

# SMALL BUSINESS EXCHANGE

BUSINESS TOOLKIT .....	2
SMART WAYS TO WORK BY ODETTE POLLAR .....	2
ACCESS TO CAPITAL .....	3
MEET THE BUYER PROCUREMENT FORUM .....	3
SEEKING DBE FIRMS .....	3
CALIFORNIA SUB-BID REQUEST ADS.....	4-5
.....	12
SUCCESS STORIES.....	6
WORKFORCE DEVELOPMENT .....	7
PUBLIC LEGAL NOTICES.....	8-11

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July 25, 2019

## Mayor Garcetti and Councilmember Buscaino announce agreement between ILWU, APMT, and PMA; launch Blue Ribbon Commission on the future of work



Mayor Eric Garcetti announced landmark agreements between the International Longshore and Warehouse Union (ILWU) Local 13 and the Pacific Maritime Association (PMA), establishing a workforce training program throughout the San Pedro Bay complex which will protect jobs and power Los Angeles' economy long into the future.

These agreements — combined with the establishment of a Blue Ribbon Commission to study and make recommendations on the future of work at the Port of Los Angeles — will form the basis for an ongoing effort to ensure a competitive, sustainable Port that continues to generate good, middle-class jobs.

“In Los Angeles, we know that if we don't guide the future, workers and communities can be left behind,” said Mayor Garcetti. “This workforce training program will ensure today's waterfront workers are equipped for tomorrow's jobs, and continue to support the harbor community. I will never stop fighting to preserve good, middle-class jobs and protect the hardworking women and men who power our economy — and to-

day's agreement is a start, and not an end, to our work.”

Since April, Mayor Garcetti has convened both parties at City Hall and been directly involved in negotiations. The agreement follows several months of negotiations between the ILWU and APM Terminals (APMT) over the automation of Pier 400 — the largest terminal at the Port of Los Angeles.

Additionally, a Blue Ribbon Commission proposed by Councilmember Joe Buscaino will be convened in the coming months to study the issue of automation and the future of the work at the Port of Los Angeles, and will provide recommendations to Mayor Garcetti and the full City Council.

“While APM and ILWU have come to an agreement this week, I will continue to support our longshore men and women as they fight to protect jobs and the future of work in the United States,” said Councilmember Joe Buscaino. “The agreement is not the end of this conversa-

**Continued on page 9**

## SBA Adjusts Size Standards to Expand Lending & Contracting Opportunities

The U.S. Small Business Administration recently issued an interim final rule that will adjust monetary-based small business size standards for inflation to allow more small businesses to become eligible for the SBA's loan and contracting programs. The interim final ruleDownload Adobe Reader to read this link content was published in the Federal Register on July 18, 2019.

The SBA is adjusting its industry-specific monetary-based size standards by nearly 8.4% to

reflect the inflation that has occurred since the last adjustment for inflation in 2014. This time, the SBA is also adjusting the revenues-based size standards for agricultural industries, which were previously set by statute. These adjusted size standards will become effective on Aug. 19, 2019 and will be reviewed again as part of the second five-year review of size standards mandated by the Small Business Jobs Act of 2010.

Additionally, the SBA is adjusting program-specific monetary-based size standards by the same amount for sales or leases of government property and stockpile purchases. The SBA is not adjusting the tangible net worth and net income based interim alternative size standards that apply to the SBA-guaranteed 7(a) and 504 Certified Development Company loan programs, which were established under the Small Business Jobs Act.

The interim alternative size standards for the 7(a) and 504 loan programs will remain in effect until the SBA establishes a permanent alternative size standard for these programs. The SBA is also not adjusting the tangible net worth and net income based alternative size standard for the Small Business Investment Company program.

The SBA estimates that nearly 90,000 additional businesses will gain small business status under the adjusted size standards, becoming eligible for SBA loan and contracting programs. This

could possibly lead to as much as \$750 million in additional federal contracts awarded to small businesses and up to 120 additional small business loans totaling nearly \$65 million.

Comments can be submitted on this interim final rule by Sept. 16, 2019, at [www.regulations.gov](http://www.regulations.gov), identified with the following RIN number: RIN 3245-AH17. Interested parties may also mail comments to Khem R. Sharma, Chief, Office of Size Standards, 409 Third St. SW, Mail Code 6530, Washington, DC 20416.

For detailed information on how SBA establishes, reviews, or modifies its size standards, please view the SBA-issued white paper entitled “Size Standards Methodology.”

For the latest information about the SBA's revisions to its small business size standards, please follow its announcements about updating size standards.

**SOURCE: [www.sba.gov](http://www.sba.gov)**

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# Business Toolkit

## How You Can Implement Building Biology

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

By John Lack,

Some people like math and others like history. I prefer biology—but only when it comes to buildings and construction. The practice of building biology may be new to some people, but it has been around for thousands of years. For a contractor, understanding and implementing building biology can give you a competitive advantage and make your company stand out.

When we talk about building biology, we are talking about the impact of the indoor environment on our health. Building biology comes from the German term *bau-biologie*.

According to the EPA, Americans spend most of their time indoors, where the concentration of some pollutants can be two to five times higher than typical outdoor concentrations. With allergies and chemical sensitivity on the rise, more people are seeking out building contractors who use materials, design techniques, and installation

practices to create healthy indoor environments. There are a variety of topics related to building biology and healthy buildings, but I would like to focus on one subject today—mold.

Mold has many implications, and most of them are unpleasant—musty odors, damp basements, moldy carpets, water leaks, and unappealing patches of fuzzy growth on soggy drywall. Mold can be hidden within walls, inside cabinets, and under flooring, and the health effects on the occupants and the structural integrity of the building can be severe. The key to mold control is moisture control.

Mold can develop in many different areas. Proper drainage around the foundation is critical and non-toxic dampproofing is an option. In some conditions, water can move up through the soil and dampen the basement floor slab. This is known as capillary action. Creating a capillary break under the slab can stop this type of moisture invasion.

Wall construction should include kiln-dried wood that is completely free of mold and mildew. Fir, spruce, or hemlock is preferred over pine where available. Preventing framing lumber from getting wet during construction is important. Any wood treatment to prevent insect and mold infestation should have low toxicity.

Building insulation in the wall cavity can have a major impact on moisture control throughout the building. The opportunity for moisture to dry out from within the walls has been reduced due to the air tightness of homes. Trapped moisture can lead to mold and wall assembly failure. Wall designs that discharge moisture from within have been around for hundreds of years. Building insulation should be moisture resistant, non-toxic, dust free, and emit no off-gasses.

Proper soffit and overhang design can keep rain off the windows and shade the summer sun while allowing the winter sun in through the windows.

Clay-based plasters can provide superior wall finish because of the remarkable hygroscopic

properties of clay and can be an alternative to drywall. Clay has the natural ability to regulate indoor humidity by absorbing moisture when the air is too humid and releasing moisture when air is dry. Natural beeswax finishes will protect the walls while maintaining its permeability.

Ideal humidity levels in a home range between 30% to 50%, although this can vary between individuals. Adequate ventilation is critical in stopping mold growth in areas that create high levels of moisture, such as kitchens, bathrooms, saunas, and pool areas. This is especially true in crawl spaces due to moist soil. Moisture in a crawl space can travel up through walls into the attic area, creating ice crystals in the winter and wet ceilings on the second floor in the spring.

If you suspect mold in your house, it is wise to contact a reputable professional to do a thorough investigation.

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



### Smart Ways TO WORK by Odette Pollar

#### Just Say a Few Words

Your boss/colleague/best friend- or perhaps I should say, ex-best friend- asks you to give a short speech. What happens? Does your heart start to pound? Do you look for a place to hide? Do you start thinking desperately about taking your vacation now so that they cannot find you in Europe? Giving a presentation can be scary, but with some preparation and planning, they can become, if not a breeze, then certainly less than a heart-stopping ordeal.

#### Before

Nothing instills confidence like competence. Being competent means that you are comfort-

able with what you are going to say, fairly assured of how the audience is going to respond and are relatively relaxed. The best way to gain confidence is to practice, practice, and practice the presentation. Whether you write out your speech and try to learn it, or whether you work from a brief outline, 3 x 5 cards, or no notes at all, practicing in advance is critical. Rehearsing lets you experience the flow and the smoothness, or not, of your transitions. It helps you identify any tongue-twisting areas. Being knowledgeable about your facts and having well organized material goes a long way toward reducing nervousness.

**Tip:** The best way to practice is out loud: in the car, the shower, into a tape recorder, or before a friend. Practicing silently can help you memorize, but it is not until you actually hear the words spoken aloud that you can identify areas over which you stumble.

To avoid the “won’t he/she ever stop talking” reaction, time the length of your presentation, and make sure that it fits within the allotted time. Your audience will appreciate it, and the meeting planner will love you for it.

**Tip:** Cut your comments so that they are 2-3 minutes shorter than your given time. It is a mystery of the universe but true, that when you get up in front of the group and give your speech, it will take 2-3 minutes longer.

Dress comfortably on the day of your presentation. Appropriate attire helps you and your audience feel comfortable. This is not the time to try out the new shoes or to wear a tie that you are not absolutely sure about. Looking good also helps radiate confidence.

Do not drink caffeine before you speak, and avoid heavy meals. If your body is trying to digest your food and giving you the “take a nap” message, it just makes your speech more difficult.

**Tip:** Drinking lukewarm beverages is better than ice water, which makes your vocal chords contract.

Learn as much as possible about the group you will be facing beforehand. If you know something about their interests and educational level, it will help you personalize your speech. If this is not a group you are familiar with, there are a number of ways to gather that information: Ask the person who requested your presenta-

tion; speak with others who have previously addressed the group; or, get the names of a few attendees in advance and call them to discuss their issues or concerns. Which option you choose is determined by the type of presentation, the length and formality and, of course, appropriateness. The goal is to reduce your chances of being surprised by an unexpected situation.

