentonite Composite Sheet Waterproofing, Liquid Water Repellant, 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](mailto: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](mailto: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

# California Sub-Bid Request Ads



**O.C. Jones & Sons, Inc.**  
 1520 Fourth Street • Berkeley, CA 94710  
 Phone: 510-526-3424 • FAX: 510-526-0990  
 Contact: 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 Compliance 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, Corrugated Steel Pipe Downrain, Rock Slope Protection, Guard Railing Delineator, Pavement Marker, Roadside Sign, Midwest Guardrail System, Vegetation Control (Minor Concrete), Cable Railing, Alternative In-Line Terminal System, Striping, and Construction Materials

Jean Sicard (510-809-3411 jsicard@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertisements tab at the Caltrans website at: <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. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist 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 website 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: Jean Sicard

REQUEST FOR SBE  
 SUBCONTRACTORS AND SUPPLIERS FOR:  
**US101/De La Cruz Blvd/Trimble Road  
 Interchange Improvements  
 Contract C21001  
 Santa Clara Valley Transit Authority**

**BID DATE: May 18, 2021 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Asbestos Compliance Plan, Survey & Monitoring of Existing Non-Highway Facilities, Vibration Monitoring, Develop Water Supply, Construction Staking, Construction Area Signs, Traffic Control System, Flaggers, Pavement Marking, Portable Changeable Message Sign, Crash Cushions, SWPPP, Rain event Action Plan, Storm Water Sampling, Analysis, and Annual Report, Sweeping, Treated Wood Waste, Noise Monitoring, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Minor Concrete, Planting & Irrigation, Hydroseed, Biaxial Geogrid, AC Dike, Tack Coat, Cold Plane AC, Jointed Plane Concrete, CIDH Concrete Pile, Minor Concrete (Minor Structure), Architectural Treatment, Bar Reinforcing Steel, Sign Structure, Flexible Marker Post, Underground, Rock Slope Protection, Detectable Warning Surface, Minor Concrete, Concrete Staircase & Railing, Misc. Iron & Steel, Signal & Lighting, Fiber Optic Cable Systems, Fencing, Delineators, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Double Thrie Beam Barrier, Cable Railing, Concrete Barrier, Striping, Maintain Existing Traffic Management System Elements During Construction, Radar Feedback Sign Systems, Ramp Metering Systems, Modify CCTV System, Water Meter Service, Bridge Removal, Structure Excavation, Structure Backfill, Furnish Piling, Drive Pile, Structural Concrete, Precast Prestressed Concrete Girder, Joint Seal, Slope Paving, Misc. Metal, Chain Link Railing, Concrete Barrier, California ST-70 Bridge Rail, Pedestrian Railing, and Construction Materials

Jean Sicard (510-809-3411 jsicard@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from SBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage SBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

Sub-Bids Requested from qualified **MBE/WBE/SBE/DVBE**  
 Subcontractors and Suppliers For:

**SAN JACINTO VALLEY RAW WATER CONVEYANCE FACILITIES  
 PHASE I PIPELINE  
 SPECIFICATION NO. 1382W**

**Owner: Eastern Municipal Water District  
 Location: Hemet & San Jacinto, CA  
 Bid Date: May 18, 2021 @ 5:00 P.M.**



667 Brea Canyon Road, Suite 30 • Walnut, CA 91789  
 Phone: (909) 595-4397, Fax: (909) 444-4268  
 Contact: Lori Olivas, [lori.olivas@jfshea.com](mailto:lori.olivas@jfshea.com)

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items: **Traffic Control, Demolition, AC Paving, Ready-Mix Concrete, Reinforcing Steel, Structural Steel, Miscellaneous Metals, Sealants, Painting & Coatings, Equipment, Cathodic Protection, and Electrical**

**Plans and Specifications:** All Contract Documents are available at [www.emwd.org](http://www.emwd.org). Navigate to Construction and select Construction Bid Opportunities, then complete the online Planholder Registration form to receive email notification of all addenda issued. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested MBE/WBE/SBE/DVBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.



