

California to Receive up to \$1.1 Billion from U.S. Treasury Department to Promote Small Business Growth and Entrepreneurship through the American Rescue Plan



“This is an historic investment in entrepreneurship, small business growth, and innovation through the American Rescue Plan that will help reduce barriers to capital access for traditionally underserved communities.”

“I’m excited to see how SSBCI funds will promote equitable economic growth in California and across the country.”

— *Secretary of the Treasury Janet L. Yellen*

[Article originally appeared in <https://home.treasury.gov>]

The U.S. Department of the Treasury announced the approval of California’s application for funding under the State Small Business Credit Initiative (SSBCI) for up to \$1.1 billion, the largest funding amount that has been approved in the SSBCI program.

The American Rescue Plan reauthorized and expanded SSBCI, which was originally established in 2010 and was highly successful in in-

creasing access to capital for small businesses and entrepreneurs. The new SSBCI builds on this successful model by providing nearly \$10 billion to states, the District of Columbia, territories, and Tribal governments to increase access to capital and promote entrepreneurship, especially in traditionally underserved communities as they emerge from the pandemic. SSBCI funding is expected to catalyze up to \$10 of private investment for every \$1 of SSBCI capital funding, amplifying the effects of this funding and providing small business

owners with the resources they need to sustainably grow and thrive. State governments submitted plans to Treasury for how they will use their SSBCI allocation to provide funding to small businesses, including through venture capital programs, loan participation programs, loan guarantee programs, collateral support programs, and capital access programs.

“This is an historic investment in entrepreneurship, small business growth, and innovation through the American Rescue Plan that will help reduce barriers to capital access for traditionally underserved communities,” said Secretary of the Treasury Janet L. Yellen. “I’m excited to see how SSBCI funds will promote equitable economic growth in California and across the country.”

“This historic investment demonstrates why the American Rescue Plan is one of the most transformative pieces of legislation in the 21st Century,” Senator Alex Padilla said. “The \$1.1 billion invested in California’s small businesses will help unlock the potential of entrepreneurs in underserved communities across the state who may have never had the support needed to build their businesses and achieve the American Dream. When small businesses succeed, they create good-paying jobs that revitalize our neighborhoods and strengthen our economy.”

“By investing in small businesses, we boost our economy, create jobs, and strengthen the build-

ing blocks of communities,” said Representative Katie Porter. As a champion for oversight, I am proud to work in partnership with the Biden Administration to legislate support for our nation’s small businesses and then to verify that entrepreneurs are getting the help they need.”

“Small businesses are the backbone of our economy and I am proud the American Rescue Plan is delivering historic investments to help entrepreneurs thrive, particularly in underserved areas,” said Representative Mike Levin. “My office has heard from local business owners who need more resources and extra help to get off the ground, which is why these SSBCI funds are so important. I look forward to seeing this investment pay off for local small businesses soon.”

With its SSBCI funds, California will operate six programs expected to create jobs, drive key investments in underserved entrepreneurs, and increase small business lending over the long term.

- California has allocated over \$118 million to a capital access program that will help cover potential losses on small business loans to enhance small business lending.
- California has allocated over \$390 million to a small business loan guarantee program

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ACCESS TO CAPITAL

SBA Administrator Guzman Announces \$7.2 Million in PRIME Grants to Help Emerging Micro-Entrepreneurs Gain Access to Capital

[Article originally appeared in www.sba.gov]

Administrator Isabella Casillas Guzman, head of the U.S. Small Business Administration (SBA) and the voice for America’s 33 million small businesses in President Biden’s Cabinet,

announced a \$7.2 million grant award to 38 organizations under the Program for Investment in Micro-Entrepreneurs (PRIME), a \$1.7 million increase, up 30% from last year’s allocated \$5,500,000 in funding. The PRIME award will support these nonprofit organizations as they help low-income entrepreneurs get financing to

establish and expand their small businesses or provide capacity-building training for other organizations that provide capital to underserved small businesses.

In line with the President’s mission of creating an economy that works for all, Administrator Guzman has led the SBA to prioritize equity through all its offerings and increasing support for entrepreneurs from underserved communities at each stage of the entrepreneurship journey. PRIME helps execute the above strategic goals and others outlined in the Agency’s Equity Action Plan, aimed at lowering barriers to accessing capital while deepening engagement with trusted community organizations.

“Our SBA PRIME grants provide critical support for nonprofit organizations that are delivering needed technical assistance and training to

America’s small businesses so they can continue to power our nation’s strong economic recovery and transition to strong, stable growth,” said SBA Administrator Guzman. “This year, the SBA focused our PRIME grant selection process on our nonprofit partners who can best bring federal resources to life, especially in the regions and communities where they are needed most. I look forward to working with these organizations as they help us connect America’s entrepreneurs with the capital they need to start, grow and build resilient businesses.”

Congress established PRIME as part of the Program for Investment in Microentrepreneurs Act of 1999. Grant funds will be made available on September 30, 2022, and the project period for each grant is one year. The SBA placed special

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Hispanic Heritage Month 2022

Hispanic Heritage Month—Unidos: Inclusivity for a Stronger Nation

[Article originally appeared in <https://salud-america.org>]

By Dr. Fátima Coronado
CDC, Salud America! Guest Blogger

Every year, the United States recognizes National Hispanic Heritage Month (NHHM) from September 15 to October 15, to celebrate the histories, cultures, and contributions of generations of Hispanic Americans born in and outside the U.S., who have helped to shape this diverse country.

The theme for this year's NHHM is Unidos: Inclusivity for a Stronger Nation. In Hispanic culture, *unidos* (in unity, with inclusivity) is associated with positive outcomes. Being *unidos* is necessary for getting through tough times, for meeting goals and getting things done together.

NHHM provides an opportunity to acknowledge that while many health indicators have improved for most people in the U.S., significant disparities in health and health care persist particularly in Hispanic communities. The reasons for these disparities range from minority and socioeconomic status, language barriers, inadequate access, uneven health care, and more. Structural racism, stereotypes, biases, and other systemic factors have also contributed to these disparities.

For Hispanic communities, these disparities take on many forms, including higher rates of chronic conditions, worse health outcomes, and premature death, all presenting with significant health, social, and economic consequences.

To improve the public's health and achieve health equity for the Hispanic/Latino population, we can employ strategies that fully engage communities and address structural, social, and economic conditions in a culturally competent manner. Successfully implementing these strategies will also require focus on communicating relevant and practical information that resonates with Hispanic/Latino audiences and subgroups. With roots in dozens of countries and territories across Latin America and the Caribbean, the Hispanic/Latino population in the United States also represents a diversity of beliefs and attitudes toward many topics, including how we maintain our health and when, why, and from whom we access health care.

