

California Grows Green Jobs, Invests \$34 Million in Innovative Technologies Statewide

More than \$34 million in CalCompetes tax credits projected to generate nearly \$2 billion in capital investments across the state

[Article originally appeared in <https://business.ca.gov/>]

California is investing \$34.2 million in cutting-edge industries to bolster the economy and create more than 1,500 new jobs, with the majority of those being green jobs. Companies receiving these funds will develop and manufacture zero-emission, autonomous aircrafts, provide commercial solar and battery energy storage systems for public utilities, and more.

“We’re excited to support these innovative businesses and new technologies that are the hallmark of our state, especially those that help California meet its zero-carbon emission goals,” said Dee Dee Myers, Senior Advisor to Governor Newsom and Director of GO-Biz. “CalCompetes had a tremendous impact over the past decade, bringing family-supporting jobs and investment to our state that would otherwise go someplace else.”

RENEWABLE ENERGY

AES received a \$6 million tax credit to expand its solar energy and battery storage operations in Adelanto, Bakersfield, Blythe, Lancaster, and San Jose. Collectively, AES intends to create more than 120 new, full-time jobs with an average salary of \$97,000.

Additionally, BESS Manufacturing will be investing in battery energy storage system manufacturing equipment and facilities as part of its expansion in Merced. Their \$5.04 million tax credit will create 855 jobs and result in more than \$250 million of capital investments in the Central Valley.

“The CalCompetes program was created to ensure businesses like these choose California,” said Scott Dosick, CalCompetes Deputy Director. “We continue to prioritize businesses that will create high-quality, green jobs in low-income and high-poverty parts of the state that need them most.”

ELECTRIC AIRCRAFTS

Pyka, a developer and manufacturer of electric, autonomous aircrafts received a \$7 million tax credit to invest in manufacturing and R&D equipment as part of its expansion in Alameda and Oakland, which is expected to create nearly 150 new jobs that hold an average salary of \$100,000.

SEMICONDUCTORS AND MORE

Additional awardees include:

- EUV Tech, Martinez-based equipment manufacturer that builds measuring instruments used in the design and production of semiconductors.

■ Continued on page 12



Image credit: www.smithsonianmag.com

Governor Newsom Proclaims Asian American and Pacific Islander Heritage Month 2023

[Article originally appeared in <https://www.gov.ca.gov/>]

Governor Gavin Newsom today issued a proclamation declaring May 2023, as Asian American and Pacific Islander Heritage Month.

The text of the proclamation and a copy can be found below:

PROCLAMATION

With more than 6 million Californians of Asian or Pacific Islander descent, California is home to dynamic AAPI communities that are an invaluable part of our state and nation. During Asian American and Pacific Islander Heritage Month, we celebrate California’s incredibly diverse heritage and all the ways

■ Continued on page 6

Bass calls For faster LADWP safety repairs and other reforms

[Article originally appeared in <https://mayor.lacity.gov/>]

Mayor Karen Bass today sent the following letter regarding the dangerous condition of hundreds of LADWP utility poles. The letter calls on LADWP to act swiftly to ensure public awareness about remaining poles in need of repair and to urgently address necessary repairs. The Mayor also called for LADWP to ensure that the safety of the public and of LADWP workers is the Department’s highest priority.

The letter reads as follows:

Dear President McClain-Hill and Mr. Adams:

The January 2021 equipment failure was a tragedy for the Tejada family. This was not a mere failure of a power pole, but a failure of management and leadership.

The report that the Board of Water and Power Commissioners received on Tuesday, April 25 revealed that a contractor identified more than 1600

poles as “priority one” poles requiring immediate repairs in 2021, but it was not until 2023 that work on them accelerated. To date, more than 700 utility poles are still in need of immediate repairs to mitigate the risk of other pole failures. The report also showed that many thousands more utility poles also require attention and non-emergency maintenance as “priority two” poles. Tuesday’s presentation highlighted a lack of attention to the state of potentially dangerous electrical equipment throughout the City of Los Angeles, putting the public and LADWP workers at risk.

I am calling on the Board of Water and Power Commissioners and LADWP to act swiftly to ensure public awareness, to address necessary repairs and make changes to ensure this does not happen again. LADWP must create a strong safety culture to ensure that the safety of the public and of LADWP workers is the Department’s highest priority. Therefore I am urging

■ Continued on page 6

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ABLE: Asian Black Latino Enterprises



Asian Entrepreneurs Drive Innovation and Employment, Seek Increased Access to Capital to Fund Growth

[Article originally appeared in www.score.org]

Asian-owned businesses make up the largest share of minority-owned employer businesses in the U.S., employing 5.2 million people and generating \$841 billion revenue annually, but face surging financial challenges and a need for greater access to capital, according to a meta-analysis by SCORE, a resource partner of the U.S. Small Business Administration.

May is Asian American, Native Hawaiian and Pacific Islander (AANHPI) Heritage Month and SCORE is celebrating AANHPI entrepreneurs and highlighting the customized resources and mentoring available for those seeking to start or grow a small business.

“Entrepreneurship is a significant risk, even more so for AANHPIs who face racial discrimination on top of other countless challenges,” explains John Li, co-founder and CTO of loan provider Fig Loans. “Community resources – including funding options and mentorship – are a must. As the AANHPI community continues to grow and see success, giving back to our community helps spur more growth.”

Access to Financing a Top Concern

When it comes to financing, Asian-owned firms were more adversely affected by the pandemic than any other racial group. In a survey of firms owned by people of color, the Federal Reserve found that 95% of Asian employers self-reported financial challenges in 2021, an increase of 25 percentage points since the same survey in 2019.

In addition, AANHPI entrepreneurs face racial discrimination that impacts their access to funding, interferes with hiring and can impact business growth, according to SCORE. AANHPI women business owners are particularly affected. Despite these challenges, Asian small business owners are steadfastly reliant on self and community, and their work ethic produces the largest estimated receipts of any minority group.

“Specifically for me as a first generation Asian-American, there’s familial pressure to do the traditional corporate ladder growth, versus something as risky as a restaurant,” said SCORE client Khailing Neoh, founder and owner of Sum Bar in Greenville, S.C. “But I am doing this for my parents, for my grandparents who immigrated here.”

Free Resources Available

On May 25, SCORE will host a free, online webinar led by business mentor Eva Chen on the unique challenges facing AANHPI small business owners and practical advice for how to overcome them. In addition, SCORE offers an online resource hub for AANHPI entrepreneurs offering one-on-one mentoring, training and support unique to their experience, along with inspirational success stories from fellow AANHPI entrepreneurs.

Visit SCORE’s hub for AANHPI entrepreneurs to request a mentor or learn more.

SOURCE: www.score.org/headline/asian-entrepreneurs-drive-innovation-and-employment-seek-increased-access-capital-fund

A look at Black-owned businesses in the U.S.

[Article originally appeared in www.pewresearch.org]

By Rebecca Leppert

Nearly six-in-ten Black adults (58%) say supporting Black businesses, or “buying Black,” is an extremely or very effective strategy for moving Black people toward equality in the United States. While Black-owned businesses in the U.S. have grown significantly in recent years, they still make up a small share of firms and revenue in the country, according to a Pew Research Center analysis of Census Bureau data.

In 2020, there were an estimated 140,918 U.S. firms with majority Black or African American

ownership, up 14% from 124,004 in 2017, according to the latest available data from the Census Bureau’s Annual Business Survey (ABS). Those firms brought in an estimated \$141.1 billion in gross revenue in 2020, an 11% increase since 2017.

Despite this growth, businesses majority-owned by Black or African American people accounted for only 3% of all U.S. firms that were classifiable by the race and ethnicity of their owners in 2020. And Black-owned firms accounted for just 1% of gross revenue from classifiable companies that year. By comparison, Black adults comprised 12.4% of the overall U.S. population in 2020, according to the Census Bureau.

As has long been the case, White Americans accounted for a large majority (86%) of firms whose ownership was classifiable by race and ethnicity in 2020. These firms brought in 93% of all revenue from classifiable companies that year.

U.S. firms with Asian majority owners accounted for 11% of all classifiable firms and 6% of revenue in 2020. Those majority-owned by Hispanics accounted for 7% of classifiable companies and 3% of revenue.

It’s important to note that not all U.S. businesses are classifiable by the race or ethnicity of their owners. A business is classified as “majority

Black-owned” if a Black owner has at least 51% equity in the firm. (The same is true for business owners of other racial and ethnic backgrounds.) In 2020, only about 4% of all businesses in the U.S. were not classifiable by the race and ethnicity of their owners – but these firms accounted for 62% of total revenue. For that reason, ownership and revenue figures in this analysis refer only to the roughly 5.6 million firms that are classifiable by the race and ethnicity of their owners, most of which are smaller businesses.

Smaller payrolls common at Black-owned businesses

■ Continued on page 12

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CALIFORNIA SUB-BID REQUEST ADS



BROSAMER & WALL, INC.

An Equal Opportunity Employer is requesting quotations from all qualified Professional services, sub-contractors, material suppliers and trucking including certified **DBEs** for the following project:

Agency: Sacramento County

Franklin Blvd Bridge Replacement Over Lost Slough and Alta Mesa Road Bridge Replacement Over Laguna Creek Contract #4391

Engineer's Estimate: \$7,900,000 ~ DBE Goal: 22%; Working Days: 200

NEW Bid Date: 6/29/2023 at 2:00pm via Addendum 5

Email all Quotes/Proposals to estimating@brosamerwall.com.

All submitted quotes/proposals must include: Current CSLB License Number, DIR Registration Number, Annual Gross Receipts, Years in Business and if applicable DBE Certification Number.

****Quotes/Proposals need to be received by 10:00am on bid day****

CONTACT:

Debby Pannell

Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 300, Walnut Creek, California 94596

PH: 925-932-7900 • FAX: 925-279-2269 • estimating@brosamerwall.com

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors, suppliers, and truckers including certified DBEs on all items of work type listed here, including but not limited to: **Asbestos Containing Material (ACM): Bridge Removal; Class 2 AB; Clearing & Grubbing/Tree Removal; Cold Plane Asphalt Concrete Pavement; Construction Area Signs; Drive Pile/Dynamic Pile Monitoring; Drop Inlets; Fencing; Temporary High Visibility Fence; Field Office Trailer; Furnish Precast Prestressed Concrete Slab; HMA Paving; Hydroseeding; Earthwork; Joint Seal; Land Surveyor; Landscaping; Lead Compliance Plan; Minor Concrete(Gutter); Misc. Metal(Bridge); Native Tree Construction Protection/Arborist; Object & Pavement Markers; Paint Existing Bridge Rails; Precast Concrete Bat Habitat; Preconstruction Photographs; Project Information Sign; Quality Control Plan; Railings & Barriers(California ST-75 Bridge Rail; Cable Railing; Transition Railing; Alternative In-Line Terminal System; Quad-guard); Rebar(Bridge; Headwall, Retaining Wall; Headed Bar Reinforcement); Roadside Signs; Roadway Excavation; Rock Slope Protection; Storm Drain(Reinforced Concrete Pipe; Headwall; Flared End Section); Striping; Structural Concrete (Bridge, Bridge Polymer Fiber, Bridge Footing, Headwall, Retaining Wall); Structure Excavation/Backfill (Bridge & Retaining Wall); SWPPP; Water Pollution Control; Temporary Creek Diversion/Water Diversion; Temporary Fencing; Traffic Control/Traffic Control Plan; Treated Wood Waste. Please Contact Brosamer & Wall Inc. at the email listed above for the complete list of the Actual Available Project Bid Items.**

Requirements: Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage, valid DBE certification, DIR (Department of Industrial Relations) registration number for public work projects, 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 Debby Pannell via the contact information above.