An Equal Opportunity Employer  
 is requesting quotations from all certified and qualified  
**DBE**

Professional services, sub-contractors, material suppliers and trucking for the following project:

**Caltrans Central Region – District 6  
 Contract No. 06-0Q2804**

**RECONSTRUCT LANES AND SHOULDERS WITH CRCP**

CONSTRUCT ON STATE HIGHWAY IN KERN COUNTY IN BAKERSFIELD ON ROUTE 99 FROM 0.3 MILES SOUTH OF PALM AVENUE OVERCROSSING TO BEARDSLEY CANAL BRIDGE AND ON ROUTE 178 AT ROUTE 99/178 SEPARATION.

**Bid Closing Date:** May 14, 2021 @ 2:00 PM

**CONTACT:  
 Tim Chen**

**Brosamer & Wall Inc.  
 1777 Oakland Blvd, Suite 300  
 Walnut Creek, California 94596  
 PH: 925-932-7900 FAX: 925-279-2269**

**PROJECT SCOPE:**

**We are requesting DBE bids for the following trades and/or material suppliers:**

Brosamer & Wall Inc., is requesting quotes from all qualified and certified DBE subcontractors and suppliers all items of work type listed below, including but not limited to:

Bid Item	Descriptions	Approx. QTY	Unit
35	Roadway Excavation (partial)	16,000	CY
55	Class 2 Aggregate Base (partial)	200	CY
194	Remove Concrete Pavement (partial)	7,000	CY

Concrete Barrier	Concrete Grinding	Demolition
Earthwork	Grading	Rapid Set Concrete
Street Sweeping	Traffic Control	Trucking

For the complete list of the Actual Available Project Bid Items:  
 Please Contact Brosamer & Wall Inc. at the email listed below.

**Requirements:** Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE Participation. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage, valid DBE certification, and worker's compensation for the entire length of the contract.

All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining/waiving insurance, bonding, equipment, materials and/or supplies please call or email Tim Chen contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596. B&W will also make plans available electronically please email [tchen@brosamerwall.com](mailto:tchen@brosamerwall.com) for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact TIM CHEN at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.



**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](mailto: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](mailto:keviny@nibbi.com). For specific questions regarding this project, please email Paris Paraskeva, [ParisP@nibbi.com](mailto:ParisP@nibbi.com).

# Importance of Supporting Contractors Associations

By John Lack,

I have always been a fan of being involved in industry associations. As a former general contractor, membership in a contractors association that was a good fit for my company brought many benefits and was a part of my overall success.

Today, many companies with ties to the construction industry, including general contractors, subcontractors, material suppliers, insurance carriers and agencies, law firms, investment firms, and bankers, are involved in contractors associations. Making connections and network-

ing—whether face to face or virtually—can help us build strong relationships as we share our experiences and help each other in business.

Each association has its own unique flavor, and membership benefits can vary from one to the next. Below are a few benefits companies can receive through membership in a contractors association.

**1. Opportunities to network.** There are many events to make connections, including construction expos, forums, dinner meetings, award ceremonies, and golf outings. Some

of these events, like expos, provide members with opportunities for face-to-face networking with the public. Some of the best subcontractors I worked with through the years were the result of connections I made through contractors associations.

**2. Industry news.** Relevant federal, state, and local industry information is monitored by contractors associations and relayed to members via electronic newsletters. Communications may also include up-to-date association news and new member listings.

**3. Educational opportunities.** Industry experts present on a variety of topics that can affect project cost and improve overall profit, including legal, insurance, safety, technology, and management skills. Information is targeted for business owners and employees.

**SOURCE:**

<https://www.acuity.com/the-focus/contractor/importance-of-supporting-contractors-associations>

# Increasing Black and Latina Representation in Construction Through Apprenticeships and Employment

Continued from page 1

## Why Women are Choosing the Construction Trades

Despite these challenges, women continue to choose construction trades. This is because construction is a high-risk, high reward job that includes many benefits not offered in other careers.

Being in construction allows workers to earn higher wages, so they can be self-sufficient and no longer rely on public support. A career in construction also affords them a home and health insurance for themselves and their families, along with intangible benefits, such as setting an example for their children and the pride and joy of doing their jobs well.

“I’m a single mother and I have to provide for my kids,” says one Latina apprentice. “My oldest... just graduated college. And I helped pay for her school.”