Reaching different Hispanic/Latino groups to help decrease health disparities requires more than a one-size-fits-all approach. Understanding and accepting this rich diversity supports effective outreach, with strategies informed by science, and with an understanding of how various Hispanic groups best receive, understand and act to protect their health. This tailored social ap-

proach to inclusion may help Hispanic and other minority populations to have the opportunity to lead longer, healthier lives.

I can't think of a better theme, not just for NHHM, but throughout the year, for all of us living in and loving our country. We know that we can't do it all alone; we can join forces and do it together. The Unidos: Inclusivity for a Stronger Nation theme reinforces the need to ensure that diverse voices and perspectives are welcome and to engage people in health and health care decision-making, especially in the public health sector.

We can proactively support and intentionally improve representation of the Hispanic and Latino workforce now. Besides celebrating the Hispanic and Latino heritage in general, this can be done specifically by recruiting with intention for leadership positions and at all levels across the workforce, leveraging employee networks, and providing opportunities for mentorship and growth for Hispanic individuals. We can strive to reach equal representation and inclusion of Hispanic and other minority populations across the workforce and at all levels of seniority.

This year is a call to action for unity, and like my mother always says, no matter what, *unidos somos mas fuerte* (united we are stronger). Let's



Dr. Fátima Coronado

all celebrate NHHM this year by uniting and becoming stronger. Together we can reach health equity, decrease disparities, improve health outcomes, and make our country and all its people safer and healthier.

SOURCE: <https://salud-america.org/hispanic-heritage-month-unidos-inclusivity-for-a-stronger-nation/>

5 Ways to Celebrate Hispanic Heritage Month at Work

[Article originally appeared in www.adp.com]

Professional development

1. Get your leaders talking

Having leaders discuss the significance of HHHM communicates to other team members that your organization has committed to honoring the celebratory period and recognizing its Hispanic and Latino employees. You can also ask your Hispanic and Latino leaders to discuss their lives, career journeys and achievements in the context of their heritages, cultures and identities. For example, in an interview with Almeida during

HHM 2021, Alex Quevedo, president, human resources outsourcing (HRO), ADP, spoke to ADP associates about his life and career. Historically, other Hispanic and Latino leaders at ADP have done the same. Likewise, consider hosting a similar discussion to foster relatability, networking and relationship-building within your workforce.

2. Provide a DE&I update

HHM is the ideal time to celebrate Hispanic and Latino DE&I achievements at your organization. If you're working on programs related to Hispanic and Latino populations — for exam-

ple, building Hispanic and Latino recruitment pipelines, identifying and closing pay gaps for Latina women or fostering Hispanic and Latino inclusion — HHHM is an excellent opportunity to discuss updates, next steps or even commit to Hispanic and Latino DE&I for the first time. You can do all this in a DE&I webinar led or informed by qualified DE&I professionals. For example, during HHHM 2021, Drew Lewis, vice president, diversity and talent, ADP, spoke to ADP associates about the organization's DE&I Talent Task Force, designed to advance Hispanic and Latino and other underrepresented talent within leadership. Likewise, consider your DE&I journey,

workforce and DE&I data. Where do you stand? What would an update look like for you?

Cultural recognition

3. Offer a cooking lesson

Food plays an important role in many Hispanic and Latin American communities. In fact, many regard a solid appetite as a sign of good health. Accordingly, consider hosting a culturally inspired cooking class or luncheon during HHHM. You can share recipes, preparation tips and expose your employees to authentic cuisines. For example, during HHHM 2020, Emmy-award-win-

Continued on page 3

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CALIFORNIA SUB-BID REQUEST ADS



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

SUBCONTRACTORS / SERVICE PROVIDERS

Asphalt Paving, Bore and Jack, Concrete Flatwork, Electrical, Manholes, Manhole/Utility Adjusting, Potholing, Project Scheduler (CPM), Saw Cutting, Shoring, Signage, Slurry Seal, Street Sweeping, Striping, Survey, SWPPP, Traffic Control, Traffic Loops, Trucking, Video Recording of Existing Conditions

SUPPLIERS

Aggregates, Asphalt Concrete, BMP's, Diesel Fuel, Equipment Rentals, Erosion Control, Miscellaneous Metals, Pipeline Materials, Precast Concrete Structures, Ready Mix Concrete, Shoring, Traffic Control

FY2020-2021 NON-POTABLE WATER (NPW) OFF-SITE PIPELINE PROJECTS

Spec No. 2022-22

Location: Palm Desert, CA

Revised BID DATE: October 13, 2022 at 2:00 p.m.

All Quotes Due Prior

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

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

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

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

Sukut Construction, LLC An Equal Opportunity Employer



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

SUBS/SERVICE PROVIDERS

Asphalt Concrete, Construction Area Signs, Drilled Holes, Environmental-Biological Studies, Fencing, Lead Compliance, Metal Beam Guard Railing, Painted Traffic Striping & Marking, Saw Cutting, SWPPP, Temporary Fencing, Temporary Railing, Traffic Control, Trucking

SUPPLIERS

Asphalt, Lubricants, Oil, Petroleum, Sand & Gravel, Steel, Pipe

FOR CONSTRUCTION ON STATE HIGHWAY IN BUTTE COUNTY IN AND NEAR PARADISE FROM 0.3 MILES SOUTH OF AIRPORT ROAD TO 0.2 MILES NORTH OF OLD CLARK ROAD

**In District 03 On Route 191, Butte County, CA
Department of Transportation
Contract No. 03-0J8704**

DBE GOAL 24%

BID DATE October 20, 2022 at 2:00 p.m.

All Quotes Due Prior

**Sukut Construction, LLC
4010 W. Chandler Avenue, Santa Ana, CA 92704
Contact: Lawrence Damore**

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

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

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

Sukut Construction, LLC An Equal Opportunity Employer



Kiewit Infrastructure West Co.
10704 Shoemaker Ave., Santa Fe Springs, CA 90670 • Tel: (562) 946-1816 • Fax: (562) 946-3823
Contact: Hunter Pedicord | Email: Hunter.Pedicord@kiewit.com

Owner: Port of Long Beach – Harbor Department
Project Name: Terminal Island Wye Track Realignment at Pier S and Pier T:
Spec No. HD-S2542
Location: 415 W. Ocean Blvd, Long Beach, CA 90802
Bid Date: November 1, 2022, @ 2:00pm PST

Request for DBE sub-quotes

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

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

Aggregate – geosynthetic – trucking and hauling – asphalt paving – curbing and gutter – fencing – landscape contractors – ready mix supplies – concrete reinforcing installation – tracking and rails – striping

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

This project is subject to Project Labor Agreement, Labor Compliant and prevailing wage rates. The project is partially funded by a U.S. Department of Transportation MARAD FY 2019 PIDP (CFDA No. 20.823) Grant No 693JF72040020 and is subject to federal funding requirements including, but not limited to the DBE Program requirements, and the California Labor Code.