Arrive at your presentation location early. Forty-five minutes to an hour early is a good rule, and if you are using any audiovisual equipment, test it. Be sure that the overhead projector has a spare bulb, the thumb drive works in your clients’ PC and the “clicker” is in working order.

#### During

During your presentation, remember to breathe deeply, look at the audience, and smile. Most groups also enjoy humor, and rather than saying that you are nervous try something like, “This must not be stress reduction week.” The group is likely to chuckle along with you and be more receptive to what you have to say. In general, audiences want speakers to succeed. An agonizing ordeal is hard for both parties.

■ Continued on page 5

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#### CALIFORNIA CERTIFICATIONS

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# Access to Capital

## Ready to Grow Your Business?

### 3 Main Points Before You Establish Credit for Your Business

There are various factors to consider when deciding to use credit for your business. The most crucial and overlooked component is can you afford to use it? Every business's credit needs are different. Many small business owners have the misconception that if business credit is granted to them, they can afford to use it. Credit applications don't ask what your business expenses are, whether or not your business equipment is outdated and needs to be replaced soon, or if you need to hire new employees, or how much is spent on advertising each month.

So before you start applying for business credit or accept the first credit offer that comes in the mail, understand that there are three main points to consider before filling out an application.

Let's review these three key points below:

#### Business Spending Patterns

The first question to be addressed is how you intend to use your company's credit. As a business do you plan to pay off the balance owing every month, or do you anticipate carrying a balance month to month? Do you plan to use your business credit for day to day purchases, or just for unforeseen expenses?

If you plan to pay your invoices and statements in full every month, then the interest rate may not be the primary factor. You may want to look for credit with a longer grace period and no annual fee if it's a business credit card.

If you're going to carry a balance, you want the lowest rate possible. If you plan to use your credit on a day to day basis, look for a low rate along with sizable credit limits. Although there are various types of credit you can use it's essential that your payment experiences get reported to your company's credit files.

#### Interest Rate and Terms

When establishing credit in your company's name pay close attention to the APR, or annual percentage rate and terms. It's common for card issuers to offer a low introductory rate just to get you to apply for a company card. Then, the rate will adjust higher after the introductory period expires. Also, for net accounts the repayment

terms vary by supplier, and Net 30 or Net 60 are not the only options available.

#### Managing Business Credit

Once you decide on the types of credit your business needs and how you plan to use it, follow these guidelines for managing a positive business credit history:

- Only charge what your company can afford. Avoid carrying excessive debt to avoid costly interest charges.
- Pay on or ahead of the due date, and build good payment history. For non-reporters consider adding those trade references to your Dun & Bradstreet credit file.

■ Continued on page 5

THE BUSINESS OUTREACH COMMITTEE (BOC) A CONSORTIUM OF BAY AREA TRANSPORTATION AGENCIES

## MEET THE BUYERS PROCUREMENT FORUM



**FRIDAY, AUGUST 9, 2019**

**REGISTRATION: 12:30PM - 1:00PM**

**EVENT: 1:00PM - 3:00PM**

**Lower Floor, San Francisco Public Library  
Latino/Hispanic Community Room**

**100 Larkin Street, Room 602, San Francisco, CA 94102**

*(Conveniently located across from the Civic Center BART Station)*

**YOUR ATTENDANCE IS HIGHLY ENCOURAGED!**

Please RSVP at:

[https://boc\\_meetthebuyers\\_2019.eventbrite.com](https://boc_meetthebuyers_2019.eventbrite.com)

- Introduce your firm's goods, products and services
- Learn about upcoming contracting opportunities
- Network with other small businesses
- Expand your business with transit & government entities

This is an opportunity to connect small and disadvantaged businesses with procurement staff from various participating transit and transportation agencies and government entities.

Tutor Perini/O & G Joint Venture (TPOG)



## SEEKING DBE FIRMS

FOR SUBCONTRACTING OPPORTUNITIES ON THE WESTSIDE  
PURPLE LINE EXTENSION SECTION 2 PROJECT

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)



## INTERESTED IN WORKING WITH TPOG?

TPOG issues Notice of Interest (NOI) Emails to all Tutor Perini/O & G Joint Venture registered vendors notifying them of upcoming 1st tier opportunities on the project. All CUCP certified DBEs vendors based in Southern California are already registered with TPOG. Please contact us if your firm is not receiving TPOG Notices of Interest by sending a note to:

[Nareg@moderntimesinc.com](mailto:Nareg@moderntimesinc.com)

#### BONDING, LINES OF CREDIT, AND INSURANCE SUPPORT SERVICES:

TPOG is willing to assist DBE Subcontractors and suppliers in obtaining access to bonds, lines of credit and insurance. Please email Nareg Bostanian for your requests for assistance.

TPOG is soliciting in good faith all interested subcontractors as well as certified DBE firms. If you are interested in bidding or have any questions in relation to the scope, please email DBE Project Coordinator: Nareg Bostanian or visit the website below. <http://www.tpogjv4purpleline.com/index.html>



# California Sub-Bid Request Ads



(An Equal Opportunity Employer)

is seeking bids from all qualified Subcontractors and Suppliers and encourage Disabled Veteran, Disadvantaged, Minority and Women Owned Business Enterprises participation for:

**LA COUNTY RANCHO LOS AMIGOS SOUTH CAMPUS  
ISD AND PROBATION HEADQUARTERS  
Downey, California**

**Bid Date: August 23, 2019 at 2:00 PM**

Trades being solicited are Concrete, Unit Masonry, Millwork, Roofing, Metal Doors, Glass, Drywall, Tile, Acoustical Ceiling, Flooring, Painting, Signage, Specialties, Food Service Equipment, Window Treatment, Casework and Countertops, Elevators, Fire Protection, Earthwork, Paving, Fences and Gates, Planting, Water Utilities.

Please email your interest to:

[Darrell.torres@clarkconstruction.com](mailto:Darrell.torres@clarkconstruction.com) or [molly.huddleston@clarkconstruction.com](mailto:molly.huddleston@clarkconstruction.com)

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Phone: 714-429-9779  
License No. 839892



10704 Shoemaker Ave., Santa Fe Springs, CA 90670  
Tel: (562) 946-1816, Fax: (562) 946-3823  
Contact: Paul Brich | Email: [paul.brich@kiewit.com](mailto:paul.brich@kiewit.com)

**Owner: Elsinore Valley Municipal Water District.**  
**Project Name: Regional Water Reclamation Facility Upgrades; Work Order No. 75946**  
**Location: 31315 Chaney Street, Lake Elsinore, CA 92530**  
**Bid Date: August 23, 2019 at 2:00p.m.**

**Request for sub-quotes DBE, MBE, WBE, SBE, SBRA, LSAF, HUBZone**

Kiewit Infrastructure West Co. (Kiewit) is seeking sub-quotes from qualified Disadvantaged Business Enterprises (DBE) firms, including

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small

Business in Rural Area (SBRA), Labor Surplus Area Firm (LSAF), Historically Underutilized Business (HUB) firms; and all other business enterprises to perform as Subcontractors and Material Vendors/Suppliers. DBEs must provide evidence of certification by one of the following agencies prior to bid opening: The US Environmental Protection Agency (USEPA), The Small Business Administration (SBA), California Department of Transportation (Caltrans), Tribal, State and Local governments, or an independent private certifying organization.

The Regional Water Reclamation Facility Upgrade Project includes construction includes Clarifier No. 6 and associated underdrain system; secondary equalization, off-spec, and stormwater ponds; filter effluent diversion structure, off spec water return pump station; operations building expansion and retaining wall. Other work includes utility water pump station improvements, Train B filter valve actuators replacement, polymer dilution/blending units replacement, and miscellaneous improvements upgrades and modifications to the existing Operations Building, including upgrades to the HVAC system, relocation of the microbiology lab, and modifications to office space, kitchen/breakroom upgrades, and security improvements, identified as a result of a comprehensive condition assessment.

Kiewit is requesting quotes for various areas of work listed in, but not limited to, the scopes of work below:

Aggregates • utility material • dewatering • ductile iron pipe • reinforced concrete pipe • plastic pipe • asphalt paving • curbs and gutter • fences/gates/guardrails • landscaping contractors • ready mix supply • concrete reinforcing installation • concrete pumping • concrete rehabilitation • masonry work • metals • finish carpentry • building insulation • membrane roofing • flashing and sheet metal • metal doors and frames • windows • flooring • painting and coating • specialties • fire protection specialties • pre-engineered structure • plumbing fixtures and equipment • HVAC

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

This is a public works project and is subject to prevailing wage rates. Project is also financed in part by the California State Revolving Fund, but not limited to the AIS Provisions, DBE Program requirements, California Labor Code and the Davis-Bacon Act.

Responsive bidders must possess a valid California Contractor's license (as appropriate) and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Kiewit will reimburse bond premiums. Firms performing any onsite work must be signatory to the appropriate union labor agreements.

