

# SMALL BUSINESS EXCHANGE

|                                     |      |
|-------------------------------------|------|
| PUBLIC POLICY.....                  | 2    |
| ACCESS TO CAPITAL .....             | 3    |
| CALIFORNIA SUB-BID REQUEST ADS..... | 3-5  |
| BUSINESS TOOLKIT .....              | 7    |
| BUSINESS TOOLKIT .....              | 6    |
| PUBLIC LEGAL NOTICES.....           | 8-11 |

YEARS

Vol 35, Edition 26

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September 26, 2019

## Woman-Owned Businesses Are Growing 2X Faster On Average Than All Businesses Nationwide



Image Credit by [www.pexels.com](http://www.pexels.com)

Women-owned businesses continue to fuel the economy and now represent 42% of all businesses — nearly 13 million — employing 9.4 million workers and generating revenue of \$1.9 trillion. According to the annual State of Women-Owned Businesses Report, commissioned by American Express (NYSE: AXP), in 2019, these U.S. women with diverse ethnic and geographic backgrounds started an average of 1,817 new businesses per day in the U.S. between 2018 and 2019, down only slightly from the record-setting 2018 number of 1,821.

The annual report, based on U.S. Census Bureau data adjusted by Gross Domestic Product data, found that women-owned businesses continue to trend above all businesses. Over the past five years:

- The number of women-owned businesses increased 21%, while all businesses increased only 9%.
- Total employment by women-owned businesses rose 8%, while for all businesses the increase was far lower at 1.8%.
- Total revenue for women-owned businesses also rose slightly above all businesses: 21% compared to 20% respectively.

“The face of entrepreneurship is evolving to include all women, regardless of demographics. Even more impressive is that women are starting businesses on their own terms — whether it be their full-time focus or a part time activity,” said Courtney Kelso, Senior Vice President of American Express. “The economic impact of women-owned businesses is undeniable, from the trillions they contribute via revenue to the millions of jobs they provide. We are committed to backing these women entrepreneurs because when they win, we all win.”

### SIDE-HUSTLE: WOMEN ENTREPRENEURS – THE ULTIMATE MULTITASKERS?

As work trends shift towards side hustles and the gig economy, so does female entrepreneurship. This year’s report examines how part-time entrepreneurship, often referred to as “sidepreneurship,” is providing additional options to traditional employment and entrepreneurship for women.

Over the last five years, growth in the number of women sidepreneurs has grown at a rate that is nearly twice as fast as the overall growth in female entrepreneurship: 39% compared to 21%.

Continued on page 6

## Hispanic Heritage Month 2019

[ Article was originally posted on [www.mdba.gov](http://www.mdba.gov) ]

In September 1968, Congress authorized President Lyndon B. Johnson to proclaim National Hispanic Heritage Week to recognize the rich culture and contributions of Americans who trace their roots to Spain, Mexico, Central America, South America and Spanish-speaking nations of the Caribbean. Just two decades later, lawmakers expanded the observance to a monthlong celebration, stretching from Sept. 15 to Oct. 15.

The timing is key. Hispanic Heritage Month — like its shorter precursor — always starts on

Sept. 15, a historically significant day that marks the anniversary of independence of five Latin American countries: Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua. The designated period is also a nod to those from Mexico and Chile, which celebrate their independence on Sept. 16 and Sept. 18, respectively.

The following facts are available thanks to the public’s invaluable cooperation and participation in U.S. Census Bureau surveys. We appreciate the information shared by each respondent as we continuously count and measure America’s people, places and economy.



### Did You Know?

**59.9 million**

The Hispanic population of the United States as of July 1, 2018, making people of Hispanic origin the nation’s largest ethnic or racial minority.

Hispanics constituted 18.3% of the nation’s total population.

Source: *Vintage 2018 Population Estimates*

Continued on page 5

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# Public Policy

## Leadership, Policy and Making an Unsafe World Safer

[ Article was originally posted on  
www.greenlining.org ]

By Jessica Iniguez,

For women of color, policy has always had a big "Do Not Enter" sign in front of it. But when Donald Trump was elected to office, a flame was ignited within our communities to abolish oppressive policy systems. During my time at Greenlining, I have been able to find my voice through policy, and I plan to continue fighting to create a safer and less toxic world through advocacy.

In 2016, many people who live in the United States were shaken when they heard the news that Donald Trump was elected president. I remember that night very clearly: I was 22, living in D.C., had just graduated college, was working in education policy, broke and emotionally broken after watching the seven-hour election results. The unspeakable had become our reality— Donald Trump was elected as the president of the United States.

That night I couldn't sleep, as I thought about how unclear the future would be for the people I love. When I went to class the next day, some of my White peers were truly shocked because before Donald Trump was elected they believed that the United States was post-racial. As a person who has been directly impacted by racist and oppressive policy systems, I was infuriated with my classmate's ignorance. From an early age, my parents taught me that the United States is an unjust country that capitalizes on the bodies of poor people. As immigrants, both my parents had to suffer through immense traumas because of unjust policies that were intentionally created to treat them more like cash cows than people. The lack of agency and disempowerment that they had to go through illustrated to me an early age how inequitable and racist the U.S. is.

As a policy advocate, I use the lessons that I have learned from community organizing to intentionally center policy with community at the forefront. At each step of my policy career, I have had to defend my racial justice perspective; I have been criticized, tokenized, and forced to prove myself. There have been many times where I wanted to quit, but I have not done so because I'm fighting not just for myself, but for my community as well. I remind myself of this every day and have explicitly tried to make

sure that the communities who are most affected by oppressive policies are the ones leading the policy movement. I have used this perspective while at Greenlining, and have learned that this process is anything but easy. It's messy, complicated and community members often rightfully distrust policymakers, yet, this is the only way for policy to stimulate any type of change.

Working as an Energy Fellow I was able to see big energy wins, specifically when thinking about how to incorporate community within the policy process. One key project that I was able to support was the creation of a community walking tour for a projected solar project in my hometown of Los Angeles. This project hit close to home because it was my home; my mother lives 3 blocks from the site. As I walked participants to different sites, I was able to share narratives about pollution, mobility, and previous community movements. Seeing community members, energy advocates and technicians come together to problem-solve about energy solutions further ingrained within me the importance of having community at the center of policy.

When I started my path into policy as a student in 2013, I never imagined that I would be here at Greenlining working on Clean Energy policy efforts. Greenlining has given me the space to advance my understanding, expertise, and passion for creating just policy systems. As I begin to reflect on my one-year experience, I know that I have gained critical advocacy, public speaking, and analysis skills that will help me in my path to becoming an attorney.

*I plan to use these skills. I plan to use the expertise, and knowledge that I have gained at Greenlining and teach youth about strategies in fighting for liberation by understanding the legal and policy system.*

Greenlining and the Academy Fellowship have taught me how to #ChangeFromWithin and stand in my truth unapologetically, and without fear. With the mentorship and leadership that I have gained, I will find ways to make this unsafe world become safer for those who have been contextually ignored and abused.

Jessica Iniguez is Greenlining's Energy Equity Fellow.

**SOURCE:** <http://greenlining.org/blog/2019/leadership-policy-and-making-an-unsafe-world-safer/>



The injustices that my parents have had to face, and being alive in such an unsafe and harmful time in the world, has inspired me to create change through policy and advocacy.

- Jessica Iniguez

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# Access to Capital

## Ready to Grow Your Business?

### SBA Awards \$5 Million in PRIME Grants to Help Emerging Micro-entrepreneurs Gain Access to Capital

#### SBA Awards Over \$335,000 to Service Disadvantaged Entrepreneurs in Northern California

The U.S. Small Business Administration announced that \$249,741.81 has been awarded to the California Association for Microenterprise Opportunity (CAMEO) and \$89,183 has been awarded to Working Solutions to help low-income entrepreneurs gain access to capital through the Program for Investment in Micro-Entrepreneurs PRIME.