Responsive bidders must possess a valid California Contractor's license (as appropriate) and provide acceptable insurance. Responsible subcontractors and material contractors may be required to provide bonding for 100% of their contract value. Kiewit will reimburse bond premiums. Firms performing any onsite work is signatory to collective bargaining agreements with the carpenters, laborers, cement masons, ironworkers, operating engineers, and teamsters. Kiewit will consider quotes from any, and all bidders who demonstrate an ability to foster and maintain labor harmony on the Project.

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

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

5 Ways to Celebrate Hispanic Heritage Month at Work

Continued from page 2

ning television producer and food blogger Nicolette Medina hosted a cooking class for ADP associates called "For the Love of Food," sharing her family recipe for albondigas soup, or Mexican meatball soup. Could you arrange a similar lesson or presentation? For a health-oriented approach, consider hosting a healthy cooking class with a medical doctor or another qualified medical professional.

4. Feature a musician

The impact of music by Hispanic and Latino artists is undeniable. According to the Recording Industry Association of America (RIAA), "Latin music continues to rise — powering the overall music market and reporting its highest revenue figure in history [in 2021] at \$886 million." Anitta, Maluma, Ricky Martin, Shakira, Rosalia, Enrique Iglesias, Alejandro Sanz, Gloria Estefan and many other Hispanic and Latino artists have amassed billions of streams across Spotify and other streaming platforms. Hiring these big names would be challenging, but you can still incorporate musical performances into your HHM itinerary. For example, during HHM 2020, ADP featured singer Innis, who shared his personal story, performed his hit song "Dime Dónde, Dime Cuándo" and answered questions from ADP associates. Consider whether there are talented Hispanic and Latino musicians in your orbit who might enjoy contributing to your

celebration. At a minimum, you could feature a playlist of favorite music selected by Hispanic and Latino employees and distribute it for others to listen to on their own time.

5. Host a dance class

Hispanic and Latin American countries are home to numerous world-renowned dance styles, including salsa, merengue, samba, mambo, bachata and tango. Not only is dancing important in many Hispanic and Latin American cultures, but it's good exercise and can be a fun educational experience. For example, Adelante BRG chapters have offered culturally inspired dance classes to ADP associates during past HHMs, teaching them new moves and exciting them for the month's festivities. With movement in mind, consider offering a dance class on one of the above styles or another Latin style. You can host it virtually and in person to include your on-site, remote and hybrid employees. A qualified dance instructor, professional dancer or someone at your organization who's proficient in a particular style can teach the class. Most importantly, have fun, learn something and be safe.

SOURCE:

www.adp.com/spark/articles/2022/09/5-ways-to-celebrate-hispanic-heritage-month-at-work.aspx

Diversity Outreach Services

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



CALIFORNIA SUB-BID REQUEST ADS

FLATIRON

REQUEST FOR QUOTES FROM CERTIFIED
DBE/MBE/WBE/SBE/SBRA/LSAF/HUB Zone SUBS, SUPPLIERS & SERVICE PROVIDERS

City of Palo Alto, California
SECONDARY TREATMENT UPGRADES (STU) PROJECT
IFB No.: 185822

Public Works Project NO. (CIP: WQ-19001)

****This project is CWSRF Funded, EPA forms are required prior to bid day****

DBE Participation Encouraged
Engineers Estimate: \$118M
BID DATE: October 6, 2022 at 3:00 PM

We are soliciting quotes for the following Divisions and items of work:

For Divisions 01, 02, 03, 05, 07, 08, 09, 10, 13, 22, 23, 26, 27, 28, 31, 32, 40, 41, 43, 46 including, but not limited to: Aggregate Supply, Asphalt Paving, Blowers and Appurtenances, Bypass Pumping Systems, Cranes, Demolition, Dewatering, Doors and Windows, Electrical and I&C, Fire Protection Specialties, Glazing, Hazardous Material Disposal, HVAC, Joint Sealants, Metal Building Systems, Misc. Metal Supply, Monorail Hoists, Painting & Coating, Pipe Supply, Plumbing, Pumps, Quality Control, Ready Mix Concrete, Rebar, Shoring, Signage, Temporary Generators.

PLEASE SUBMIT SCOPES/QUOTES TO: NORCALBIDS@FLATIRONCORP.COM or by fax to (707) 746-1603.

Plans and specifications are available to download, at no cost, from the City of Palo Alto PlanetBids website at the following link: <https://pbsystem.planetbids.com/portal/25569/bo/bo-search>. The bid documents are also available, at no cost, from our Box ftp site, please send an email request to NORCALBIDS@flatironcorp.com. Due to Covid-19 & social distancing requirements still in place in some areas, we are not currently scheduling appointments to review project docs or meet with estimators in our office. When all pandemic restrictions are lifted, we will offer these services again in our office by appointment only. Thank you for your understanding.

Non-DBE Subs/Suppliers: Indicate lower tier DBE participation offered on your quotation, as it will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron West will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request.

Please email ALL Scopes/Quotes to: NorCalBids@flatironcorp.com

Flatiron West, Inc.
1200 Concord Ave., Suite 465, Concord, CA 94520
Phone 707-742-6000 Bid Fax 707-746-1603
Email: NorCalBids@Flatironcorp.com

Point of Contact: Jannette Carter, Estimating Administration Manager
License No. 772589

WE ARE AN EQUAL OPPORTUNITY EMPLOYER

FLATIRON

REQUEST FOR CERTIFIED DBE SUBCONTRACTORS/SUPPLIERS/SERVICES

Caltrans Contract 01-366004

Construction on State Highway in Humboldt County near Eureka from
Eureka Slough Bridge to Bayside Cutoff.

