

# SMALL BUSINESS EXCHANGE

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September 19, 2019

## High-Speed Rail and LA Metro Announce Partnership to Advance LA Union Station Project

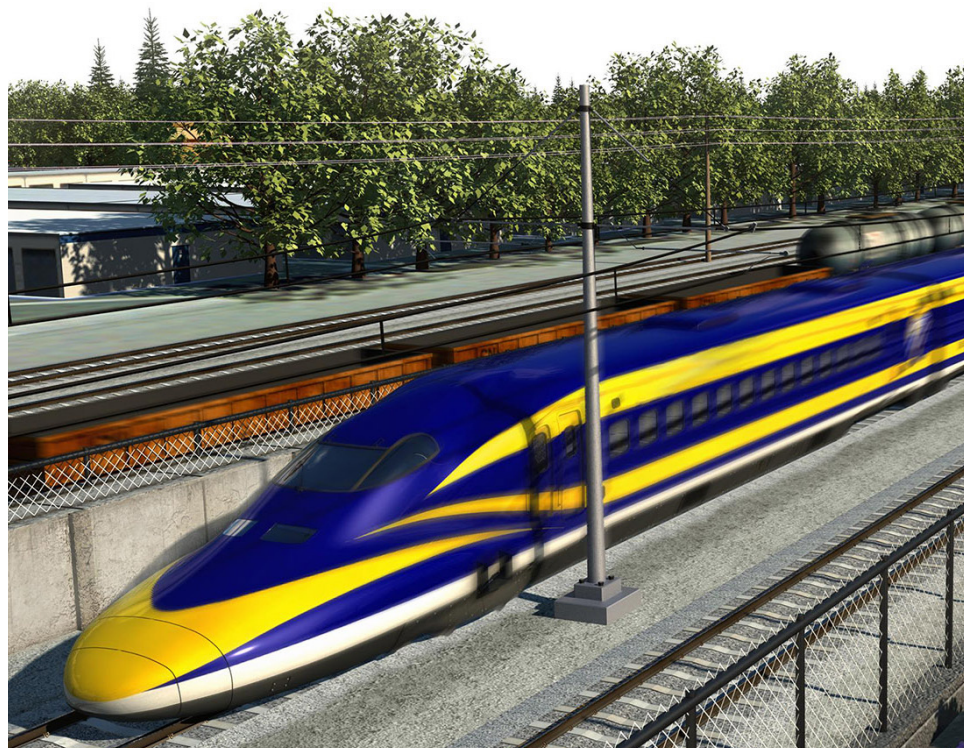


Image credit by [www.tutorperini.com](http://www.tutorperini.com)

The California High-Speed Rail Authority today took another step forward in advancing work for Southern California’s Los Angeles Union Station (LAUS). Together with the California State Transportation Agency (CalSTA) and the Los Angeles County Metropolitan Transportation Authority (Metro) an agreement was reached to steer more than \$400 million in Proposition 1A funds towards the transformative Link Union Station (Link US) project.

The Link US project will transform how the regional rail system operates in Southern California by allowing trains to enter and exit the station from both the existing northern tracks and new tracks to the south over the 101 freeway. This is anticipated to significantly increase capacity for rail service while reducing train idling times. The project will also accommodate future high-speed rail service and greatly expand the station’s capacity with a new expanded passageway under the tracks and new platforms, escalators and elevators.

“This is further proof that we are committed to bringing high-speed rail to Southern California,” said Authority CEO Brian Kelly. “We are actively working with our local and state partners on projects such as Link US that will bring both

short-term and long-term benefits to millions of Californians. High-speed rail service was always envisioned by the voters to bring riders into the heart of Southern California, and this project is another step towards making that happen.”

“Collaborating with our local transit partners is a top priority for us, and this agreement further demonstrates that we are committed to working together to create a safe, sustainable transportation system for years to come,” said CalSTA Secretary David Kim. “Successfully integrating high-speed rail at LA Union Station will provide significant mobility benefits to Southern California and the state as a whole.”

“Metro is very pleased to work with our state partners on preserving LA Union Station while expanding the station to handle the future growth that we know will occur,” said Metro CEO Phillip A. Washington. “Everyone looks forward to the day when someone in Los Angeles can take Metro or Metrolink to Union Station, where they can transfer to high-speed rail for a speedy and relaxing trip to destinations throughout California.”

Via today’s agreement, all parties will establish a Link US Executive Steering Committee to coordinate

**Continued on page 5**

## Debra Gore-Mann Named New Leader of The Greenlining Institute

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

The Greenlining Institute has chosen Debra Gore-Mann to be the racial equity organization’s new president – the third leader in Greenlining’s 26-year history and the first woman to lead the organization.

Gore-Mann has led the San Francisco Conservation Corps – America’s first urban municipal youth corps – for the past four years. Chosen from a large field of outstanding candidates considered over the course of the search, she brings a wealth of nonprofit and business experience to

her new position at Greenlining, with a resume that includes experience in investment banking, an engineering degree and an M.B.A. from Stanford. She will assume the post Oct. 1.

Gore-Mann brings a multi-dimensional perspective to the role, having been raised in a low-income, biracial family (African American & Japanese), being the first generation in her family to go to college and part of the first generation to receive a basketball scholarship for women student athletes at Stanford University under Title IX, the federal law requiring gender equity in federally funded college sports. She

studied engineering and then joined the Graduate School of Business at Stanford to earn her M.B.A., where she was the only African American woman in a class of 400 graduate students. Her experiences give her a depth of understanding of what it takes to serve historically underserved and underrepresented people.

“We were impressed by Debra’s vision and dynamism,” said Greenlining Board Co-Chair Ortensia Lopez. “She is intimately familiar with seeing change, being change and building community. Greenlining has grown remarkably over the last decade, and the challenges our nation faces are complex. With her wide variety of experience, we believe Debra is the right person to take us to the next level and to bring new energy and excitement to the fight for racial equity in these challenging times.”

“Debra is the right person with the right experience at an important time in the life of our organization,” said Tunua Thrash-Ntuk, Transition Committee Co-Chair. “She brings an important intersectional perspective and experience working with the very communities we serve.”

“I think I speak for everyone at The Greenlining Institute in thanking Orson Aguilar for his lead-

ership and tireless dedication to the organization,” Gore-Mann said. “I am humbled to be able to follow such a legacy leader who worked for over 20 years to help build Greenlining into the strong and vibrant organization it is. I am incredibly excited to assume this role, and know that if we stand together, learn together, and educate each other, we will prosper together.”

Begun as an informal, multiethnic coalition of civil rights groups in the 1980s and formally incorporated as an organization in 1993, Greenlining has emerged as a leading advocate for racial equity in a variety of fields, from banking to tech and the fight against climate change. Its Leadership Academy has trained over 1,000 young leaders, and its graduates have taken on leadership positions as elected officials, heads of nonprofit organizations, a sitting California Supreme Court Justice and other influential roles. The Greenlining 360 Center in downtown Oakland has become a hub for grassroots community organizing, regularly hosting a variety of community meetings and events.

**SOURCE:** <http://greenlining.org/press/2019/debra-gore-mann-named-new-leader-greenlining-institute/>

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# Diversity in the Workforce

## The Power of Inclusive Innovation

Entrepreneurs are the driving force of our 21st century economy. They have the power to spur innovation, create jobs, stabilize communities, and inspire the next generation of inventors.