Plans and specifications can be accessed for free at the Sacramento County website:

<https://procurement.opengov.com/portal/saccounty/projects/37372> or they can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596. B&W will also make the project's plans & specs available electronically. Please email estimating@brosamerwall.com for a free online link. Sacramento County Standard Construction Specifications may be downloaded at www.saccountyspecs.saccounty.gov. Brosamer & Wall Inc. intends to work cooperatively with all qualified firms seeking work on this project. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before June 22, 2023.



BROSAMER & WALL, INC.

An Equal Opportunity Employer is requesting quotations from all qualified Professional services, sub-contractors, material suppliers and trucking including certified **DVBE** for the following project:

CALTRANS

04-0K6304 – Rte 29 near Yountville at Various Locations from 0.1 Mile South of Dry Creek Bridge to 0.1 Mile North of California Drive Overcrossing ~ 04-Napa-29-16.4/19.0 ~ Project ID 0416000111 – Napa County

General Description of Work: Bridge Rail Replacement and Shoulder Widening

Engineer's Estimate: \$4,010,000.00 ~ 190 Working Days ~ DVBE Goal: 3%

Bid Date: May 17, 2023, at 2:00 PM

Email all Quotes/Proposals to estimating@brosamerwall.com

All submitted quotes/proposals must include, current CSLB License Number, DIR Registration Number, and if applicable DVBE Certification Number.

****Quotes/Proposals need to be received by 10:00am on bid day****

CONTACT:

Debby Pannell

Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 300, Walnut Creek, California 94596

PH: 925-932-7900 • FAX: 925-279-2269 • estimating@brosamerwall.com

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors, suppliers, and truckers including certified DVBEs on all items of work type listed below, including but not limited to: AC Dike; AC Grinding; Aggregate Base; Asbestos Compliance Plan; Rebar; Bridge Removal; Class 3 Permeable; Clearing & Grubbing; Cold Plane Asphalt Concrete Pavement; Concrete Barrier; Construction Area Signs; Demolition; Earthwork; Embankment; Erosion Control; Guardrail (MBGR); Hazardous Waste Collection & Disposal; HMA Paving; Hydroseeding; Import Borrow; Joint Seal; Landscaping; Lead Compliance Plan; Minor Concrete; Object Marker; Plastic Pipe Underdrain; QC Plan & Testing; Railings & Barriers; Rain Event Action Plan; Remove Concrete; Repair Spalled Surfaces; Roadside Signs; Roadway Excavation; Sign Structure; Structural Concrete; Structure Backfill; Structure Excavation; SWPPP; Temporary Concrete Barrier; Temporary Silt Fence; Thermoplastic Traffic Striping & Marking; Traffic Control; Tubular Bicycle Railing; Water Pollution Control Program (WPCP). **Please Contact Brosamer & Wall Inc. at the email listed above for the complete list of the Actual Available Project Bid Items.**

Requirements: Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DVBE. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage, valid DVBE certification, DIR (Department of Industrial Relations) registration number for public work projects, 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 our Estimating Department.

Plans and specifications can be accessed for free at the Caltrans website: <https://ppmoe.dot.ca.gov/des/oe/weekly-ads-all-adv-projects.php> or <https://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=04-0K6304&sub=>. B&W will also make the project's plans & specs available electronically. Please email estimating@brosamerwall.com for a free online link.

Brosamer & Wall Inc. intends to work cooperatively with all qualified firms seeking work on this project.

Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before May 10, 2023.



BUSINESS TOOLKIT

7 Construction Estimating Tips That Will Save You Money

[Article originally appeared in www.capterra.com]

By Dan Taylor

Is there anything more critical to your business than accurate construction cost estimating?

Guess right, and you could make a tidy profit on a project. Guess wrong, and you may lose money by overspending on supplies or contractors.

It's a tough thing to get right. No two construction projects are exactly alike, and there's no shortage of pitfalls that can cost you big time.

Construction management software can certainly help, but there are a few pitfalls out there that even the most experienced construction manager can fall into if they're not careful. We've identified some of the biggest areas where construction managers make mistakes and come up with seven tips on how you can avoid making them yourself.

1. Settle on a thorough set of plans with your customer

A common—and huge—construction pitfall is when a customer's idea of the final product turns

out to be vastly different from the one you had in mind. You must nail down every project detail with a good set of plans.

Actual plans, not drawings.

It's not enough to have drawn up basic concepts that you and your customer agreed on. You need plans that outline every facet of the project, and your customer needs to sign off on it.

If you don't put these measures in place, you're just asking for an angry customer and expensive do-overs. It happens more often than you think; don't be the next victim.

2. Use the unit cost estimating method

Stick estimates are incredibly time consuming. You've got to list every part of the job, all materials, sub-contractors, and required permits, and then you have to cost out all of these things. It can take weeks to finish, a time frame that could cost you a job if your customer doesn't have that long to wait.

There's a faster way that is just as accurate, argues Markup and Profit author Michael Stone. Unit cost estimating is twice as fast as stick estimating without sacrificing accuracy, letting you

get something in front of your customer quickly.

Unit costing follows the following steps:

- Compile all the line items (assemblies) for that job.
- Attach a unit cost to each line item (assembly).
- Total your numbers and have them checked by a second party, such as a consultant who specializes in construction or another construction manager.

After that, you apply a markup. You'll be able to get a quote back to your customer in about a week if you do it right.

3. Get help in areas where you lack expertise

Another common reason contractors miss the mark when estimating project costs is lack of expertise.

When you create a highly detailed breakdown of something you know a lot about—say, plumbing—you're usually on the money. But, if you don't know as much about flooring, you're not as detailed in your estimates. Bad idea.

You need to flesh out all of your estimates, and there's a few ways to do it. Using templates and predefined modules is a good way to fill in your expertise gaps and lower your chance of encountering unforeseen costs. We found five free general construction estimating templates to get you started.

If you need further assistance, call around to subcontractors or consultants who can help you make estimates in areas where you aren't as experienced.

4. Don't underestimate labor costs

You've got to consider more than hourly rates for your laborers. After all, the experience level of your workers can make a difference in how many hours they spend on a project.

You might need to hire sub-contractors, and you need to figure out an accurate hourly rate to use when hiring specialty labor or craftsman. This all has to include federal and state payroll costs, in addition to wages and benefits.

As part of your cost estimating, break down your expected labor costs. Evaluate similar projects to



CALIFORNIA SUB-BID REQUEST ADS

PLANT



TO ALL POTENTIAL LBE & SBE & DBE SUBCONTRACTORS

Plant Construction Company, L.P. is pursuing the listed project below and is requesting budgets from LBE/SBE/DBE subcontractors. LBE's certified by Contract Monitoring Division (CMD), SBE's certified by CA DGS (Department of General Services), and DBE's certified by CUCP (CA Unified Certification Program) are encouraged to bid. There will be a 20% SBE/LBE/DBE goal on the entire project.

Herz Recreation Center
Plant Project Number: 2023079
Owner: City and County of San Francisco

Project Description: This project is the construction of a new recreation center and associated outdoor spaces at Herz playground, a facility within McLaren Park.

The address of the new facility is 160 Mrs. Ruth Jackson Way (formerly Hahn Street). The recreation center will feature a basketball court, bleachers, multi-purpose room, staff office, reception area, lobby, kitchen, restrooms, storage and custodial spaces. The following scopes are including, but not limited to. Site work that includes tree removal, demolition, grading, landscaping, new site furnishings and lighting, an adult fitness area, picnic area, nature exploration area and pathways. Additional work includes a staff maintenance yard, utilities and right-of-way work.

Additionally, the work includes, reinforcing steel, cast-in-place concrete, polished concrete finishing, shotcrete, structural steel, structural metal stud framing, metal fabrications, rough carpentry, cross-laminated timber panels, finish carpentry, architectural woodwork, FRP wall panels, waterproofing, insulation, metal wall panels, composite wood rain screen panels, TPO roofing, flashing and sheet metal, sheet metal roofing, roof accessories, joint sealants, door assemblies, aluminum-framed entrances and storefronts, metal framed skylights, glass/glazing, Portland cement plastering, gypsum board assemblies, tiling, tile veneer assemblies, acoustical ceilings, wood athletic flooring, carpeting and resilient flooring, sound-absorbing wall and ceiling units, painting, graffiti-resistant coatings, concrete floor sealing, visual display surfaces, signage, toilet compartment and accessories, wall protection, fire protection specialties, metal storage shelving, fall protection devices, appliances, gymnasium equipment, interior scoreboards, artwork coordination and installation, roller window shades, countertops, entrance floor grilles, molded-plastic bleacher seating, fire suppression, plumbing, HVAC, electrical, photovoltaic system, communications, electronic safety and security, intrusion detection, video surveillance system, fire detection and alarm, earthwork, site concrete paving, synthetic turf surfacing, engineered wood fiber surfacing, safety surfacing, site furnishings, chain link fencing, landscape decorative metal, landscape cast-in-place concrete, landscaping and irrigation, soil cell and site utilities.

Link to the Bid Documents:

Bid documents will be on building connected. **Bidding has already started and will be due on 5/16.** If you have not received an invite, please send a request to the email below to Richard Mak for an invite onto building connected.

To be added to our Subcontractor List for this and other project opportunities subcontractors are requested to contact Plant Construction Company, L.P.'s Workforce Development & LBE Liaison:
Richard Mak at (415) 550-5952 or by email at Richardm@plantco.com
• Plant Construction Company, L.P. is an equal opportunity employer.



11555 Dublin Boulevard • P.O. Box 2909 • Dublin, California 94568-2909 • (925) 830-4333
ESTIMATOR: Christopher Pieri • www.pacificstates.net
CONTRACTOR'S LICENSE NO. 723241

Pacific States Environmental Contractors, Inc. (PSEC) is preparing a bid as a Prime Contractor and requesting sub-bids for:

PROJECT: Grayson Creek Desilt
Project# 7520-6B8201

OWNER: Contra Costa County Public Works Dept. • Flood Control and Water Conservation District
BID DATE: May 23, 2023 @ 2:00 P.M.