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



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

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

**THE IMPROVEMENTS OF EAST 14TH STREET  
FROM 162ND AVENUE TO 172ND AVENUE  
IN THE ASHLAND COMMUNITY, ALAMEDA  
COUNTY, CALIFORNIA**  
Specification No. 2340,  
Minority/Women-Owned Business Enterprise  
Goal Assigned is 15% MBE and 5% WBE

OWNER  
COUNTY OF ALAMEDA – 951 Turner Court,  
Room 300, Hayward, CA 94545  
**BID DATE: JULY 30, 2019 @ 2:00 P.M.**

We hereby encourage responsible participation of local Minority/Woman-Owned Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

**ADJUST IRON, CLEARING AND GRUBBING/  
DEMOLITION, COLD PLANE, CONSTRUCTION  
AREA SIGNS, DELINEATORS, ELECTRICAL,  
FABRIC/GEOSYNTHETIC PAVEMENT INTER-  
LAYER, FENCING, CONTAMINATED/HAZAR-  
DOUS MATERIAL, LANDSCAPING/IRRIGATION,  
MINOR CONCRETE, MINOR CONCRETE  
STRUCTURE, ROADSIDE SIGNS, UNIT PAVEMENT/  
STAMPED/TEXTURED PAVING, STRIPING, SUR-  
VEY/STAKING, SWPPP/WATER POLLUTION  
CONTROL PLAN PREPARATION, TEMPORARY  
EROSION CONTROL, TRAFFIC CONTROL  
SYSTEMS, UNDERGROUND, TRUCKING, WA-  
TER TRUCKS, STREET SWEEPING, IMPORTED  
BORROW, CLASS 2 AGGREGATE BASE MATE-  
RIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com> and password is f7pa55wd) or from the Owner's site at [www.ipdservices.com/clients/eastbay/index.html?alco&Show=Planroom](http://www.ipdservices.com/clients/eastbay/index.html?alco&Show=Planroom)

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

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

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



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

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

**CALTRANS ROUTE 99 - IN SACRAMENTO  
COUNTY IN AND NEAR GALT FROM DRY  
CREEK BRIDGE TO SIMMERHORN ROAD AND  
IN ELK GROVE AND SACRAMENTO FROM 0.9  
MILE SOUTH OF ELK GROVE BOULEVARD TO  
MARTIN LUTHER KING JR BOULEVARD**

Contract No. 03-0H4804,  
Federal Aid Project No. ACSB1NH-P099(637)E  
Disadvantaged Business Enterprise Goal  
Assigned is 14%

OWNER  
STATE OF CALIFORNIA  
DEPARTMENT OF TRANSPORTATION  
1727 30th Street, Bidder's Exchange, MS 26,  
Sacramento, CA 95816

**REVISED BID DATE:  
August 1, 2019 @ 2:00 P.M.**

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

**AC DIKE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, CRACK SEALING, CRASH CUSHION, ELECTRICAL, HYDROSEEDING/HYDROMULCH, LANDSCAPING & IRRIGATION, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE & TEXTURE PAVING, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS/ DELINEATORS/MARKERS, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com> and password is f7pa55wd) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php)

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

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

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

SMALL  
**BUSINESS**  
EXCHANGE



# California Sub-Bid Request Ads

**TAFT ELECTRIC COMPANY**  
 1694 EASTMAN AVENUE, VENTURA, CA 93003  
 Phone: (805) 642-0121 • Fax: (805) 650-9015  
 Contact: Tony Valentino • Email: tvalentino@taftelectric.com

Invites sub-bids from qualified **DBE** businesses for the following project:

**Agency: Antelope Valley Transit**  
**AVTA - Server Room Upgrades IFB No. 2020-01**  
**Location: 42210 6th St W, Lancaster, California**  
**BID DATE: July 30th, 2019**

**Scope of work/Trades: Electrical Equipment Procurement, Low Voltage Installation**

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disadvantaged Business Enterprise subcontractors and suppliers for project participation. Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

We Are An Equal Opportunity Employer



**431 Payran Street, Petaluma, CA 94952**  
**Phone: 707-835-2900 • Fax: 707-835-2994**  
**Contact: Kelsey Godfrey**  
**Email: bid@arntzbuilders.com**

REQUESTS QUOTATIONS FROM ALL STATE OF CALIFORNIA DGS CERTIFIED DVBE SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**CLARENDON ELEMENTARY SCHOOL MODERNIZATION AND CLASSROOM BUILDING SAN FRANCISCO, CA**  
**SFUSD Project #11899**

**BID DATE: August 13, 2019 @ 2:00pm**  
**ESTIMATE: \$14,500,000**

**Trades needed but not limited to:**

Abatement and Demo, Site Demolition, Grading and Paving, Site Utilities, Soil Pressure Grout, Concrete, Rebar, Site Concrete, Chain Link Fencing, Decorative Metal Fence, Landscape, Electrical, Structural Steel, Metal Decking, TPO Roofing, Self Adhering Sheet WP Membrane, Aluminum Storefronts, Metal Canopies, FRP Doors, Doors and Hardware, Door and Hardware Install, Auto Door Operators, Coiling Counter Doors, Overhead Folding Doors, Metal Framing and Drywall, Plaster, Weather Barrier, Insulation, Thermal Ridgid Insulation, Metal Wall and Soffit Panels, Fiber Cement Siding, Casework, Stainless Steel Casework, FRP Panel, Acoustical Ceilings and Panels, Resilient Flooring, Resinous Flooring, Ceramic Tile, Painting, Digital Wall Coverings, Fixed Louvers, Sheetmetal, HVAC, Plumbing, Fire Sprinkler, Signage, Fire Extinguisher Cabinets, Lockers, Visual Display Surfaces, Roller Shades, Stage Curtains, Toilet Accessories, Toilet Partitions

**CONTACT:**  
**Kelsey Godfrey [bid@arntzbuilders.com](mailto:bid@arntzbuilders.com)**

All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS AN EQUAL OPPORTUNITY EMPLOYER

## Main Points Before You Establish Credit for Your Business



Continued from page 3

- If you charge day-to-day business expenses such as fuel, meals, and lunch meetings, pay them in full each month. The last thing you want to do is pay interest on a lunch you had with a client.
- Monitor your company credit reports and scores regularly. Sign up for alert notifications so you can be alerted to any changes in your files as soon as possible.

By establishing business credit reports and scores; banks, lenders and suppliers will have the ability to assess the creditworthiness of your business. This will allow you to maximize your company's funding potential and credit capacity. Whether you own a startup or existing business take these three main points into careful consideration prior to beginning the business credit building process.

SOURCE: <https://www.mdba.gov>

## Just Say a Few Words

Continued from page 2

To help you connect with the audience, try not to stand behind the podium for the entire presentation. Walk out and toward the audience. Finding a friendly face to focus on is also helpful. If you use notes, feel free to refer to them, but don't read from them. With rare exceptions, a read speech is a boring speech.

Tip: If you are nervous, holding your notes will call attention to shaking hands. Ask for a table on which you can lay them down.

Remember that some nervousness is beneficial. It helps keep you alert. As Marilyn Snyder, of Snyder and Associates, a communications company based in Oakland, California, says: "If you can't get rid of the butterflies in your stomach, at least get them to fly in formation."

Odetta Pollar is a nationally known speaker, author, and consultant. President of the management consulting firm, Smart Ways to Work based in Oakland, CA, her most recent book is Surviving Information Overload. Email to share your comments, questions and suggestions: [odette@SmartWaysToWork.com](mailto:odette@SmartWaysToWork.com).

Visit us at: [www.smartwaystowork.com](http://www.smartwaystowork.com)  
 call: 1-800-599-8463.



**O.C. Jones & Sons, Inc.**  
 1520 Fourth Street • Berkeley, CA 94710  
 Phone: 510-526-3424 • FAX: 510-526-0990  
 Contact: Donat Galicz & Jason Martin

REQUEST FOR MBE/WBE SUBCONTRACTORS AND SUPPLIERS FOR:  
**The Improvements of East 14th Street from 162nd Avenue to 172nd Avenue In the Ashland Community County of Alameda Public Works Agency**  
**REVISED BID DATE: August 13, 2019 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Construction Surveying, Traffic Control, Construction Area Signs, Flashing Arrow Signs, Delineators, Temporary Business Entry Signs, Temporary Railing, Portable Changeable Message Sign, Project Funding Identification Signs, Disposal of Contaminated Soils, Clearing & Grubbing, Tree Protective Fencing, Imported Borrow, Milling (Cold Plane Asphalt Concrete Pavement), Adjust Utilities to Grade, Geosynthetic Pavement Interlayer (Pavement Fabric), Minor Concrete, Reinforced Concrete Bioretention Tie-Beam, Reinforced Concrete Pipe, Concrete Backfill, Bioretention Areas, Storm Drain Manhole, Sidewalk Curb Drain, Curb Drain Boxes, Bioretention Areas, Storm Drain Cleanouts, Standard Concrete Monument, Monument Preservation, Thermoplastic Striping & Marking, Painted Curb, Roadside Signs, Fencing, Sewer Main, Sanitary Sewer Manhole, SWPPP, Sweeping, Traffic Signal & Lighting System, Decorative Pedestrian Light & Foundation, Fiber Optic Cable, Solar Rectangular Rapid Flashing Beacon System, Electrical, Planting & Irrigation, Site Furnishings, Pavers, Pedestrian Barrier, Traffic Control Plans, Biologist, Bird Survey, and Construction Materials

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage MBE/WBE Participation. Plans & Specs are available for viewing at our office.



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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:  
**Cold Place AC Pavement And RHMA Overlay Hwy 99 Sacramento Caltrans #03-0H4804**  
**REVISED BID DATE: August 1, 2019 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion, Lead Compliance Plan, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Treated Wood Waste, Clearing & Grubbing, Dust Palliative, Shoulder Backing, Decomposed Granite, Wood Mulch, Irrigation, Hydroseed, Asphaltic Emulsion, Crack Treatment, Data Core, AC Dike, Tack Coat, Cold Plane AC, CIDH Concrete Pile, Structural Concrete, Minor Concrete, Sign Structure, Adjust Utilities to Grade, Rock Slope Protection, Pre/Post Construction Surveys, Misc. Iron & Steel, Delineators, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Single Thrie Beam Barrier, Transition Railing, Alternative In-Line Terminal System, Crash Cushion, Striping & Marking, Rumble Strip, Locating & Mapping Underground Facilities, Modify Existing Electrical System, and Construction Materials

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).