At the Department of Commerce, it is our goal to create the economic conditions that allow startups and entrepreneurs to succeed. While we meet this goal through a wide variety of Department initiatives, the Minority Business Development Agency (MBDA) focuses on accessing and engaging the talents and inventiveness of all our citizens through inclusive innovation efforts. Inclusive entrepreneurship and inclusive innovation means that every American, regardless of their background or past, has the opportunity

to engage the marketplace and offer their goods, services, gifts, and talents to the world.

Currently, there are more than 5.8 million minority-owned businesses nationwide that contribute over \$1 trillion to the U.S. economy. Our goal at the MBDA is to assist entrepreneurs of all backgrounds by:

- Providing access to contracts, capital, and markets to minority business enterprises;
- Advocating that minority entrepreneurs join all tables of industry, government and community leadership; and
- Introducing minority entrepreneurs to the information and resources of the federal government.

Recently, the MBDA participated in the Commerce Department's first-ever Open for Innovation event. The event provided the opportunity for more than 80 startups to pitch their most innovative idea to solve a complex business challenge from one of eight established corporations. We had more than 25 minority-owned businesses participate in the event. These business represented various technology industries including mobile and app development, supplier diversity digital platforms, and innovative sports management software.

As the first Open for Innovation event taught us, ideas can come from anybody, anywhere, and can be inspired by any life experience. The entrepreneurs that participated in the event, remind

us that our nation has a storied legacy of entrepreneurship, productivity and innovation – what this latest wave of entrepreneurial innovation offers is a fuller reflection of American greatness.

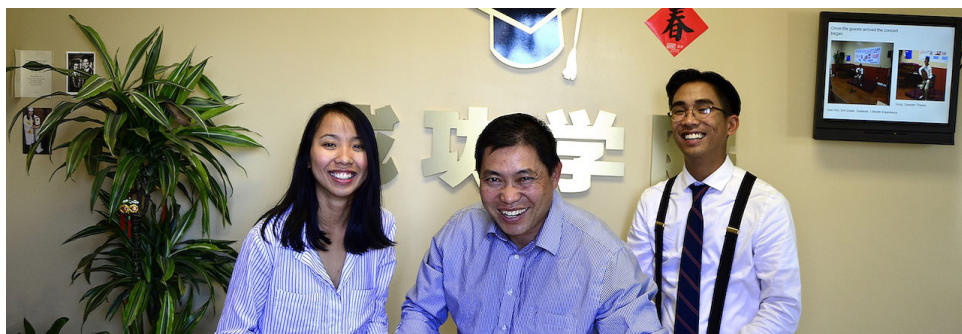
Throughout this week, we will feature videos of entrepreneurs telling their story about the power of inclusive innovation and how the MBDA and Department of Commerce have helped support their business.

Check back in every day at [Commerce.gov](http://Commerce.gov) to hear directly from our amazing innovators and their journeys.

SOURCE: [www.mbda.gov](http://www.mbda.gov)

## Success Stories

### The Power of Inclusive Innovation



**Michael Le**  
Mindquest Learning  
San Gabriel, CA 91776  
626-289-3056  
[Mindquestlearning.net](http://Mindquestlearning.net)

#### Challenges

Le had no prior experience securing a commercial loan. Le believed that the commercial loan process was too complicated to undertake on his own; therefore, he began searching for solutions. In addition, Le could not open his business office until the space was in accordance with city regulations. Finally, once Le's business could open, he needed a marketing plan to earn clients.

#### Best Advice

Le met in person with Salvatrice Cummo, Business Advisor and Director of the SBDC hosted by Pasa-

dena City College, to receive one-on-one advising on the process of how to obtain a commercial loan, the process of filing required building permits, and on how marketing can grow his business.

#### Client Impact

Since Le began working with the SBDC, he has turned a small program into a thriving business with new and repeat clients. "A lot of parents come back to me. My program is unique because I practice child-centered learning. I emphasize the emotional needs of the child," explained Le.

*"The SBDC is my mentor and business partner... Their advice is essential to me and my business. They are like an elder sibling who gave me advice when I needed it."*

-Michael Le, Director Mindquest Learning

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

### From the Home Kitchen to the Co-Packing Facility

**Maxine Lau**  
Founder & CEO  
Lahtt Sauce Rosemead, CA 91770  
[www.lahttsauce.com](http://www.lahttsauce.com)

#### Challenges

Busy producing and selling the product herself, Lau had little time and resources to strategize the next steps to grow her company. She wanted to create a budget, sell more of her product, and expand her product line, but did not know how. These steps would help grow her business as she envisioned when she brought the product to market; however, Lau did not know how to begin these steps.

#### Best Advice

Business Advisor Don Loewel from the Small Business Development Center hosted by Pasadena City College helped Lau learn and implement a growth strategy. In addition to the steps Lau wanted to take, Loewel provided direction on changes that needed to be made for the company to grow. "Maxine Lau is continuously trying to learn more about her business and being a successful entrepreneur," says Loewel. "It's the passion of their owner and the hard work of their team that makes Lahtt Sauce a success story." For Lau, the one-on-one counseling sessions



with Loewel were insightful and provided direction on managing finances, market development, and Lahtt Sauce's share of the market.

#### Client Impact

Since Lau connected with the Los Angeles Regional Small Business Development Center, the company is now able to experiment with new flavors to expand its product line, generating more sales and increasing market share. While maintaining its Asian roots, Lahtt Sauce is currently introducing a new, modern version of its product. Today, the company is realizing a profit after only six months of being on the market. Lahtt Sauce is also expanding its appeal to other markets and changing the face of the Asian grocery aisle.

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

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# Access to Capital

## Ready to Grow Your Business?

### What is Crowdfunding for Small Business?

This is a guest blog post by Erin El Issa, a Content Writer for NerdWallet. NerdWallet is focused on helping people lead better lives through financial education and empowerment. NerdWallet has featured MBDA on a recent Google Hangout and is engaged in sharing resources with the MBDA network. A series of shared blogs will feature content provided by NerdWallet staff as part of MBDA's continued support for Small Business Week 2015.

In recent years, crowdfunding has become a popular way to fund small business endeavors for those who aren't independently wealthy.

But how does it work? Here's what you need to know about crowdfunding and how to get started if you want to start or fund a project.

#### What is crowdfunding?

Crowdfunding is the raising of money by multiple people for a project, usually a good, service, experience or cause. Essentially, a large group of people who don't necessarily know the project initiator can fund this person's business or project through a third-party crowdfunding organization. This allows the initiator to start their dream business, publish a book or even make potato salad.

#### What is the contributors' incentive to help a crowdfunding project?

The benefits to the project initiator are obvious, but what do the donors get out of this? This depends on the type of crowdfunding. Popular types include:

- Rewards-based crowdfunding: In rewards-based crowdfunding, the donors will get a product or service related to the project. The value this product or service holds will depend on the amount donated. For instance, a \$5 donation might get you a handwritten thank you card for helping to

fund the project, while \$50 or \$100 might get you the product that will be made by the business venture being funded. Either way, the money donated is enough to cover the cost of the good or service, plus help pay for the project itself.

- Equity-based crowdfunding: For equity-based crowdfunding, donors will receive shares in the company; the number is based on the amount of the contribution. Contributors choose to invest in companies they believe will be successful in the future, as

Continued on page 4



## California Sub-Bid Request Ads



#### Barnard Bessac Joint Venture DBE Opportunities

Barnard Bessac Joint Venture, an Equal Opportunity Employer, is seeking quotes from interested and qualified Disadvantaged Business Enterprises (DBE's) and other subcontractors and suppliers for the following:

**PROJECT:**  
Gravity Pipeline Progressive Design Build Project  
OWNER: Silicon Valley Clean Water

Initial Publish Date: August 20, 2019  
Proposal Deadline: September 20, 2019

Firms that are certified by one of the following programs are qualified: Entities owned and/or controlled by socially and economically disadvantaged individuals, MBE, WBE, SBE, SBRA, LSAF and HUB.