PSEC is soliciting quotations from certified Minority, Small, Women, Local, Disabled Veteran, and Other Business Enterprise subcontractors, suppliers, manufacturers & truckers for the following, but not limited to, work:

- CONSTRUCTION AREA SIGNS
- TRUCKING
- HYDROSEEDING
- SURVEY/STAKING
- SWPPP
- CONSTRUCTION QC

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or at the Contra Costa County Public Works Dept. 255 Glacier Drive, Martinez, CA 94553 and are available for purchase online at www.cccounty.us/pwprojects.

Fax your bid to (925) 803-4334 to the attention of Estimator Christopher Pieri. If you have questions for the Estimator, call at (925) 803-4333. 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/Public-Works.html

If you need 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) 803-4333, 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). PSEC is willing to breakout portions of work to increase the expectation of meeting the goal.

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



Mountain Cascade Inc.
555 Exchange Court, Livermore, CA 94550
(925) 373-8370, Fax (925) 373-0940

Project: North Shore Water Main Replacement and Dale Kiler Road Water Main Replacement
Specification No. 2022-1

Owner: Coachella Valley Water District
Bid Date: June 1st, 2023 @2:00 p.m.

THIS IS AN ELECTRONIC BID- PLEASE HAVE ALL QUOTES IN BY 12:00PM
TO ENSURE YOUR QUOTE HAS BEEN RECEIVED AND REVIEWED

We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, PIPE SUPPLIERS, DRAINING SYSTEM PIPE SUPPLIERS, AC OILS, ASPHALT GRINDING, CONCRETE FLATWORK, ELECTRICAL- STREET LIGHTS/TRAFFIC SIGNALS/ LOOPS, EROSION CONTROL, SAWCUTTING, STRIPING, SURVEYING, SWPP PLAN ONLY, TRAFFIC CONTROL, TRUCKING, CRACK SEALING, MONUMENT REPLACEMENT, CELL CRETE.

Project Description:

The North Shore project involves the construction of 14,250LF of 24" to 4" DI domestic water pipeline. The Dale Kiler Rd. project involves construction of 12" to 8" PVC domestic water pipeline.

Engineers Estimate: \$11.6 - \$11.8 million

Project information, including plans & specifications can be found by contacting:
estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response.

Mountain Cascade Inc. is an Equal Opportunity Employer. California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc.
555 Exchange Court, Livermore, CA 94550
(925) 373-8370, Fax (925) 373-0940

Project: Ellis Creek Water Recycling Facility Tertiary Filtration Expansion -
Filter Additions and Miscellaneous Improvements Project C66401416

Owner: City of Petaluma
Bid Date: June 8th, 2023 @1:00 PM

We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, LOW DENSITY CELLULAR GROUT, PIPE SUPPLIERS, PRECAST MATERIALS, DEMOLITION, REINFORCING STEEL, DOORS/HATCHES, GLAZING/WINDOWS, HVAC / MECHANICAL, PUMPING PLANT ELECTRICAL EQUIPMENT, MISC. METALS, CONCRETE, METAL BUILDINGS, VALVES, PUMPS.

Project Description:

The project includes, but not limited to, construction of two new tertiary filters, improvements to pump station, construction of new storage building, modifications to maintenance building, misc. piping, utility, electrical and controls improvements.

Contact: estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response.

Mountain Cascade Inc. is an Equal Opportunity Employer. California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc.
555 Exchange Court, Livermore, CA 94550
(925) 373-8370, Fax (925) 373-0940

Project: Sanitary Sewer Force Main to Hollister Project
Owner: City of San Juan Bautista
Bid Date: May 26, 2023 @ 2:00 p.m.

We are requesting quotes from all qualified Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, SLURRY, LOW DENSITY CELLULAR GROUT, PIPE SUPPLIERS, PRECAST MATERIALS, EROS MATERIALS, ASPHALT GRINDING, ASPHALT PAVING/ ASPHALT STAMPED, BORE & JACK, BYPASS PUMPING, CCTV, CHIPSEAL/ SLURRY SEAL, CONCRETE FLATWORK, CONCRETE PAVEMENT, CONCRETE PUMPING, CONCRETE SEALING, CONCRETE STRUCTURES, CONSTRUCTION AREA SIGNS, DEMOLITION, DEWATERING, ELECTRICAL-BUILDING, ELECTRICAL-STREET LIGHTS/TRAFFIC SIGNALS/LOOPS, ENVIRONMENTAL SERVICES, EROSION CONTROL, FALSEWORK/SCAFFOLDING/FORMWORK, FENCING, GEOTECH ENGINEERS, HANDRAILING, HYDROSEEDING, PLASTIC PIPE, JOINT SEAL, K-RAIL, LANDSCAPING/IRRIGATION, MANHOLE REHAB, MASONRY, REINFORCING STEEL, SAWCUTTING, SOIL REMEDIATION, STRIPING, STRUCTURAL STEEL/MISC. METALS, SURVEYING, SWPPP, TREE REMOVAL/ ARBORIST, VIBRATION MONITORING, WELDED STEEL PIPE, JACKED WELDED STEEL PIPE, TRUCKING, ACCESS DOORS /DOORS& HARDWARE, HATCHES, PUMPING PLANT ELECTRICAL EQUIPMENT, EARTHWORK, GENERATORS/SWITCH GEAR, HVAC/MECHANICAL, PAINTING/COATINGS, PIPE SUPPORTS, SPEC 10 SPECIALTIES.

Project Description:

The project includes construction of a 10-inch HDPE sanitary sewer force main extending from City of San Juan Bautista WTP to the City of Hollister Domestic WTP, a Primary Pump Station to convey the wastewater to Hollister, Storage Pump Station for peak flow shaving to the Emergency Storage Basins (ESBs) when influent flows exceed the capacity of the Primary Pump Station as well as the necessary improvements to drain the ESBs, and a Chemical Feed System.

Engineers Estimate: \$14.4 million

Project information, including plans & specifications can be found by the City's website:
www.san-juan-bautista.ca.us/

Or by contacting: estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response.

Mountain Cascade Inc. is an Equal Opportunity Employer. California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated

Diversity Equity Inclusion

SBE's nationwide 1,000,000+ database of certified businesses provides the basis for targeted outreach utilizing a powerful IBM Power9 platform for completed and timed reporting, customized to match client needs.



CALIFORNIA SUB-BID REQUEST ADS

D'Arcy & Harty Construction, Inc
(415) 822-5200 Phone • (415) 822-0747 (Fax)
Estimator: willie@darcyhart.com

Sub bids are requested for City of San Leandro
Registered local businesses

For
Saw-cutting, Trucking, A.C Paving & Stripping & Concrete structural work
Plans & specs available to review
Sanitary Sewer Point Repairs 2022
City of San Leandro
Bids: June 1, 2023 at 3:00 pm

CAHILL CONTRACTORS LLC
requests bids from CERTIFIED SBE / SF LBE
Subcontractors for one (1) early trade ONLY – AUGER CAST PILES.

160 FREELON
160 Freelon St, San Francisco, CA 94107

This project has construction workforce, prevailing wage, and local hiring requirements.

BID DATE: 5/12/23 @ 2 PM

BID DOCUMENTS: All documents on BuildingConnected

CONTACT: Wendy Kirton at estimating@cahill-sf.com for access to documents, (415) 677-0611.



REQUEST FOR PROPOSAL

Quote Request From Certified/ Self-Certified Small Business SBA, WBE, VOSB, SDVOSB & HubZone Subcontractors & Suppliers

Project Name: P-1111 Basiline Road Realignment, MCB, Camp Pendleton, CA
Solicitation No: N62473-21-D-1402- N6247323RF006
Owner: NAVFAC Southwest

Reyes Construction is requesting bids in the areas described, but not limited to:

(Subs): Asphalt Paving, Bio Monitoring, Earthwork, Electrical, Erosion Control, Fencing & Railing, Landscape, Minor Concrete, Monitoring Well, Quality Control, Rebar, Signage and Striping, Survey, Testing, UXO Scanning
(Suppliers): Aggregate, Asphalt, RCP, HDPE, PVC, Geotextile, Import Dirt, MSE Wall, Ready Mix Concrete,

Project Scope:

This is a Design-Build Construction MACC Task Order that constructs a new roadway alignment of Basiline Road in the vicinity of the Ammunition Supply Point (ASP) and Las Pulgas Landfill located North of 43 Area and is approximately 8,712 Linear Feet (LF). This shall include site preparation, paving and site improvements, and providing the access roads, curbs, gutters, guardrails, retaining walls, road striping and signage and other associated work needed to construct the main roadway and maintain access to the nearby training ranges, landfill and ASP.

Basiline Road is the main road connecting the northern, central and southern part of Camp Pendleton. This corridor is the second most important road on Base with an average of over 10,000 vehicles in a 24-hour period of time. Northern camps including San Onofre, Horno, San Mateo, and Las Pulgas are interconnected to the southern part of the Base including the Marine Corps Air Station, Chappo and Headquarters Area, providing not only military vehicular traffic as well as civilian traffic along the long corridor.

The NAICS code is 237990, and the PSC code is Y1LB - CONSTRUCTION OF HIGHWAYS, ROADS, STREETS, BRIDGES, AND RAILWAYS.

Bid Date: May 31, 2023 at 2PM

REYES CONSTRUCTION, INC.
State License Number 507561
1383 South Signal Drive, Pomona, CA 91766
Phone: 909-622-2259 • Fax: 909-622-3053
Contact: Brenda Martinez Mon-Fri 7:00 A.M - 4:00 P.M

Assistance will be available in obtaining bonds, lines of credit, insurance, necessary equipment, supplies, materials or related technical assistance.

Plans, Specifications, and Contract requirements can be viewed online at no additional cost:

- 1) Via iSqFt – please send an email request to estimating@reyesconstruction.com
- 2) Sharefile- please send an email request to estimating@reyesconstruction.com



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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

HMA, Class 2 AB, Roadway Excavation
RCP, and concrete barrier
Hwy 51 Sacramento
Caltrans #03-3H7304

BID DATE: May 24, 2023 @ 2:00 PM

O. C. Jones & Sons, Inc. is soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control, Portable Radar Speed Feedback Sign, Temporary Barrier System, Portable Changeable Message Sign, WPCP, Automated Flagger Assistance Device, Sweeping, Treated Wood Waste, Clearing & Grubbing, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Irrigation, AC Dike, Tack Coat, Structural Concrete, Minor Concrete, Cleaning, Inspecting, and Preparing Culvert, Minor Concrete (Gutter), Misc. Iron & Steel, Chain Link, Marker, Roadside Signs, Crash Cushion, Concrete Barrier, Aesthetic Railing, Striping, Modify Lighting Systems, and Construction Materials

Bill Jensen (510-809-3488 bjensen@ocjones.com) is the estimator on this project and 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 Advertised Projects 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. 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.