“The SBA is proud to help small businesses access capital while also ensuring they have access to the resources and training needed to create

healthy, sustainable businesses,” SBA Acting Administrator Chris Pilkerton said.

The PRIME grants range from \$75,000 to \$250,000, and typically require at least 50 percent in matching funds or in-kind contributions. In total, over 130 organizations applied for PRIME grants for 2019.

Working Solutions will use the 2019 PRIME Grant to provide training and technical assistance to disadvantaged entrepreneurs.

“Working Solutions is excited to expand our long-term partnership with the SBA, now as a PRIME grantee,” said Sara Razavi, CEO of

Working Solutions. “Funding will help us continue to reach more start-up and early-stage entrepreneurs in the San Francisco Bay Area, especially those who are disadvantaged because of systemic discrimination, and provide them with access to capital and technical assistance to build strong, sustainable businesses.”

CAMEO will use the grant funding to provide training and capacity building services to Microenterprise Development Organizations, microenterprise development programs, and groups of such organizations to assist them in developing microenterprise training and services.

“We are more than excited for the work that this PRIME grant allows us to do in the next year,” said Carolina Martinez, CEO of CAMEO. “This grant will allow CAMEO to build the capacity of business advising organizations and micro-lenders to use online tools more efficiently and meet the needs of their clients. The big winners in this grant will be the business owners in the underserved communities throughout California that ultimately will benefit and see their businesses thrive.”

PRIME was created by Congress as part of the Program for Investment in Microentrepreneurs

Continued on page 4



## California Sub-Bid Request Ads



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

Requests proposals/quotes from all qualified and certified Disadvantaged Business Enterprises (DBE) subcontractors, suppliers, and truckers for the following project:

**Fair Oaks Ave Overhead Bridge Rehabilitation**  
City of Sunnyvale

**Bids: October 16, 2019 @ 3 pm**

**SUBCONTRACTING GOAL - DBE - 7.82%**

The work consists but not limited to the following: Control of Work; Temporary Traffic Control; Water Pollution Control; Existing Facilities; Grading; Clearing & Grubbing; Earthwork; Landscape; Surfacing & Pavements; Hot Mix Asphalt; Structures; Prestressing Concrete; Concrete Structures; Rebar; Steel Structures; Painting; Drainage; Concrete Pipe; Miscellaneous Construction; Concrete Curbs & Sidewalks; Miscellaneous Metal; Local Infrastructure; Signal & Lighting; Erosion Control; Chainlink Fences & Gates; MTL Railing; Painting; Railings & Barriers; Markers & Delineators

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested DBE certified suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested DBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

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.

**We are an Equal Opportunity 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 Disadvantage Business Enterprise (DBE) subcontractors, suppliers, and truckers for the following project:

**Embarcadero Station Platform Elevator**  
Capacity and Redundancy Project  
BART CONTRACT NO. 11FE-110

**Bids: 10/29/2018 @ 2 pm**

**DBE GOAL - 22%**

The work includes but is not limited to: Selective Demo; Portland Cement Concrete; Conc Forming/Falsework/ Accessories; Waterstops; Rebar; Cast-In-Place Conc; Precast Conc; Non-Shrink Grout; Conc Unit Masonry; Mtl Welding; Structural Steel Framing; Mtl Decking; Cold-Formed Mtl Framing; Mtl Fabrication; Mtl Stairs & Railings; Decorative Mtl; Rough Carpentry; Crystalline Waterproofing; Vapor Retarders; Flashing & Sheet Metal; Roof & Wall Specialties & Accessories; Cementitious / Intumescent Fireproofing; Firestopping; Joint Protection; Mtl Doors & Frames; Access Doors & Panels; Door Hdw; Glazing; Fire-Rated Glass & Framing; Gypsum Board; Stone Flooring; Painting; Signage; Illuminated Cabinet Signage; Safety Specialties; Electric Traction & Hydraulic Elevators; Plumbing & HVAC Insulation; Indoor Cabinets, Racks, Frames & Enclosures; Electronic Circuits, Wires and Cables, Wet-Pipe Sprinkler System; Storm Drainage; Sump Pumps; Testing, Low Voltage Wires & Cable; Electrical Cabinets & Enclosures; Circuit Breakers & Panelboards; Lighting; Telephone Systems; Fire Detection & Alarm System; CCTV; Traction Power Cables

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested DBE certified suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested DBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

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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

## Zolman Construction & Development, Inc. as a "GENERAL CONTRACTOR"

is requesting quotations on "ALL TRADES" from all qualified subcontractors & suppliers, including LBE, DBE, SBE, MBE, WBE firms for the following project:

**PROJECT TITLE: CCSF OCEAN CAMPUS - TEMPORARY CAMPUS SECURITY OFFICE PROJECT**  
INVITATION FOR BID #2020-015

**PROJECT LOCATION:**  
50 FRIDA KAHLO WAY, CORNER OF FRIDA KAHLO WAY AND JUDSON AVENUE, SAN FRANCISCO, CA 94122

**ESTIMATED CONSTRUCTION VALUE OF THE WORK: \$ 250,000.00**

**OWNER: CITY COLLEGE OF SAN FRANCISCO**

**BID DATE/TIME: October 8, 2019 AT 2:00 PM**

**ZOLMAN CONSTRUCTION & DEVELOPMENT, INC.**  
(Signatory to the Carpenters & Laborers Union)  
90 GLENN WAY, UNIT 2,  
SAN CARLOS, CA. 94070

Please Submit & Fax all proposals to  
650-802-9902

For more information, please call  
Jahan Ramezanbeigi at (650) 802-9901

## 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, ROADWAY 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://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 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.



431 Payran Street, Petaluma, CA 94952  
Phone: 707-835-2900 • Fax: 707-835-2994

REQUESTS QUOTATIONS FROM ALL CITY & COUNTY OF SAN FRANCISCO CERTIFIED LBE/MBE/WBE/OBE SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**MUNI METRO EAST BOILER AND HVAC REHABILITATION PROJECT**

CONTRACT NO. 1309  
SAN FRANCISCO, CA

**BID DATE: October 3, 2019 @ 3:00pm**

ESTIMATE: \$2,750,000

**CONTACT:**

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

Trades needed but not limited to: Site Work, Demolition, Concrete, Concrete Reinforcement, Cast-in-Place Concrete, Structural Steel, Painting and Coating, Mechanical, Plumbing, Electrical. 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.

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 OR ELECTRONICALLY UPON REQUEST. 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

## SBA Awards \$5 Million in PRIME Grants

Continued from page 3

Act of 1999. Grant funds will be made available on September 30, 2019, and the project period for each grant is one year.

For more information on the SBA's PRIME grants and a list of this year's grantees, go online to [www.sba.gov/content/prime-grantees](http://www.sba.gov/content/prime-grantees).

SOURCE: U.S. Small Business Administration

## SBA Awards Funding to Organizations Delivering Entrepreneurship Training to Service-Disabled Veterans

The U.S. Small Business Administration this week announced \$300,000 in grants has been awarded to four organizations offering entrepreneurship training to service-disabled veterans.

The funding opportunity, offered by SBA's Office of Veterans Business Development, supports each organization's programs for service-disabled veterans planning to start a new business or expand and diversify existing small businesses. Each awardee was chosen based on their demonstrated history of and commitment to providing training programs and resources to service-disabled veterans.

"Service-disabled veteran small business owners bring a unique and valued skill set to entrepreneurship," said SBA Acting Administrator Chris Pilkerton. "Funding these organizations involved in helping service-disabled veterans establish successful businesses will go a long way toward securing the future for these veterans and their families."

The four awardees are:

- **Riata Center for Entrepreneurship, Spears School of Business at Oklahoma State University (Stillwater, Oklahoma): Veterans Entrepreneurship Program (VEP) - \$75,000.**

VEP opens the door to small business ownership by developing skills needed to create and sustaining a business, while coordinating the offering of additional programs and services for service-disabled veterans.