**OPPORTUNITIES INCLUDE**  
(For September 20, 2019 Deadline):

Barnard Bessac Joint Venture (BBJV) is soliciting pricing for tunnel spoils off-haul trucking and disposal from permitted disposal sites in and around the San Francisco Bay Area as part of the Silicon Valley Clean Water (SVCW) Gravity Pipeline Project. Approximately 135,000 bank cubic yards of excavated material will be generated during tunneling operations from two tunnel boring drives. BBJV requires disposal sites to have the capability to receive no less than 500 to 1,000 bank cubic yards of material per day. BBJV's tunneling operations are planned for 5 days per week, Monday through Friday, with tunnel spoils off-haul occurring up to 6 days per week, rain or shine.

Please contact either of the following to get your name on the bidders list:

Shannon Cozino:  
shannon.cozino@barnard-inc.com  
Ben Weldin:  
ben.weldin@barnard-inc.com



#### 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 SB/LSB/MBE/WBE SUBCONTRACTORS AND SUPPLIERS FOR:

Antioch Station Expansion Parking Project  
And Miscellaneous Site Improvements  
Contract No. 04SF-190  
San Francisco Bay Area Rapid Transit District  
BID DATE: October 1, 2019 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Signage, Striping, Markings, Lime-Cement Soil Stabilization, Electrical and Communications, Electrical Street Lighting, Landscaping and Irrigation, Railing, Gates, Fencing, Temporary Fencing, Misc. Concrete, Seal Coat, Survey Staking, Materials Testing, Construction Area Signs, SWPPP, Signal Modifications, Guardrail, Underground, 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 SB/LSB/MBE/WBE Participation. Plans & Specs are available for viewing at our office.

#### CAHILL CONTRACTORS LLC requests bids from Certified SBE Subcontractors and Suppliers for ALL trades EXCEPT:

Exterior Building Maintenance / Fire Sprinkler / Fire Alarm / ERRCS / Solar

MACEO MAY - REMAINING TRADES  
Ave. C & 5th Street, Treasure Island, CA

This is an SF CMD project with prevailing wage and construction workforce requirements.

BID DATE: 9/26/19 @ 2 PM

BID DOCUMENTS: Please contact Colby for access to documents on BuildingConnected.

CONTACT: Colby Smith at  
estimating@cahill-sf.com, (415) 677-0611.



#### O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710  
Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Jean Sicard or Greg Souder

#### REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Construct 4 Lane Expressway with  
Earthwork and Paving  
Hwy 29 Kelseyville  
Caltrans #01-2982U4

BID DATE: October 9, 2019 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Progress Schedule (Critical Path Method), Develop Water Supply, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis and Report, Sweeping, Treated Wood Waste, Biologist, Invasive Species Control, Clearing & Grubbing, Rock Excavation (Controlled Blasting, Structure Excavation, Structure Backfill, Landscaping, Hydroseed, Date Core, AC Dike, Tack Coat, Cold Plane AC, Structural Concrete, Minor Concrete, Bar Reinforcing Steel, Structural Concrete, Wildlife Escape Ramp, Underground, Concrete Backfill, Temporary Culvert, Structural Steel Plate Vehicular Undercrossing, Geocomposite Drain, Temporary AFES, Abandon Culvert, Rock Slope Protection, Minor Concrete, Misc. Iron & Steel, Destroy Well, Prepare & Stain Concrete, Fencing, Gates, Delineator, Pavement Marker, Roadside Signs, Barricade, Cable Railing, Concrete Barrier, Striping & Marking, Radar Speed Feedback Sign Systems, Electrical, Building Work, Building Demolition, Ground Anchors - Sub Horizontal, Shotcrete, Relocate Billboard, 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.



#### O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710  
Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Jason Martin

#### REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

VTC York Street Improvements  
Vallejo, CA

Solano Transportation Authority  
BID DATE: October 8, 2019 @ 11:00 AM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Survey, Progress Schedule (Critical Path Method), Site Video Taping, Water Pollution Control Program, Traffic Control System, Clearing & Grubbing, Adjust Utilities to Grade, Import Topsoil, Lean Concrete Backfill, Slurry Seal, Roadside Signs, Paint Curb, Minor Concrete, Paint Traffic Stripe, Decomposed Granite, Type III Barricade, Water Filled Barrier, Tree Protection & Pruning, Tree Removal, Site Furnishings, Ornamental Metal Fence, Planting & Irrigation, Bus Shelters, Kiosk, Sprinkler Control Conduit, Lighting & Electrical Systems, Construction Area Signs, Temporary Fencing, Utility Locating, 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 DVBE Participation. Plans & Specs are available for viewing at our office.







# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

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

**BART - ANTIOCH STATION EXPANSION  
PARKING PROJECT**  
CONTRACT NO. 04SF-190  
MBE available percentage is 18.2%, a WBE  
available percentage is 9.3%, LBE 19%

OWNER:  
SAN FRANCISCO BAY AREA  
RAPID TRANSIT DISTRICT  
300 Lakeside Drive, Oakland, CA 94612

**BID DATE: OCTOBER 1ST, 2019 @ 2:00 P.M.**

DGC is soliciting quotations from certified Minor-ity Business Enterprises, Women Owned Business Enterprises and Local Business Enterprises (MBE/WBE/LBE), for the following types of work and supplies/materials including but not limited to:

CLEARING AND GRUBBING/DEMOLITION,  
ELECTRICAL, FENCING/RAILING, LANDSCAPE/  
IRRIGATION, LIME TREATMENT, MINOR CON-  
CRETE, ROADSIDE SIGNS, STRIPING, SURVEY/  
STAKING, SWPPP PREP/WATER POLLUTION  
CONTROL PLAN PREPARE, UNDERGROUND,  
TRUCKING, WATER TRUCKS, STREET SWEEPING,  
CLASS 2 AGGREGATE BASE MATERIAL, CLASS  
3 AGGREGATE BASE MATERIAL, HOT MIX AS-  
PHALT (TYPE A) MATERIAL.

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

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/Public-Works.html](http://www.dir.ca.gov/Public-Works/Public-Works.html)

If you need MBE/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 W/MBE goal.

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

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: JIM YACKLEY  
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 82 - CONSTRUCTION ON  
STATE HIGHWAY IN SANTA CLARA COUNTY  
FROM MCKENDRIE STREET IN SAN JOSE TO  
THE ALAMEDA IN SANTA CLARA**  
Contract No. 04-4J2824, Disabled Veteran  
Business Enterprise Goal Assigned is 3%

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

**BID DATE: OCTOBER 2, 2019 @ 2:00 P.M.**

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

ADJUST IRON, CONSTRUCTION AREA SIGNS,  
ELECTRICAL, LEAD COMPLIANCE PLAN, MINOR  
CONCRETE, MINOR CONCRETE STRUCTURE,  
PAVEMENT MILLING, ROADSIDE SIGNS, ROAD-  
WAY EXCAVATION, STRIPING, SWPPP/WATER  
POLLUTION CONTROL PLAN PREPARATION,  
UNDERGROUND, TRUCKING, WATER TRUCKS,  
STREET SWEEPING, CLASS 2 AGGREGATE BASE  
MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL,  
RUBBERIZED HMA (GAP GRADE) MATERIAL,  
ASPHALT OIL BINDER.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at [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 Jim Yackley. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need DVBE 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 DVBE 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.