A Black apprentice, who’s now a homeowner, attributes her success to being a tradeswoman. “I experienced homelessness at the beginning of my apprenticeship. But also through my apprenticeship I now have my own home,” she says.

## The Importance of Equity & Inclusion

There are many stereotypes, assumptions, and biases about females in the skilled construction trades. Perhaps the most prevalent is the misconception that construction simply isn’t for women.

For instance, when one Latina apprentice expressed her interest in pursuing a career in the trades, the response was “What? That’s for men. What are you doing? You’re not going to go through this.”

Mothers are also at a disadvantage since they have to deal with assumptions about how women with children are less reliable or less committed than men.

As one Latina apprentice explains, “That phone call ‘kids are sick’, depending on who you’re working with, may be frowned upon. ‘Why are you answering your phone? What is this — do you need to leave? Is this too much for you? Can you deal with this?’”

The construction industry must address and eliminate these biases and stereotypes. Doing so will help us attract more workers to the trades — which is something that the industry desperately needs.

According to the Associated General Contractors of America, 81% of firms are finding it difficult to fill hourly and salaried craft positions, and data from the National Association of Home Builders indicate that labor availability is one of the top problems that builders are facing.

The construction industry clearly has a labor shortage issue. One of the best ways to solve this is to tap into a fresh and diverse talent pool.

Fortunately, we are already taking steps in the right direction. The increase and improvements of diversity in leadership positions and union

representation have created a positive role of diversity, equity, and inclusion in the trades.

As a result, women in the field feel more supported and empowered. In the report, one woman discussed her extremely positive experience working under a Black foreman, while another recalled how uplifting it was to work for the first multiracial forewoman she has ever seen.

## Building Momentum & Where to Start

There are still many problems facing Black women and Latinas in the trades, but promising policy solutions include women-focused pre-apprenticeship programs, employment targets with consistent oversight, and support networks of other tradeswomen.

Every successful tradeswoman interviewed in the report had support and resources from organizations like Chicago Women in the Trades, Nontraditional Employment for Women (NEW), Tradeswomen Inc., and similar women-focused pre-apprenticeship programs across the country.

Aspiring tradeswomen who are unsure of where to start should look into these programs as well as join communities, Facebook groups, and networking events specifically for women in construction.

These communities have grown rapidly over the past few years. The annual Tradeswomen Build Nations conference, for example, brought together 2,700 women in 2019 and continues to expand.

Aside from helping females gain knowledge and opportunities that would help them grow and succeed, these communities and events serve the important purpose of uplifting women and helping them see that they’re not alone.

As one Black tradeswoman puts it, “I was under the impression that I was the only one until I went to that [Women Build Nations] conference, and it’s just like, ‘Why is she telling my story to me?’ It was the same story! Just a different city and state... And I was like, ‘You know what? Whoa! I’m not the only one going through this. It’s a bigger issue than what I thought.’”

## It’s Important to Build Women Up in Construction

While women in the trades have certainly come a long way, isolation, discrimination, and the fear of retaliation are still prevalent.

Apprenticeship programs, unions, contractors, owners, and developers can — and must — do more to ensure that the experiences of discrimination, disrespect, and disregard are eradicated.

The recent report by Chicago Women in Trades sheds light on what needs to be done to build women up in construction and attract more females into the workforce.

**SOURCE:**

<https://constructionblog.autodesk.com/increasing-black-and-latina-representation-in-construction/>

# E-Commerce Financing: Funding Your Online Business

Continued from page 3

Note: some loans will have strict requirements for what you can spend the money on, while others are laxer. Read the fine print before applying.

You may be offered a few payment options, such as whether you want to have the monthly payments automatically debited, as well as what your monthly payment will be.

Once your repayment begins, you will need to make that monthly payment on your loan (which will include principal and interest). If you miss a payment or are late, it can negatively affect your credit.

Once the loan is paid off, that will be reported to credit bureaus, and you may see a small rise in your credit score.

## How to Qualify for E-Commerce Financing

Each lender may have slightly different requirements for applicants, but you should expect that your credit score will be an important factor for most. If you have business credit, that may be reviewed, but if not, your consumer credit will be used to determine eligibility.