- **Institute for Veterans and Military Families at Syracuse University (Syracuse, New York): Entrepreneurship Bootcamp for Veterans with Disabilities (EBV) - \$100,000.**

The Entrepreneurship Bootcamp for Veterans with Disabilities at Syracuse University combines entrepreneurial education with hands-on experience. The program curriculum is designed to take service-disabled veterans through the stages of venture creation, while providing the training, professional networks and support necessary to successfully launch a business.

- **Saint Joseph's University (Philadelphia, Pennsylvania): Entrepreneurship Bootcamp for Veterans with Disabilities (EBV) - \$50,000.**

Saint Joseph's University's program is designed to provide the tools, education and mentoring necessary for post-9/11 disabled veterans to start or grow their businesses.

- **Dog Tag, Inc. (Washington, D.C.) - \$75,000**

Dog Tag, Inc., is an educational program for transitioning service members, service-disabled veterans, and military spouses seeking to launch small business ventures. The program combines a classroom component taught at Georgetown University and an opportunity to experience small business ownership at Dog Tag Bakery in Washington, D.C.

The SBA will celebrate service-disabled veterans, as well as all-era veterans, service members, and military spouses during National Veterans Small Business Week, Nov. 4-8, 2019.

To learn more about the SBA's small business startup and expansion resources for veterans, visit [www.sba.gov/veterans](http://www.sba.gov/veterans).



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. 04SF-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.

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SMALL BUSINESS EXCHANGE



# California Sub-Bid Request Ads



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



**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.



**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:  
**US101/Holly Street Interchange & POC**  
City of San Carlos  
**BID DATE: October 21, 2019 @ 10:00 AM**

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), Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, Temp. Crash Cushion, SWPPP, Temporary Dewatering & Non-Stormwater Control System, Storm Water Annual Report, Temporary Fencing, Sweeping, Treated Wood Waste, Clearing & Grubbing, Structure Excavation, Pervious Backfill Material, Lightweight Cellular Concrete Fill, Import Borrow, Underground, Imported Biofiltration Soil, Hydroseed, Compost, Lean Concrete Base, Data Core, AC Dike, Tack Coat, Prime Coat, Cold Plane AC, CIDH Concrete Piling, Prestressing Cast-In-Place Concrete, Structural Concrete, Minor Concrete, Fractured Rib Texture, Drill and Bond Dowel, Polyester Concrete, PTFE Spherical Bearing, Bar Reinforcing Steel, Shotcrete, Roadside Signs, Prepare Bridge Deck Surface, Bridge Removal, Misc. Metal, Underground, Rock Slope Protection, Minor Concrete, Misc. Iron & Steel, Isolation Casing, Bridge Deck Drainage System, Electrical, Fencing, Delineator, Pavement Marker, Object Marker, Midwest Guardrail System, Chain Link Railing, Concrete Barrier, Transition Railing, Striping & Marking, Message Sign, Ramp Metering System, Fiber Optic System, Wall Graphics, Color Changing Lighting, Metal Arc, Porcelain Enamel Graphics-Pilasters, Micro-Surfacing Ground Anchors, Bridge Grazing Lighting, and Construction Materials

**An Equal Opportunity Employer**

Jean Sicard (510-809-3411) (jsicard@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, breakout of bid items, plan or specification interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OC Jones is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OC Jones may require Performance and Payment bonds on subcontracts. OC Jones will pay the bond premium up to 2% of the contract value.

All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OC Jones as additional insured. Copies of our agreement and insurance requirements are available upon request. OC Jones is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OC Jones is an Equal Opportunity Employer



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

REQUEST FOR **DBE** SUBCONTRACTORS AND SUPPLIERS FOR:  
**Cold Plane AC Pavement, RHMA (Gap Graded)  
Overlay, and Replace Guardrail**  
Hwy 101 Mendocino County Near Hopland  
Caltrans #01-466304  
**BID DATE: October 15, 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), Construction Area Signs, Traffic Control System, Flashing Arrow Sign, Type III Barricade, Flashing Beacon, Portable Changeable Message Sign, Water Pollution Control Program, Asbestos Compliance Plan, Treated Wood Waste, Dust Control Plan (Naturally Occurring Asbestos), Imported Borrow, Wood Mulch, Crack Treatment, Asphalt Binder, Geosynthetic Pavement Interlayer, Date Core, AC Dike, Tack Coat, Cold Plane AC, Adjust Monument Cover to Grade, Guard Railing Delineator, Pavement Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Wildlife Passageway, Transition Railing, Alternative In-Line Terminal System, Severe-Duty Crash Cushion, Rumble Strip, Remove Barriers and Railing, Concrete Barriers and Transitions, Striping & Marking, Electrical and Construction Materials

Greg Souder (510-809-3430) (gsouder@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, breakout of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

## Hispanic Heritage Month 2019

Continued from page 1

10

The number of states with a population of 1 million or more Hispanic residents in 2018 — Arizona, California, Colorado, Florida, Georgia, Illinois, New Jersey, New Mexico, New York and Texas.

Source: *Vintage 2018 Population Estimates*

34,395

The increase from 2017 to 2018 in the number of Hispanics in Maricopa, Arizona, the biggest jump in this population during this period.

Source: *Vintage 2018 Population Estimates*

29.5 years of age

The median age of the Hispanic (any race) population, an increase of 0.3 years since 2017.

Source: *Vintage 2018 Population Estimates*

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# Business Toolkit

## Commitment & Consistency: Elements of a Successful Construction Business

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

By John Lack,

Many elements are necessary for a successful construction business—great employees, well-established customers, updated equipment, a sound office, and finances. In addition, whether you are starting a new business or already in business, the behind-the-scenes elements of commitment and consistency are also essential.

First, goals must be set to have any commitment. What do you envision? Goals give us a direction to head toward and a target to reach. They

help us separate what is important and what is a waste of time. Goals determine what actions are needed. You might adjust your goals along the way, but it would be hard to have clear direction without them.

Second, you must be motivated. What motivates you and fuels your excitement? Are you a skilled craftsman who wants to be the best custom carpentry contractor in your area? Are you creative at landscape design and want to express that creativity? Do you see a problem in the industry that you can solve? Is money, free time, or helping others a motivation? It is important to

identify and connect to the excitement and energy that will motivate you to act toward your desired outcomes.

### Commitment

Total commitment to the process is necessary to push through the obstacles and roadblocks one encounters along the way. Difficulties such as labor issues, competition, financial challenges, and market fluctuations can cause you to take your eyes off the goal and lose your motivation. Running a construction business can sometimes take around-the-clock commitment—physically, emotionally, mentally, and spiritually. There are many areas one

needs to commit to in growing and maintaining a successful construction business.

### This can include:

- Bringing the project in on time and on budget
- Promoting a safety culture.
- Putting in long days and weekends.
- Not letting fear be your motivator.
- Expanding in other areas of business.
- Staying open minded and welcoming new

■ Continued on page 11

## Woman-Owned Businesses Are Growing 2X Faster On Average Than All Businesses Nationwide

### Continued from page 1

respectively. Minority women are responsible for a large portion of that growth from 2014-2019 where we see sidepreneurship among minority women-owned businesses two times higher than all businesses: 65% compared to 32%, respectively.

When looking at specific minority groups over the last five years, growth in side entrepreneurship is up:

- 99% among African American women
- 70% among Native Hawaiian/Pacific Islander women
- 63% for Asian American women
- 46% for Latina/Hispanic women
- 36% among Native American/Alaska Native businesswomen

### WOMEN OF COLOR ARE STARTING BUSINESSES AT A REMARKABLE 4.5 TIMES THE RATE OF ALL BUSINESSES

In almost every category, women of color are leading the women-owned business charge. Women of color represent 39% of the total female population in the U.S. but account for 89% of the net new women-owned businesses per day (1,625) over the past year. While the number of women-owned businesses grew 21% from 2014 to 2019, firms owned by women of color grew an astounding 43% and African American women-owned firms grew even faster at 50%.