SKANSKA • TRAYLOR • SHEA

Skanska-Traylor-Shea JV of 5055 Wilshire Blvd, Suite 700, Los Angeles, CA requests sub-bid quotes from all interested firms, including certified DBE's for Glass and Glazing on the **Westside Subway Extension Section 1 project. Owner: LACMTA (Metro). Contract No. C1045 RFP No. 089WS. Bid Date: August 16, 2019 at 2:00pm.**

Plans & Specs can be viewed at our office Monday - Friday 7am to 4pm (call for appointment) or downloaded free at: <https://skanskausa.sharefile.com/i/7fbd1a1982b4d938>

Should you have any questions or desire to quote on this project, please contact Erika Barajas, DBE Compliance Coordinator at 323.852.4220 or [erika.barajas@skanska.com](mailto:erika.barajas@skanska.com). Assistance in bonding, insurance, lines of credit or obtaining equipment, supplies and materials is available upon request. This advertisement is in response to Metro's DBE program. Skanska-Traylor-Shea JV intends to conduct itself in good faith with DBE firms regarding participation on this project. More info about this project is available at [www.skanska-traylor-shea.com](http://www.skanska-traylor-shea.com). Skanska-Traylor-Shea JV is an EEO/AA/Vet/Disability Employer.



# Success Stories

## Cool Earth Solar



**Cool Earth Solar installed a 451 kW SunPower solar system at ATUM**

ATUM, a Biotechnology company, selected Cool Earth Solar to design and construct a 451 kW solar system for their bio-engineering and research facility in Newark, CA. Their small parking lot, limited roof space, and high energy consumption highlighted the benefits of offering SunPower products to our customers.

Photo Credit By <https://www.coolearthsolar.com/>

[ Article was originally posted on <https://www.acsbdc.org/story/311> ]

*“SBDC’s knowledge and experience with SBIR grants has been instrumental in our ability to win both SBIR Phase I grants. With their continued assistance, we hope to win Phase II awards and Phase III awards with both these grants. The SBDC encouraged us to reach out to LLNL and develop that relationship. In addition, they prompted us to write a white paper geared to first customers that became the body of the grant proposal to the California Energy Commission. We owe much of our success with these grants to the experience, knowledge and cheerful assistance of the SBDC.”*

### BACKGROUND

Cool Earth Solar (Cool Earth) is an innovative start-up company whose fundamental technology uses an inflatable plastic film to concentrate sunlight onto a photovoltaic (PV) solar cell. With these concentrators, Cool Earth PV cells generate over 1,000 times the electricity of non-concentrated PV cells.

In addition, Cool Earth is developing a complementary technology – a solar meteorological station (met station) that provides highly accurate measurements of solar radiation at a low price point and with minimal maintenance. A network of these inexpensive met stations produces the data required to develop the highly accurate solar generation forecasts needed by utilities, solar operators, and government agencies such as NOAA.

### CHALLENGES

With both the concentrator and met station technologies proven in early field prototypes, Cool

Earth faced the challenge of deploying systems at a scaled demonstration site, and ultimately entering the marketplace. With tight budgets, Cool Earth needed grants that fit into the product development schedule.

In order to improve the quality of their grant applications, Cool Earth reached out to SBDC experts for advice and mentoring in this process.

In addition, Cool Earth sought assistance in improving their go-to-market strategies and tactics, specifically in how to engage with potential partners and first customers.

### ACTIONS

Cool Earth Solar was fortunate to have met two SBDC Business Advisors at an iHub seminar on Small Business Innovation Research Grants from the federal government.

After numerous consultations with both SBDC and TFG consultants, Cool Earth significantly improved the quality of their grant application both for SBIR and other granting organizations.

In addition, the SBDC significantly enhanced Cool Earth’s go-to-market efforts for the met station and forecasting business.

### RESULTS

Cool Earth Solar won two \$150,000 SBIR Phase I grants from the U.S. Department of Energy. The first one was granted in 2012 to show the feasibility of Cool Earth’s concentrated-photovoltaic technology using innovative optics and multi junction solar cells. This allowed Cool Earth to develop a field-deployable prototype.

The second \$150,000 SBIR Phase I, funded in February 2013 was for developing a medium

concentrating system that uses more commonly available silicon solar cells.

Cool Earth also won a \$1,732,000 grant from the California Energy Commission to develop and deploy 100kW of solar concentrators; erect 12 met stations; and develop algorithms to convert data from the met stations into solar resource forecasts. This will allow Cool Earth met station customers, such as utilities, to optimize manage-

ment of the electrical grid. Commercial clients may also combine this information with smart building software to improve building energy management. Cool Earth will be working with Lawrence Livermore National Labs (LLNL) to develop the complex algorithms for the accurate solar forecasts required by potential customers.

**SOURCE:** <https://www.acsbdc.org/story/311>



Photo Credit By <https://www.coolearthsolar.com/>



# Workforce Development

## Instacart, the Gig Economy, and Doubling Down on Algorithmic Bias

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

By Paul Goodman,

Gig economy firms like Instacart, and most tech companies, fail to recognize implicit bias. So their algorithms often discriminate against people of color. With thirty-one percent of Hispanic adults and 27 percent of African American adults earning money through the gig economy, compared to 21 percent of White adults; this is certainly a racial justice issue.

### Doubling Down on Algorithmic Bias and the Implications for Workers of Color

Here at Greenlining, we spend a lot of time thinking about the gig economy—ride services like Uber and Lyft, food delivery services like Caviar and DoorDash, home rental services like AirBNB, and the grocery delivery company Instacart. Most of us don't often think about the gig economy as a racial justice issue, but we should: Thirty-one percent of Hispanic adults and 27 percent of African American adults earn money through the gig economy, compared to 21 percent of White adults.

For the most part, we're not fans of the gig economy. Multiple studies show that the gig economy is bad for traffic, bad for the environment, bad for small businesses, and bad for workers. Really bad for workers. Lately, there has been a deluge of articles discussing how gig companies abuse workers by improperly classifying their workers as independent contractors. While this is certainly the highest-profile example of treating gig workers unfairly, it's by far not the only example. Gig companies have been accused of stealing workers' tips, blocking the creation of worker unions, and, as recently reported by Bloomberg, forcing workers to take jobs that aren't worth it.

That Bloomberg article is worth a read. It describes how Instacart makes it very hard to decline a job and punishes you if you do so. Instacart doesn't give workers a "cancel" or "decline" option in the app—rather, the worker has to listen to four minutes of beeping before the app cancels the job. Additionally, the Instacart app tracks how often a worker declines a delivery, and if the

worker declines too many, the app will stop offering the worker more desirable jobs, or even cancel a worker's shift entirely. It's important to note that this entire process is automated—the app uses an algorithm to decide which jobs a worker gets, or whether to cancel a worker's shift. There's no human review of those decisions, which results in, for example, a worker getting dinged for rejecting jobs because their car broke down.

I suppose it's nice that Instacart is thinking about ways to address the flaws in its algorithm. However, the idea of using customer reviews to decide which workers get more desirable jobs demonstrates that Instacart hasn't thought about racial equity at all. The company is ignoring the fact that customers have consistently discriminated against workers of color. For example, taxicab customers consistently tip black drivers less than white drivers, and many consumers will rate workers of color lower than white workers even if the workers are providing identical levels of service. This is what's known as the bias blind spot—people don't acknowledge that they could be biased. If Instacart makes this proposed change, it's almost certain that the Instacart app will assign workers of color less desirable jobs and cancel their shifts more frequently—a fact that should make company lawyers very, very nervous.

This whole saga is grounded in a very simple fact about tech companies, a fact that has huge implications for the gig economy: For all their talk about "judging purely on merit," or using "data-driven decision-making," they are particularly terrible at acknowledging implicit bias—unconscious attitudes or stereotypes about people. Instacart's current algorithm suffers from what's commonly known as automation bias—the fact that people think automated or computerized decisions are more reliable than decisions by humans. By changing to a system based on customer reviews, the company would be falling prey to the "bias blind spot"—the failure to acknowledge that customers are tainted by bias, and that those customers' reviews are therefore biased as well. Instacart's solution is, in a nutshell, to solve problems with their app by adding more bias. Instacart, like virtually every other tech and gig economy company, should know better.

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**SOURCE:** <http://greenlining.org/blog/2019/instacart-the-gig-economy-and-doubling-down-on-algorithmic-bias/>

**Instacart's gotten some heat for these practices, and the company says it's taking steps to make things better. The Bloomberg article includes this statement:**

### Bloomberg Businessweek

contact support staff to get it removed, and the company says it will do so in cases like car trouble or illness. The reliability incidents go away over a 30-day period and don't lead to workers being permanently banned, according to Instacart, which is also testing a version of the early access system based on customer reviews of a worker's deliveries rather than hours worked.

**If Instacart makes this proposed change, it's almost certain that the Instacart app will assign workers of color less desirable jobs and cancel their shifts more frequently—a fact that should make company lawyers very, very nervous.**

## 5 Key Traits of Credit-savvy Business Owners

By Marco Carbajo,

**In the world of business, credit plays an integral role at every stage of a company's existence. It is a part of your company's financial power.**

In the world of business, credit plays an integral role at every stage of a company's existence. It is a part of your company's financial power. Credit helps your business get the working capital it needs now, such as a line of credit or a business credit card, based on your promise to pay later.