(Learning how to establish business credit can be helpful in advance of applying for a loan.)

The better your credit, the better the financing solutions you’ll be eligible for. Lower credit may only give you the option for loans with high interest rates.

The amount of time you’ve been in business may also be considered. For SBA loans or bank loans, if you’ve been in business less than two years,

you may not qualify. However, other lenders are open to startups.

## How To Apply For E-Commerce Financing

Once you’ve decided on the best e-commerce funding option for your business, it’s time to apply. In the application process, you will be asked questions about your business, like what it sells and how long it’s been in business. You will also need to provide personal details, like your address and Social Security number.

You will be asked for the loan amount you seek to borrow, and you may be required to provide details on your bank account so that funds can be deposited.

Once approved, you will be shown your financing offers, including the interest rate and month-

ly payments. Once you sign the loan documents, the funds will be deposited into your bank account in as little as one business day.

## Choosing the Right Funding Option for Your E-Commerce Business

Having access to working capital lets e-commerce business owners like you run their businesses without worry. You do have many options when it comes to e-commerce financing, so review them all and find the one that offers the best terms for your needs.

**SOURCE:**

<https://www.nav.com/blog/e-commerce-financing-funding-your-online-business-877294/>



# Public Legal Notices



## CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Sourcing Event ID No.: 000003296  
CONTRACT NO. 1000016818

### PW GENEVA AVENUE TRAFFIC SIGNALS (PW GENEVA AVENUE TRFFC SGNLS)

Bids shall be submitted online via ShareFile until **2:30:00 p.m. on May 19, 2021**, after which the bid opening will be conducted live online via Microsoft Teams. Contract Administration will email the Microsoft Teams meeting information to all Plan Holders approximately 24 hours prior to Bid opening. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at <https://bsm.sfdpw.org/ContractAdmin/Login.aspx>. Please visit the Contracts, Bids and Payments webpage at <https://bidopportunities.apps.sfdpw.org> for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

Scope of Work: The Work is located at various intersections along Geneva Avenue in San Francisco, California and consists of upgrading existing traffic signal infrastructure, pavement renovation, pedestrian bulb-out and curb ramp construction, excavation and drainage work, traffic control and all related work.

The time allowed for completion is 300 consecutive calendar days. The estimated construction cost is approximately \$2,300,000. For more information, contact the Project Manager, Chi Iao by phone: (628) 271-2738 or email: [Chi.Iao@sfdpw.org](mailto:Chi.Iao@sfdpw.org).

On July 1, 2014, the registration program under section 1725.5 of the California Labor Code went into effect. The program requires that all contractors and subcontractors who bid or work on a public works project register and pay an annual fee to the California Department of Industrial Relations ("DIR").

No contractor or subcontractor may be listed in a bid or awarded a contract for a public works project unless registered with the DIR as required by Labor Code section 1725.5 [with limited exceptions from this requirement for bid purposes only under Labor Code section 1771.1(a)].

This Project shall incorporate the required partnering elements for Partnering Level 2. Refer to Section 01 31 33 for more details.

Pursuant to San Francisco Administrative Code ("Administrative Code") Section 6.25 and Chapter 25 of the Environment Code, "Clean Construction" is required for the performance of all work.

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits contracting in states with laws that allow discrimination. The City is prohibited from entering into any Contract with a Contractor that has its United States headquarters in a state on the Covered State List or where any or all of the work on the contract will be performed in any of those states on the Covered State List. Administrative Code Chapter 12X and a list of states on the Covered State List can be found at: <http://sfgsa.org/chapter-12x-anti-lgbt-state-ban-list>.

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items With Unit Prices basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsive bidder.

A bid may be rejected if the City determines that any of the bid item prices are materially unbalanced to the potential detriment of the City.

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 24%. Call Finbarr Jewell at (415) 386-1442 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above

stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

**A pre-bid meeting will be held by conference call on Thursday, May 6, 2021 starting at 1:30 pm.**

Refer to Section 00 21 13 Appendix B for a guide to joining a Microsoft Teams meeting.