As of 2019, women of color account for 50% of all women-owned businesses. An estimated 6.4 million women of color-owned businesses employ nearly 2.4 million people and generate \$422.5 billion in revenue. But, even as new minority-owned businesses are opening, the revenue disparity is increasing. In 2014, minority-owned businesses averaged \$67,800 in revenue; by 2019 the average had dropped to \$65,800, a decline of 3%.

African American women-owned businesses represented the highest rate of growth of any group in the number of firms between 2014 and

2019 as well as between 2018 and 2019. They started 42% of net new women-owned businesses, which is three times their share of the female population (14%).

The report estimates that if revenues generated by minority women-owned firms matched those currently generated by all women-owned businesses, they would add four million new jobs and \$981 billion in revenues to the U.S. economy.

### INDUSTRY TRENDS

Over half of all women-owned businesses are concentrated in three industries:

- Other services (e.g., hair and nail salons and pet care businesses) accounted for 22% of all women-owned businesses (2.8 million firms).
- Healthcare and social assistance (including child day care and home healthcare services) accounted for 15% of all women-owned businesses (1.9 million firms).
- Professional/scientific/technical services (including lawyers, bookkeepers, architects, public relations firms and consultants) accounted for 13% of all women-owned businesses (1.6 million firms).

While these industries have the most women-owned businesses, they don't produce the most revenue. The three industries in which women-owned businesses have the highest total revenue are wholesale trade (17%), retail trade (14%) and professional, scientific and technical services (10%).

### WOMEN-OWNED BUSINESSES ARE SUCCESSFUL ACROSS THE COUNTRY

The report analyzes geographic trends for all 50 states and the District of Columbia, as well as the 50 most populous metropolitan areas in the U.S.

The states with the largest growth in number of women-owned firms in 2019 are:

1. Michigan
2. Georgia
3. Florida

4. South Carolina
5. Nevada

Between 2014 and 2019, the top states where women-owned businesses increased their economic clout — defined as growth in the number of firms and growth in employment and revenue — are:

1. Georgia
2. Oregon
3. Idaho (tie)
4. Nevada (tie)
5. South Dakota

The top metropolitan areas where women-owned businesses increased their economic clout from 2014 to 2019 are:

1. Detroit, MI
2. Charlotte, NC/SC
3. Atlanta, GA
4. Austin, TX
5. San Antonio, TX

The states showing the highest employment vitality - a measure of employment growth rate from 2014 to 2019 at women-owned firms and their average number of employees are:

1. Maine
2. Minnesota
3. Indiana
4. Delaware (tie)
5. Virginia (tie)

### METHODOLOGY

This 2019 State of Women-Owned Businesses Report, commissioned by American Express is based on data from the United States Census Bureau Survey of Business Owners (SBO), which is conducted every year in years ending in two and seven. Data from the 2012 Census surveys were collated, analyzed and extrapolated forward to 2019, factoring in relative changes in Gross Domestic Product (GDP) not only nationally but

also at industry, state and metropolitan statistical area levels. All GDP data was obtained from the U.S. Bureau of Economic Analysis (bea.gov).

Specifically, the report compared growth in GDP from 2012 to Q4 2018 (\$16.2 to \$20.9 trillion). Relative annual growth rates were then used to estimate the growth in the number of firms over the 2012 to 2019 period thus adjusting a straight-line extrapolation to account for relative economic growth between the two time periods. This was done not only at the national level, but also by applying actual gross state, metro area and industry-level output figures (which were available up to the fourth quarter of 2018).

The sidepreneurship projections are based on 2007 and 2012 SBO data for women who work fewer than 20 hours per week on their own businesses. Data was collected, analyzed and extrapolated forward to 2019, factoring in weighted relative changes in women-owned firms by race and ethnicity. The adjustment factors used to project the number of sidepreneur women consider the growth rate between 2012 and 2019 of the number of firms owned by women by ethnic group.

For detailed information on the Survey of Business Owners, visit the U.S. Census Bureau's American FactFinder web portal: <http://factfinder.census.gov/faces/nav/jsf/pages/index.xhtml>

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Key links to products, services and corporate responsibility information: charge and credit cards, business credit cards, travel services, gift cards, prepaid cards, merchant services, Accertify, InAuth, corporate card, business travel, and corporate responsibility.

SOURCE: [www.businesswire.com](http://www.businesswire.com)



# California Sub-Bid Request Ads

**REQUESTING PROJECT ASSISTANCE from DBE/MBE/WBE and Other Business Enterprises:**

DMZ Builders is bidding the following project as a Prime Contractor and is seeking subcontractors and vendors to assist with the project by submitting quotes for their trades and/or products.

**Project: Richmond Yard Fire Protection**

**Reference #: 54RR-270**

**Owner: San Francisco Bay Area Rapid Transit District (BART)**

**Bid Date: October 8, 2019 @ 2:00 pm**

The Work includes replacing fire mains and hydrant system, including domestic water distribution, flow monitoring/alarm equipment, valves, buried pipe and coupling system, thrust blocking, isolation valves, fire hose valves, communication and low voltage wire and associated conduits at BART's Richmond Yard. Additionally, provide sewer and industrial waste pipe replacement and selective sewer lining with CIPP.

**Trades/Suppliers requested:**

Pipe & Valve Supply, Electrical Material Supply, SWPPP, AC Paving, Steel Reinforcing, Sidewalk, Curb & Gutter, Trenching, Saw Cutting, Pipe, Hydrant and Appurtenance Abandonment, Temporary Fire Service, Underground Pipe Installation, Valves & Backflow Preventer Assemblies, Communications and Low Voltage Conduit and Wiring, Fencing, Temporary Barriers, Traffic Control, Field Office, Sanitary Services, Survey, Quality Control/Material Testing, Trucking/Hauling/Material Disposal, Cured-in-Place-Pipe.

Plans and specifications are available to interested firms via the BART procurement website at <http://www.bart.gov> and/or can be viewed at DMZ Builders Concord, CA office, by contacting the DMZ office to make an appointment.

Subcontractors must provide their active contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. DMZ Builders is a union signatory contractor, and this will be a prevailing wage contract requiring certified payrolls. Subcontractors will be required to execute DMZ Builders Standard Subcontract Terms and Conditions and meet insurance requirements, including Worker's Compensation Waiver of Subrogation. A copy of our Standard Subcontract Terms and Conditions and Purchase Order Agreement (for suppliers) are available for review in electronic format, upon request. Subcontractors may be required to provide payment and performance bonds in the amount of 100 percent of Subcontract value. DMZ Builders will reimburse Subcontractors for bond premium at actual cost, not to exceed 2.0%. For assistance in obtaining bonding, lines of credit, insurance, equipment, supplies, materials, technical information, and/or any other coordination required for the project, please contact Richard Zito: Phone # (925) 826-5387, Fax # (925) 826-5766, or e-mail [estimating@dmzbuilders.com](mailto:estimating@dmzbuilders.com). DMZ will work with interested subcontractors, suppliers, service providers, and truckers to identify opportunities to break down items/work into economically feasible packages. DMZ Builders intends to work cooperatively with all qualified firms seeking work on this project.

**DMZ BUILDERS**  
4070 Nelson Avenue, Ste A,  
Concord, CA 94520  
Phone 925-826-5387 • Fax: 925-826-5766  
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**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-OK0214**

**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-OK0214> (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.

**Shimmick Construction Company Inc.**

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621

Phone (510) 777-5000 • Fax (510) 777-5099

An Equal Opportunity Employer

LSB and M/WBE Subcontractor/Supplier Bids Requested For:

**San Francisco Bay Area Rapid Transit District**

**Station Emergency Lighting**

**Contract No. 1511-120A**

**BID DATE: October 15, 2019 at 2:00 p.m.**

Fax all quotes to 510-777-5099 or email to [northwest.estimated@shimmick.com](mailto:northwest.estimated@shimmick.com)

**Requesting certified LSB and M/WBE Subcontractor and Supplier Quotes on:**  
*Coring, Grouting, Paint-Stain, Misc. Metal*

Please visit [www.bart.gov/about/business/procurement](http://www.bart.gov/about/business/procurement) to register for access to Contract Documents. You may also contact Natasha Inglis at [ninglis@shimmick.com](mailto:ninglis@shimmick.com) for access to the documents.