C. Overaa & Co., 200 Parr Blvd., Richmond, CA 94801, www.overaa.com
Tel. 510-234-0926, Fax: 510-237-2435, Lic. No. 106793

We request bids from all qualified subcontractors and suppliers including DVBE/DBE/SDVOSB/SBE/MBE/VOSB/WBE's for the following Project:

Grayson Creek Desilt Project
Bid Date: May 23, 2023 until 2:00PM
Contact: Larry Etcheverry, larrye@overaa.com

Scope of work includes:

The work to be done generally consists of removing approximately 25,000 cubic yards of channel material from designated areas of the Grayson Creek Channel north of Imhoff Drive to south of Chilpancingo Parkway. Work also includes placing a stake and tape boundary between the designated area and environmentally sensitive areas, traffic control, construction of temporary access ramps, portable message signs, hydroseeding, and pre-construction and post-construction surveying.

Trades include, but are not limited to; earthwork, landscape, erosion control and finish roadway.

Duration: Number of Working Days: 47

MANDATORY SUBCONTRACTING MINIMUM (MSM): Required subcontract a minimum of 21%

Engineer's cost estimate: \$1,630,000

Location: Martinez/Concord, CA

PROJECT LABOR AGREEMENT

Project Goals: 25.7 percent overall minority composition of the labor force of Contra Costa County and a 6.9 percent of the labor force for women employed

Disadvantaged Business Enterprise: Minority Business Enterprises (MBEs), Women Business Enterprises (WBEs), Disabled Veteran Business Enterprises (DVBEs), Small Business Enterprises (SBEs), Local Business Enterprises (LBEs), and Other Business Enterprises (OBEs). participation is encouraged.

Pre Bid Conference: Has already passed.

Documents are available at no cost on www.buildingconnected.com, login is required.

Contract Documents, including plans and specifications, may be viewed but not obtained at the Public Works Department, 255 Glacier Drive, Martinez, California 94553-4897, Monday - Thursday (7:00 a.m. - 5:00 p.m.), and Friday (7:00 a.m. - noon and 1:00 - 4:00 p.m.). Plans and specifications can be obtained via the Contra Costa County Public Works Department's Online Planroom at www.cccounty.us/pwprojects. A non-refundable service charge for bid documents is required in the amount of \$ 95.00 (sales tax included). You may obtain electronic PDF copies of the cross sections upon purchase of the bid package through the Online Planroom. Shipping charges are extra, depending on the delivery method. The Public Works Department does not guarantee the arrival of the plans and specifications in time for bidding. For more information about obtaining plans and specifications by mail, please call Blueprint Express at (707) 745-3593. You may obtain electronic PDF copies of the plans and specifications upon purchase of the bid package through the Online Planroom for no additional service charge.

We encourage bids from all Subcontractors/Suppliers including DVBE/SDVOSB/VOSB/MBE/WBE/DBE/SBE bidders. We are an equal opportunity employer. We encourage contracting with a group of DBEs when a contract is too large for one firm to handle individually. We offer to assist you with bonding, credit, and insurance. We are signatory to both Carpenters and Laborers. Subcontractors will be required to sign the Overaa Standard Subcontract Agreement, which includes the right for Overaa to require subcontractors to furnish a faithful performance and labor bond, in a form and from a surety acceptable to Overaa, in the amount of 100% of the Subcontract price. Subcontractors will be required to comply with all subcontract insurance requirements, which includes providing a waiver of subrogation endorsement to their worker compensation insurance. Overaa utilizes the environmentally-friendly Textura electronic invoicing and payment system to streamline and expedite subcontractor invoicing and payment. Service fees charged by Textura for processing of electronic payments to Subcontractor shall be the responsibility of Subcontractor. The Overaa Standard Subcontract Agreement is available for viewing at our website: www.overaa.com.

Port of Oakland advances green initiatives

[Article originally appeared in
www.porttechnology.org]

By Rakin Rahman

The meeting was a follow-up to a clean energy trade mission to Japan last March where California policymakers, decisionmakers, and business executives met to exchange ideas about tackling climate change, growing green energy, and creating new investment and trade opportunities.

Japan's Director General of Ports and Harbor Bureau of the Ministry of Land, Infrastructure, Transport and Tourism, Osamu Horita, spoke on Japan's efforts to create Carbon Neutral Ports by 2050.



Meanwhile, port officials shared information on the electrification of the Oakland Seaport, the turning basins widening project and the Seaport Gateway project, all intended to increase efficiency and reduce congestion while reducing emissions.

Port officials also touched on grant funding applications to help finance green initiatives that support cutting diesel emissions and greenhouse gases from its maritime operations.

"We are excited for the opportunity to join in this partnership to pursue our shared goal of decarbonising port operations," said President of the Oakland Board of Port Commissioners Barbara Leslie.

"We hope this new collaborative effort will deepen cooperation in our industry to reach our zero-emissions goal set in our Seaport Air Quality 2020 and Beyond Plan that our Board unanimously adopted four years ago."

"For the Port of Oakland's part, we are proud of the progress we have been able to achieve to drastically reduce emissions from port maritime operations including diesel particulate matter by 86 per cent," Leslie added.

In January, the Port of Oakland's stake in a newly expanded solar array at Antelope Valley Solar Ranch came online.

More recently, the Oakland Board of Port Commissioners approved an environmental ordinance that requires tenants who operate cargo-handling equipment (CHE) to create a plan for converting CHE to zero-emissions.

SOURCE: <https://www.porttechnology.org/news/port-of-oakland-advances-green-initiatives/>



CALIFORNIA SUB-BID REQUEST ADS



5225 Hellyer Avenue, Suite #220, San Jose, CA 95138
Phone (408) 574-1400 Fax (408) 365-9548
Contact: Sheree Schoenherr
Email: estimating@graniterock.com

REQUESTING SUB-QUOTES FROM QUALIFIED MBE, WBE, DVBE, SBE, LBE, OBE
SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:

Grayson Creek Desilt Project
Project Number: 7520-6B8201
Owner: County of Contra Costa
Location: Martinez, CA
Engineers' Estimate: \$1,630,000
BID DATE: May 23, 2023 @ 2:00 PM

Items of work include but are not limited to: Construction Area Signs, Traffic Control, PCMS, SWPPP, Fencing, Clearing & Grubbing, Erosion Control / Hydroseeding, Survey, Water Trucks, Sweeping and Trucking.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

We are an Equal Opportunity Employer

The
Small
Business
Exchange
for
DEI

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

For more info contact Valerie Voorhies at vv@sbeinc.com

Asian American and Pacific Islander Heritage Month 2023

Continued from page 1

that AAPI Californians enrich and strengthen our society.

Since our state's founding, AAPIs have been instrumental in writing the California story and building our state as we know it. We are proud of the immeasurable contributions that generations of AAPIs from varied backgrounds have made as educators, service men and women, entrepreneurs, artists, athletes, community builders and activists, and leaders shaping all facets of our society, culture, and daily life.

We must also recognize that throughout our history, AAPI communities have been the target of violence, disenfranchisement, efforts to restrict immigration, and other xenophobic policies at the federal, state, and local level. The echoes of this dark history are evident today in the shameful increase in Anti-Asian hate seen across the country. It is imperative that we confront past and present racism and fight for the safety and inclusion of our AAPI friends and neighbors.

Visit the link below for the full article

www.gov.ca.gov/2023/05/05/governor-newsom-proclaims-asian-american-and-pacific-islander-heritage-month-2023/

Bass calls For faster LADWP safety repairs and other reforms

Continued from page 1

the Board of Water and Power Commissioners and the Department to immediately:

- Commit to complete repairs to the utility poles in need of immediate repairs (Priority One) by May 16.
- Bring additional resources to complete the Priority One work by May 16 including necessary overtime and use of contractors.
- Notify residents in the locations of Priority One poles in need of repairs by more than one method and then notify residents when repairs are completed.

- Commit to and make public a schedule to complete the Priority Two pole repairs per the California Public Utilities Commission regulations and orders.
- Institute regular reporting of pole inspections and repairs.
- Report weekly to the Mayor's Office on progress.

In addition, LADWP must improve accountability, its safety culture and risk management practices and I expect the Department to make this a high priority. Therefore I am urging the Board of Water and Power Commissioners and LADWP to:

- Retain outside experts to advise on necessary reforms within LADWP to achieve these goals;
- Expand and elevate its risk management functions with a focus on safety of the public and workers.
- Create a truly independent Inspector General.
- Report to the Mayor's Office on these plans no later than June 1, 2023, provide monthly updates and complete these initiatives no later than December 1, 2023.

I expect the Board of Water and Power Commissioners and LADWP to fulfill these requests in the interests of all Angelenos. Please direct reports and any questions to Nancy Sutley, Deputy Mayor of Energy and Sustainability.

Sincerely,
KAREN BASS
Mayor

SOURCE: <https://mayor.lacity.gov/news/bass-calls-faster-ladwp-safety-repairs-and-other-reforms>



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

SUBCONTRACTORS / SERVICE PROVIDERS

Asphalt Paving, Cable & Hand Railing, Cathodic Protection, CCTV Video Inspection, Cold-Planing, Compaction Grout, Concrete Flatwork, Dewatering, Electrical, Fencing, Ground Penetrating Devices, Hazardous Material Disposal, Hydroseed, Manholes, Manhole/Utility Adjusting, Monitoring of Contaminated Soil, Noise Monitoring, Potholing, Project Scheduler (CPM), Safety Representative, Saw Cutting, Sheet Pile, Shoring, Signage, Slurry Seal, Street Lighting, Street Sweeping, Striping, Survey, SWPPP, Systems Integration, Traffic Control, Traffic Signal, Trenchless Installation, Trucking, Vibration Monitoring, Video Recording of Existing Conditions, Water Treatment, Welding, Welding Inspection

SUPPLIERS

Aggregates, Asphalt Concrete, BMP's, Cathodic Protection, Conduit, Diesel Fuel, Equipment Rentals, Erosion Control, Fiber Optic Cable, Miscellaneous Metals, Pipeline Materials, Precast Concrete Structures, Pump Rentals, Ready Mix Concrete, Shoring, Traffic Control

Morena Pipeline, San Diego, CA Bid No. K-23-2169-DBB-3-C

California State Water Resources Control Board - Drinking Water State Revolving Fund (DWSRF):

	MBE*	WBE*
1. Construction	2%	1%
2. Supplies	1%	1%
3. Services	1%	1%
4. Equipment (Combined in above)	1%	1%

Note: MBEs and WBEs must be certified by EPA, SBA, DOT or by state, local, Tribal, or private entities whose certification criteria match EPAs in order to be counted toward MBE/WBE accomplishments. MBEs and WBEs are part of the larger universe of DBEs.

BID DATE: June 15, 2023 at 2:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC
4010 W. Chandler Avenue, Santa Ana, CA 92704
Contact: Robbie Zwick

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: 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 Robbie Zwick 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

Intergraphics LLC is a language service provider Prime, looking for a SF certified LBE to sub on 2 aggregates of: **TC99302 Citywide Language Services**
One aggregate is for translation services- sub requirement 10%, and one is for non-telephonic Interpretation services-sub requirement 5%.