Working to improve your knowledge of credit helps ensure you will qualify for it when your

company needs it. Although there are many types of personal and business credit, the two most common types are installment loans and revolving credit.

An installment loan provides a set amount of money loaned to your company to be used for a business purpose.

Revolving credit, such as a business credit card, is a line of credit you can continue to keep using after paying it off. As long as the outstanding balance stays under the credit limit, you can make additional purchases up to the credit limit.

For credit savvy business owners, having a firm and knowledgeable understanding of credit plays an essential role in the success of their business. Regardless of a business owner's background, becoming more credit savvy is possible by studying and adopting certain qualities and traits.

**Here are 5 key traits of credit-savvy business owners:**

**They are determined** – Once they decide to do something, they will not let anything or anyone prevent them from accomplishing it. From learning how to better manage their company's

finances to exploring alternative financing strategies. This determination allows them to achieve results no matter what obstacle or challenge they may face.

**They are proactive** – They take the time to invest in their credit education. They learn, study and research personal and business credit, including information about funding programs, credit products, and credit ratings. When you have an understanding of what options are available, you can make well-informed business decisions related to your company's finances.

■ **Continued on page 11**



# Public Legal Notices

**OAKLAND UNIFIED SCHOOL DISTRICT**

Oakland Unified School District  
Department of Facilities Planning and Management  
955 High Street Oakland CA 94601

**REQUEST FOR QUALIFICATIONS  
AND PROPOSALS (RFQ/P)**

Structural Engineering Services for  
Central Administrative Center  
at the Cole Campus (1011 Union Street, Oakland, CA)  
and for Small Projects at Various School Sites

July 24, 2019 (Issued)

Responses must be received  
August 16, 2019, no later than 2:00 p.m.

The Oakland Unified School District ("District") is requesting proposals from experienced firms, partnerships, corporations, associations, persons or professional organizations ("Consultants") to provide structural engineering services associated with the existing buildings on the Cole campus and for future school projects.

Interested firms are invited to submit a completed Statement of Qualifications ("SOQ") along with the Fee Proposal (collectively "RFQ/P Packet") as described below, with one (1) unbound original, five (5) bound copies and a PDF version on a flash drive of requested materials to:

Oakland Unified School District  
Tadashi Nakadegawa, Acting Executive Director  
Department of Facilities Planning and Management  
955 High Street, Oakland, CA 94601

Oral, telegraphic, facsimile, telephone or email RFQ/P Packets will not be accepted. RFQ/P Packets received after this date and time will not be accepted and returned unopened. The District reserves the right to waive any informalities or irregularities in the RFQ/P Packets. The District also reserves the right to reject any and all RFQ/P Packets and to negotiate contract terms with one or more Respondents.

If you have any questions regarding this RFQ/P please email Kenya Chatman, Acting Director at [kenya.chatman@ousd.org](mailto:kenya.chatman@ousd.org), and cc: to Colland Jang, School Facilities Planning Consultant at [colland.jang@ousd.org](mailto:colland.jang@ousd.org).

**LOCAL, SMALL LOCAL AND SMALL LOCAL RESIDENT BUSINESS ENTERPRISE PROGRAM** The Local Business Utilization Policy requires that there is a mandatory fifty percent (50%) LBU participation with a 25% or less Local Business (LBE) participation and a 25% or more Small Local or Small Local Resident Business (SLBE/SLRBE) participation for all capital program/construction-related contracts and professional services agreements. The full version of OUSD's latest Local, Small Local and Small Local Resident Business Enterprise Program can be found by going to the OUSD home page: [ousd.org](http://ousd.org) > Offices and Programs > Facilities Planning & Management Department > For Contractors and Developers > Bids and Requests for Proposals > Bid Information > 2014 Amendment to Local Business Participation Policy.

**OAKLAND UNIFIED SCHOOL DISTRICT**

Oakland Unified School District  
Department of Facilities Planning and Management  
955 High Street Oakland CA 94601

**REQUEST FOR QUALIFICATIONS  
AND PROPOSALS (RFQ/P)**

Stormwater Pollution Prevention Plan (SWPPP)  
Consulting Services  
for Central Administrative Center  
at Cole Campus (1011 Union Street, Oakland, CA)  
and for Various School Sites

July 24, 2019 (Issued)

Responses must be received  
August 16, 2019, no later than 2:00 p.m.

The Oakland Unified School District ("District") is requesting proposals from experienced firms, partnerships, corporations, associations, persons or professional organizations ("Consultants") to provide stormwater pollution prevention plan (SWPPP) consulting services associated with the demolition of existing buildings, construction of a new office building and site development on the Cole campus and for future school projects.

Interested firms are invited to submit a completed Statement of Qualifications ("SOQ") along with the Fee Proposal (collectively "RFQ/P Packet") as described below, with one (1) unbound original, five (5) bound copies and a PDF version on a flash drive of requested materials to:

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Oral, telegraphic, facsimile, telephone or email RFQ/P Packets will not be accepted. RFQ/P Packets received after this date and time will not be accepted and returned unopened. The District reserves the right to waive any informalities or irregularities in the RFQ/P Packets. The District also reserves the right to reject any and all RFQ/P Packets and to negotiate contract terms with one or more Respondents.

If you have any questions regarding this RFQ/P please email Kenya Chatman, Acting Director at [kenya.chatman@ousd.org](mailto:kenya.chatman@ousd.org), and cc: to Colland Jang, School Facilities Planning Consultant at [colland.jang@ousd.org](mailto:colland.jang@ousd.org).

**LOCAL, SMALL LOCAL AND SMALL LOCAL RESIDENT BUSINESS ENTERPRISE PROGRAM** The Local Business Utilization Policy requires that there is a mandatory fifty percent (50%) LBU participation with a 25% or less Local Business (LBE) participation and a 25% or more Small Local or Small Local Resident Business (SLBE/SLRBE) participation for all capital program/construction-related contracts and professional services agreements. The full version of OUSD's latest Local, Small Local and Small Local Resident Business Enterprise Program can be found by going to the OUSD home page: [ousd.org](http://ousd.org) > Offices and Programs > Facilities Planning & Management Department > For Contractors and Developers > Bids and Requests for Proposals > Bid Information > 2014 Amendment to Local Business Participation Policy.

**OAKLAND UNIFIED SCHOOL DISTRICT**

Oakland Unified School District  
Department of Facilities Planning and Management  
955 High Street Oakland CA 94601

**REQUEST FOR QUALIFICATIONS  
AND PROPOSALS (RFQ/P)**

Commissioning Services  
for Central Administrative Center  
at Cole Campus (1011 Union Street, Oakland, CA)  
and for Various School Sites

July 24, 2019 (Issued)

Responses must be received  
August 16, 2019, no later than 2:00 p.m.

The Oakland Unified School District ("District") is requesting proposals from experienced firms, partnerships, corporations, associations, persons or professional organizations ("Consultants") to provide commissioning services associated with the design and construction of a new office building and site development at the Cole Campus and for future school projects.

Interested firms are invited to submit a completed Statement of Qualifications ("SOQ") along with the Fee Proposal (collectively "RFQ/P Packet") as described below, with one (1) unbound original, five (5) bound copies and a PDF version on a flash drive of requested materials to:

Oakland Unified School District  
Tadashi Nakadegawa, Acting Executive Director  
Department of Facilities Planning and Management  
955 High Street, Oakland, CA 94601

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**OAKLAND UNIFIED SCHOOL DISTRICT**

Oakland Unified School District  
Department of Facilities Planning and Management  
955 High Street Oakland CA 94601

**REQUEST FOR QUALIFICATIONS  
AND PROPOSALS (RFQ/P)**

Geotechnical and Geohazard Consulting Services  
for Central Administrative Center  
at Cole Campus (1011 Union Street, Oakland, CA)  
and for Various School Sites

July 24, 2019 (Issued)

Responses must be received  
August 16, 2019, no later than 2:00 p.m.

The Oakland Unified School District ("District") is requesting proposals from experienced firms, partnerships, corporations, associations, persons or professional organizations ("Consultants") to provide geotechnical and geohazard consulting services associated with the construction of a new office building and site development at the Cole Campus and for future school projects.

Interested firms are invited to submit a completed Statement of Qualifications ("SOQ") along with the Fee Proposal (collectively "RFQ/P Packet") as described below, with one (1) unbound original, five (5) bound copies and a PDF version on a flash drive of requested materials to:

Oakland Unified School District  
Tadashi Nakadegawa, Acting Executive Director  
Department of Facilities Planning and Management  
955 High Street, Oakland, CA 94601

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If you have any questions regarding this RFQ/P please email Kenya Chatman, Acting Director at [kenya.chatman@ousd.org](mailto:kenya.chatman@ousd.org), and cc: to Colland Jang, School Facilities Planning Consultant at [colland.jang@ousd.org](mailto:colland.jang@ousd.org).

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## EPA Receives 51 Requests Totaling Over \$6 Billion for Third Round of WIFIA Funding

In response to the U.S. Environmental Protection Agency's (EPA) third Notice of Funding Availability, the agency received 51 letters of interest, collectively requesting \$6.6 billion in Water Infrastructure Finance and Innovation Act (WIFIA) funding. This exceeds the \$6 billion that EPA is offering, demonstrating the critical need for investment in our nation's water infrastructure and strong interest in the WIFIA program.

"Since the WIFIA program's inception in 2017, EPA has received requests totaling \$21.7 billion for water infrastructure projects across the country – evidence of the urgent need to modernize our nation's infrastructure," said EPA Administrator Andrew Wheeler. "Through WIFIA, EPA is playing a critical role in President Trump's efforts to upgrade our nation's infrastructure in a manner that improves public health and environmental

protections while creating good, local jobs. In 2019 alone, WIFIA could support the creation of up to 180,000 jobs and improve water quality for millions of Americans."