Subcontractors and Suppliers interested in this project may contact Dave Leonard by email at [dleonard@shimmick.com](mailto:dleonard@shimmick.com).

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

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# Public Legal Notices

## OAKLAND UNIFIED SCHOOL DISTRICT

### INVITATION TO BID Fencing Routine Repair and Maintenance Services Project No. 19128

1. Notice is hereby given that the governing board ("Board") of the Oakland Unified School District ("District" or "Owner") will receive sealed bids for the following contract:

#### Fencing Routine Repair and Maintenance Services ("Contract")

To be performed at the following District site(s) ("Project"):

#### • All District Facilities

### 2. LOCAL SMALL LOCAL AND SMALL LOCAL RESIDENT BUSINESS ENTERPRISE PROGRAM

On January 29, 2014, OUSD adopted a resolution amending the 2008 Local, Small Local and Small Local Resident Business Enterprise Program (L/SL/SLRBE) and increasing the mandatory local participation requirement from twenty (20%) to fifty (50%) percent for all capital program/construction related contracts and professional services agreements. As with all OUSD projects, companies must be certified by the City of Oakland in order to earn credit toward meeting the participation requirement.

The basic 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.

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 > District Services > Facilities Planning & Management Department > Bids and Requests

3. Sealed Bids will be received until **2:00 PM on 23rd, October, 2019, at the District Office, located at 955 High Street – Facilities Department, Oakland, CA 94601, at the Receptionist's desk**, at or after which time the bids will be opened and publicly read aloud. Any claim by a bidder of error in its bid must be made in compliance with section 5100 et seq. of the Public Contract Code. Any bid that is submitted after this time shall be non-responsive and returned to the bidder.

4. The Contract consists of:

Routine plumbing repair and maintenance services at District-wide facilities, on a regular and an as-needed basis including emergency work and repairs, for a period of three (3) years. see Exhibit A to the Agreement.

5. **Contract Estimate:** A not-to-exceed amount of **One Million Dollars (\$1,000,000.00)** for the duration of the entire Contract **Three Hundred Thirty-Three Thousand Dollars (\$333,333) per year).**

6. The Project Manager for this project is **Mark Cavalli, who can be reached at 510-535-2741.**

7. All bids shall be on the form provided by the District. Each bid must conform and be responsive to all pertinent Contract Documents, including, but not limited to, the Instructions to Bidders.

8. To bid on this Project, the Bidder is required to possess one or more of the following State of California Contractor Licenses:

#### • C-13 –Fencing Contractor

The Bidder's license(s) must be active and in good standing at the time of the bid opening and must remain so throughout the term of the Contract.

9. Prevailing Wages. Pursuant to sections 1770 et seq. of the California Labor Code, Bidder and all Subcontractors under the Bidder shall pay all workers on all work performed pursuant to the Contract not less than the general prevailing rate of per diem wages and the general prevailing rate for holiday and overtime work as determined by the Director of the State of California Department of Industrial Relations (DIR) for the type of work performed and the locality in which the work is to be performed within the boundaries of the District, pursuant to sections 1770 et seq. of the California Labor Code. Copies of the general prevailing rates of per diem wages for each craft, classification, or type of worker needed to execute the Contract, as determined by the DIR are available from the District or on the internet (<http://www.dir.ca.gov>).

10. Contractor Registration. Bidder shall ensure that Bidder and its Subcontractors comply with the registration and compliance monitoring provisions of Labor Code section 1771.4, including furnishing its CPRs to the Labor Commissioner, and are registered pursuant to Labor Code section 1725.5. Labor Code section 1771.1(a) states the following:

"A contractor or subcontractor shall not be qualified to bid on, be listed in a bid proposal, subject to the requirements of Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, as defined in this chapter, unless currently registered and qualified to perform public work pursuant to Section 1725.5. It is not a violation of this section for an unregistered contractor to submit a bid that is authorized by Section 7029.1 of the Business and Professions Code or by Section 10164 or 20103.5 of the Public Contract Code, provided the contractor is registered to perform public work pursuant to Section 1725.5 at the time the contract is awarded."

**A full copy of the bid form must be submitted at time of Bid Opening, 23rd day, October, 2019, @ 2:00 p.m. A copy must be downloaded from [www.ousd.org](http://www.ousd.org), under the Department of Facilities Planning and Management> For Contractors & Developers> subheading Bids and Request for Proposals> On the Right side, Click Formal Bids**

## OAKLAND UNIFIED SCHOOL DISTRICT

### INVITATION TO BID Flooring Routine Repair and Maintenance Services Project No. 19116

1. Notice is hereby given that the governing board ("Board") of the Oakland Unified School District ("District" or "Owner") will receive sealed bids for the following contract:

#### Flooring Routine Repair and Maintenance Services ("Contract")

To be performed at the following District site(s) ("Project"):

#### • All District Facilities

### 2. LOCAL SMALL LOCAL AND SMALL LOCAL RESIDENT BUSINESS ENTERPRISE PROGRAM

On January 29, 2014, OUSD adopted a resolution amending the 2008 Local, Small Local and Small Local Resident Business Enterprise Program (L/SL/SLRBE) and increasing the mandatory local participation requirement from twenty (20%) to fifty (50%) percent for all capital program/construction related contracts and professional services agreements. As with all OUSD projects, companies must be certified by the City of Oakland in order to earn credit toward meeting the participation requirement.

The basic 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.

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 > District Services > Facilities Planning & Management Department > Bids and Requests

3. Sealed Bids will be received until **2:30 PM on 23rd, October, 2019, at the District Office, located at 955 High Street – Facilities Department, Oakland, CA 94601, at the Receptionist's desk**, at or after which time the bids will be opened and publicly read aloud. Any claim by a bidder of error in its bid must be made in compliance with section 5100 et seq. of the Public Contract Code. Any bid that is submitted after this time shall be non-responsive and returned to the bidder.

4. The Contract consists of:

Routine plumbing repair and maintenance services at District-wide facilities, on a regular and an as-needed basis including emergency work and repairs, for a period of three (3) years. see Exhibit A to the Agreement.

5. **Contract Estimate:** A not-to-exceed amount of **Five Hundred Eighty-Five Thousand Dollars (\$585,000.00)** for the duration of the entire Contract **One Hundred Ninety-Five Thousand Dollars (\$195,000) per year).**

6. The Project Manager for this project is **Mark Cavalli, who can be reached at 510-535-2741.**

7. All bids shall be on the form provided by the District. Each bid must conform and be responsive to all pertinent Contract Documents, including, but not limited to, the Instructions to Bidders.

8. To bid on this Project, the Bidder is required to possess one or more of the following State of California Contractor Licenses:

#### • C-15 –Flooring and Floor Covering Contractor

The Bidder's license(s) must be active and in good standing at the time of the bid opening and must remain so throughout the term of the Contract.

9. Prevailing Wages. Pursuant to sections 1770 et seq. of the California Labor Code, Bidder and all Subcontractors under the Bidder shall pay all workers on all work performed pursuant to the Contract not less than the general prevailing rate of per diem wages and the general prevailing rate for holiday and overtime work as determined by the Director of the State of California Department of Industrial Relations (DIR) for the type of work performed and the locality in which the work is to be performed within the boundaries of the District, pursuant to sections 1770 et seq. of the California Labor Code. Copies of the general prevailing rates of per diem wages for each craft, classification, or type of worker needed to execute the Contract, as determined by the DIR are available from the District or on the internet (<http://www.dir.ca.gov>).