**Proven Management, Inc.**  
225 3rd Street, Oakland, CA 94607  
Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified Small Business (SB) subcontractors, suppliers, and truckers for the following project:

**SEWAGE PUMPS REPLACEMENT  
BART CONTRACT NO. 54RR-110**  
Bids: 10/01/2019 @ 2 pm  
LSB GOAL - 20%

The work in this contract includes but is not limited to: Selective Structure Demo; Hazardous Materials Abatement; Concrete Restoration; Concrete Work; Rebar; Metal Welding; Metal Fabrications; Plumbing; Vibration Isolation & Seismic Control for Facility Services; Sanitary Sewerage; Storm Drainage; Sump Pumps; Electrical; Electrical Cabinets & Enclosures; Motor Starters; Circuit Breakers & Panelboards; Utility Structures; Trenching & Backfilling for Utilities

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call 510-671-0000. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

We are an Equal Opportunity Employer

## What is Crowdfunding for Small Business?

### Continued from page 3

- the success of the company directly influences the return on investment donors will get from equity-based crowdfunding.
- Credit-based crowdfunding: You may have heard of credit-based crowdfunding on a personal, not business, level. It's often called "peer-to-peer lending" and is essentially a loan at a reasonable rate funded by multiple investors. Rates will depend on the credit history of the person applying for the loan, but those with good credit can often get a better interest rate on a peer-to-peer loan than on a traditional bank loan. That said, investors can usually make a better return on investment than playing it safe in a mutual fund or bond.

Of course, there may be a touch of goodwill, but there are definitely quantifiable reasons for investors or lenders to participate in crowdfunding projects.

### Should I use crowdfunding?

There are a few things you should consider before you try to start a crowdfunding project. These include:

- Your project: Ask yourself: Why would anyone care about this project? Does it provide a good or service that would make people's lives easier? Is it a cause close to the heart of many people? Whatever your project is, it's unlikely to be funded unless other people believe it's a project that matters. And while a potato salad did receive contributions in the high five figures, this isn't the norm.
- Your project plan: Will the amount you're asking for cover the expense of your project? Do you have a detailed plan on how to bring your project to fruition? Do you have a dedicated team to get your project up and running? You need to be a doer in addition to a dreamer, so make sure your project plan is realistic.

- Your video: This is arguably the best part of your project profile. You need to create a short video telling potential contributors your story. Explain the good or service, how it works and why it matters. If you don't have a person in your circle with mad videographer skills, you'll need to hire someone. This isn't the place to skimp — people are unlikely to contribute to a project with a shaky iPhone video.
- Your network: Even an awesome project won't get funded if no one knows about it. And while people may come across it while browsing their favorite crowdfunding site, it helps to have a large network to spread the word. If you decide to crowdfund, shyness needs to go out the window. Tell everyone in your life about it and ask them to spread the word on social media and offline. Funding your project will be much easier if you have a project others care about and a ton of people promoting it on your behalf. Get ready to turn emailing people about your project into a full-time job.
- Your marketing plan: If your project is a winner, start local. Call television networks and reporters in your area a few weeks before your launch to see if they're interested in featuring your project in a story. Post on social media channels, back similar crowdfunding projects for exposure, engage with the crowdfunding organization's community, etc.
- Your rewards: Are the rewards you're offering appealing to your target audience? Whether it's a good or service or shares in your business venture, if they aren't appealing enough to your audience, people won't contribute.

Bottom line: Crowdfunding is a great way to get your project off the ground, as long as it's a project people care about and it's marketable. Check out the available platforms above to choose a crowdfunding organization that's right for you and put together your business plan. Good luck!

SOURCE: [www.mdba.gov](http://www.mdba.gov)

## With SBE you can:



**FIND**  
Subcontractors,  
Vendors,  
and Suppliers



**REACH**  
Diverse Audiences



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Contact us at 800-800-8534 or [sbe@sbeinc.com](mailto:sbe@sbeinc.com)



# California Sub-Bid Request Ads

## AECOM

300 Lakeside Drive • Oakland, CA 94612 • Phone: 415-955-2817

Request for DBE and UDBE Subcontractor and Supplier for:

CITY OF EAST PALO ALTO  
PUBLIC WORKS DEPARTMENT ENGINEERING DIVISION

REQUEST FOR PROPOSAL FOR PROFESSIONAL SERVICES  
Capital Improvement Program Number CIP-ST-05A-13

PROJECT TITLE:  
BAY ROAD IMPROVEMENT PH II AND III PROJECT

LOCATION: East Palo Alto, CA

**RFP SUBMITTAL DEADLINE: 3:00 P.M., THURSDAY, SEPTEMBER 26, 2019**

Seeking: Materials Testing

Email SOQs to Betty at [Betty.Poon@aecom.com](mailto:Betty.Poon@aecom.com) / Direct questions to Betty at 415.955.2817  
Contact AECOM for assistance with bonds, insurance, lines of credit,  
or project plans and specifications.

*Information due to Betty by Monday, September 23 @ 1pm*

### INVITATION TO BID

Request for Quotes from Certified DBE Subcontractors and Suppliers  
Project: Route 5 Avery Parkway to Crown Valley Parkway, Mission Viejo, CA  
Contract No. 12-0K0214

Owner: Department of Transportation (CALTRANS)

BID SUBMITTAL DATE: October 15, 2019 at 2:00 PM

Federal-Aid Project ACIM-0052, STPLN-6071 (103), STPLN 6212 (021)

Request for quotes from Certified DBE's Subcontractors and Suppliers for the following, but not limited to scopes of work: AC Dike, Aggregate Supply, Asbestos Removal, Asphalt Paving, Bridge Demo, Building Survey, CIDH, Clear & Grub, Cold Plane AC, Concrete Barrier, Concrete Supply, Construction Area Signs, Drive Pile, Electrical, Erosion Control, Fence, Formliner, Furnish/Erect Precast Concrete, Grind Existing Pavement, Ground Anchor, Guardrail, Hydroseed, Joint Seal, Landscape & Irrigation, Minor Concrete, Miscellaneous Iron & Steel, MSE Wall, Noise Monitoring, Overhead Signs, PCC Paving Materials, Pipe Supply, Pre/Post Construction Survey, Precast Concrete Girders, Railing, Reinforcing Steel, Roadside Signs, Rock Slope Protection, Slope Paving, Stone Veneer, Storm Drain, Street Sweeping, Striping, Survey, Vibration Monitoring.

PLEASE SUBMIT QUOTES BY FAX TO (760) 471-4860 OR EMAIL TO [SoCalBids@FlatironCorp.com](mailto:SoCalBids@FlatironCorp.com)

Plans and specifications are available, at no cost from Caltrans website: <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/specs-ntb.php?c=12-0K0214> (Registration Required). Additionally, plans and specifications are available at Flatiron's San Diego, CA and Chino Hills, CA offices. Please call to make an appointment to view plans and specifications.

This project has a 17% DBE Goal. In addition to request for participation from Certified DBE subcontractors and suppliers, Flatiron requests non-DBE subcontractors to provide lower-tier DBE subcontractor and/or supplier participation. Bidders are required to indicate lower-tier DBE participation, as it will be evaluated as part of their quote.

Flatiron analyzes and considers each DBE quote, including those that are broken down into economically feasible units to facilitate bidding. Assistance in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request. Additionally, please contact us if you require technical assistance.