Following a landmark 2018 program year, in which EPA received 62 letters of interest and invited 39 projects to apply for WIFIA loans, the agency received 51 new letters of interest for 2019. EPA is offering \$6 billion in loans

that would help fund approximately \$12 billion in water infrastructure projects. The agency received letters from prospective borrowers located in 21 states, including 6 states for which no borrower had previously sought WIFIA loans. This brings the total number of states where WIFIA loans have been requested to 35, plus the District of Columbia and Guam.

■ Continued on page 9



# Public Legal Notices

## OAKLAND UNIFIED SCHOOL DISTRICT

Oakland Unified School District  
Department of Facilities Planning and Management  
955 High Street Oakland CA 94601

### REQUEST FOR QUALIFICATIONS AND PROPOSALS (RFQ/P)

**Hazardous Material Abatement  
Consulting Services  
for Central Administrative Center  
at Cole Campus (1011 Union Street, Oakland, CA)  
and for Various School Sites**

July 24, 2019 (Issued)

**Responses must be received  
August 16, 2019, no later than 2:00 p.m.**

The Oakland Unified School District ("District") is requesting proposals from experienced firms, partnerships, corporations, associations, persons or professional organizations ("Consultants") to provide hazardous material abatement consulting services associated with the demolition of existing buildings on the Cole Campus and for future school projects.

Interested firms are invited to submit a completed Statement of Qualifications ("SOQ") along with the Fee Proposal (collectively "RFQ/P Packet") as described below, with one (1) unbound original, five (5) bound copies and a PDF version on a flash drive of requested materials to:

Oakland Unified School District  
Tadashi Nakadegawa, Acting Executive Director  
Department of Facilities Planning and Management  
955 High Street, Oakland, CA 94601

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If you have any questions regarding this RFQ/P please email Kenya Chatman, Acting Director at kenya.chatman@ousd.org, and cc: to Colland Jang, School Facilities Planning Consultant at colland.jang@ousd.org.

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



## SAN FRANCISCO BAY AREA RAPID TRANSIT DISTRICT

### PUBLIC NOTICE: BAY AREA RAPID TRANSIT DISTRICT

The San Francisco Bay Area Rapid Transit District (District) has updated its proposed Triennial Disadvantaged Business Enterprise (DBE) goal for Federal Transit Administration (FTA) assisted projects during fiscal years 2020 through 2022 (October 1, 2019 - September 30, 2022).

The District will achieve its DBE goal using race and gender-conscious measures, as well as race and gender-neutral measures. The District proposes an overall goal of 16% for FFY 2020-2022 for FTA-assisted projects, of which 10% is race-conscious and 6% is race-neutral.

If you would like to provide comment on the District's proposed Triennial DBE goal, please send your comments to Office of Civil Rights Program Manager Joseph Towner:

Email: JTowner@bart.gov  
Fax: (510) 464-7585  
Mail: 300 Lakeside Drive, 16th Floor, Oakland, CA 94612

Website: bart.gov/about/business/ocr/7/25/19

CNS-3275954#  
SMALL BUSINESS EXCHANGE

## Third Round of WIFIA Funding

Continued from page 8

For the first time, EPA announced water reuse and recycling as a WIFIA priority and several prospective borrowers submitted letters of interest to implement such projects. The funding requests also cover a wide variety of other topics, including wastewater, drinking water, desalination, stormwater management and combined approaches. The majority of prospective borrowers are municipal government agencies, while other prospective borrowers include small communities, public-private partnerships and corporations. As the next step in this competitive process, EPA will evaluate the letters for project eligibility, credit worthiness, engineering feasibility and alignment with WIFIA's statutory and regulatory criteria. The agency will then identify projects it intends to finance and invite those selected entities to submit formal applications this fall. See the full list of letters of interest submitted here - <https://www.epa.gov/wifia/wifia-letters-interest>

SOURCE:

<https://www.epa.gov/newsreleases/epa-receives-51-requests-totaling-over-6-billion-third-round-wifia-funding>



## Mayor Garcetti and Councilmember Buscaino announce agreement between ILWU, APMT, and PMA

Continued from page 1

tion, but the beginning and I am calling for the City of Los Angeles to create a Blue Ribbon Commission on the future of work and automation in our city. We must prepare for the future today because as this fight has shown the future is already here."

"The ILWU, PMA, and APM Terminals are at the front lines of what the future of work will be in California," said Julie A. Su, California Labor Secretary. "This agreement demonstrates what is possible when labor and high-road employers plan together for their future, partner on training that meets the demand for new skills, career mobility, and competitiveness, and commit to jobs that guarantee economic security for California's working people."

The workforce training program will provide maintenance, repair, up-skill and re-skill training for up to 900 registered longshore workers and mechanics. The ILWU and APM Terminals agreement calls for the ILWU mechanics to begin familiarization and training of the new APM equipment in the coming weeks as it begins a modernization project on its terminal. APM Terminals has agreed to defer additional automated-related projects until at least July 1, 2022.

The workforce training program will be developed in close cooperation with the ILWU Local 13 and PMA, and a location at the Port of Los Angeles for a permanent longshore training complex will soon be identified.

"I'm pleased that we can begin the much-needed training that moves the cargo in and out of the nation's busiest port complex," said Ray Familathe, President of ILWU Local 13. "This is a bit-

tersweet transition for our members as we move forward with the extremely challenging issues that affect jobs and our local community. It's also important that the Blue Ribbon Commission takes a hard look at the challenging issues and comes up with concrete recommendations."

"This agreement calls for a comprehensive, fully-paid training program to re-skill and up-skill longshore workers to equip them for the next generation of work on the waterfront," said Jim McKenna, CEO of the Pacific Maritime Association. "This will help longshore workers prepare for the port jobs of the future."

"We believe that it is critical to the continued success of the Port of Los Angeles that the ILWU is trained for the jobs of the future," APM Terminals said in a statement. "As we prepare to modernize Pier 400, we are glad to be working in partnership with the ILWU on implementing a training program that complements the changes at Pier 400."

"These agreements, along with the formation of a commission that will tackle these issues in-depth, are significant steps forward and shows that common ground can be found," said Port of Los Angeles Executive Director Gene Seroka. "I'm grateful to our stakeholders for sticking with these months of negotiations and thankful to Mayor Garcetti for facilitating the dialogue."

In 2018, the Port of Los Angeles moved more cargo than at any time in its 111-year history — nearly 9.5 million Twenty-Foot Equivalent Units (TEUs), 1.2 percent more than 2017's record-breaking year. It was the third consecutive year of record-breaking volumes.

SOURCE: [www.lamayor.org](http://www.lamayor.org)

## 3 reasons subcontractors should follow up on bids

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

By McKenzie Gregory,

Today's subcontractors are busier than ever. With a seemingly endless to-do list to work through, it's easy for smaller tasks like follow-ups to get lost in the shuffle.

But if you think follow-ups aren't worth your time, think again. When your team puts the effort into creating a proposal for a job, it's important that you close the loop with the general contractor. After all, a better follow-up process can help reduce the number of jobs you never hear back about — meaning more jobs won, or at least more valuable feedback gathered for next time.

Here are the top three reasons why you should develop a process for follow-ups.

### 1. Improve your relationships with general contractors

Many general contractors have their own process for following up on invitations to bid. They spend hours calling and emailing subcontractors before and after they submit their proposals, but here's the thing: general contractors are busy, too, and follow-ups can fall off their to-do list just as easily as yours.

When you take ownership of the follow-up process, you prove to general contractors that you're easy to work with, a good communicator, and on top of your stuff. General contractors want to work with subcontractors who make their lives easier, so it's a great way to differentiate yourself in a competitive environment.

### 2. Increase hit rates by getting feedback to make revisions

It's unlikely that a general contractor will reach out themselves to give you feedback on a bid or let you know what you need to do to make it more competitive. However, when you follow up and ask if they've gotten a chance to review your proposal, it also gives you the opportunity to ask if they'd like you to make any revisions. Again, these guys are busy, so take the initiative to ensure your proposal hits all the right marks.

Even if you discover someone else already won the job, the general contractor may be willing to provide feedback that helps you win the next one. The more information you can get after each proposal, the more focused and strategic you'll become over time.