Subs are preferred if certified in any of these areas:

Translation, Graphic Arts, Marketing, Community Relations and Public Affairs or Printing & Typography.

If interested, please contact:

Kerstin Connelly • tel: (650)359-3087 • Kerstin@intergraphics.com
www.intergraphics.com



AKRON, OHIO SUB-BID REQUEST AD

Increasing contracting company profits

[Article originally appeared in www.actohio.org]

A frequent question Ohio's small and mid-sized construction contractors want answered:

How can I grow my contracting business and increase profits? The answer: Become a signatory contractor.

Being a union signatory construction contractor brings small and medium-sized construction companies several benefits, including:

- 1. Access to a larger pool of skilled tradespeople:** Ohio Building Trades contractors have access to a highly skilled and trained workforce through hundreds of hiring halls across Ohio and surrounding states.
- 2. Improved jobsite safety mitigates risk for contractors:** Ohio Building Trades unions have strong safety programs and provide training to ensure that workers are equipped to work safely.
- 3. Increased productivity and operational efficiency:** Union workers typically receive ongoing training and education, which leads to increased productivity and efficiency on the job site. Increased productivity matched with superior quality of the final project means your contracting company can de-

liver best-value services for your clients.

- 4. Satisfied and dedicated workforce:** Union workers and their contractors follow clearly defined agreements that provide higher feelings of job security and benefits for your employees, while allowing the contracting company owner to outsource your hiring and human resource management to your local trade union, saving your company time and cost on employee management.
- 5. Improved employee relationships:** Signatory contractors often have more positive relationships with their workforce and can avoid labor disputes, strikes, and other disruptions to the construction project life-cycle.
- 6. Greater certainty in costs and schedules:** Union contracts often include clear and defined work rules, wages, and benefits, which can provide greater certainty in terms of project costs and schedules.

The outcome of these factors is simple:

More Bid Capacity + Operational Efficiency + On-Demand Skilled Workers = Increased Profits

SOURCE: <https://www.actohio.org/union-increasing-contracting-company-profits/>

Thousands of bike helmets going to Ohio children

[Article originally appeared in www.transportation.ohio.gov]

May is Bike Helmet Safety Awareness Month. Nearly 10,000 bicycle helmets will be going to children across Ohio this spring thanks to the Put A Lid On It! campaign, a continued partnership between the Ohio Department of Transportation and the American Academy of Pediatrics - Ohio Chapter.

Partners from nearly 160 law enforcement agencies and community organizations, Safe Routes to School programs, and Safe Communities programs traveled to Columbus to pick up their allotment of helmets.

Since 2018, nearly 2,000 kids under the age of 18 have been struck by a motor vehicle while biking in Ohio. More than 200 of these crashes resulted in either a life-altering injury or fatality.

Researchers found that nearly three-quarters of all bike-related fatalities would be prevented by a helmet.

"Wearing a helmet can reduce the risk of head injury by 85 percent and severe brain injury by 88 percent," said Ohio AAP CEO Melissa Wervey Arnold. "It's important that kids not only wear a helmet, but that the helmet is the right size and fitted properly."

It's the 13th year for the distribution and 8th year for the partnership between Ohio AAP and ODOT.

"We want to equip our most vulnerable road users who are learning how to ride with everything they

might need to be able to continue riding in the future," said ODOT Active Transportation Manager Caitlin Harley.

Motorists should always:

- Slow down and drive at a safe speed
- Look for people biking when turning
- Changes lanes to pass
- Put the phone away!

In Ohio, bikes are vehicles and people on bikes have the same roadway rights and responsibilities as other vehicles.

Additionally, through ODOT's Safe Routes to School program, ODOT is supporting local governments and school districts with infrastructure enhancements that make it safer for kids to walk and bike to school.

"We know that providing and maintaining sidewalks and paths for kids to travel separated from traffic is critical for reducing conflicts and ultimately eliminating injury and fatalities," Harley said.

To learn more about Bike Helmet Safety Awareness Month, visit the Put A Lid On It page at the Ohio AAP's website at www.ohioaap.org/putalidonit. To learn more about ODOT's active transportation programs visit walk.ohio.gov.

SOURCE: www.transportation.ohio.gov/about-us/news/statewide/thousands-of-bike-helmets-going-to-ohio-children

**J.F. Shea Construction, Inc.
BIDDING OPPORTUNITY
City of Akron EDGE/DBE/MBE/WBE/SBE/VBE with the following certifying authority:**

Ohio Department of Administrative Services/Unified Certification Program or Northeast Ohio Regional Sewer District or the USEPA DBE Utilization Program

Inviting qualified contractors, specifically firms within Summit County, to contact J.F. Shea Construction, Inc. (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming tunnel and shafts project.

The Work under this contract is in Akron, Ohio. The Work consists of:

NORTHSIDE INTERCEPTOR TUNNEL

Owner: City of Akron

166 South High Street, Room 701 Akron, Ohio 44308

BID DATE: JUNE 22, 2023 at 11:00 AM



667 Brea Canyon Road, Suite 30 • Walnut, CA 91789

Phone: 909-594-0990 • Fax: 909-869-0827

Send Inquiries/Certifications to Aimee Remo: aimee.remo@jfshea.com

Opportunities to participate exist in the following specific areas of soil excavation, hauling, excavation support systems, deep foundation system (slurry walls or secant piles, soldier beams), dewatering systems, structural steel, engineering, survey, geotechnical instrumentation and monitoring services, materials testing, demolition and site preparation, tree removal, aggregates and fill, traffic control, sewer tap and sewer bypass pumping, A/C paving, environmental investigation, utility relocation, paving, fencing and gates, planting and seeding, retaining wall, cured in-place concrete structures, cast-in-place pipe lining, reinforcing steel, ground stabilization, shotcrete, concrete finishing, miscellaneous metals, mechanical steel pipe, ventilation HVAC, precast concrete shaft covers, temporary office buildings/ services, Temporary electricians, waterproofing, service utilities, grouting, electrical/I&C, River bank stabilization, drilled shaft, pest control, IT services, waste disposal, cleaning services, and security.

Any business seeking to participate as an EDGE, DBE MBE, WBE, SBE, or VBE in the Contract that is not currently certified as set forth above review **40 CFR 33.204-33.205, certified by EPA Teree Henderson at 202-566-2222 or Ohio Unified Certification Program DOT.SDBE@dot.ohio.gov 614-466-2878 or NEORS/D/OCC at neorsd.org** to obtain current certification.

J.F. Shea Construction, Inc. has an FTP site where you can view all plans, specifications and addendums for your convenience. Please contact Aimee Remo at (909) 594-0990, aimee.remo@jfshea.com, to receive instructions on accessing the FTP Site.

7 Construction Estimating Tips That Will Save You Money

Continued from page 3

help with this, and compare the project costs per square foot.

6. Have a heart-to-heart with your materials suppliers

Materials costs are tough to pin down because prices depend on market conditions. If you're working on an estimate for a big project, reach out to the person who supplies your materials to talk through the project.

The supplier can alert you to, say, an expected rise in the price of aluminum in the next few months—insight that could save you thousands of dollars if you catch it early and adjust accordingly.

You're undoubtedly swimming in expertise in your professional circles, so take advantage of it.

7. Get good construction estimating software

You have so many more tools at your disposal now than you did ten, or even five years ago. Make sure you're using these tools to your advantage.

Capterra's construction estimating software directory has a staggering 172 options, including software like CoConstruct, one of the big dogs in the construction estimating software world with over 600 reviews and a five-star rating. This software lets you enter your data once and then fills out all the specs, bids, proposals, budgets, and other documents for you.

Another top option is STACK, which allows you to quickly measure digital plans and customize materials and pricing, all from the cloud.

There are dozens of other options to consider. Poke around in the directory and filter by feature to find the best option for you and your business.

How do you avoid construction cost overruns?

If you've been in the business a while, you've learned a few estimating tricks that most of us aren't privy to. What clever ways have you found to avoid the pitfalls of a bad construction estimate?

SOURCE: www.capterra.com/resources/7-construction-estimating-tips-that-will-save-you-money/



EVENTS & SEMINARS



The Holder-Pankow-TEC Joint Venture (JV) Presents:
The **HOLLYWOOD-BURBANK AIRPORT REPLACEMENT PASSENGER TERMINAL PROJECT**
Subcontractor Community Information Session

Wednesday, May 17, 2023 @ 10:00 a.m. - 12:00 p.m.

LOS ANGELES MARRIOTT BURBANK AIRPORT HOTEL
2500 N. Hollywood Way - City Room
Burbank, CA, 91505-1019

The Holder-Pankow-TEC Joint Venture (JV) is hosting an informational meeting for businesses regarding the construction of the Hollywood-Burbank Airport Replacement Project.

The JV Team will provide an overview of the project and other important related information for firms interested in pursuing contract opportunities associated with construction. Team members will also be available to answer construction related questions.

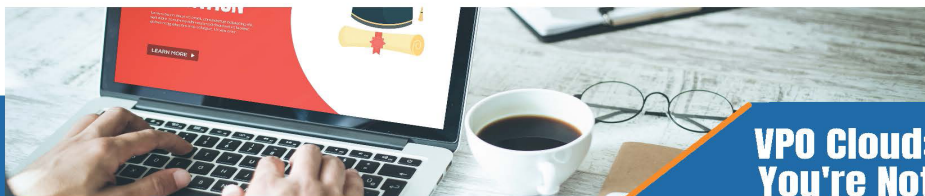
RSVP: <https://forms.gle/81QKhSZRjC3px4SY8>

For more information, please visit our web site: <https://www.hptjvteam.com>

We look forward to connecting with you!



EDUCATION VIRTUAL EVENT



TUESDAY
JUNE 6, 2023
8:30 AM - 10:00 AM

\$55 - CMAA MEMBERS
\$85 - NON-MEMBERS
OWNER & STUDENT MEMBERS FREE

SPONSORSHIPS AVAILABLE

EMCEE:

Heather King
Project Controls Manager
SafeworkCM
CMAA SoCal Education Chair

MODERATOR:

Jason Rechlecki
Director
Anser Advisory

SPEAKERS:

Laura M. Nee
VPO Creator & CEO
VPO Cloud

Paul Buckley, PE, CCM
Sr. Vice President and Managing
Director
Anser Advisory

Brianna Navarro
Associate, Construction & Project
Management
KPF Consulting Engineers

PROGRAM SUMMARY

VPO Creator & CEO Laura M. Nee and her team deliver custom project management software and services for construction, in Microsoft 365. Hear directly from VPO customers to learn how their multi-firm AEC teams are building better, together. Representing Anser Advisory and Anser Education, CMAA-authorized trainer Paul Buckley, PE, CCM, will discuss how they rely on their partnership with experts to customize their team's VPO in service of Anser's business processes, and in accordance with CMAA Standards of Practice. KPF Consulting Engineers Associate, Construction & Project Management, Brianna Navarro, will give you a taste of her team's VPO as well, highlighting how the relationship and software enable her participants to streamline and supercharge their construction project management.