Quotations must be valid for same duration as specified by Owner for contract award.

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

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

Flatiron West, Inc.

16470 W. Bernardo Drive, San Diego, CA 92127

Phone (760) 916-9100 / FAX (760) 471-4860

Email: [SoCalBids@flatironcorp.com](mailto:SoCalBids@flatironcorp.com) • Point of Contact: Veronica Garcia, Estimating Admin.



5225 Hellyer Avenue, Suite #220  
San Jose, CA 95138  
Phone (408) 574-1400 • Fax (408) 365-9548  
Contact: Patrick McDonald  
Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

REQUESTING SUB-QUOTES FROM  
QUALIFIED SBE / LSBE / MBE / WBE  
SUBCONTRACTORS/SUPPLIERS/  
TRUCKERS FOR:

Antioch Station Expansion Parking Project  
and Miscellaneous Site Improvements  
Contract No. 045F-190

Owner: San Francisco BART District  
Engineers' Estimate: \$12,800,000

**BID DATE: October 1, 2019 @ 2:00 PM**

Items of work include but are not limited to: Construction Staking, Quality Control & Testing, Striping & Pavement Marking, Storm Water Pollution Implementation, Lighting, Traffic Signal, Metal Beam Guard Rail, Minor Concrete, Storm Drain, Water Truck, Trucking, Sweeping, Signs, Fence / Handrail, Landscape Planting, Irrigation, Hydroseeding, Lime Treat Soil, Bio Retention Area and Wayfinding Signs.

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

We are an Equal Opportunity Employer



Request for **SBE/DBE/MBE/DVBE/WBE/LBE**  
Subcontractors & Suppliers

Owner: City and County of San Francisco,  
San Francisco Department of Public Works

Project: Geary Rapid West of Van Ness Surface

Contract (FTA-SBE-DBE Program)

Contract No.: 1000008388

**Bid Date: September 25, 2019 • Bid Time: 2:30 p.m.**

**Quote Due: September 25, 2019 by 12:00 p.m.**

Contractor:

**NTK Construction, Inc.**

501 Cesar Chavez St., Suite 115

San Francisco, CA 94124

415-643-1900 (phone) - 415-643-1300 (fax)

<http://www.ntkconstruction.com> (website)

Estimator: Tin Tran - [ttran@ntkconstruction.com](mailto:ttran@ntkconstruction.com)

NTK Construction, Inc. (NTK) is bidding this project as a prime contractor and we are interested in receiving proposals/quotes from qualified and certified SBE/WBE/MBE/DBE/LBE/DVBE subcontractors and suppliers for the following items of work: (but not limited to)

Traffic Control (Div. 1), Flatwork (Div. 03), Misc Metal (Div. 05), Electrical (Div. 26), Asphalt Paving (Div. 32), Planting Irrigation (Div. 32), Planting Preparation (Div. 32), Landscape Grading (Div. 32)

The work is located along Gear Blvd. from Stanyan St to Van Ness Ave.; Starr King Way from Gough St. to Franklin St.; and O'Farrell St. from Franklin St. to Van Ness Ave. in San Francisco, CA and consists of demolishing a folded pedestrian ramp, installing a concrete retaining wall, ASA curb ramp and curb extension work, reinforced bus pad installation work, reinforced bus shelter foundation work, center median modification work, reinforced bus shelter foundation work, center median modification work, drainage and sewer lining work, new traffic signal pole installation and traffic signal modifications work, paving and base repair work, traffic routing work and all related work.

The estimated cost of construction contract is 16,600,000. Contract Duration is 450 consecutive calendar days.

This project is Federal-Aid Project.

The goals are set as follows:

Small Business Enterprise: (SBE) 15%

African-American Disadvantaged Business Enterprise (DBE) 4%

Women-Owned Disadvantaged Business Enterprise (DBE) 4%

The project plans and specifications may be viewed at our office (501 Cesar Chavez St., Suite 115, San Francisco, CA 94124) or may be obtained from the SFDPW [www.sfpdw.org/biddocs](http://www.sfpdw.org/biddocs) at no cost.

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# High-Speed Rail and LA Metro Announce Partnership to Advance LA Union Station Project

Continued from page 1

ordinate and facilitate delivery of the project. This committee will ensure that all partners work together to allow the Authority to secure approval and release of \$423 million in Proposition 1A funds, appropriated by the California Legislature pursuant to Senate Bill (SB) 1029, which was

signed into law in 2012. The Agreement also ensures that the Link US project will be built to enable future use by California's High-Speed Rail, Metro, state-supported intercity trains and other passenger and freight rail providers.

Los Angeles Union Station is Southern California's largest multi-modal transportation hub that

provides rail connections to six counties (Ventura, San Diego, San Bernardino, Riverside, Los Angeles and Orange) in addition to serving the very busy Los Angeles – San Diego – San Luis Obispo (LOSSAN) Rail Corridor.

In the coming months, under state law, the Authority will next complete a Funding Plan to be

approved by the Authority's Board of Directors and the Director of Finance. The Authority will additionally work with Metro to develop and execute a Project Management and Funding Agreement that describes the project management and reporting requirements.

**SOURCE: California High-Speed Rail Authority**





# Workforce Development

## Mobility Companies Discover Equity — Time to Raise the Bar

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

By Hana Creger,

If you would have told me a few years ago that Uber, Lyft, bikeshare, and scootershare companies would be competing to win the most brownie points on mobility equity, ... I would not have believed you. Yet, in recent years we have witnessed a notable shift from when these mobility companies first eagerly rolled out their services onto the streets, without giving a second thought to how their services would benefit or harm low-income folks, people of color, and people with disabilities.

**ICYMI, here's a short summary of a year's worth of headlines:**

- 10 Bike Share Programs with Low Income Discounts.
- Lyft Donates \$700,000 to Oakland.
- Ford GoBike Launches Adaptive Bike-Share Program for People with Disabilities.
- Scooter Startups are Ditching Gig Workers for Real Employees.

Mobility companies are now even hiring the right people: Policy wonks. Government relations folks. Transportation planners. Some companies are now finally hiring people who reflect underserved communities. They are now singing a different tune — yet this shift did not just happen overnight. These companies changed their behavior because cities such as Oakland and San Francisco now require bold, equitable standards for mobility companies. To get there, these cities engaged with a wide variety of stakeholders, including Greenlining, to develop mobility equity principles, such as equitable access to their services, affordability, outreach and engagement, employment and economic development opportunities.

We can see that cities have a lot of power to regulate their streets and curbs. And when they take a strong stance on equity, mobility companies must follow suit. This is enormous progress — but it's still not enough.

*Equity is not just merely about complying with new city regulations. Equity is definitely not about an occasional handout, the odd community partnership, or a good PR opportunity. Even ensuring*

*equal access to a mobility service is only the tip of the iceberg when it comes to equity.*

In addition, mobility equity must be intersectional with the other aspects of peoples' lives, such as their health and economic opportunities. Equity is about shifting power, transforming systems, and redistributing resources to those who have been denied them. For a mobility service to deliver meaningful equity outcomes, operators will need a detailed equity strategy and roadmap that holds them accountable to meeting their goals.

Greenlining has recently published our Making Equity Real in Mobility Pilots Toolkit to walk companies and government agencies through four steps to turn their mobility equity commitments into a reality. The four steps outlined in our toolkit are designed to ensure that equity is not just a passing fad, but is embedded as a persistent practice.