Microsoft Teams Meeting

**Join on your computer or mobile app**

Click here to join the meeting

[https://teams.microsoft.com/dl/launcher/launcher.html?url=%2F%23%2F%2Fmeetupjoin%2F19%3Ameeting\\_Yj15ZGlxMmItOWZkMC00YUY0LWFmYWQtOWViMDY1ZTMxY2Uy%40thread.v2%2F0%3Fcontext%3D%257b%2522Tid%2522%253a%25222d5c2cf-ce3e-443d-9a7fdcc0231f73f%2522%252c%2522Oid%2522%253a%25224193ee31-21e8-43dc-8e00-b71c1e04b-9dc%2522%257d%26anon%3Dtrue&type=meetup-join&deeplinkId=5e6532de-040f-4ab7-8d40-aa80b060299a&directDl=true&msLaunch=true&enableMobilePage=true&suppressPrompt=true&promptSuccess=true](https://teams.microsoft.com/dl/launcher/launcher.html?url=%2F%23%2F%2Fmeetupjoin%2F19%3Ameeting_Yj15ZGlxMmItOWZkMC00YUY0LWFmYWQtOWViMDY1ZTMxY2Uy%40thread.v2%2F0%3Fcontext%3D%257b%2522Tid%2522%253a%25222d5c2cf-ce3e-443d-9a7fdcc0231f73f%2522%252c%2522Oid%2522%253a%25224193ee31-21e8-43dc-8e00-b71c1e04b-9dc%2522%257d%26anon%3Dtrue&type=meetup-join&deeplinkId=5e6532de-040f-4ab7-8d40-aa80b060299a&directDl=true&msLaunch=true&enableMobilePage=true&suppressPrompt=true&promptSuccess=true)

Or call in (audio only)

+1 415-906-4659, 795384729#  
United States, San Francisco

Phone Conference ID: 795 384 729#

For information on the City's Contractor Development Program, call (415) 986-3999 or email [cdp@inwis.com](mailto:cdp@inwis.com).

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. Administrative Code Section 6.22(a) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

**Class "A" or "C-10" license is required to bid.**

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of Threshold is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with Administrative Code Chapter 12P, Minimum Compensation Ordinance.

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction ("Policy") as set forth in Administrative Code Section 6.22(g). Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

Bidders are hereby advised that the Contractor to whom the Contract is awarded must be certified by the Contract Monitoring Division as being in compliance with the Equal Benefits Provisions of Chapter 12B of the Administrative Code within two weeks after notification of award.

If a bidder objects on any ground to any bid specification or legal requirement imposed by this Advertisement for Bids, the bidder shall, no later than the 10th working day prior to the date of Bid opening, provide written notice to the Contract Administration Division, San Francisco Public Works, setting forth with specificity the grounds for the objection.

Right reserved to reject any or all bids and waive any minor irregularities.

4/29/21

CNS-3464309#  
SMALL BUSINESS EXCHANGE

## UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

### NOTICE INVITING GENERAL CONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the University of California, Irvine Medical Center (UCIMC) from general contractors wishing to submit bids for a lump sum contract for the:

**Project 1: B478, 7th Fl, Tenant Improvements, Project No. 994668**

**Project 2: GHEI, 2nd Fl, Shell Space TI, Project No. 994667**

**PREQUALIFICATION:** The University has determined that bidders must be prequalified for these projects.

#### DESCRIPTION OF WORK:

**Project 1: B478, 7th Fl, Tenant Improvements, Project No. 994668** – The build-out of ~17,500 SF of academic office space on the 7th Floor of 3800 W. Chapman (Chapman Pavilion), Orange, CA. The scope includes a 40-seat shared conference room and break room, which will serve the 4 departments on the entire floor, ~40 offices and additional modular workstations, and 3 smaller conference rooms for department collaboration. Also, the project includes wall construction, electrical, plumbing, HVAC, low voltage, casework, cabling finishes and furniture.

• **Estimated Cost: \$3,500,000**

• **Project Completion Time: 180 Calendar Days**

**Project 2: Gavin Herbert Eye Institute (GHEI) in Irvine, CA, 2nd Fl, Shell Space TI, Project No. 994667** – The build-out of ~14,000 SF of existing shell space to create exam spaces, procedure rooms, med rooms, storage and administration spaces for the Dermatology and Ophthalmology Clinics. The project will include wall construction, electrical, plumbing, HVAC, low voltage, casework, cabling finishes and furniture.