10. Contractor Registration. Bidder shall ensure that Bidder and its Subcontractors comply with the registration and compliance monitoring provisions of Labor Code section 1771.4, including furnishing its CPRs to the Labor Commissioner, and are registered pursuant to Labor Code section 1725.5. Labor Code section 1771.1(a) states the following:

"A contractor or subcontractor shall not be qualified to bid on, be listed in a bid proposal, subject to the requirements of Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, as defined in this chapter, unless currently registered and qualified to perform public work pursuant to Section 1725.5. It is not a violation of this section for an unregistered contractor to submit a bid that is authorized by Section 7029.1 of the Business and Professions Code or by Section 10164 or 20103.5 of the Public Contract Code, provided the contractor is registered to perform public work pursuant to Section 1725.5 at the time the contract is awarded."

**A full copy of the bid form must be submitted at time of Bid Opening, 23rd day, October, 2019, @ 2:30 p.m. A copy must be downloaded from [www.ousd.org](http://www.ousd.org), under the Department of Facilities Planning and Management> For Contractors & Developers> subheading Bids and Request for Proposals> On the Right side, Click Formal Bids**





# Public Legal Notices

## OAKLAND UNIFIED SCHOOL DISTRICT

### INVITATION TO BID Glazing/Windows Routine Repair and Maintenance Services Project No. 19114

1. Notice is hereby given that the governing board ("Board") of the Oakland Unified School District ("District" or "Owner") will receive sealed bids for the following contract:

#### Glazing/Windows Routine Repair and Maintenance Services ("Contract")

To be performed at the following District site(s) ("Project"):

#### • All District Facilities

### 2. LOCAL SMALL LOCAL AND SMALL LOCAL RESIDENT BUSINESS ENTERPRISE PROGRAM

On January 29, 2014, OUSD adopted a resolution amending the 2008 Local, Small Local and Small Local Resident Business Enterprise Program (L/SL/SLRBE) and increasing the mandatory local participation requirement from twenty (20%) to fifty (50%) percent for all capital program/construction related contracts and professional services agreements. As with all OUSD projects, companies must be certified by the City of Oakland in order to earn credit toward meeting the participation requirement.

The basic 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.

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) > District Services > Facilities Planning & Management Department > Bids and Requests

3. Sealed Bids will be received until **3:00 PM on 23rd, October, 2019, at the District Office, located at 955 High Street – Facilities Department, Oakland, CA 94601, at the Receptionist's desk**, at or after which time the bids will be opened and publicly read aloud. Any claim by a bidder of error in its bid must be made in compliance with section 5100 et seq. of the Public Contract Code. Any bid that is submitted after this time shall be non-responsive and returned to the bidder.

4. The Contract consists of:

Routine glazing/windows repair and maintenance services at District-wide facilities, on a regular and an as-needed basis including emergency work and repairs, for a period of three (3) years. See Exhibit A to the Agreement.

5. **Contract Estimate:** A not-to-exceed amount of **Three Hundred Thirty-Nine Thousand Dollars (\$339,000.00)** for the duration of the entire Contract **One Hundred Thirteen Thousand Dollars (\$113,000) per year**.

6. The Project Manager for this project is **Mark Cavalli, who can be reached at 510-535-2741.**

7. All bids shall be on the form provided by the District. Each bid must conform and be responsive to all pertinent Contract Documents, including, but not limited to, the Instructions to Bidders.

8. To bid on this Project, the Bidder is required to possess one or more of the following State of California Contractor Licenses:

#### • C-17 – Glazing Contractor

The Bidder's license(s) must be active and in good standing at the time of the bid opening and must remain so throughout the term of the Contract.

9. Prevailing Wages. Pursuant to sections 1770 et seq. of the California Labor Code, Bidder and all Subcontractors under the Bidder shall pay all workers on all work performed pursuant to the Contract not less than the general prevailing rate of per diem wages and the general prevailing rate for holiday and overtime work as determined by the Director of the State of California Department of Industrial Relations (DIR) for the type of work performed and the locality in which the work is to be performed within the boundaries of the District, pursuant to sections 1770 et seq. of the California Labor Code. Copies of the general prevailing rates of per diem wages for each craft, classification, or type of worker needed to execute the Contract, as determined by the DIR are available from the District or on the internet (<http://www.dir.ca.gov>).

10. Contractor Registration. Bidder shall ensure that Bidder and its Subcontractors comply with the registration and compliance monitoring provisions of Labor Code section 1771.4, including furnishing its CPRs to the Labor Commissioner, and are registered pursuant to Labor Code section 1725.5. Labor Code section 1771.1(a) states the following:

"A contractor or subcontractor shall not be qualified to bid on, be listed in a bid proposal, subject to the requirements of Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, as defined in this chapter, unless currently registered and qualified to perform public work pursuant to Section 1725.5. It is not a violation of this section for an unregistered contractor to submit a bid that is authorized by Section 7029.1 of the Business and Professions Code or by Section 10164 or 20103.5 of the Public Contract Code, provided the contractor is registered to perform public work pursuant to Section 1725.5 at the time the contract is awarded."

**A full copy of the bid form must be submitted at time of Bid Opening, 23rd day, October, 2019, @ 3:00 p.m. A copy must be downloaded from [www.ousd.org](http://www.ousd.org), under the Department of Facilities Planning and Management > For Contractors & Developers > subheading Bids and Request for Proposals > On the Right side, Click Formal Bids**

## OAKLAND UNIFIED SCHOOL DISTRICT

### INVITATION TO BID Play Structure and Matting Routine Repair and Maintenance Services Project No. 19115

1. Notice is hereby given that the governing board ("Board") of the Oakland Unified School District ("District" or "Owner") will receive sealed bids for the following contract:

#### Play Structure and Matting Routine Repair and Maintenance Services ("Contract")

To be performed at the following District site(s) ("Project"):

#### • All District Facilities

### 2. LOCAL SMALL LOCAL AND SMALL LOCAL RESIDENT BUSINESS ENTERPRISE PROGRAM

On January 29, 2014, OUSD adopted a resolution amending the 2008 Local, Small Local and Small Local Resident Business Enterprise Program (L/SL/SLRBE) and increasing the mandatory local participation requirement from twenty (20%) to fifty (50%) percent for all capital program/construction related contracts and professional services agreements. As with all OUSD projects, companies must be certified by the City of Oakland in order to earn credit toward meeting the participation requirement.

The basic 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.

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) > District Services > Facilities Planning & Management Department > Bids and Requests

3. Sealed Bids will be received until **1:00 PM on 23rd, October, 2019, at the District Office, located at 955 High Street – Facilities Department, Oakland, CA 94601, at the Receptionist's desk**, at or after which time the bids will be opened and publicly read aloud. Any claim by a bidder of error in its bid must be made in compliance with section 5100 et seq. of the Public Contract Code. Any bid that is submitted after this time shall be non-responsive and returned to the bidder.

4. The Contract consists of:

Routine plumbing repair and maintenance services at District-wide facilities, on a regular and an as-needed basis including emergency work and repairs, for a period of three (3) years. See Exhibit A to the Agreement.

5. **Contract Estimate:** A not-to-exceed amount of **Three Hundred Thousand Dollars (\$300,000.00)** for the duration of the entire Contract **One Hundred Thousand Dollars (\$100,000) per year**.

6. The Project Manager for this project is **Mark Cavalli, who can be reached at 510-535-2741.**

7. All bids shall be on the form provided by the District. Each bid must conform and be responsive to all pertinent Contract Documents, including, but not limited to, the Instructions to Bidders.

8. To bid on this Project, the Bidder is required to possess one or more of the following State of California Contractor Licenses:

#### • C-61 – Limited Specialty Classification

#### • Certification as Soft Tile Surface Installer

#### • B – General Building Contractor

The Bidder's license(s) must be active and in good standing at the time of the bid opening and must remain so throughout the term of the Contract.