This toolkit represents the newest iteration of our Mobility Equity Framework, a tool to assess and compare various mobility options by their equity impacts in a way that centers the needs and voices of marginalized communities. These resources continue to inform our

advocacy to bring equity to the center of mobility, both in the private sector and the public sector. Greenlining is also advising the King County Seattle region in developing mobility principles that center equity, similar to those in San Francisco and Oakland. We are also working to embed our mobility equity strategies within the program guidelines of California's new Clean Mobility Options for Disadvantaged Communities program, which will distribute \$17 million in clean transportation projects to areas that need them most.

These opportunities signal that governments continue to raise the bar on equity, thanks to mobility equity advocates inside and outside of city halls and state capitals. Times are changing and business as usual won't fly anymore. We have new standards for how mobility companies must benefit low-income communities of color. We're making progress, but we still have a long way to go to making equity real in mobility.

**SOURCE:**

<http://greenlining.org/blog/2019/mobility-companies-discover-equity-time-to-raise-the-bar/>



## Business Toolkit

## 7 Important A/B Testing Steps That Will Boost Your Sales

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

By Hana Creger,

There is no doubt that your business idea is good, but if your website isn't up to scratch, it will affect your sales. A/B testing can help create the best version of your website. To get the most out of A/B testing, you should follow these 6 proven steps.

**What Exactly is A/B Testing?**

Well, it's pretty much exactly what it sounds. It's a test between two options, to check which one is more effective. Usually, there are a current variant A and an alternative variant B. The audience is then split into halves. One group will see A, the other B. The results should show which option worked better depending on what the goal of the test was.

**Step 1: Check All The Important Data**

With every business, the goal is to make a profit, but when trying to increase sales, you need to see the full picture. It's necessary to understand the performance of your website beforehand to see whether the A/B test made any difference to website performance whatsoever.

A suitable tool for that is Google Analytics. Forbes Councils Member Tripp Donnelly in his article highlights that when using Google Analytics, you'll be able to start applying historical data to help you better understand what has worked best in the past so you can optimize your campaigns for future success.

**Step 2: What's Your Problem?**

When you've gathered all the data you need, analyze it. You shouldn't try to fix what isn't broken. Look for the problems you want to solve or cases you want to improve. For example, Mark Bulik, the senior editor for The New York Times says that they use A/B testing for their headlines: "The Times generally uses the tests when a story isn't performing as well as expected."

Once you've identified the issue and set a goal for the A/B test, keep your focus on them. When trying something new, you might notice changes in other fields that are not related to your initial need for an A/B test. For example, when the New York Times tried to get more people to open the article, it decreased the average time spent reading it. Since the average time spent wasn't the goal it shouldn't matter when deciding on a winning headline.

**Step 3: From a Problem To a Hypothesis**

With the issue, you want to solve and a set goal, it's time to think about the specific part of your website you want to test. Let's say you're wondering what type of an offer works best - a bigger discount for a single item or a smaller discount for the whole cart? Before even running the test, you should already pre-determine the outcome for both options.

Your prediction is your hypothesis which is a vital part of an A/B test. "Testing a hypothesis is trying to determine if your observation is likely to have really occurred based on statistics" - explains Sirah Dubois on Sciencing.

**Step 4: Create The B For Your A**

With an existing website, you already have one variant (A), but to run a successful test you need to compare with something else which is will be your variant B. Every single detail has to be identical, except for the feature you want to test. You can't make multiple changes in the same A/B test, because it becomes impossible to analyze the results then. So stick to your goal and ensure that variant B has a single alteration.

**Step 5: Get The Best Out Of Your Test**

At step 5 your test is ready to go. To get the best results, you should consider a few more details. First of all, test both of the versions at the same time. For this, you need to split your audience into groups, showing them different options during the same period. If you try your options at different times, results might be affected not only by the difference in variants, but by the timing itself.

Another essential detail is to split your audience into equal groups. It's not enough to simply have two groups of people, they have to be the same in size too. Only this way, the data you collect is representative. It's important to consider the size of your audience as well, as small groups might show accidental results. To collect useful data, keep in mind that the smaller the group, the longer the test should take.

**Step 6: Put Results Into Use**

When you collect enough data, it's time to apply the learnings you have made. You should check

the numbers of both variants and stick with the one that performed better. A/B tests don't have to bring changes all the time as it's normal that the existing option works better than the alternative. This kind of result doesn't mean that the test was unsuccessful, but it proves that the current situation is just fine.

**Step 7: Try Again**

After a finished test, you already know which version performed better. But the results sum up only those two options. This means that you can test it over and over again with every new option that comes to mind. This will show you not only the best version out of two but the best one of them all.

You can see it as a video game where you try to reach the highest score. Arnas Stuoopelis, Chairman of the Board of Hostinger says: "Curiosity should be the drive of A/B testing. It is fun to think of new ideas and test them out. That's why one of our principles is Learn and Be Curious. It turns trying into a game, so it is easier to try without the fear of failing."

It's very likely that you put all of your efforts into creating your website, so the thought of change may seem unpleasant. But remember that A/B tests are there to help you improve your site. By improving your site you should be able to see a positive change in performance and sales. So take a chance, A/B test and skyrocket your earnings.

**SOURCE:** [www.hostinger.com](http://www.hostinger.com)

# Public Legal Notices



CALIFORNIA STATE LOTTERY  
Request for Proposal (RFP) #50116  
Scratchers® Ticket Delivery Services

The California State Lottery (Lottery) is inviting proposals from qualified Bidders to provide Scratchers® Ticket Delivery Services to Lottery retailers throughout California.

This Request for Proposal (RFP) is open to all Bidders that, at the time of proposal submission, meet the following minimum Bidder qualifications. **If a joint venture is submitting a proposal, at least one of the Bidders comprising the joint venture must meet all the Minimum Bidder Qualifications.** Qualified Bidders must:

1. Have the demonstrated ability to perform delivery services utilizing commercial fleet vehicles to Lottery facilities and all Lottery retailers throughout California within 24 hours of receiving a shipment.
2. Have the demonstrated ability to provide Contractor-employed, uniformed personnel, operating Contractor-owned or corporate-leased vehicles registered to the Contractor through the California Department of Motor Vehicles, to perform the services described in Exhibit A, Scope of Services.
3. Have a minimum of three years of similar delivery experience performing the services specified as outlined in Exhibit A, Scope of Services. For purposes of this solicitation document, "similar" is defined as picking up items from a customer and delivering the items to others on a regular basis, within a specified timeframe, and in a secure manner;
4. Have a minimum of six months experience in providing a computerized method for recording and retrieving proof of delivery information;
5. Have processing/distribution centers in both Northern and Southern California with Information Technology and Security personnel;
6. Have a current and valid California Department of Motor Vehicles (DMV) Motor Carrier Operating (MCO) Permit; and
7. Meet the requirements set forth in Section II, Proposal Requirements.

The RFP is available to download exclusively at the Lottery website at [www.calottery.com/vendor](http://www.calottery.com/vendor). **The Lottery will not distribute paper copies of the RFP.**

CNS-3293806#

## DEPARTMENT OF MOTOR VEHICLES (DMV)

### Upgrade the Existing Heating, Ventilation, and Air Conditioning (HVAC) Control Systems at the Merced, Oakland Coliseum, Corte Madera and Sacramento DMV office buildings. Project No. 19-255

Provide the Department of Motor Vehicles (DMV) all labor, tools, materials, equipment, and travel necessary to upgrade the existing heating, ventilation, and air conditioning (HVAC) control systems at the Merced, Oakland Coliseum, Corte Madera and Sacramento DMV office buildings for the term of this Agreement. The Contractor is responsible for field verifying all dimensions and existing site conditions pertinent to this Agreement.