• **Estimated Cost: \$3,700,000**

• **Project Completion Time: 180 Calendar Days**

**PROCEDURES:** Prequalification Questionnaires available **Wednesday, May 5, 2021, 4:00 PM**. Contact Terri Kalwara @ [tkalwara@hs.uci.edu](mailto:tkalwara@hs.uci.edu).

#### QUESTIONNAIRE DUE DATE:

Questionnaires must be received by **Friday, May 28, 2021 at 2:00 PM** only at UCIMC, Planning Administration, Building 27, Room 136, 101 The City Drive South, Orange, CA 92868.

#### GENERAL CONTRACTOR QUALIFICATIONS:

Must have a current and active California CSLB "A" General Engineering or "B" General Building Contractor's license, insurance, bonding, safety, financial and claims history requirements. Must have completed a minimum of (3) projects in the last 7 years that meet all the criteria listed below and demonstrate the Contractor's ability to successfully complete the

project with respect to project size, scope, cost, use, complexity, etc.:

1. Interior renovation or facility expansion projects constructed in at least 7,000 SF while being actively occupied by other tenants, with work being performed in daytime hours

2. Interior renovation or facility expansion in an OSH-PD 3 Ambulatory Care Clinic in at least 7,000 SF with a minimal construction cost of \$1M built in California

3. Required multi-phased project within an active Ambulatory Clinic that included the management of electrical, plumbing and/or HVAC subcontractors

**Bidders not meeting the requirements of the prequalification questionnaire will not be eligible to bid.**

Prequalification is solely for the purpose of determining bidders who are deemed capable of successful performance of the type of work included in this project. A contract will be awarded to the prequalified bidder submitting the lowest responsive bid.

The University reserves the right to reject any or all responses to this notice, to waive non-material irregularities, and to deem Contractors prequalified to submit proposals for the project. To prequalify, Contractors must agree to comply with all bid conditions including state prevailing wages, 10% bid bond, 100% payment and performance bonds, and insurance requirements. All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Proposer may be required to show evidence of its equal employment opportunity policy.

No contractor or subcontractor, regardless of tier, may be listed on a Bid for, or engage in the performance of, any portion of this project, unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5 and 1771.1.

This project is subject to compliance monitoring and enforcement by the Department of Industrial Relations.

The successful Bidder shall pay all persons providing construction services and/or any labor on site, including any University location, no less than the UC Fair Wage (defined as \$13 per hour as of 10/1/15, \$14 per hour as of 10/1/16, and \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

For other opportunities, please visit [www.ucirvinehealth.org/planning-administration](http://www.ucirvinehealth.org/planning-administration)

THE REGENTS OF THE UNIVERSITY  
OF CALIFORNIA  
April 27, 2021



San Francisco Virtual Job Fair May 26, 2021  
by Best Hire Career Fairs

Are you looking for a job in the San Francisco area?  
If you are, then you need to register and attend this event.

Register here:

<https://www.eventbrite.com/e/san-francisco-virtual-job-fair-may-26-2021-tickets-129440834019?aff=ebdssbdestsearch>

# 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  
**INNSight.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. 2021-0393201

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. 2021-0393024

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. 2021-0392950

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. 2021-0393197

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. 2021-0392975

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. 2021-0392949

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. 2021-0393081

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**

## 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](http://www.sbeinc.com/services/diversity_outreach.cfm)



## Success Stories

## CORE Foods Success With SCORE

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

Owner: Corey Rennell

Location: San Francisco, CA

Corey Rennell worked with a business mentor at SF SCORE and developed a fresh nutrition bar for extreme athletes. CORE food bars are a growing hit with Olympic athletes, outdoorsmen and fitness buffs in Northern California and the business is expanding at a sustainable pace.

Corey's product idea came from necessity:

"As a young mountaineer, I was invited by the BBC & Discovery Channels to travel around the world with five other athletes, subsisting and practicing tribal sports with 12 different indigenous peoples," he says. To get into shape for this incredible, 14-month challenge, the 2008 Harvard University natural science graduate combined his interest in nutritional science research with observations of tribal diets. He built what he calls the CORE Meal: a truly fresh, portable nutrition bar. It did the trick. When he returned, Corey made bars for other athletes, friends and family. When he could no longer keep up with demand, Corey began to consider leaving his day-job to pursue his passion.