Continued on page 11

# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387247-00

Fictitious Business Name(s):  
**660 Maintenance Services, LLC.**  
Address  
**4309 Lisa Drive, Union City, CA 94587**  
Full Name of Registrant #1  
**660 Maintenance Services, LLC. (CA)**  
Address of Registrant # 1  
**4309 Lisa Drive, Union City, CA 94587**

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 **07/18/19**

Signed: **Thelma Orias**

This statement was filed with the County Clerk of San Francisco County on **07/18/19**

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

Filed: **Mariedyne L. Argente**  
**Deputy County Clerk**  
**07/18/2019**

**07/25/19 + 08/01/19 + 08/08/19 + 08/15/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387235-00

Fictitious Business Name(s):  
**Amber Lokatys Photography**  
Address  
**168 Hyde Street, Ste. 201, San Francisco CA, 94102**  
Full Name of Registrant #1  
**Amber Nicole Lokatys**  
Address of Registrant # 1  
**168 Hyde Street, Ste. 201, San Francisco CA, 94102**

This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **July 5, 2019**

Signed: **Amber Lokatys**

This statement was filed with the County Clerk of San Francisco County on **07/18/19**

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**  
**07/18/2019**

**07/25/19 + 08/01/19 + 08/08/19 + 08/15/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387108-00

Fictitious Business Name(s):  
**BELLO**  
Address  
**4081 24th Street, San Francisco, CA 94114**  
Full Name of Registrant #1  
**Gary Fusco**  
Address of Registrant # 1  
**242 Mangels Avenue, 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 **N/A**

Signed: **Gary Fusco**

This statement was filed with the County Clerk of San Francisco County on **07/08/19**

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

Filed: **Mariedyne L. Argente**  
**Deputy County Clerk**  
**07/08/2019**

**07/18/19 + 07/25/19 + 08/01/19 + 08/08/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386831-00

Fictitious Business Name(s):  
**BQ Beauty Salon**  
Address  
**2250A Mission Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Juan Melgar Inestroza**  
Address of Registrant # 1  
**605 Italy Avenue, San Francisco, CA 94112**

This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06/07/19**

Signed: **Juan Melgar**

This statement was filed with the County Clerk of San Francisco County on **06/07/2019**

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**06/07/2019**

**07/03/19 + 07/11/19 + 07/18/19 + 07/25/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387042-00

Fictitious Business Name(s):  
**DYNASTY NAILS**  
Address  
**107 Stevenson Street, San Francisco, CA 94105**  
Full Name of Registrant #1  
**Hai D. Ho**  
Address of Registrant # 1  
**2209 Kenry Way, South San Francisco, CA 94080**

This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07/01/2019**

Signed: **Hai Dong Ho**

This statement was filed with the County Clerk of San Francisco County on **07/01/19**

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**  
**07/01/2019**

**07/11/19 + 07/18/19 + 07/25/19 + 08/01/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387133-00

Fictitious Business Name(s):  
**MONSTERA GOLD**  
Address  
**875 Indiana Street #324, San Francisco, CA 94107**  
Full Name of Registrant #1  
**Shaochen Wu**  
Address of Registrant # 1  
**875 Indiana Street #324, San Francisco, CA 94107**

This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07/01/2019**

Signed: **Shaochen Wu**

This statement was filed with the County Clerk of San Francisco County on **07/09/19**

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**  
**07/09/2019**

**07/11/19 + 07/18/19 + 07/25/19 + 08/01/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387092-00

Fictitious Business Name(s):  
**RIVERA**  
Address  
**2790 Mission Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Ailin Amariliz Rivera**  
Address of Registrant # 1  
**2790 Mission Street, San Francisco, CA 94110**

This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07/02/2019**

Signed: **Ailin Rivera**

This statement was filed with the County Clerk of San Francisco County on **07/03/19**

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**  
**07/03/2019**

**07/11/19 + 07/18/19 + 07/25/19 + 08/01/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387105-00

Fictitious Business Name(s):  
**SHUN YI ASSOCIATION**  
Address  
**815 Clay Street, 4th Floor, San Francisco, CA 94108**  
Full Name of Registrant #1  
**Lung Donn Chan**  
Address of Registrant # 1  
**815 Clay Street, 4th Floor, San Francisco, CA 94108**

This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07/05/2019**

Signed: **Lung Donn Chan**

This statement was filed with the County Clerk of San Francisco County on **07/05/19**

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

Filed: **Mariedyne L. Argente**  
**Deputy County Clerk**  
**07/05/2019**

**07/11/19 + 07/18/19 + 07/25/19 + 08/01/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387276-00

Fictitious Business Name(s):  
**SF EXPRESS**  
Address  
**736 Larkin Street, San Francisco, CA 94109**  
Full Name of Registrant #1  
**Nga T. Van**  
Address of Registrant # 1  
**736 Larkin 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 **Not Applicable**

Signed: **Nga T. Van**

This statement was filed with the County Clerk of San Francisco County on **07/22/19**

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**  
**07/22/2019**

**07/25/19 + 08/01/19 + 08/08/19 + 08/15/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387217-00

Fictitious Business Name(s):  
**The Bushwick**  
Address  
**800 Bush Street, San Francisco, CA 94108**  
Full Name of Registrant #1  
**Jeanne M. Mazéris**  
Address of Registrant # 1  
**55 Anzavista Avenue, San Francisco, CA 94115**

This business is conducted by **An Individual.**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07/01/19**

Signed: **Jeanne M. Mazéris**

This statement was filed with the County Clerk of San Francisco County on **07/08/19**

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**  
**07/16/2019**

**07/25/19 + 08/01/19 + 08/08/19 + 08/15/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387258-00

Fictitious Business Name(s):  
**SUIE BROWS SALON**  
Address  
**2088 Mission Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Acharya Associates, LLC (CA)**  
Address of Registrant # 1  
**2207 Bonar Street #D, Berkeley, CA 94702**

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 **07/01/19**

Signed: **Gopal Acharya**

This statement was filed with the County Clerk of San Francisco County on **07/19/19**

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**  
**07/19/2019**

**07/25/19 + 08/01/19 + 08/08/19 + 08/15/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387225-00

Fictitious Business Name(s):  
**Lady Victory**  
Address  
**360 Ritch Street, San Francisco, CA 94107**  
Full Name of Registrant #1  
**Ram & Pig Productions, LLC (CA)**  
Address of Registrant # 1  
**360 Ritch Street, San Francisco, CA 94107**

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 **07/12/19**

Signed: **Deanna Sison**

This statement was filed with the County Clerk of San Francisco County on **07/17/19**

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**  
**07/17/2019**

**07/25/19 + 08/01/19 + 08/08/19 + 08/15/19**

## FICTITIOUS BUSINESS NAME STATEMENT

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387316-00

Fictitious Business Name(s):  
**MASALA DOSA**  
Address  
**1375 9th Avenue, San Francisco, CA 94122**  
Full Name of Registrant #1  
**Zafar Hafeez**  
Address of Registrant # 1  
**85 Amberwood Cir., South San Francisco, CA 94080**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06/22/2011**

Signed: **Zafar Hafeez**

This statement was filed with the County Clerk of San Francisco County on **07/24/2019**

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**  
**07/24/2019**

**07/25/19 + 08/01/19 + 08/08/19 + 08/15/19**

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387297-00

Fictitious Business Name(s):  
**HARPER ZEE**  
Address  
**330 Parnassus Ave., Apt #303, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Harper Zee Adams**  
Address of Registrant # 1  
**330 Parnassus Ave., Apt #303, 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 **07/23/2019**

Signed: **Harper Zee Adams**

This statement was filed with the County Clerk of San Francisco County on **07/23/2019**

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**  
**07/23/2019**

**07/25/19 + 08/01/19 + 08/08/19 + 08/15/19**

### FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387270-00

Fictitious Business Name(s):  
**M2**  
Address  
**2210 40th Avenue, San Francisco, CA 94116**  
Full Name of Registrant #1  
**Michael H. Yuan**  
Address of Registrant # 1  
**2210 40th Avenue, San Francisco, CA 94116**

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

Signed: **Michael H. Yuan**

This statement was filed with the County Clerk of San Francisco County on **07/22/19**

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**  
**07/22/2019**

**07/25/19 + 08/01/19 + 08/08/19 + 08/15/19**

## ABANDONMENT OF FICTITIOUS BUSINESS NAME

### STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

1.) **Quince Spa Inc.**  
Located at **640 Texas Street, San Francisco, CA 94107**  
This fictitious business name was filed in the County of San Francisco on **July 18, 2016** under file **2016 0371806**

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

Full Name of Registrant #1  
**Quince Spa Inc. (CA)**  
**297 Flournoy Street**  
**San Francisco, CA 94118**

This business was conducted by a **A CORPORATION**

Signed: **Jennifer Ly**

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

Filed: **Maribel Jaldon**  
**Deputy County Clerk**  
**07/12/2019**

**07/11/19 + 07/18/19 + 07/25/19 + 08/01/19**

## CHANGE OF NAME

### CHANGE OF NAME

### ORDER TO SHOW CAUSE FOR CHANGE OF NAME CASE NO. CNC 19-555028

PETITIONER OR ATTORNEY

**Megan Yip**  
**Law Office of Megan Yip, PC**  
**175 N. Redwood Drive, Suite #140**  
**San Rafael, CA 94903**

TO ALL INTERESTED PERSONS:

1. **Jackie Lynn Kleinman aka Jackie K. Brightman; Jackie Kleinman Brightman** for a decree changing names as follows:

**Jackie Lynn Kleinman aka Jackie K. Brightman; Jackie Kleinman Brightman**  
changed to  
**Jackie Lynn Kleinman**

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

NOTICE OF HEARING

Date: **August 29, 2019** Time: **9:00 AM**  
Dept: **514**

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

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

**KALENE APOLONIO**, Clerk  
DATED - **JULY 17, 2019**

**07/25/19 + 08/01/19 + 08/08/19 + 08/15/19**

# 5 Key Traits of Credit-savvy Business Owners



## Continued from page 7

They are decisive – Since they are well informed and credit savvy, they are quick to make financial decisions such as when and how to complete a business credit application. When it comes to acquiring credit, they know their numbers, the cost of financing, terms and conditions and other important details.

They are resourceful – Credit-savvy business owners understand the need for being resourceful. They understand at times there will be financial challenges so they find clever ways to raise capital from various sources. They establish multiple banking relationships so they can maximize their company's funding potential.

They have confidence – The residual benefit for educating oneself about credit and financing is confidence. When you have a certainty about

handling credit and finances for your business, you inevitably will feel secure about your abilities.

For a business owner to be credit-savvy, you must possess these types of character traits which many people don't have. You must be able to spot very unique opportunities that might help you in getting the credit and capital your company may need.

When you model the success of other credit-savvy business owners you accelerate your own success. Take a close look at your personal and business credit files to determine what areas you can improve. Finally, learn about all aspects of credit and finance because it will play an important role in your personal and professional life.