**A mandatory pre-bid conference is scheduled at 9:00 a.m. on 09/24/19 at 2415 First Avenue, Sacramento, CA 95818. Meeting in the lobby.**

An optional pre-bid conference is scheduled at 10:00 a.m. on 10/1/19 at the Merced DMV Field Office located at 1313 West 12th Street, Merced, CA 95341 (Meeting at the flagpole.), for the purpose of viewing the location and equipment relevant to this IFB.

An optional pre-bid conference is scheduled at 10:00 a.m. on 10/8/19 at the Oakland Coliseum DMV field office, located at 501 85th Avenue, Oakland, CA 94621. (Meeting at the flagpole.), for the purpose of viewing the location and equipment relevant to this IFB.

An optional pre-bid conference is scheduled 10:00 a.m. on 10/8/19 at the Corte Madera DMV located at 75 Tama Vista Blvd., Corte Madera, CA 94925, (Meeting at the flagpole.), for the purpose of viewing the location and equipment relevant to this IFB.

The bidder shall possess a valid C-20 contractor license issued by the California Department of Consumer Affairs, Contractors State License Board (CSLB). All subcontractors that the bidder intends to utilize to perform work under the contract shall possess all applicable contractor licenses for the work they shall perform under the contract. All bidder and subcontractor contractor licenses shall be in good standing from the time of the bid opening through the term of the contract.

Successful bidder shall furnish all applicable bonds (e.g., Bidder's Bond) and must pay prevailing wages. Awarded Contractor shall be required to provide Payment Bond. (Estimate: **\$324,500.00**)

**Bid Opening: 10/23/19 at 3:00 p.m.**

This Invitation for Bid is advertised in the California State Contracts Register through Cal eProcure at: <http://www.dgs.ca.gov>.

9/5, 9/12/19

CNS-3290939# SMALL BUSINESS EXCHANGE



# California Sub-Bid Request Ads



## Kiewit

10704 Shoemaker Ave., Santa Fe Springs, CA 90670  
Tel: (562) 946-1816, Fax: (562) 946-3823  
Contact: Coryn Reichenau  
Email: [coryn.reichenau@kiewit.com](mailto:coryn.reichenau@kiewit.com)

**Owner: Port of Long Beach**  
**Project Name: Double Track Access**  
**From Pier G to J: Specification No. HD-S2559**  
**Location: 1281 Pier G Way, Long Beach, CA 90802**  
**Bid Date: October 15, 2019 at 2:00p.m.**

Request for DBE sub-quotes

Kiewit Infrastructure West Co. ("Kiewit") is seeking quotes from qualified Disadvantaged Business Enterprises (DBE) to perform as subcontractors, material contractors, and suppliers. DBEs must provide evidence of certification by the U.S. Department of Transportation (DOT).

The **Double Track Access From Pier G to J Project** will provide construction of a mainline track and yard tracks adjacent to and within the Pier G, ITS Marine Terminal, eastern area, including: demolition of existing improvements and recycling of asphalt concrete pavement, crushed miscellaneous base, and Portland cement concrete pavement; erosion control; earthwork and grading of the site; disposal of Non-RCRA California Hazardous Waste soil; construction of water, sewer, storm drain, electrical, communication, and Train in Motion systems; construction of yard lighting; construction of asphalt concrete pavement systems; installation of fencing, gate, and K-rail, including temporary fencing and K-rail; construction of railroad track with ties and ballast; construction of railroad special trackwork (turnouts and crossover); and construction of railroad miscellaneous items (bumping posts and derail).

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

Traffic control/MOT • aggregate • demolition • dewatering • ductile iron pipe • reinforced concrete pipe • plastic pipe (PVC) • steel casing • manhole material • asphalt paving • curb and gutter • fencing/gate/guardrail • lighting and signals • ready mix supply • concrete reinforcing installation • concrete barrier • precast concrete • metals • painting and coating • bolts and gaskets • valves • electrical work

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

This project is subject to Davis-Bacon and Prevailing Wage Rates and Project Labor Agreement. The project is also partially funded by the Transportation Corridor Enhancement Program (TCEP) and is subject to federal funding requirements including, but not limited to the Buy America 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 may be required to provide bonding for 100% of their contract value. Kiewit will reimburse bond premiums. Firms performing any onsite work is signatory to collective bargaining agreements with the carpenters, laborers, cement masons, ironworkers, operating engineers and teamsters. Kiewit will consider quotes from any and all bidders who demonstrate an ability to foster and maintain labor harmony on the Project.

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

**"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."**



**JAMES E. ROBERTS-OBAYASHI CORP.**  
20 Oak Court, Danville, CA 94526  
925-820-0600 FAX 925-820-1993

WE ARE REQUESTING QUOTATIONS FROM ALL SUBCONTRACTORS/SUPPLIERS ON THE FOLLOWING PROJECT:

**Casa De La Mision GMP Bid**  
in San Francisco, CA

**BIDS DUE: Tuesday October 1, 2019 @ 5:00 PM**

Casa De La Mision consists of the construction of a new five (5) story affordable senior housing development with forty-five (45) residential apartment units and associated amenities. The project encompasses four (4) levels of type V-A wood framed construction over one (1) level of type I-A concrete construction. This work includes, but is not limited to: abatement, demolition, mass excavation, shoring, soil improvements, structural concrete, site concrete, structural steel, brick veneer, glazed tile siding, fiber cement siding, stucco, drywall, windows, storefront, doors and hardware, roofing, interior and exterior finishes, elevator, fire sprinklers, plumbing, HVAC and electrical.

This is a **Prevailing Wage** project. No less than the wages in the Federal Wage Determination, CA20190018 Modification #5\* shall be paid. <https://beta.sam.gov/wage-determination/CA20190018/5> \*The actual Davis Bacon Wage Determination to be used in contracts may be updated just prior to contract signing. Classifications used in performing work on this project must be listed on the wage determination. See Instructions to Bidders for more information.

A **jobwalk** for the Demo and Abatement subs is currently TBD. However, we are looking to schedule this for the week of September 16th.

Bids to be emailed should be sent to June Gilmore at [juneg@jercorp.com](mailto:juneg@jercorp.com) and Dustin Gianotti at [dusting@jercorp.com](mailto:dusting@jercorp.com).



SKANSKA • TRAYLOR • SHEA

### Skanska-Traylor-Shea JV

5055 Wilshire Blvd, Suite 700, Los Angeles, CA requests sub-bid quotes from all interested firms, including certified DBE's to furnish & install Granite & Concrete on the

**Westside Subway Extension Section 1 project.**  
**Owner: LACMTA (Metro). Contract No. C1045**  
**Bid Date: September 30, 2019 at 2:00pm.**

Plans & Specs can be viewed at our office Monday - Friday 7am to 4pm (call for appointment) or downloaded free at the links below:

**RFP 092WS Granite in Metro Subway Stations:**  
<https://skanska.sharefile.com/i/iececb-8c95624bbb8>

**RFP 095WS Concrete in Tunnel Inverts & Walkways:**  
<https://skanska.sharefile.com/i/1745459487054b808>

**Pre-Bid Meetings: 092WS Granite Tuesday, September 17, 2019 at 10am and 095WS Concrete in Tunnel Inverts & Walkways Tuesday, September 17, 2019 at 11am** at STS Office, 5055 Wilshire Blvd, Los Angeles, CA 90036. Meeting is not mandatory, but highly recommended. Please register if attending at [erika.barajas@skanska.com](mailto:erika.barajas@skanska.com)

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.