Corey now sells two different bars for different kinds of athletes, and his young company is thriving. The bars are sold at Whole Foods stores in Northern California and Reno, Nevada,

as well as through the company's website [www.corefoods.com](http://www.corefoods.com).

In the coming year, Corey plans to offer new varieties of his bars and to build relationships to bring his product to retailers up and down the West Coast. Corey credits the team at Whole Foods Potrero Hill and the Local Producer Loan Program, family and friends as integral to his success. Corey's business philosophy is inspired by the "sense of community" of the tribes he lived with--"Everyone worked for the well being of everyone." He shares those values through his not-for-profit model--including donating all company profits, maintaining a zero carbon footprint, and working with local, organic producers.

For more information [info@corefoods.com](mailto:info@corefoods.com)

How SCORE helped.

Corey contacted San Francisco SCORE Chapter 10, and began working with counselor Richard Fivis to develop a fresh-bar production method.

Corey continues working with Richard Fivis and others at SF Score "as we venture into uncharted territory."

What's great about my mentor?

"Richard Fivis was exactly what I needed in a counselor --receptive and supportive, but also straightforward and to the point," Corey recalls. "He said my goals were absolutely achievable, but I needed a business plan --something to so-



lidify my many ideas and inspirations into one clear vision." Corey spent 6-9 months on his business plan and financial projections and Fivis provided critical direction: "At key junctures I needed someone who had been through it all before to help me focus my efforts properly and prioritize my time," says Corey.

SOURCE:

<https://sanfrancisco.score.org/success-story/core-foods-success-score>

## Jellyfish Art, LLC, San Francisco

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

Website: <https://www.jellyfishart.com/>

## BACKGROUND

Alex Andon, Owner of Jellyfish Art became a member of the San Francisco Small Business Development Center's Youth Entrepreneurship Program in June 2008. He was in the early stages of starting his business when he was introduced to the SBDC and began making use of its services.

## CHALLENGES

Alex was not sure which direction to go to increase his client base while offering a product with the highest profit. He wanted to know how to introduce his company concept with a limited budget.

BAlex met with a senior business advisor for help revising his business plan. Shortly after, Alex began working with a financial modeling advisor to decide which jellyfish tank would be most profitable to produce. The SBDC helped Alex to create a financial model that incorporates the core needs of the business through specific expenses with anticipated sales forecasts to determine what was a reasonable breakeven period and how much cash was needed to move the business beyond breakeven.

## RESULTS

Andon has now decided to focus his efforts into producing his latest creation, the Desktop Tank.



Jellyfish Art incorporated in May 2009 and has since been featured on NPR, the Boston Globe, the New York Times, ABC, and Entrepreneur Magazine. In November 2009 Andon participated in the Extreme Entrepreneurship Tour, hosted by the SBDC and City College of San Francisco. The tour introduces youth to entrepreneurship as a profession, and motivates them to take the first steps down that path. At the tour, Andon was able to share his innovative new business

with other young entrepreneurs and give insight about launching and operating a business. Alex recently began making steady profits in August 2009, and we are happy to report that he has been watching his profits double every 2 months since. His gross annual sales increase from \$20,000 in 2008 to \$144,000 in 2009.

SOURCE: <https://www.sfsbdc.org/story/679>



## Seattle, King County, Washington Sub-Bid Request Ad

### SKANSKA

**Subcontractor/Supplier Bids/Proposals Requested**  
**Owner: Washington State Department of Transportation - WSDOT**  
**Job Number: 19A824**  
**Revised Due Date: May 19, 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/6065e04562678e00c33aee0/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.

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 Lead Estimator: Jerome DiPadova • Email: [bids.socal@skanska.com](mailto: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/605df14c5eabf900bc4d30c1/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.