(General Work Description: Construct interchange, structure undercrossing and traffic signal)

EE: \$50M DBE Goal 20% Bid Date: October 4, 2022 at 2:00 PM

****This is an Electronic bid submittal****

****Quotes not received by 11:00 AM on bid day may not be reviewed/evaluated****

Flatiron West, Inc. requests DBE subcontractor/supplier/service participation for the following items of work, but not limited to: Asphalt Dike, Asphalt Paving, Column Support Embankment, Clear and Grub, CISS Pile, Cold Plane AC, Construction Area Signs, Electrical, Erosion Control, Fencing, Guardrail, Joint Seal, Landscape and Irrigation, Minor Concrete, Prestressing, Railing, Reinforcing Steel, Roadside Signs, Rock Slope Protection, Stain Concrete, Striping, Underground, Polyester Concrete, Prepare and Stain Concrete, Traffic Control, Soil Mixing, Geosynthetic Pavement Interlayer, Aggregate Supply, Bridge Bearing Pad Supply, Concrete Supply, Formliner Supply, Joint Seal Assembly Supply, Misc. Iron and Steel Supply, Pipe Supply, Precast Drainage Inlets, Ready Mix Concrete Supply, Traffic Control Materials, Geotextile Supply, Import Fill, Light Weight EPS Blocks, Gasoline Resistant Geomembrane, QC Testing, Settlement Monitoring, Street Sweeping, Survey, Trucking, Water Truck, ADL Z-2 (Trucking Haz Mat)

Non-DBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request.

To view and download projects docs for FREE from the Caltrans website you will need to "Create an Account" with Caltrans Connect. Use the following link <http://ppmo.e-dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php> to enter the Advertised Projects page and scroll to Contract number: 01-366004. Sign in is required to access project plans.

To access **FREE** project documents from our Flatiron BOX ftp site, please send an email request to NorCalBids@flatironcorp.com. You will be provided with a BOX link to view & download plans and specs for **FREE** from our BOX.com ftp site. Due to Covid-19 & social distancing requirements still in place in some areas, we are not currently scheduling appointments to review project docs or meet with estimators in our office. When all pandemic restrictions are lifted, we will offer these services again in our office by appointment only. Thank you for your understanding.

Please send all quotes by email to NORCALBIDS@flatironcorp.com

Flatiron West, Inc.
1200 Concord Ave., Suite 465, Concord, CA 94520
Phone 707-742-6000 Bid Fax 707-746-1603
Contractor License 772589



BUSINESS TOOLKIT

12 Tips to Grow Your Construction Business

[Article originally appeared in
www.constructconnect.com]

By Kendall Jones,

Is it time to grow your construction business? Are you looking to expand into new markets or territories? Growing your construction business, regardless of whether you're just starting out or have been in the industry for years, requires careful planning. In order to strategically scale up your operations, you must ensure you will have the resources (workers, equipment, etc.) to handle the additional work.

1. Build a great team.

In construction, your people are your business. Hire dependable, knowledgeable and skilled employees. Retain your best employees by promoting and rewarding them for their hard work and reliability.

2. Manage your business, but lead your people.

Your employees want to be led, not managed. Be a great leader and your employees will follow you anywhere. If you try and manage every aspect of your employees work they will think you have no confidence in their ability to make good decisions and properly do their jobs.

3. Invest in your business.

If you want to earn more business you have to invest time and money into your company. This means buying new equipment and technology when needed, training your employees and actively marketing your business.

4. Be selective to be profitable.

It's not enough to just earn more business. When you take on more work it has to be profitable. There's no sense in doubling the number of jobs you work if you aren't increasing your profits.

5. Get the word out.

Word of mouth remains the number one method most construction companies use to market their business and earn more work. Encourage your best customers to tell others about the great work your company does.

6. Play to your strengths.

Would you rather have your company be known as a decent all-around general contracting firm or the best general contractor doing LEED-certified hotel renovations? Finding a niche market or specializing in a specific industry can set you apart from your competitors.

7. Network to earn more work.

One of the best ways to network is to join and be active in the local chapter of a trade association. Networking can be a useful tool to build brand awareness for your company, generate leads and find vendors. Being active and giving back to your community is also a great networking opportunity for your business.

8. Quality is king.

Tread carefully when considering any measure that could sacrifice the quality of your work. Cutting corners to reduce costs speed up completion of a project can be detrimental. Your company's reputation for doing quality work is only as good as your last project so never compromise your high standards of performing quality work.

9. Change is good.

Adaptability is one of the keys to success in the construction industry. As we've seen with the recent recession, construction can be quite a volatile industry. If you are unwilling to make adjustments in your business to keep up with the changing trends you are setting yourself up for failure.

10. Give great customer service.

Pleasing your clients should be a top priority. This doesn't mean you have to cave to their every demand. You should be actively communicating with your client on all aspects of a project so you can be equal partners in the decision-making process. Satisfied customers will lead to repeat business and great referrals.

11. Be proactive, not reactive.

You can't just sit back and expect more work to just fall in your lap. You have to proactively seek out new opportunities to retain and grow your business. Constantly reach out to the owners, architects and general contractors you find out what projects they have on the horizon.

12. Make smart decisions.

We make thousands of decisions every day, many of which are inconsequential. When it comes to earning more business, this often means making hard decisions that will impact your success for years to come. Take the time to consider all angles and options and perform your due diligence for future success. Never get pressured into making rash or impulsive decisions.

CALIFORNIA SUB-BID REQUEST ADS



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

Caltrans 04-2J7404

Route 101 in San Mateo County at Various Locations from University Avenue Overcrossing to Sierra Point Off Ramp Overcrossing - Project ID 0415000010 -- 04-SM-101-0.9-23.4 - San Mateo County

Bid Date: November 3, 2022, 2:00 PM

****Bidding Electronically. Quotes need to be received by 11:00am on bid day****

CONTACT:

Debby Pannell
Brosamer & Wall Inc.
1777 Oakland Blvd, Suite 300, Walnut Creek, California 94596
PH: 925-932-7900 • FAX: 925-279-2269 • estimating@brosamerwall.com

PROJECT SCOPE:

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

LEAD COMPLIANCE PLAN; CONSTRUCTION AREA SIGNS; TRAFFIC CONTROL SYSTEM; TEMPORARY TRAFFIC STRIPING; CHANNELIZER (SURFACE MOUNTED) & (SURFACE MOUNTED-LEFT IN PLACE); PORTABLE RADAR SPEED FEEDBACK SIGN SYSTEM DAY; TEMPORARY BARRIER SYSTEM; PORTABLE CHANGEABLE MESSAGE SIGN; ALTERNATE TEMPORARY CRASH CUSHION (TL-3 & TL-2); TEMPORARY TRAFFIC SCREEN; TEMPORARY RADAR SPEED FEEDBACK SIGN SYSTEM; AUTOMATED FLAGGER ASSISTANCE DEVICE; PREPARE WATER POLLUTION CONTROL PROGRAM; TEMPORARY DRAINAGE INLET PROTECTION; STREET SWEEPING; TEMPORARY CONCRETE WASHOUT; ASBESTOS COMPLIANCE PLAN; REMOVE YELLOW PAINTED & YELLOW THERMOPLASTIC TRAFFIC STRIPE (HAZARDOUS WASTE); CLEARING & GUBBING; ROADWAY EXCAVATION; STRUCTURE EXCAVATION (BRIDGE); STRUCTURE BACKFILL (BRIDGE); MOVE-IN/MOVE-OUT (EROSION CONTROL); EROSION CONTROL (HYDROMULCH; FIBER ROLLS; HYDROSEED; COMPOST); CLASS 2 AB; HMA; AC DIKE; TACK COAT; COLD PLANE ASPHALT CONCRETE PAVEMENT; STEEL SHEET PILING; STRUCTUREAL CONCRETE (BRIDGE, BRIDGE POLYMER FIBER, BARRIER CLAB. DRAINAGE INLET); JOINT SEAL (MR 1/2", 1" & 1-1/2"); BAR REINFORCING STEEL (BRIDGE); PUBLIC SAFETY PLAN; CARBON FIBER REINFORCED POLYMER STRIP; REMOVE ASPHALT CONCRETE SURFACING; PREPARE CONCRETE BRIDGE DECK SURFACE; REFINISH BRIDGE DECK; FURNISH POLYESTER CONCRETE OVERLAY; PLACE POLYESTER CONCRETE OVERLAY; BRIDGE REMOVAL (PORTION); ALTERNATE PIPE CULVERT (15" & 18"); TRASH NET (DOWNDRAIN); 15" CORRUGATED STEEL PIPE (.079" THICK); 15" ANCHOR ASSEMBLY; ROCK SLOPE PROTECTION; ROCK SLOPE PROTECTION FABRIC (CLASS 8); REMOVE CONCRETE (CURB AND GUTTER, SIDEWALK, ISLAND, MISC); MISC METAL (BRIDGE); TEMPORARY FENCE (TYPE CL-6); CHAIN LINK FENCE (TYPE CL-6); PAVEMENT MARKER (RETROREFLECTIVE) & REMOVE PAVEMENT MARKER; TREATMENT BEST MANAGEMENT PRACTICE MARKER; OBJECT MARKER (TYPE P); REMOVE ROADSIDE SIGN; RESET ROADSIDE SIGN; FURNISH SINGLE SHEET ALUMINUM SIGN (0.063" & 0.080" UNFRAMED); ROADSIDE SIGN-ONE POST; INSTAL SIGN PANEL ON EXISTING STRUCTURE; MIDWEST GUARDRAIL SYSTEM (WOOD POST); CHAIN LINK RAILING (TYPE 6 & TYPE 7 MODIFIED); HANDRAILING; TRANSITION RAILING (TYPE WB-31); ALTERNATE CRASH CUSHION (TL-2); ALTERNATIVE IN-LINE TERMINAL SYSTEM (TL-3 & TL-2); CONCRETE BARRIER (TYPE 60M, 60MS, TYPE 732SW MODIFIED, TYPE 836A MODIFIED, TYPE 836 MODIFIED & TYPE 842 MODIFIED); THERMOPLASTIC PAVEMENT MARKING; 6" THERMOPLASTIC TRAFFIC STRIPE (ENHANCED WET NIGHT VISIBILITY); REMOVE THERMOPLASTIC TRAFFIC STRIPE & PAVEMENT MARKING; TRAFFIC STRIPE TAPE WITH CONTRAST (WARRANTY); MAINTAINING EXISTING TRAFFIC MANAGEMENT SYSTEM ELEMENTS DURING CONSTRUCTION; ELECTRICAL; QUALITY CONTROL

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

Requirements: Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE or DVBE. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage, valid DBE or DVBE certification if applicable, DIR (Department of Industrial Relations) registration number for public work projects, and worker's compensation for the entire length of the contract and must be active at time of bid. All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining/waiving insurance, bonding, equipment, materials and/or supplies please call or email Debby Pannell.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or can be accessed for free at the Caltrans website: www.dot.ca.gov/hq/esc/oe. B&W will also make plans & specs available electronically. Please email Debby Pannell at dpannell@brosamerwall.com for free online link. Brosamer & Wall Inc. intends to work cooperatively with all qualified firms seeking work on this project. ****Submit ALL Bid/Quotes via email to estimating@brosamerwall.com or via fax at 925-279-2269 and if applicable submit a copy of your CURRENT DBE or DVBE CERTIFICATION by 11am on bid day. Please Include your CSLB License Number, DIR Registration Number, and if applicable DBE or DVBE Certification Number on all bid/quotes.** Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before October 28, 2022.

B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.



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

Caltrans 04-4J8404

Route 24 in Orinda from 0.1 Mile West of Saint Stephens Drive Overcrossing to 0.1 Mile East of Saint Stephens Drive Overcrossing - Project ID 0416000027 - 04-CC-24-R3.4/R3.6 - Contra Costa County

Bid Date: October 27, 2022, 2:00 PM

****Bidding Electronically. Quotes need to be received by 11:00am on bid day****

CONTACT:

Debby Pannell
Brosamer & Wall Inc.
1777 Oakland Blvd, Suite 300, Walnut Creek, California 94596
PH: 925-932-7900 • FAX: 925-279-2269 • estimating@brosamerwall.com

PROJECT SCOPE:

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

LEAD COMPLIANCE PLAN; CONSTRUCTION AREA SIGNS; TRAFFIC CONTROL SYSTEM; CHANNELIZER (SURFACE MOUNTED) & (SURFACE MOUNTED-LEFT IN PLACE); PORTABLE RADAR SPEED FEEDBACK SIGN SYSTEM DAY; TEMPORARY BARRIER SYSTEM; PORTABLE CHANGEABLE MESSAGE SIGN; TEMPORARY CRASH CUSHION MODULE; TEMPORARY RADAR SPEED FEEDBACK SIGN SYSTEM; PREPARE WATER POLLUTION CONTROL PROGRAM; TEMPORARY DRAINAGE INLET PROTECTION; TEMPORARY GRAVEL BAG BERM; STREET SWEEPING; TEMPORARY CONCRETE WASHOUT; REMOVE YELLOW THERMOPLASTIC TRAFFIC STRIPE (HAZARDOUS WASTE); CLEARING & GUBBING; ROADWAY EXCAVATION; STRUCTURE EXCAVATION (BRIDGE); TYPE COM & TYPE Z-2 (AERIALY DEPOSITED LEAD); STRUCTURE BACKFILL (BRIDGE); MOVE-IN/MOVE-OUT (EROSION CONTROL); EROSION CONTROL (HYDROMULCH; FIBER ROLLS; HYDROSEED; COMPOST); CLASS 2 AB; HMA; RHMA-O; TACK COAT; COLD PLANE ASPHALT CONCRETE PAVEMENT; STRUCTURAL CONCRETE-APPROACH SLAB (TYPE R); JOINT SEAL (MR 1"); ASPHALT MEMBRANE WATERPROFFING; PUBLIC SAFETY PLAN; REMOVE ASPHALT CONCRETE SURFACING; REMOVE UNSOUND CONCRETE; PREPARE CONCRETE BRIDGE DECK SURFACE; FURNISH POLYESTER CONCRETE OVERLAY; PLACE POLYESTER CONCRETE OVERLAY; COLUMN CASING (MODIFIED); REMOVE SLOPE PAVING; SLOPE PAVING (CONCRETE PAVERS) (MODIFIED); MINOR CONCRETE (CURB AND GUTTER & SIDEWALK); REMOVE CONCRETE (CURB AND GUTTER & SIDEWALK); PAVEMENT MARKER (RETROREFLECTIVE) & REMOVE PAVEMENT MARKER; CONCRETE BARRIER (TYPE 60MGF); CONCRETE BARRIER TRANSITION; REMOVE CONCRETE BARRIER; THERMOPLASTIC TRAFFIC STRIPES (6" & 8" ENHANCED WET NIGHT VISIBILITY); REMOVE THERMOPLASTIC TRAFFIC STRIPE; 6" TRAFFIC STRIPE TAPE WITH CONTRAST (WARRANTY); REMOVE PAINTED STRIPE; PAINT TRAFFIC STRIPES (2-Coat); REMOVE PAINTED PAVEMENT MARKINGS; PAINT PAVEMENT MARKINGS (2-Coat); THERMOPLASTIC CROSSWALK AND PAVEMENT MARKING (ENHANCED WET NIGHT VISIBILITY); REMOVE THERMOPLASTIC PAVEMENT MARKING; SMOOTHNESS QUALITY CONTROL PLAN; QUALITY CONTROL PLAN FOR CAST-IN-PLACE STRUCTURAL CONCRETE MEMBERS

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

Requirements: Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DVBE. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage, valid DVBE certification if applicable, DIR (Department of Industrial Relations) registration number for public work projects, and worker's compensation for the entire length of the contract and must be active at time of bid. All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining/waiving insurance, bonding, equipment, materials and/or supplies please call or email Debby Pannell.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or can be accessed for free at the Caltrans website: www.dot.ca.gov/hq/esc/oe. B&W will also make plans & specs available electronically. Please email Debby Pannell at dpannell@brosamerwall.com for free online link. Brosamer & Wall Inc. intends to work cooperatively with all qualified firms seeking work on this project. ****Submit ALL Bid/Quotes via email to estimating@brosamerwall.com or via fax at 925-279-2269 and if applicable along with a copy of your CURRENT DVBE CERTIFICATION by 11am on bid day. Please Include your CSLB License Number & DIR Registration Number on all bid/quotes.** Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before October 21, 2022.

B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.



11555 Dublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909

Phone: (925) 829-9220 / Fax: (925) 803-4263

Website: www.desilvagates.com

ESTIMATOR: DAVID CZECH

An Equal Opportunity/ Affirmative Action Employer

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

STATE ROUTE 99/TURNER ROAD INTERCHANGE PROJECT RTSTPL-5154(051)

0.3 Miles South of North Lodi Overcrossing to Turner Road Overcrossing

Disadvantaged Business Enterprise Goal Assigned is 21%

OWNER: CITY OF LODI - 310 West Elm Street, Lodi, CA 95241

REVISED BID DATE: OCTOBER 5, 2022 @ 11:00 A.M.

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

AC DIKE, RETAINING WALL, CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FENCING, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, PRIME OIL SUPPLIER, ROADSIDE SIGNS, RUMBLE STRIP, SAWCUTTING, GOUND ANCHOR & SHOTCRETE, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TESTING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, TRAFFIC CONTROL/ENGINEER, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA and 3855 North Freeway Boulevard, Suite 100, Sacramento, CA or at your local Builders Exchange, or reviewed and downloaded from the dropbox site at https://www.dropbox.com/sh/5rvdc1bwfbag9l9AABrd0ba51_kN3GtAESfBUoa?dl=0 or from the Owner's site at <https://www.ciplist.com/plan/?Lodi/city/12595/plan/4589>

Fax your bid to (925) 803-4263 or email to dgcestimating@desilvagates.com to the attention of Estimator David Czech. 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

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

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



Our firm is preparing a bid for the following project as a prime contractor, and we are interested in receiving subcontractor quotations for items of work or materials required below from interested Disadvantaged Business Enterprise (DBE).

**Coachella Valley Water District
FY2020-2021 Non-Potable Water (NPW) Off-Site Pipeline Projects
Spec No. 2022-22**

Revised Bid Date: October 13, 2022 @ 2:00 PM

**Outreach: DBE
Senior Estimator: Mark Setzer | Phone: (562) 928-6111
Email: msetzer@warasic.com**

W.A. Rasic is requesting bids for the following trades and/or material supplies:

Bore & Jack, Asphalt Cap Paving, Aggregate & Asphalt Concrete Materials, Diesel Fuel, Potholing, Pipeline Materials, Precast Concrete, Saw Cutting, Shoring Equipment, Slurry Seal, Street Sweeping, Survey, Video Recording of Existing Conditions, Striping, SWPPP, Traffic Control Signs, Traffic Loops, Trucking (export soil), Electrical

Plans and Specifications are available at no cost to interested firms by contacting W.A. Rasic Construction during normal working hours of 8:00am - 5:00 pm Monday thru Friday

W.A. Rasic will assist in obtaining bonds, lines of credit, insurance, equipment, supplies and materials upon request. W.A. Rasic will consider each DBE quote, including those that are broken down into economically feasible units as well as arrange delivery schedules to facilitate and encourage maximum bidding participation. W.A. Rasic also encourages a consortium of DBE firms when a contract portion is too large to handle individually. Subcontractors must have a valid California Contractors License and must be registered with the Department of Industrial Relations (DIR) as required by Section 1725.5 of the Public Contract Code. Subcontractors will be required to execute W.A. Rasic's standard subcontract agreement and general insurance requirements. A copy of our subcontractor agreement and insurance requirements is available in electronic format upon request. W.A. Rasic reserves the right to require each subcontractor to provide payment and performance bonds in the amount of 100% of the subcontractors bid. Bond Premium will be reimbursed up to a cost not to exceed 2.5%. W.A. Rasic is an equal opportunity employer and Union signatory Contractor.