9. Prevailing Wages. Pursuant to sections 1770 et seq. of the California Labor Code, Bidder and all Subcontractors under the Bidder shall pay all workers on all work performed pursuant to the Contract not less than the general prevailing rate of per diem wages and the general prevailing rate for holiday and overtime work as determined by the Director of the State of California Department of Industrial Relations (DIR) for the type of work performed and the locality in which the work is to be performed within the boundaries of the District, pursuant to sections 1770 et seq. of the California Labor Code. Copies of the general prevailing rates of per diem wages for each craft, classification, or type of worker needed to execute the Contract, as determined by the DIR are available from the District or on the internet (<http://www.dir.ca.gov>).

10. Contractor Registration. Bidder shall ensure that Bidder and its Subcontractors comply with the registration and compliance monitoring provisions of Labor Code section 1771.4, including furnishing its CPRs to the Labor Commissioner, and are registered pursuant to Labor Code section 1725.5. Labor Code section 1771.1(a) states the following:

"A contractor or subcontractor shall not be qualified to bid on, be listed in a bid proposal, subject to the requirements of Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, as defined in this chapter, unless currently registered and qualified to perform public work pursuant to Section 1725.5. It is not a violation of this section for an unregistered contractor to submit a bid that is authorized by Section 7029.1 of the Business and Professions Code or by Section 10164 or 20103.5 of the Public Contract Code, provided the contractor is registered to perform public work pursuant to Section 1725.5 at the time the contract is awarded."

**A full copy of the bid form must be submitted at time of Bid Opening, 23rd day, October, 2019, @ 1:00 p.m. A copy must be downloaded from [www.ousd.org](http://www.ousd.org), under the Department of Facilities Planning and Management > For Contractors & Developers > subheading Bids and Request for Proposals > On the Right side, Click Formal Bids**

# 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-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-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-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-0387864-00

Fictitious Business Name(s):  
**Taste of Talent**  
Address  
**1777 Pine Street, Apt 302, San Francisco, CA 94109**  
Full Name of Registrant #1  
**Ron Michael-Greenberg**  
Address of Registrant #1  
**1777 Pine Street, Apt 302, 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 **August 15, 2019**

Signed: **Ron Michael-Greenberg**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**09/04/2019**

**09/26/19 + 10/03/19 + 10/10/19 + 10/17/19**

## 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-0387583-00

Fictitious Business Name(s):  
**Hello, Dwell**  
Address  
**196 Connecticut Street, San Francisco, CA 94107**  
Full Name of Registrant #1  
**Aaron McDevitt**  
Address of Registrant #1  
**196 Connecticut Street, 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 **07/1/2019**

Signed: **Aaron McDevitt**

This statement was filed with the County Clerk of San Francisco County on **08/14/2019**

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**  
**08/14/2019**

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

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0387318-00

Fictitious Business Name(s):  
**JNM WINES**  
Address  
**663A 35th Avenue, San Francisco, CA 94121**  
Full Name of Registrant #1  
**Jeremiah Morehouse**  
Address of Registrant #1  
**663 35th Avenue, San Francisco, CA 94121**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07/24/2019**

Signed: **Jeremiah Morehouse**

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**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388062-00

Fictitious Business Name(s):  
**JT Dental Group**  
Address  
**2323 Noriega Street, #208, San Francisco CA 94122**  
Full Name of Registrant #1  
**Justin Tin**  
Address of Registrant #1  
**2323 Noriega Street, #210, 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 **09-24-2019**

Signed: **Justin Tin**

This statement was filed with the County Clerk of San Francisco County on **09-24-2019**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**09-24-2019**

**09/26/19 + 10/03/19 + 10/10/19 + 10/17/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388063-00

Fictitious Business Name(s):  
**San Bruno Avenue Dental Clinic**  
Address  
**2817 San Bruno Avenue, San Francisco, CA 94134**  
Full Name of Registrant #1  
**Justin Tin**  
Address of Registrant #1  
**2323 Noriega Street, #210, 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 **09-24-2019**

Signed: **Justin Tin**

This statement was filed with the County Clerk of San Francisco County on **09-24-2019**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**09-24-2019**

**09/26/19 + 10/03/19 + 10/10/19 + 10/17/19**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388061-00

Fictitious Business Name(s):  
**Sunset Premier Dental**  
Address  
**2415 Noriega Street, San Francisco, CA 94122**  
Full Name of Registrant #1  
**Justin Tin**  
Address of Registrant #1  
**2323 Noriega Street, #210, 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 **09-24-2019**

Signed: **Justin Tin**

This statement was filed with the County Clerk of San Francisco County on **09-24-2019**

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: **Melvin Galvez**  
**Deputy County Clerk**  
**09-24-2019**

**09/26/19 + 10/03/19 + 10/10/19 + 10/17/19**

# Public Legal Notices

**OAKLAND UNIFIED SCHOOL DISTRICT**

**INVITATION TO BID  
Plumbing/Sewer/Storm Drain  
Replacement & Spot Routine Repair  
and Maintenance Services  
Project No. 19117**

1. Notice is hereby given that the governing board ("Board") of the Oakland Unified School District ("District" or "Owner") will receive sealed bids for the following contract:

**Plumbing /Sewer/Storm Drain Replacement & Spot Routine Repair and Maintenance Services ("Contract")**

To be performed at the following District site(s) ("Project"):

- All District Facilities

**2. LOCAL SMALL LOCAL AND SMALL LOCAL RESIDENT BUSINESS ENTERPRISE PROGRAM**

On January 29, 2014, OUSD adopted a resolution amending the 2008 Local, Small Local and Small Local Resident Business Enterprise Program (L/SL/SLRBE) and increasing the mandatory local participation requirement from twenty (20%) to fifty (50%) percent for all capital program/construction related contracts and professional services agreements. As with all OUSD projects, companies must be certified by the City of Oakland in order to earn credit toward meeting the participation requirement.

The basic 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.

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) > District Services > Facilities Planning & Management Department > Bids and Requests

3. Sealed Bids will be received until **1:30 PM on 23rd, October, 2019, at the District Office, located at 955 High Street – Facilities Department, Oakland, CA 94601, at the Receptionist's desk**, at or after which time the bids will be opened and publicly read aloud. Any claim by a bidder of error in its bid must be made in compliance with section 5100 et seq. of the Public Contract Code. Any bid that is submitted after this time shall be non-responsive and returned to the bidder.

4. The Contract consists of:

Routine plumbing repair and maintenance services at District-wide facilities, on a regular and an as-needed basis including emergency work and repairs, for a period of three (3) years.  
see Exhibit A to the Agreement.

5. **Contract Estimate:** A not-to-exceed amount of **Seven Hundred Fifty Thousand Dollars (\$750,000.00)** for the duration of the entire Contract **Two Hundred Fifty Thousand Dollars (\$250,000) per year**.

6. The Project Manager for this project is **Kenneth Watts, who can be reached at 510-277-6759.**

7. All bids shall be on the form provided by the District. Each bid must conform and be responsive to all pertinent Contract Documents, including, but not limited to, the Instructions to Bidders.

8. To bid on this Project, the Bidder is required to possess one or more of the following State of California Contractor Licenses:

- C-36 – Plumbing Contractor
- C-42 – Sanitation System Contractor
- A – General Engineering Contractor

The Bidder's license(s) must be active and in good standing at the time of the bid opening and must remain so throughout the term of the Contract.

9. Prevailing Wages. Pursuant to sections 1770 et seq. of the California Labor Code, Bidder and all Subcontractors under the Bidder shall pay all workers on all work performed pursuant to the Contract not less than the general prevailing rate of per diem wages and the general prevailing rate for holiday and overtime work as determined by the Director of the State of California Department of Industrial Relations (DIR) for the type of work performed and the locality in which the work is to be performed within the boundaries of the District, pursuant to sections 1770 et seq. of the California Labor Code. Copies of the general prevailing rates of per diem wages for each craft, classification, or type of worker needed to execute the Contract, as determined by the DIR are available from the District or on the internet (<http://www.dir.ca.gov>).