## 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)



# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387901-00

Fictitious Business Name(s):  
**ABOUT JOY EVENTS**  
Address  
**1563 11th Avenue, San Francisco, CA 94122**  
Full Name of Registrant #1  
**Jacqueline Chaban**  
Address of Registrant #1  
**1563 11th Avenue, San Francisco, CA 94122**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09/09/2019**

Signed: **Jacqueline Chaban**

This statement was filed with the County Clerk of San Francisco County on **09-09-2019**

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: **Mariedyne Argente**  
**Deputy County Clerk**  
**09/09/2019**

**09/12/19 + 09/19/19 + 09/26/19 + 10/03/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387552-00

Fictitious Business Name(s):  
**ALL BAY CLEANING**  
Address  
**150 E Kavanagh Avenue, Tracy, CA 95376**  
Full Name of Registrant #1  
**Joceylin Gonzalez Andrade**  
Address of Registrant #1  
**150 E Kavanagh Avenue, Tracy, CA 95376**

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: **Joceylin Gonzalez**

This statement was filed with the County Clerk of San Francisco County on **08-13-2019**

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**  
**08-13-2019**

**08/15/2019 + 08/22/19 + 08/29/19 + 09/05/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387716-00

Fictitious Business Name(s):  
**BERLINER BERLINER**  
Address  
**545 Haight Street, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Berliner Berliner, LLC (CA)**  
Address of Registrant #1  
**545 Haight Street, San Francisco, CA 94117**

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

Signed: **Christine Blunch**

This statement was filed with the County Clerk of San Francisco County on **08/23/2019**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**08/23/2019**

**08/29/19 + 09/05/19 + 09/12/19 + 09/19/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387853-00

Fictitious Business Name(s):  
**GM Construction Services**  
Address  
**160 Cargo Way #300, San Francisco, CA 94124**  
Full Name of Registrant #1  
**GM Truck Rental Inc., (CA)**  
Address of Registrant #1  
**160 Cargo Way #300, San Francisco, CA 94124**

This business is conducted by **A Corporation**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06-01-2019**

Signed: **Gustavo De Leon**

This statement was filed with the County Clerk of San Francisco County on **09-04-2019**

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: **Fallon Lim**  
**Deputy County Clerk**  
**09/04/2019**

**09/05/19 + 09/12/19 + 09/19/19 + 09/26/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387822-00

Fictitious Business Name(s):  
**1.) ORTHODONTICS PEDIATRIC DENTISTRY**  
**2.) ORTHODONTICS PEDIATRIC DENTISTRY SAN FRANCISCO**  
**3.) SAN FRANCISCO ORTHODONTICS PEDIATRIC DENTISTRY**  
**4.) ORTHODONTICS SAN FRANCISCO**  
**5.) SAN FRANCISCO ORTHODONTICS**  
**6.) PEDIATRIC DENTISTRY SAN FRANCISCO**  
Address  
**801 Taraval Street, San Francisco, CA 94116**  
Full Name of Registrant #1  
**Peter Lee DDS, MS and Dorothy Pang, DDS, MS Inc. (CA)**  
Address of Registrant #1  
**460 Gold Mine Drive, San Francisco, CA 94131**

This business is conducted by **A Corporation**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **July 1, 2014**

Signed: **Peter Lee, President**

This statement was filed with the County Clerk of San Francisco County on **09-02-2019**

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**  
**09/02/2019**

**09/12/19 + 09/19/19 + 09/26/19 + 10/03/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387461-00

Fictitious Business Name(s):  
**Petfriends**  
Address  
**1650 Octavia Street, Apt #111, San Francisco, CA 94109**  
Full Name of Registrant #1  
**Justin Lane**  
Address of Registrant #1  
**1650 Octavia Street, Apt #111, 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: **Justin Lane**

This statement was filed with the County Clerk of San Francisco County on **08/07/2019**

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: **Fallon Lim**  
**Deputy County Clerk**  
**08/07/2019**

**08/29/19 + 09/05/19 + 09/12/19 + 09/19/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387738-00

Fictitious Business Name(s):  
**Red Hill Station**  
Address  
**803 Cortland Avenue, San Francisco, CA 94110**  
Full Name of Registrant #1  
**ANFA Hospitality Investments, LLC (CA)**  
Address of Registrant #1  
**803 Cortland Avenue, San Francisco, CA 94110**

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 **08/15/2019**

Signed: **Hicham Farhi**

This statement was filed with the County Clerk of San Francisco County on **08/26/2019**

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: **Fallon Lim**  
**Deputy County Clerk**  
**08/26/2019**

**08/29/19 + 09/05/19 + 09/12/19 + 09/19/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387784-00

Fictitious Business Name(s):  
**SPRING AHEAD COACHING**  
Address  
**582 Market Street, Ste #1011, San Francisco, CA 94104**  
Full Name of Registrant #1  
**Kealy Spring**  
Address of Registrant #1  
**7 Ortega Court, Pacifica, CA 94044**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03/01/2019**

Signed: **Kealy C. Spring**

This statement was filed with the County Clerk of San Francisco County on **08/29/2019**

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: **Fallon Lim**  
**Deputy County Clerk**  
**08/29/2019**

**09/05/19 + 09/12/19 + 09/19/19 + 09/26/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387840-00

Fictitious Business Name(s):  
**UMAI SAVORY HOT DOGS #108**  
Address  
**1117 Ocean Avenue, Suite 101-102, San Francisco, CA 94112**  
Full Name of Registrant #1  
**Dinnovations HVN, LLC (CA)**  
Address of Registrant #1  
**3228 Gateland Court, San Jose, CA 95148**

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

Signed: **Dat Thieu, Manager**

This statement was filed with the County Clerk of San Francisco County on **09-03-2019**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**09/03/2019**

**09/12/19 + 09/19/19 + 09/26/19 + 10/03/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387691-00

Fictitious Business Name(s):  
**Eco Janitorial Services**  
Address  
**207 Augusta Street, San Francisco, CA 94124**  
Full Name of Registrant #1  
**Ascencion Alvares**  
Address of Registrant #1  
**207 Augusta Street, San Francisco, CA 94124**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **04-05-2011**

Signed: **Ascencion Alvares**

This statement was filed with the County Clerk of San Francisco County on **08-22-2019**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**08/22/2019**

**09/19/19 + 09/26/19 + 10/03/19 + 10/10/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387566-00

Fictitious Business Name(s):  
**Station 40**  
Address  
**3030B 16th Street, San Francisco, CA 94103**  
Full Name of Registrant #1  
**Cassandra Spellman**  
Address of Registrant #1  
**3030B 16th Street, San Francisco, CA 94103**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08/12/2019**

Signed: **Cassandra Spellman**

This statement was filed with the County Clerk of San Francisco County on **08/13/2019**

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**  
**08/13/2019**

**08/15/19 + 08/22/19 + 08/29/19 + 09/05/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387310-00

Fictitious Business Name(s):  
**SAN FRANCISCO DISTRIBUTION COMPANY**  
Address  
**3333 Steiner Street Unit #4, San Francisco, CA 94123**  
Full Name of Registrant #1  
**Paul Francis Pelosi Jr**  
Address of Registrant #1  
**3333 Steiner Street Unit #4, San Francisco, CA 94123**

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: **Paul Pelosi Jr**

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: **Maribel Jaldon**  
**Deputy County Clerk**  
**07/24/2019**

**08/15/19 + 08/22/19 + 08/29/19 + 09/05/19**