CALIFORNIA SUB-BID REQUEST ADS

CAHILL CONTRACTORS LLC

requests bids from Certified SBE Subcontractors and Suppliers for the following select DESIGN BUILD trades ONLY:

Fire Sprinklers, Solar, Exterior Building Maintenance

160 FREELON - EARLY DESIGN BUILD TRADE BID
160 Freelon St, San Francisco, CA 94107

This is a San Francisco project with construction workforce, prevailing wage, and local hiring requirements.

BID DATE: 10/3/22 @ 2PM

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

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



Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive • Fairfield, CA 94534
Attn: Amanda Schroeder at norcal.bids@kiewit.com
Phone (707) 439-7300 • Fax (707) 439-7301

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

Secondary Treatment Upgrades (STU) Project
IFB No. 185822

Owner: City of Palo Alto

Bid Date: October 06, 2022 @ 3:00 PM

Subcontractor and Supplier Scopes are due September 29, 2022

Quotes/Proposals NO LATER THAN October 05, 2022 at 5 PM.

Kiewit requests Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses for the following scopes, but not limited to:

AC Paving • Aggregates • Cast-In-Place Concrete • Cathodic Protection • Concrete Pumping • Concrete Repair • Concrete Supply • Cranes and Hoists • Demolition • Dewatering • Doors, Windows & Glazing • Drilled Concrete Piers • Dump Fees • Electrical • Electrical Supply • Electrical Testing • Fences & Gates • Fire Alarm • Hazardous Waste Removal • HVAC • Joint Sealants • Keystone Wall • Louvers • Mechanical Equipment • Minor Concrete • Misc Metals & Structural Steel • Painting and Coating • Piling • Piping and Valves • Pre-Engineered Buildings • Quality Control • Rebar • Shoring • Signage • Slide Gates and Stop Logs • Sound-Absorptive Panels • Storefronts • Striping / Pavement Markings • Survey • Sweeper Truck • SWPPP • Temporary Bypass Pumping • Trucking & Hauling • Water Truck

Certified thru, but not limited to, any of the following agencies:
www.mdba.gov; www.epa.gov; www.sba.gov; dot.ca.gov

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

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

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

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

Clean Water State Revolving Fund (CWSRF) requirements
US Environmental Protection Agency (WIFIA) grant requirements
American Iron and Steel (AIS) requirements
Davis-Bacon Act and California prevailing wage requirements
Disadvantaged Business Enterprises (40 CFR Part 33) requirements

An Equal Opportunity Employer
CA Lic. 433176
DIR #: 1000001147



Project Name: 4200 Geary GMP Bid Request

Location: San Francisco, California

Bid Date: Tuesday, October 18, 2022 @ 2:00pm

Pre-Bid: Wednesday October 5, 2022 @ 2:00pm

Labor Requirements: Prevailing Wage

Project Schedule: Est. Start: February 2022

Nibbi Brothers has been selected as the General Contractor for the 4200 Geary Blvd project in San Francisco. We are in receipt of the Plan Bid Set and are currently requesting bid proposals from qualified subcontractors. The Contract Monitoring Division (CMD) has set the SBE participation goal for this project at 20%. For more information about the San Francisco SBE program as it relates to this solicitation please contact Mr. Selormey Dzikunu at the City and County of San Francisco Contract Monitoring Division via email, selormey.dzikunu@sfdpw.org.

Proposals are due no later than 2:00 PM on Tuesday, October 18, 2022 online via the Building Connected website. Please note a completed Bid Form will need to be submitted for each trade/bid package you are bidding on in order to be considered. The required Nibbi Bid Form is now located electronically on Building Connected.

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

For any questions on accessing this bidding software, please contact William Smith, Precon & Estimating Coordinator via email, wills@nibbi.com. For specific questions regarding this project, please contact Cody Harris, Project Manager via email, codyh@nibbi.com.



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

Project: MIPS,3W, Effluent Bypass Project (POF016)

Owner: Vallejo Flood and Wastewater District

Bid Date: October 13th, 2022 @ 2:00 p.m.

PLEASE NOTE THIS IS AN ELECTRONIC BID – ALL QUOTES NEED TO BE SUBMITTED BY 12:00PM TO ENSURE QUOTE HAS BEEN RECEIVED AND REVIEWED

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

PIPE SUPPLIERS, DRAINING SYSTEMS PIPE SUPPLIERS, PRECAST MATERIALS, BYPASS PUMPING, CATHODIC PROTECTION, CIDH PILES, CONCRETE PAVEMENT/PUMPING, DEWATERING, HANDRAILING, PILE DRIVING, TRUCKING, ACCESS DOORS/DOOR&HARDWARE, HATCHES, BDLG. CONSTRUCTION, PUMPING PLANT ELECTRICAL EQUIPMENT, PAINTING/COATINGS, ROOFING, MISC.METALS, FRP GRATING, ELECTRICAL-BUILDING, FOUNDATION PILES.

Project Description:

The project includes, but not limited to, construction of new pile-supported Chlorine Contact Tank D; new pile-supported Mare Island Strait Outfall Pump Station; modifications to existing Chlorine Contact Tank C; construction of outfall piping and general site improvements.

Engineers Estimate: \$40.5 million

Project information, including plans & specifications can be found at: www.vallejowastewaterplans.com (Coachella Valley Water District)

estimating@mountaincascade.com

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

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



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

Project: FY2020-2021 Non-Potable Water (NPW) Off-Site Pipeline Projects

Owner: Coachella Valley Water District

Bid Date: October 13th, 2022 @ 2:00 p.m.