10. Contractor Registration. Bidder shall ensure that Bidder and its Subcontractors comply with the registration and compliance monitoring provisions of Labor Code section 1771.4, including furnishing its CPRs to the Labor Commissioner, and are registered pursuant to Labor Code section 1725.5. Labor Code section 1771.1(a) states the following:

"A contractor or subcontractor shall not be qualified to bid on, be listed in a bid proposal, subject to the requirements of Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, as defined in this chapter, unless currently registered and qualified to perform public work pursuant to Section 1725.5. It is not a violation of this section for an unregistered contractor to submit a bid that is authorized by Section 7029.1 of the Business and Professions Code or by Section 10164 or 20103.5 of the Public Contract Code, provided the contractor is registered to perform public work pursuant to Section 1725.5 at the time the contract is awarded."

**A full copy of the bid form must be submitted at time of Bid Opening, 23rd day, October, 2019, @ 1:30 p.m. A copy must be downloaded from [www.ousd.org](http://www.ousd.org), under the Department of Facilities Planning and Management > For Contractors & Developers > subheading Bids and Request for Proposals > On the Right side, Click Formal Bids**

**REQUEST FOR PROPOSALS FOR HARVEY MILK TERMINAL 1 AND TERMINAL 2 AT SAN FRANCISCO INTERNATIONAL AIRPORT**



The Airport Commission has commenced two Request for Proposals (RFP) processes for retail concession leases in Harvey Milk Terminal 1 and Terminal 2. The opportunities include 4 separate leases with the following business terms:

**RFP 1 - Harvey Milk Terminal 1 Retail Concession Leases Phases 3 and 4**

Harvey Milk Terminal 1 Retail Concession Lease – Traveler's Retreat:  
Rent is the higher of the Minimum Annual Guarantee (\$135,000.00) or

- 12% of Gross Revenues for service, plus
- 14% of Gross Revenues for retail merchandise.

Harvey Milk Terminal 1 Retail Concession Lease – Apparel:  
Rent is the higher of MAG (\$365,000.00) or

- 12% of Gross Revenues achieved up to and including \$1,000,000.00; plus
- 14% of Gross Revenues achieved from \$1,000,000.01 up to and including \$2,000,000.00; plus
- 16% of Gross Revenues achieved over \$2,000,000.00.

Harvey Milk Terminal 1 Retail Concession Lease – Bookstore:  
Rent is the higher of MAG (\$230,000.00) or

- 8% of Gross Revenues achieved up to and including \$2,000,000.00; plus
- 10% of Gross Revenues over \$2,000,000.00.

**RFP 2 - Terminal 2 Market and Harvey Milk Terminal 1 Specialty Retail Stores Lease**

Rent is the higher of MAG (\$1,000,000.00) or

- 12% of Gross Revenues achieved up to and including \$2,500,000.00; plus
- 14% of Gross Revenues achieved from \$2,500,000.01 up to and including \$5,000,000.00; plus
- 16% of Gross Revenues achieved over \$5,000,000.00.

All Leases shall have a Term of twelve years. The Informational Conference will be held on Thursday, October 3, 2019 at 10:00 a.m. at the Aviation Museum and Library at San Francisco International Airport.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information. The Principal Property Managers for these opportunities are Clarissa Mamaril for RFP 1 and Veronica Zamani for RFP 2. Both can be reached at Revenue Development and Management at (650) 821-4500.

CNSB #3296195



**REQUEST FOR PROPOSALS FOR THE HARVEY MILK TERMINAL 1 FOOD AND BEVERAGE CONCESSION LEASES IN PHASES 3 AND 4 AT SAN FRANCISCO INTERNATIONAL AIRPORT**

The Airport Commission has commenced the Request for Proposals (RFP) process for the Harvey Milk Terminal 1 Food and Beverage Concession Leases in Phases 3 and 4. The Request for Proposals includes a Gourmet Grab & Go Market Lease, a Food Hall and Pop Up Food Program Lease, a Sit-Down Restaurant & Bar Lease, and 2 Small Business Enterprise Set-Asides for a Coffee Lease and a Japanese/Poke Lease.

The proposed Minimum Annual Guarantees (MAG) range from \$275,000.00 to \$1,685,000.00 and the terms are twelve years with one 2-year option to extend at the Airport Commission's discretion.

Rent for the Grab & Go Market, Coffee, and Japanese/Poke Leases shall be the higher of the MAG or the sum of the following: 8% of Gross Revenues achieved up to and including \$500K, plus; 10% of Gross Revenues achieved from \$500K up to and including \$1M, plus; 12% of Gross Revenues achieved over \$1M.

Rent for the Sit-Down Restaurant & Bar Lease shall be the higher of the MAG or the sum of the following: 8% of Gross Revenues achieved up to and including \$1.5M, plus; 10% of Gross Revenues achieved from \$1.5M up to and including \$2M, plus; 12% of Gross Revenues achieved over \$2M.

Rent for the Food Hall and Pop-Up Food Program Lease shall be the higher of the MAG or the sum of the following: 8% of Gross Revenues achieved up to and including \$2M, plus, 10% of Gross Revenues achieved from \$2M up to and including \$2.5M, plus, 12% of Gross Revenues achieved over \$2.5M.

The Informational Conferences will be held on Thursday, October 3, 2019 at 10:00 a.m. at the Aviation Museum at San Francisco International Airport.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call Tomasi Toki, Principal Property Manager, Revenue Development and Management Department, (650) 821-4500.

CNS-3295418#

**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.) **HOI KIU SCHOOL ALUMNI ASSOCIATION OF S.F. BAY AREA**  
Located at **900 Folsom St., Apt #319, San Francisco, CA 94107.**

This fictitious business name was filed in the County of San Francisco on **05-20-2019** under file **A-0386609-00**

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

Full Name of Registrant #1  
**Zhiang Zhen**  
**900 Folsom Street, Apr #319, San Francisco, CA 94107**

This business was conducted by a **AN INDIVIDUAL.**

Signed: **Zhiang Zhen**

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

Filed: **Mariedyne L. Argente**  
**Deputy County Clerk**  
**09/23/2019**

**09/26/19 + 10/03/19 + 10/10/19 + 10/17/19**

**Commitment & Consistency**

Continued from page 6

- ideas and technology.
- Valuing quality, excellence, integrity, and trust in yourself and others.
- Financial responsibility.
- Keeping things in balance by delegating work and responsibilities to others.
- Building lasting relationships.

**Consistency**

It is important to understand that consistency is an important part of any commitment. The day-after-day routine can become boring and uneventful, making us question whether to keep going. Be patient and flexible with yourself, even when you feel you are not moving forward.

Here are a few things you can do to help yourself stay consistent:

- Give yourself time to see change.
- Keep going when you make a mistake.
- Hold yourself accountable.
- Reward yourself when accomplishments are made.
- Keep your schedule realistic.
- Take time to get refreshed.
- Use motivational tactics to keep going.

Keep in mind, it is what someone does consistently that brings success—not what someone does occasionally.

Having the motivation to stay committed and consistent is powerful and gives you the ability to achieve your desired dreams.

At Acuity, we understand these principles and are committed to building long-term relationships with our insured contractors. With 50,000+ contractors placing their trust in us, and a 95% customer claim satisfaction, our focus is you.

**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).**



# SBE PROJECT PARTNERS IN BUSINESS & COMMUNITY OUTREACH

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- “Vetted” Database including businesses certified by federal, state or local jurisdictions
- National trade / focus publications to community businesses and stakeholders
- Expertise in Diversity Outreach to identify firms, promote outreach events, and handle registration details.
- Archived search results

**LINK TO OUTREACH ORDER FORM:**

[http://e8.octadyne.net/clientFiles/8023/SBE\\_Diversity-Outreach-Form.pdf](http://e8.octadyne.net/clientFiles/8023/SBE_Diversity-Outreach-Form.pdf)

**For more information contact:**

Small Business Exchange, Inc. • 795 Folsom Street, 1st Floor, San Francisco, CA 94107  
Phone: 415-778-6250 • Toll Free: 800-800-8534  
Fax: 415-778-6255 • Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com) • Website: [www.sbeinc.com](http://www.sbeinc.com)