SPONSORSHIP OPPORTUNITIES

Platinum - \$750 - Includes 4 Tickets (Limit 1)
Gold - \$500 - Includes 3 Tickets
Silver - \$250 - Includes 2 Tickets

CONTINUING EDUCATION CREDITS AVAILABLE

Register here: <https://cmaasc.org/event-5267248>

Cal Poly Construction Management Meet & Greet

Date and time

Wednesday, May 17 · 11am - 1pm PDT

Location:

**Construction Innovations Center (CIC),
Building 186, California Polytechnic State University,
San Luis Obispo 1 Grand Avenue Building 186,
XL Conference Room San Luis Obispo, CA 93407**

Meet company representatives, learn about opportunities, and schedule next-day interviews at the California Center for Construction Education (CCCE)'s casual afternoon mixer Meet and Greet sessions. Meet and Greets are another part of the Construction Management Department's vast recruitment program and are held each quarter on Tuesdays and Wednesdays from 11:00 am - 1:00 pm.

Register here: www.eventbrite.com/e/cal-poly-construction-management-meet-greet-tickets-383573206787?aff=ebdssbdestsearch

GET MOVING – THE FUTURE OF LOS ANGELES' MOBILITY: TRANSIT AND TRANSPORTATION

NETWORKING MIXER



May 16, 2023

4pm - 6pm



Antonio Villaraigosa
Infrastructure Advisor,
Former Mayor of Los Angeles

\$100 - Per Person
\$10 - Students

Hotel Figueroa - Tangier Room
939 S. Figueroa Street, Los
Angeles, California 90015



Ara Najarian
Chair, LA METRO Board of Directors,
Metrolink Board Member, Glendale
City Council Member, Board
Member of the San Fernando Valley
Council of Governments



REGISTER HERE

CMAA SoCal Chapter |
www.cmaasc.org/events

Register here: <https://cmaasc.org/event-5247807>



EDUCATION VIRTUAL EVENT



THURSDAY
JUNE 8, 2023
8:30 AM - 10:00 AM

\$55 - CMAA MEMBERS
\$85 - NON-MEMBERS
OWNER & STUDENT MEMBERS FREE

SPONSORSHIPS AVAILABLE

EMCEE:

Heather King
Project Controls Manager
SafeworkCM
CMAA SoCal Education Chair

MODERATOR:

Paul Nadeau
Director of Facilities Planning & Management
Gilroy Unified School District

SPEAKERS:

John Stump, DBIA
President
Flint Builders

Joe Vela, AIA
Principal
Aedis Architects

PROGRAM SUMMARY

Do you remember the days when construction materials and skilled labor were plentiful? Welcome to 2023 when everything costs more and takes longer to get. The industry is adapting to these constraints through prefabrication. The goal: Efficiency in design + efficiency in manufacturing + efficiency in construction = Cost, Quality, Safety, Schedule. Gilroy USD will share lessons learned and what happens during procurement, design, manufacturing, and construction benefit from prefabrication. Learn from the perspective of the Owner, the architect, and the contractor – what went well and what problems were encountered. Did the Owner get what they wanted? How much flexibility did the architect have during design? Did it cost more to get less?

SPONSORSHIP OPPORTUNITIES

Platinum - \$750 - Includes 4 Tickets (Limit 1)
Gold - \$500 - Includes 3 Tickets
Silver - \$250 - Includes 2 Tickets

CONTINUING EDUCATION CREDITS AVAILABLE

Register here: <https://cmaasc.org/event-5255717>



SUCCESS STORIES

Christine Mathews Consulting

[Article originally appeared in www.score.org]

How SCORE helped.

Christine Mathews, an amazing bubbly woman, graduated from Stanford University in 1986 with a BA in Human Biology and went through an Operations Training Program at JP Morgan in New York. There she started as an internal consultant, and then became an Officer of the Bank. Through her training program at JP Morgan she discovered that Human Resources was where she wanted to direct her career. She subsequently moved back to California in 1990 and took her first job in HR at a technology company, Ungermann-Bass. She was in a rotation program there and worked in all aspects of Human Resources. Then she took a pause for a few years at home caring for her small children.

In the year 2000, she took a job in Human Resources at the start-up medical device company, Novacept. Initially the company had 42 employees. Soon the company grew and she oversaw the Human Resource function of 500 employees in the division. That was a big experience for her.

In the year 2005, she left the job and decided to start her own business. As Christine was then a single mother, she decided to reduce her travel and have more flexible hours for her sons. So she started consulting on her own at first, then within two years she started adding others to the team as she had many clients. The business she started was growing over the years and became a thriving small business.

Her Company is a boutique Human Resources consulting firm, called, Christine Mathews Consulting. They support about 25 small companies in Silicon Valley in medical device, biotechnology, high technology and venture capital. The business grew and after 10 years it has about 12 employees, and 3-5 strategic partners. In addition to running Human Resources on an outsourced basis for small companies, they perform strategic projects and Human Resources compliance audits, as well as mentoring and developing internal Human Resources staff at client companies.

In 2012, she stopped consulting in her business and took a job as a VP of Human Resources for one of her clients. But she still owned her business and managed it from afar by hiring some additional consultants. After a year, the company she had joined was unable to raise their next round of financing, and was sold. She returned to her business again and resumed consulting directly with clients. While she was away, she did not have the time to effectively oversee the business and it started to deteriorate. She felt she needed help. At that time her mother, whose friend received a lot of valuable support from SCORE, suggested to her to contact SVSCORE.

Christine contacted SVSCORE and has been working for nearly two years now with Neal Weinstein who has a broad background in all aspects of managing a business and 40 years of leadership experience in companies rang-



Christine Mathews

ing from startup, and John Edwards who has over 30 years of management experience with both for-profit and nonprofit businesses. Both counselors have helped her immensely to turn things around in her business and migrate to an infrastructure, systems and processes, which fit her growing needs.

“When I first met John and Neal, they told me that I was running my Company like a Human Resources person rather than a business person. They helped me understand the financial aspects of the business and guided me in building a budget, forecast and running a cash flow analysis every month. At first, I was unsure about all that extra work, but now I see the incredible value in planning and in having the data to analyze and monitor the status of the business”.

She implemented a timekeeping system called Ebillity to avoid any the billing problems she had in the past. She also implemented consistent team processes such as business review meetings, feedback from clients, feedback from team members, and a great review process for team members.

All of this has resulted in a Company which now has increased its revenue by nearly 40% and profitability by nearly 50% over the past two years with the help of SVSCORE team.

“I meet with Neal and John for 1.5 hours each month and I plan to do that for as long as they will have me! They are invaluable to me as my team of advisors and I am grateful every day that I finally have guidance and counsel on how to optimize my success running a small company.”

As per her mentors’ advice she is planning to build a full business plan for the future to have a better long term vision of what she wants for the business and for herself. Also she hopes that SCORE will help her continuously in the future.

“I believe my mentors are very proud of me that I have learned a lot from them and implemented their advice with great success and I believe they would say that I now (for the most part) am running a company like a business person rather than a Human Resources person”!

While we were talking, Christine was showing her gratitude to SCORE every now and then. We wish her all the best.

Website: www.christinemathews.com

SOURCE: www.score.org/siliconvalley/success-story/christine-mathews-consulting

FabMo

[Article originally appeared in www.score.org]

How SCORE helped.

“SCORE has been a very useful resource for us. John has been a great coach and mentor. Like all nonprofits, we’ve had a couple of rough spots and he has helped us through them.”

How Did Your Business Get Started?

When Jonathan Cranch and his wife, Hannah, thought about the next phase of their life, a trip to the San Francisco Design Center made it clear. Here they saw new fabrics and realized that the old outdated fabrics would be discarded. This perfectly fine material would go into landfill. Being environmentally sensitive, they came up with the concept of repurposing the material. Thus FabMo was born 1996. They started out using their home. Hannah had connections with teachers in Palo Alto and knew that the materials could be used with the children and teachers. That worked well until summer came and both realized that the concept needed to be expanded to include artists and events beyond just schools. They also realized that for the effort to be sustainable: “what comes in as surplus must go out with purpose”, or else a landfill problem just becomes a storage problem. FabMo officially became a 501/c3 nonprofit corporation on July 29, 2009.

FabMo, “rescuing designer materials for creative reuse”, is today an all-volunteer, donor supported organization in the San Francisco Bay Area.

It diverts last season’s beautiful designer materials from the landfill to useful purposes. These materials, obtained from designer showrooms, are composed of samples of exquisite textiles, wallpapers, tiles, leathers, trims, etc., which are made available for creative reuse to all interested parties on a donation basis.

Community Outreach Events now happen throughout the year, but most frequently between April and December. ‘Earth day’ activities in April, ‘Maker Faire’ and ‘Green Kids’ Conference in May, County fairs in June, art and wine festivals through the summer, Senior Center Fashion Show, leading up to their big Boutique event at the end of October, followed by Bazaar Bizarre and Renegade Craft Festival in December.

FabMo can now measure its success in many ways besides the many events listed above. This year more than 70 tons of designer material will not go to landfill. Rather, the material goes to artistic people that use it in their businesses for products they sell. They get the material for free and may make a donation to help sustain FabMo. In addition many school children have artistic material to create school projects and at the same time learn about the environment and repurposing.

Website: www.fabmo.org

Visit the link below for the full article:

www.score.org/siliconvalley/success-story/fabmo

Shelley Wolfe of KMVT

[Article originally appeared in www.score.org]

How SCORE helped.

“What stood out most was all the knowledge that SCORE counselors carry and also their passion to see others grow and be successful. They express that they enjoy giving back to the community. They listen, show respect, and then give responses which I love because it means they listened and also got the idea.”

How Did Your Business Get Started?

Shelley Wolfe began her life in Rockford, Ill. as the oldest of 5 children. She began working early doing babysitting jobs, working at the local Dairy Queen, and at Musicland. She moved up very quickly at her jobs, showing management and leadership skills. At 18 she moved to Arizona and was running a Sam Goody. In 1995 she moved to California to embrace her passion for travel and music, where she developed her music career working for multiple labels and distribution companies throughout the state Shelley also developed a passion for videography and she learned more about video production, and creating change and awareness through storytelling. She bought a camera and was so inspired by the artist Michael Franti and his passion to create change that she learned about community television. She started out as an intern at Pacifica Community Television, going through all the workshops and began to crew on shows. With her background of knowledge and music



she ended up being mentored as a sound engineer for the award winning The Bruce Latimer Show, from 1998-2004. Shelley continued to work on the show and took on other programs and responsibilities at the station. She also began producing and hosting her own shows.