SOURCE: [www.sba.gov/blog/5-key-traits-credit-savvy-business-owners](http://www.sba.gov/blog/5-key-traits-credit-savvy-business-owners)

# 3 reasons subcontractors should follow up on bids

## Continued from page 9

### 3. Spend your time bidding on jobs you're more likely to win

Do you find that after submitting a proposal, certain general contractors never get back to you? If you keep submitting and not hearing back, it might be time to re-evaluate whether bidding for that contractor's jobs should be a priority for your team.

This is where follow-ups can come in handy. If you continually follow up with someone and still never hear anything back, it's probably not worth it to bid on their projects in the future. Moving forward, you can refocus your efforts on general contractors that will truly respect your time.

### What should your follow-ups look like?

When following up on a bid, determine what information you're trying to gather at that point in the process, and ask targeted questions:

- Did you receive our bid, and have you viewed it?
- Can I get more information to make our bid competitive?

- Did we win the job?

Keep in mind that every general contractor is different. First, develop a baseline follow-up process for general contractors you haven't worked with before (e.g. an email two days after the submitted proposal, a phone call a week after). Sync those tasks to your calendar to ensure you don't forget to reach out. Then, after you learn that general contractor's communication preferences, tailor your follow-ups for their future projects.

### Wrap-up

If you want to stay competitive, you have to stop leaving money on the table by neglecting to close the loop on your bids. Ultimately, being more strategic with your follow-up process — and using a personalized touch throughout — will help you win more of the right projects and grow your business.

SOURCE: <https://blog.buildingconnected.com/3-reasons-subcontractors-should-follow-up-on-bids/>



# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

### CM/GC: DESILVA GATES CONSTRUCTION

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

DeSilva Gates Construction (DGC) is requesting bids for the project listed below:

### TREASURE ISLAND STREET IMPROVEMENTS Sub-Phase 1B, 1C and 1E, San Francisco, CA Contract No. TICD-19-03

Small Business Enterprise Goal Assigned is 41%

#### OWNER

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

**REVISED BID DATE: August 1, 2019 @ 2:00 P.M.**

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

**UTILITY CONSTRUCTION, INCLUDING WET UTILITIES (STORM WATER, STORM WATER FORCE MAIN, SANITARY SEWER, SANITARY SEWER FORCE MAIN, LOW PRESSURE WATER, STORM WATER AND SANITARY SEWER TREATMENT PLAN UTILITIES), AND DRY UTILITIES (JOINT TRENCH, ELECTRIC 12KV UNDERGROUND SUBSTRUCTURE, DTIS SUBSTRUCTURE, TELECOM COMMUNICATION SUBSTRUCTURE); SANITARY SEWER PUMP STATION AND LIFT STATION CONSTRUCTION; ROADWAY RETAINING WALL CONSTRUCTION; STRUCTURAL CONCRETE; ARCHITECTURAL CONCRETE; TRAFFIC CONTROL; ROADWAY AND SURFACE IMPROVEMENTS; HARDSCAPE; STREET LIGHTING; TRAFFIC SIGNALS; SITE FURNISHINGS; STORM WATER PLAN IMPROVEMENTS; ROADWAY PLANTING, IRRIGATION AND LANDSCAPE; STREETScape PLANTING, IRRIGATION AND LANDSCAPE; AND STORM WATER PLANTING, IRRIGATION AND LANDSCAPING.**

Plans and specifications may be reviewed and downloaded from the Dropbox site at <https://www.dropbox.com/sh/f6sgllceigsoj7z/AAD0IE4iy4kOD6ztp59gDQGQa?dl=0>

Information is also available on the City and County of San Francisco's website at <https://sftreasuriland.org/contracting-ticd>

A Pre-Bid Conference will be held on June 20, 2019 at 10:00 AM located at One Avenue of Palms, Suite 216, San Francisco, CA 94130.

Fax your bid to (925) 803-4263 or email it to [gday@desilvagates.com](mailto:gday@desilvagates.com) to the attention of Chief Estimator Garry Day. If you have questions, please email.

If you need SBE/LBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services for this project call the Estimator at (925) 829-9220. DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/LBE goal.

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

## JACOBS

3257 East Guasti Road, Suite 120 • Ontario CA 9176

Jacobs is seeking qualified subconsultants with **DBE** Certification for the following opportunity:

**Owner: Inland Empire Utilities Agency (IEUA)  
Request for Proposals**

**For Construction Management Services for the  
RP-5 Liquids Treatment Expansion and  
RP-5 Solids Treatment Facility**

**Project Nos. EN19001 and EN19006 | Proposal # RFP-JV-008**

**IEUA Proposal Due Date: August 29, 2019**

**DBE Subconsultant Due Date: August 22, 2019**

The Scope of work is to provide construction management and support services (construction inspection, coatings inspection, special inspection, materials testing, construction scheduling, cost estimating, document control, survey, administrative support, and outreach). Project firm experience shall have past or current performance on similar construction projects and proven specialization of firm on similar construction projects. Inspectors and engineers shall have past performance and recent project experience on public works construction projects of similar cost and complexity.

Firms must be able to comply with prevailing wage requirements.

Assistance is available in obtaining bonds, lines of credit, or insurance related to the requirements for the work.

By **August 22, 2019 at 12:00 noon Pacific Time**, please email a brief statement of qualifications, including candidate resumes and copy of your firm's DBE/MBE/WBE/SBE/SBRA/LSAF/HUB certification(s) to: [Jacobs\\_purewater@jacobs.com](mailto:Jacobs_purewater@jacobs.com).

**Certifications accepted:** USEPA, SBA, Caltrans State implemented DBE Certification Program (with U.S. citizenship), Tribal, State, and Local governments, and Independent private organization certifications.

### Arcadis U.S., Inc.

445 South Figueroa Street, Suite 3650  
Los Angeles, California 90071  
Contact: Crystal Graffio

[crystal.graffio@arcadis.com](mailto:crystal.graffio@arcadis.com) | 714.508.3121

REQUEST FOR DBE, MBE, WBE and OBE who meet the criteria outlined in the California State Revolving Fund Programs (Clean Water and Drinking Water SRF) DBE Program for Inland Empire Utilities Agency: Construction Management Services for the RP-5 Liquids Treatment Expansion and RP-5 Solids Treatment Facility, Project Nos. EN19001 & EN19006 due August 29, 2019 by 2:00 PM. **PLEASE REpond ASAP and no later than Monday, August 26, 2019.**

We are seeking qualifications for Special inspection and testing for Soils, Concrete, Rebar, Geotechnical; NACE Coatings Inspection; Quality Assurance Survey; Archeological/Paleontology; and Certified Payroll/Grant Funding Administration. Please email a Letter of Interest, brief qualifications, and no more than two resumes demonstrating that you meet all of the required qualifications specified in the RFP for the service(s) referenced above, and a copy of your DBE/MBE/WBE certification, if applicable.

RFP available upon request or download at the IEUA website & logging into IEUA's PlanetBids portal at the following URL: <https://www.planetbids.com/portal/portal.cfm?CompanyID=27411>

### Con-Quest Contractors, Inc.

290 Toland Street San Francisco, Ca 94124  
Email: [bidday@cqcontractors.com](mailto:bidday@cqcontractors.com)  
Fax: 415-206-0528

REQUEST FOR QUALIFIED DBE/MBE/WBE  
SUBCONTRACTORS & SUPPLIERS FOR:  
**San Francisco Municipal Transportation Agency  
L Taraval Improvement Project  
Sunset Boulevard to West Portal  
Bid Date: August 1, 2019**

Quotes needed: SWPPP, Utility Trenching, Material Testing/Inspection, Track Signal/Systems, Train Overhead Catenary Systems, Electrical, Precast Fabricator/Installer, Landscaping, Tree Removal, Environment Monitoring, Ready Mix Concrete, Concrete Pumping, Trucking, Aggregate Materials, Asphalt Paving, Track Materials, Demolition, Survey, Rebar, Structural/Misc. Metals, Scaffolding/Falsework/Forms, Fencing, Railings, Crane/Hoisting Service, Sheeting & Shoring, Painting, Geocomposite Drain, Roadway Traffic Striping

**An Equal Opportunity Employer**

## DESILVA GATES CONSTRUCTION

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

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

### CAMPUS PARKWAY SEGMENT 3, Contract No. 300-1233

#### OWNER

COUNTY OF MERCED -  
345 West 7th Street, Building A, Merced, CA 95341

**REVISED BID DATE: JULY 31, 2019 @ 3:00 P.M.**

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

**AC DIKE, BARRIER RAIL SUB, BIOLOGIST CONSULTANT, BRIDGE, BRIDGE REMOVAL, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CPM SCHEDULING CONSULTANT, CRASH CUSHION, DEVELOP WATER SUPPLY, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FENCING, HORIZONTAL BORING, HYDROSEEDING, IRRIGATION, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, MISC. IRON AND STEEL, PUMP STATION, REINFORCED CONCRETE PIPE, JACKED REINFORCED CONCRETE PIPE, CORRUGATED METAL PIPE, ROADSIDE SIGNS, ROCK SLOPE PROTECTION SUPPLIER, SIGN STRUCTURE, STRIPING, STRUCTURAL BACKFILL, STRUCTURAL EXCAVATION, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, TREE REMOVAL/TRIMMING, UNDERGROUND, VEGETATION CONTROL, WELL DRILLING & SEALING, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](mailto:ftp@desilvagates.com) and password is f7pa55wd) or from the Owner.

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

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

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



## DIVERSITY OUTREACH

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

Visit this link for the  
OUTREACH ORDER FORM:

[www.sbeinc.com/services/  
diversity\\_outreach.cfm](http://www.sbeinc.com/services/diversity_outreach.cfm)