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 Lead Estimator: Ana Restrepo • Email: [bids.socal@skanska.com](mailto:bids.socal@skanska.com)

# How far Washington has to go to make roads safe for everyone

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

By Hannah Weinberger

Every so often, Washington's State Department of Transportation publishes active transportation plans. These plans look at how streets and walkways are working for cyclists and pedestrians who already use them, informing state-level funding for active transportation projects.

In a draft plan published in December that updates a 2008 plan, however, WSDOT took a new approach that meets growing demand for safe, low-carbon transportation: It looked at whether state roads were suitable for active transportation modes like walking and biking — and even growing modes like scooting — based on where people want to walk and bike, but don't.

"I believe that it's going to be a significant step forward for the state of Washington and for the work that we're doing," says Scott Waller, the bicycle and pedestrian program manager of the Washington Traffic Safety Commission, of the draft plan. "It's a relatively recent conversation [in Washington state] to talk about walkers and rollers as being people you need to plan for."

But the analysis also revealed that a \$5.7 billion investment is needed to get there.

"If we'd been reporting [these needs] all along, the numbers would feel different," says Barb

Chamberlain, director of active transportation with the state since 2018, noting the costs aren't fixed.

As the state trends away from goals for Target Zero — a program meant to eliminate traffic deaths in Washington by 2030, similar to the international Vision Zero program — and the pandemic and climate change emphasize the value of active transportation, making these investments swiftly may be necessary for the health of all Washingtonians.

"Clearly, the existing strategies aren't working," says Anna Zivarts of Disability Rights Washington. Between the two most recent three-year periods of evaluating traffic deaths and injuries, the state saw a 23% increase in fatalities and a 7% increase in injuries. "We need new and potentially radical new approaches if we are going to decrease these deaths and serious injuries," Zivarts says.

WSDOT calculated that the 110 pedestrian and bicycle fatal crashes and 464 serious injury crashes that happened in 2019 in our state had a societal value of \$1.965 billion — that is, people would have been willing to pay \$1.965 billion to avoid them. A recent cost-benefit study of the bike infrastructure found that in Seattle, fatal crashes dropped by 60.6% over a 13-year period after more bike infrastructure was added.

"People are willing to pay more to save lives, which is the context for looking at an entire system analysis," Chamberlain says.

Investing in infrastructure for people biking, walking, scooting, using wheelchairs and more enhances alternatives to driving. That, the draft report shows, presents a cheaper way to reduce traffic congestion than highway widening, while also increasing opportunities for safe forms of fitness and mobility and benefiting the climate.

"If we could get 5% of the people who are taking short trips on Interstate 5 — so five miles or less — onto a bicycle, we could basically almost eliminate traffic jams," Waller says. "That would be a huge deal," not only for traffic congestion, but also for people suffering from pollution along I-5.

Washington already has a proof-of-concept with the 520 Bridge Trail, a 2.7-mile separate pathway along State Route 520 connecting Seattle and the Eastside. After it opened in 2017, more people started biking on the route.

"Many studies have shown that adding highway capacity does not solve gridlock. It induces more demand and the gridlock quickly returns," says lawyer Bob Anderton of Washington Bike Law, whose clients rely on active transportation. "Mode change is what we need, but that won't happen when gas is cheap, parking is free and roads are dangerous for people outside of cars."

The draft plan evaluated 6,977 miles of state highway, where 27% of all fatal and serious traffic injuries involving bike and pedestrian traffic occurred between 2010 and 2019. While state roadways weren't originally intended to support active transportation, many of them intersect with and impact the city roads where the majority of deaths happen, and development means that growth has happened around state routes.

About 180 miles of state roads are off-limits to cyclists and more than 1,100 miles prohibit pedestrians. There are only 127 miles of bike lanes on state highways, compared with 1,700 miles of state roadway that runs through population centers. Even the roadways that allow cyclists don't offer the services necessary to meet safety minimums: 2,700 of the approximately 7,000 miles of bike-accessible roadway do not have shoulders measuring at least 4 feet wide, a problem that becomes more noticeable as speed limits increase. WSDOT manages approximately 38 miles of paved trail, though there are more facilities managed by WSDOT partners on WSDOT right-of-way.

**Visit link for the full article:**

<https://crosscut.com/environment/2021/01/how-far-washington-has-go-make-roads-safe-everyone>