In 2000, Shelley was hired as the Executive Director and she became much connected with the local community. She produced her first award winning video entitled PCT 25 years. She expanded the station’s exposure within the community and worked closely with schools, the city, chamber and other nonprofit organizations. She expanded the station’s exposure within the community and worked closely with schools.

Website: <https://kmvt15.org>

Visit the link below for the full article:
<https://www.score.org/siliconvalley/success-story/shelley-wolfe-kmvt>

A Bay Area homebuilder planned a project with union rules. Can it work anywhere else?

[Article originally appeared in www.calmatters.org]

By Ben Christopher, CalMatters

From the parking lot, there's nothing to suggest that Quito Village is the California housing policy equivalent of a unicorn, or that the seemingly low-key project is sitting at the center of one of this year's biggest political fights.

Peek through one of the gates of this dirt lot in the San Jose suburb of Saratoga. Trenches, a few foundations and an excavator pawing at a mountain of dirt are the only indication that, if all goes to plan, this will be the site of 90 new townhouses next year.

But though it may not be obvious — even to one of its developers, who was surprised to hear the news — this easy-to-ignore housing development appears to be one of a kind.

What makes Quito Village unique dates to early 2020 when Sand Hill Property Company agreed to follow a strict labor standard, promoted by some of the state's most powerful organized labor groups, that favors the hiring of union workers. The Silicon Valley real estate developer did so to take advantage of a 2017 state law meant to speed the construction of dense housing.

Atlanta-based real estate giant PulteGroup took over the project in 2022 and began construction in September. That makes Quito Village the only known project in California that has broken ground under the law's union-hiring rule.

Now lawmakers are debating making that 2017 law permanent, but with a bill that would strike out the union-backed labor standard that Sand Hill agreed to take on for the Saratoga project.

For many Democrats in the Legislature who want to see the state turbocharge its housing construction and who argue that the union-hire rule places too onerous a standard on developers amid a dire housing shortage, Quito Village is a case in point.

“So that's one in five years,” Assemblymember Buffy Wicks, chair of the Assembly's housing committee, said in an interview last month. “That to me kind of says it all.”

As lawmakers and competing unions debate the rule's merits, much of the argument rides on the answer to a single question: Can California simultaneously encourage developers to build our way out of the state's housing shortage while also requiring them to reserve jobs for the state's unionized construction workforce?

If PulteGroup is in fact the only company actively building new housing under the terms of this controversial rule, as housing data assembled by the state suggests, how and why it has been able to go forward might shed light on that question and help settle a fiery and protracted debate.

But it's not clear that the company is even following the rule.



Construction crews work at the Quito Village Development Project in Saratoga on Apr. 13, 2023. Photo by Martin do Nascimento, CalMatters

Upon taking over the project last year, PulteGroup's legal team made the case to the city of Saratoga that state law does not obligate the company to abide by the union-backed standard imposed on mixed-income projects, according to emails shared with CalMatters. The city disagreed.

A year later, prompted by a Public Records Act request filed by CalMatters, Saratoga city staff noted Pulte has not been submitting monthly reports to prove that it is complying with the rule.

“Significant monetary penalties may be imposed under State law for failure to comply,” Saratoga's Community Development Director Debbie Pedro wrote to Brett Walsh, a Bay Area-based project manager with Pulte on May 1, in a letter the city shared with CalMatters.

Developers are subject to state fines of up to \$10,000 per month for each missing monthly compliance report. If a company is found to be skirting the “skilled and trained” standard entirely, the penalties can rack up much higher and much quicker: \$200 per day “for each worker employed in contravention” of the rule.

Walsh did not respond to an email from CalMatters. When asked about the project's construction crew in April, Pulte vice president of communications Jim Zeumer said the company only shares “basic project scale, scope and pricing” information. Zeumer did not respond to additional requests for comment after the City of Saratoga sent its letter.

David Bini, a construction worker union labor leader in Santa Clara county, said that he, too, is curious whether the company is complying with the labor law.

He said he put in a call to the company last month with an offer to “help them in getting in compliance” if they need it, he said.

But as the letter from the city of Saratoga to Pulte suggests, the true number of projects that have moved forward under the controversial rule might not be one. It could be zero.

trade workers must be graduates of apprenticeship programs, the vast majority of which are sponsored by unions.

Presented with those two options, most developers who make use of the law have taken the first path.

Since the law went into effect, developers have invoked the streamlining bill to propose nearly 18,000 units, according to an analysis by UC Berkeley's Turner Center for Housing Innovation. Roughly two-thirds of the proposed projects are entirely affordable, meaning the projects only have to pay prevailing wages.

Though data collected by the state is self-reported by local governments and riddled with errors, of the remaining third that includes market-rate units, Quito Village appears to be the only one that has actually broken ground.

Wiener cited the law's uneven performance as reason to take out the “skilled and trained workforce” standard entirely when he introduced his proposal to make the law permanent.

But there is at least one other possible reason to explain the disparity.

Under the law, the exact percentage of units that developers have to set aside for low-income residents depends on which kinds of homes the locality is falling behind on.

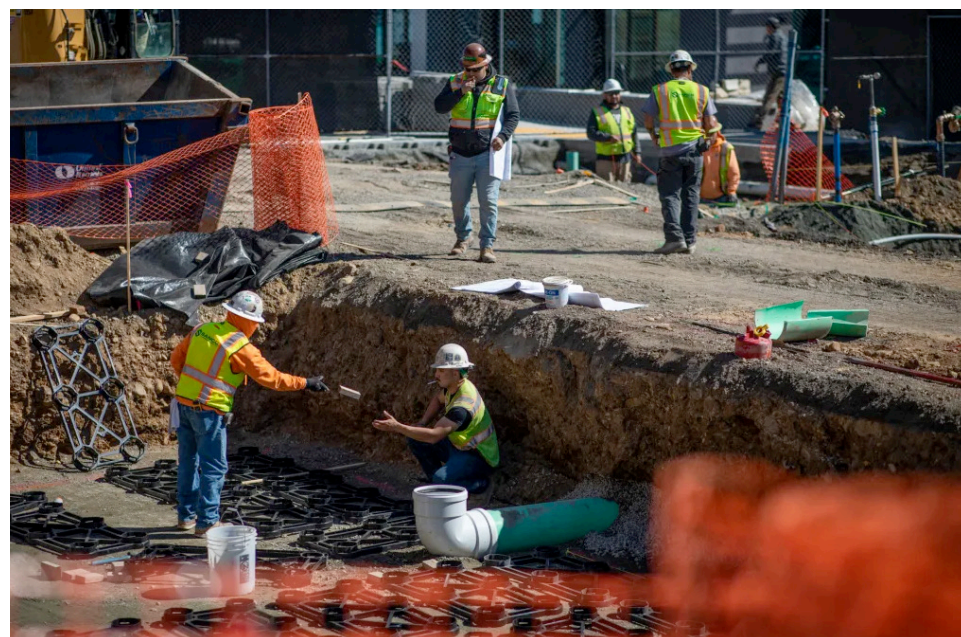
In cities and towns short on permitting new homes for lower-income households, streamlined projects have to be 50% affordable. In places that aren't allowing enough building on the higher end, the requirement is only 10%.

Saratoga falls into the second bucket. As planned, 10% of the townhomes at Quito Village will be provided at below-market rates.

Many California cities have met their state production goals for market-rate housing, but not for lower-income units. In those municipalities — a little more than 200 in recent years — streamlining privileges are granted only if half of the units are set aside for lower-income occupants.

Visit the link below for the full articles:

<https://calmatters.org/housing/2023/05/california-housing-development/>



Construction teams work at the Quito Village Development Project in Saratoga on Apr. 13, 2023. Photo by Martin do Nascimento, CalMatters



FICTITIOUS BUSINESS NAME STATEMENTS

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0399940

Fictitious Business Name(s):
A5 Mobile Service
Address
5432 Geary Blvd
San Francisco, CA 94121
Full Name of Registrant #1
UnionPost SF Inc. (CA)
Address of Registrant #1
5432 Geary Blvd
San Francisco, CA 94121

This business is conducted by **A Corporation**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
03-29-2023
Signed: **Iryna Komarovska**

This statement was filed with the County Clerk of
San Francisco County on **03-29-2023**

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: **Lily Duong**
Deputy County Clerk
03-29-2023

04/27/23 + 05/04/23 + 05/11/23 + 05/18/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400026

Fictitious Business Name(s):
Bay Area Paver Design
Address
1550 Mission Street #1402
San Francisco, CA 94103
Full Name of Registrant #1
Bay Area Pavers Grass and Landscape Design (CA)
Address of Registrant #1
1550 Mission Street #1402
San Francisco, CA 94103

This business is conducted by **A Limited Liability
Company**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
03-05-2023
Signed: **Kelly Crandell**

This statement was filed with the County Clerk of
San Francisco County on **04-07-2023**

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
04-07-2023

04/20/23 + 04/27/23 + 05/04/23 + 05/11/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400181

Fictitious Business Name(s):
DA Studios
Address
1849 Page Street Apt #304
San Francisco, CA 94117
Full Name of Registrant #1
Deanna Alcorn
Address of Registrant #1
1849 Page Street Apt #304
San Francisco, CA 94117

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
02-09-2023
Signed: **Deanna Alcorn**

This statement was filed with the County Clerk of
San Francisco County on **04-28-2023**

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

Filed: **Mariedyne Nadonza**
Deputy County Clerk
04-28-2023

05/04/23 + 05/11/23 + 05/18/23 + 05/25/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400071

Fictitious Business Name(s):
Dustyhistory
Address
815 South Van Ness Avenue Apt A
San Francisco, CA 94110
Full Name of Registrant #1
Dustin Jon Lee
Address of Registrant #1
815 South Van Ness Avenue Apt A
San Francisco, CA 94110

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
03-31-23
Signed: **Dustin Jon Lee**

This statement was filed with the County Clerk of
San Francisco County on **04-13-2023**

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

Filed: **Mariedyne Nadonza**
Deputy County Clerk
04-06-2023

04/20/23 + 04/27/23 + 05/04/23 + 05/11/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400077

Fictitious Business Name(s):
#1) Gerin Consulting Design Production
#2) GCDP
Address
431 3rd Avenue Apt #2
San Francisco, CA 94118
Full Name of Registrant #1
Marc Gerin
Address of Registrant #1
431 3rd Avenue Apt #2
San Francisco, CA 94118

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
03-01-2023
Signed: **Marc Gerin**

This statement was filed with the County Clerk of
San Francisco County on **04-14-2023**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
04-14-2023

04/27/23 + 05/04/23 + 05/11/23 + 05/18/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400114

Fictitious Business Name(s):
Holbrook House
Address
One Sansome Street
San Francisco, CA 94104
Full Name of Registrant #1
Please Fidi, LLC (CA)
Address of Registrant #1
1830 Beach Street #9
San Francisco, CA 94123

This business is conducted by **A limited Liability Company**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
Not Applicable
Signed: **Phil Spiegel**

This statement was filed with the County Clerk of
San Francisco County on **04-20-2023**

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

Filed: **Mariedyne Nadonza**
Deputy County Clerk
04-20-2023

04/27/23 + 05/04/23 + 05/11/23 + 05/18/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400133

Fictitious Business Name(s):
INFLUX BIO
Address
991 Hollister Avenue
San Francisco, CA 94124
Full Name of Registrant #1
Nathan Hammond
Address of Registrant #1
991 Hollister Avenue
San Francisco, CA 94124

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
04-21-2023
Signed: **Nathan Hammond**

This statement was filed with the County Clerk of
San Francisco County on **04-21-2023**

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

Filed: **Melvin Galvez**
Deputy County Clerk
04-21-2023

04/27/23 + 05/04/23 + 05/11/23 + 05/18/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400041

Fictitious Business Name(s):
KWAK
Address
1819 Polk Street, Unit #242
San Francisco, CA 94109
Full Name of Registrant #1
Joanne Calabrese
Address of Registrant #1
1122 Green Street
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
03-15-2023
Signed: **Joanne Calabrese**

This statement was filed with the County Clerk of
San Francisco County on **04-10-2023**

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: **Lily Duong**
Deputy County Clerk
04-10-2023

04/27/23 + 05/04/23 + 05/11/23 + 05/18/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400101

Fictitious Business Name(s):
1.) Open Field Sound
2.) Open Field Sound Productions
Address
622 29th Street
San Francisco, CA 94131
Full Name of Registrant #1
Kenneth Pearce
Address of Registrant #1
622 29th Street
San Francisco, CA 94131

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
04-18-2023
Signed: **Kenneth Pearce**

This statement was filed with the County Clerk of
San Francisco County on **04-18-2023**

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: **Lily Duong**
Deputy County Clerk
04-18-2023

04/20/23 + 04/27/23 + 05/04/23 + 05/11/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400117

Fictitious Business Name(s):
POC Wedding Party
Address
981 Mission Street
San Francisco, CA 94103
Full Name of Registrant #1
Make It Mariko LLC (CA)
Address of Registrant #1
981 Mission Street
San Francisco, CA 94103

This business is conducted by **A Limited Liability Company**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
03-13-2023
Signed: **Gina Mariko Rosales**

This statement was filed with the County Clerk of
San Francisco County on **04-20-2023**

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: **Lily Duong**
Deputy County Clerk
04-20-2023

04/27/23 + 05/04/23 + 05/11/23 + 05/18/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400078

Fictitious Business Name(s):
Quester
Address
367 Panorama Drive
San Francisco, CA 94131
Full Name of Registrant #1
Ivan Min
Address of Registrant #1
367 Panorama Drive
San Francisco, CA 94131

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
04-03-2023
Signed: **Ivan Ray Min**

This statement was filed with the County Clerk of
San Francisco County on **04-14-2023**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
04-14-2023

04/20/23 + 04/27/23 + 05/04/23 + 05/11/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400179

Fictitious Business Name(s):
Sign of the Unicorn
Address
1126 Guerrero Street Apt #3
San Francisco, CA 94110
Full Name of Registrant #1
Laurie Edison
Address of Registrant #1
1126 Guerrero Street Apt #3
San Francisco, CA 94110

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
10/01/1980
Signed: **Laurie Edison**

This statement was filed with the County Clerk of
San Francisco County on **04-27-2023**

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

Filed: **Mariedyne Nadonza**
Deputy County Clerk
04-27-2023

05/04/23 + 05/11/23 + 05/18/23 + 05/25/23



FICTITIOUS BUSINESS NAME STATEMENTS

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400089

Fictitious Business Name(s):
SLAKE San Francisco Bottle & Sundry
Address
3239 Balboa Street
San Francisco, CA 94121
Full Name of Registrant #1
CoolWater SF LLC (CA)
Address of Registrant #1
778 33rd Avenue
San Francisco, CA 94121

This business is conducted by **A Limited Liability Company**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
03-28-2023

Signed: **Daniel Lovett**

This statement was filed with the County Clerk of
San Francisco County on **04-18-2023**

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
04-18-2023

04/20/23 + 04/27/23 + 05/04/23 + 05/11/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400075

Fictitious Business Name(s):
Sunset Youth Services
Address
3918 Judah Street
San Francisco, CA 94122
Full Name of Registrant #1
Sunset District Community Development. Inc. (CA)
Address of Registrant #1
3918 Judah Street
San Francisco, CA 94122

This business is conducted by **A Corporation**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
10-1-1998

Signed: **Delvin Mack**

This statement was filed with the County Clerk of
San Francisco County on **04-14-2023**

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

Filed: **Melvin Galvez**
Deputy County Clerk
04-14-2023

04/20/23 + 04/27/23 + 05/04/23 + 05/11/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-04001155

Fictitious Business Name(s):
The Conservatory at One Sansome
Address
One Sansome Street
San Francisco, CA 94104
Full Name of Registrant #1
Please Fidi, LLC (CA)
Address of Registrant #1
1830 Beach Street #9
San Francisco, CA 94123

This business is conducted by **A limited Liability Company**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
Not Applicable

Signed: **Phil Spiegel**

This statement was filed with the County Clerk of
San Francisco County on **04-20-2023**

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

Filed: **Mariedyne Nadonza**
Deputy County Clerk
04-20-2023

04/27/23 + 05/04/23 + 05/11/23 + 05/18/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400147

Fictitious Business Name(s):
Two Dads in the Making
Address
145 Balboa Street #202
San Francisco, CA 94118
Full Name of Registrant #1
Brennan Patrick Bowen
Address of Registrant #1
145 Balboa Street #202
San Francisco, CA 94118

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
04-24-2023

Signed: **Brennan Bowen**

This statement was filed with the County Clerk of
San Francisco County on **04-24-2023**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
04-24-2023

04/27/23 + 05/04/23 + 05/11/23 + 05/18/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400243

Fictitious Business Name(s):
Leola
Address
3830 25th Street
San Francisco, CA 94114
Full Name of Registrant #1
Leola LLC (CA)
Address of Registrant #1
3830 25th Street
San Francisco, CA 94114

This business is conducted by **A Limited Liability Company**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
Not Applicable

Signed: **Erica Katrak**

This statement was filed with the County Clerk of
San Francisco County on **05-04-2023**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
05-04-2023

05/11/23 + 05/18/23 + 05/25/23 + 06/01/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0399993

Fictitious Business Name(s):
Hyman IP Law
Address
1070 Green Street, Suite 401
San Francisco, CA 94133
Full Name of Registrant #1
Laurence J. Hyman
Address of Registrant #1
1070 Green Street, Suite 401
San Francisco, CA 94133

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
02-10-2010

Signed: **Laurence J. Hyman**

This statement was filed with the County Clerk of
San Francisco County on **04-05-2023**

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
04-05-2023

04/13/23 + 04/20/23 + 04/27/23 + 05/04/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0400005

Fictitious Business Name(s):
Miura & Partners (US)
Address
235 Montgomery Street, Suite 300
San Francisco, CA 94104
Full Name of Registrant #1
Yorozu Law Group, PC (CA)
Address of Registrant #1
235 Montgomery Street, Suite 300
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
04-06-2023

Signed: **Tasha A. Yorozu**

This statement was filed with the County Clerk of
San Francisco County on **04-06-2023**

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: **Lily Duong**
Deputy County Clerk
04-06-2023

04/13/23 + 04/20/23 + 04/27/23 + 05/04/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0399985

Fictitious Business Name(s):
Best Auto Care Inc.
Address
2099 San Jose Ave
San Francisco, CA 94112
Full Name of Registrant #1
Best Auto Care Inc. (CA)
Address of Registrant #1
2099 San Jose Ave, San Francisco, CA 94112

This business is conducted by **A Corporation**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
12-17-2017

Signed: **Jim Li**

This statement was filed with the County Clerk of
San Francisco County on **04-04-2023**

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

Filed: **Mariedyne Nadonza**
Deputy County Clerk
04-04-2023

04/06/23 + 04/13/23 + 04/20/23 + 04/27/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0399969

Fictitious Business Name(s):
1. Drinks
2. Drinks Technologies
Address
2111 Lane Street #24045, San Francisco, CA 94124
Full Name of Registrant #1
Drinks Technologies, Inc. (DE)
Address of Registrant #1
254 Chapman Rd., Ste 208 #11515
Newark, DE 19702

This business is conducted by **A Corporation**.
The registrant(s) commenced to transact business
under the fictitious business name(s) listed above on
03-27-2023

Signed: **Kyle Fobbs**

This statement was filed with the County Clerk of
San Francisco County on **03-31-2023**

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

Filed: **Melvin Galvez**
Deputy County Clerk
03-31-2023

04/06/23 + 04/13/23 + 04/20/23 + 04/27/23

A look at Black-owned businesses in the U.S.

Continued from page 2

Majority Black- or African American-owned firms provided income for more than 1.3 million workers in 2020, with overall annual payrolls at these businesses totaling an estimated \$42.2 billion that year.

Most Black-owned businesses have relatively small payrolls. Roughly two-thirds (66%) had fewer than 10 employees in 2020; 14% had 10 to 49 employees and just 3% had 50 or more. (In the ABS, employment size is determined by the number of paid workers during the March 12 pay period each year, which coincided with the start of the U.S. coronavirus outbreak in 2020. During that 2020 pay period, an additional 17% of majority Black- or African American-owned firms reported no employees.)

For most Black or African American business owners in the U.S., their firm is their main source of income. Among those who reported data about their primary source of personal income in 2020, 69% said their business was their primary income source, while 31% said it was not, according to ABS data.

Black-owned businesses are more common in health care sector and in certain states

The greatest number and share of majority Black- or African American-owned businesses are in the health care and social assistance sector. In 2020, more than 38,000 of the nearly 141,000 U.S. companies with majority Black or African American ownership, or 28% of the total, were in this sector.

Looked at a different way, 7% of all classifiable U.S. businesses in the health care and social assistance sector had Black or African American majority owners that year.

Professional, scientific and technical services was the second-most common sector, accounting for 14% of majority Black- or African American-owned businesses in 2020. Other common sectors included administrative and support and waste management and remediation services (9%) and construction (7%).

Visit the link below for the full article:

pewrsr.ch/3HJJPJUs

California Grows Green Jobs, Invests \$34 Million in Innovative Technologies Statewide

Continued from page 1

- Smart 72, designer and manufacturer of a smart building control system for HVAC, water heating, lighting, and appliances, who is expanding their operations in Watsonville and San Louis Obispo.
- Keiser, manufacturer of high-end exercise equipment, who is using their award to expand and improve their headquarters and manufacturing capacity in Fresno.

SOURCE: <https://business.ca.gov/california-grows-green-jobs-invests-34-million-in-innovative-technologies-statewide/>