PLEASE NOTE THIS IS AN ELECTRONIC BID – ALL QUOTES NEED TO BE SUBMITTED BY 12:00PM TO ENSURE QUOTE HAS BEEN RECEIVED AND REVIEWED

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

AGGREGATES, ASPHALT, CONCRETE MATERIAL, PIPE SUPPLIERS, PRECAST MATERIALS, AC OILS, ASPHALT GRINDING, ASPHALT PAVING/ASPHALT STAMPED, BORE & JACK, CATHODIC PROTECTION, CHIP SEAL/SLURRY SEAL, CONCRETE FLATWORK/PAVEMENT, CAS, DEWATERING, ELECTRICAL-BUILDING, ELECTRICAL-STREET LIGHTS/TRAFFIC SIGNAL/LOOPS, EROSION CONTROL, GEOTECH ENGINEERS, REINFORCING STEEL, SAWCUTTING, SURVEYING, SWPP PLAN ONLY, TRAFFIC CONTROL, JACKED WELDED STEEL PIPE, TRUCKING, PAINTING/COATINGS.

Project Description:

The project includes, but not limited to, 46,500' of DIP varying in size from 12" to 36" diameters with associated valving & appurtenances over three distinct areas. The project also includes construction of meter vaults and associate appurtenances

Engineers Estimate: \$18- \$20 million

Project information, including plans & specifications can be found at: <https://pbsystem.planetbids.com> (Coachella Valley Water District)

estimating@mountaincascade.com

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

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

\$7.2 Million in PRIME Grants

Continued from page 1

emphasis in this year's competition on projects that will offer training and technical assistance to strengthen economically disadvantaged businesses, particularly those that service entrepreneurs in rural areas and foreign language-speaking small business owners.

The PRIME grants range from \$75,000 to \$250,000 and typically require at least 50 per-

cent in matching funds or in-kind contributions.

For more information on the SBA's PRIME grants and a list of this year's grantees, visit www.sba.gov/document/support-prime-grantees.

SOURCE: <https://www.sba.gov/article/2022/sep/22/sba-administrator-guzman-announces-72-million-prime-grants-help-emerging-micro-entrepreneurs-gain>

CALIFORNIA SUB-BID REQUEST ADS

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested

Owner: California Department of Transportation
Caltrans Contract Number: 07-316004

Revised Proposal Due Date: November 10, 2022 - 2:00 PM
DBE - 23%

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors and suppliers as well as certified DBE subcontractors and suppliers related to the scopes of work below for the

CONSTRUCTION ON STATE HIGHWAY 14 IN LOS ANGELES COUNTY IN PALMDALE AND LANCASTER FROM TECHNOLOGY DRIVE UNDERCROSSING TO AVENUE "A" OVERCROSSING

Plans & Specs can be accessed and download online at:
Caltrans Office of Engineer dot.ca.gov/des/oe/weekly-ads

Requested scopes include, but are not limited to the following and should be based on the Contract and its amendments:

Construction Area Signs, Traffic Control, Striping, PCMS Boards, Temporary Railing (Type K), Implement BMP's, SWPPP, Erosion Control, Street Sweeping, Clear and Grub, Roadway Excavation, Roadway Excavation (ADL), Class 3 Aggregate Base, Hot Mix Asphalt, Place HMA Dike, Tack Coat, Remove AC Dike, Cold Plane Asphalt Concrete Pavement, Joint Seal, Remove Concrete Pavement and Base, Minor Concrete, Paving Notch Extension, Rock Slope Protection, Pre/Post Construction Surveys, Miscellaneous Iron And Steel, Guardrail Systems, Roadside Signs, Rumble Strip, 6" Rumble Strip (asphalt concrete pavement), Electrical Systems, Structural Signs, Grind Existing Concrete Pavement, Structural Concrete Approach Slab, Concrete Aggregates, Cement, Fly Ash, Admixtures, Tie Bars, Dowel Bars, RSC Aggregate and Cementitious Materials, Trucking, Quality Control, and Water trucks.

Requirements: Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. Skanska will assist qualified subcontractors and suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products and completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per the scope or RFP requirement. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, and Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Please note that all Contractors and Subcontractors must register with the DIR (Department of Industrial Relations) in order to bid on public works projects. Include CSLB License Number and DIR Number on All Quotes Submitted.

Skanska USA Civil West California District is an Equal Opportunity/Affirmative Action Employer
EEO/AA/Vet/Disability Employer
Estimating Department: 1995 Agua Mansa Rd, Riverside, CA 92509
Phone: (951) 684-5360, Fax: (951) 788-2449
Lead Estimator: Joe Sidor Email: bids.social@skanska.com

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested

Owner: California Department of Transportation
Caltrans Contract Number: 08-1G8304

Bid Due Date: October 13, 2022 - 2:00 PM
DBE -24%

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors and suppliers as well as certified DBE subcontractors and suppliers related to the scopes of work below for the

FOR CONSTRUCTION ON STATE HIGHWAY IN SAN BERNARDINO COUNTY AT ESSEX FROM 1.1 MILES EAST OF ESSEX ROAD OVERCROSSING TO 0.5 MILE EAST OF HALFWAY HILLS WASH BRIDGE

Plans & Specs can be accessed and download online at Caltrans Office of Engineer
<http://ppmoe.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php>
And on BuildingConnected at bit.ly/Skanskaplanroom

Requested scopes include, but are not limited to the following and should be based on the Contract and its amendments: Aggregates, Bridge Bearing Pads, CMP Pipe, Geotextiles, Joint Seal Material, Miscellaneous Iron & Steel, PVC Pipe, Erosion Control Materials, Traffic Control Materials, HMA Paving, AC Dike, Biologist, Construction Area Signs, CIDH Piling, Clearing & Grubbing, Concrete Barrier, Demolition, Erosion Control, Electrical, Fence & Railing, Guardrail, Quality Control, Bar Reinforcing Steel, Rock Slope Protection, Striping, Underground, Sweeper, Trucking, Water Truck

Requirements: Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. Skanska will assist qualified subcontractors and suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. Project documents can be reviewed by appointment in our office Monday through Friday, 7:00 am to 4:00 pm. Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products and completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per the scope or RFP requirement. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, and Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Please note that all Contractors and Subcontractors must register with the DIR (Department of Industrial Relations) in order to bid on public works projects. Include CSLB License Number and DIR Number on All Quotes Submitted.

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EEO/AA/Vet/Disability Employer
Estimating Department: 1995 Agua Mansa Rd, Riverside, CA 92509 • Phone: (951) 684-5360
Lead Estimator: Jeanine Soriano • Email: bids.social@skanska.com



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:

State Route 99/Turner Road
Interchange Project
City of Lodi

Federal Project No. RTSTPL-5154(051)
REVISED BID DATE: October 5, 2022 @ 11:00 AM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Construction Staking, Pothole Underground Utility, Lead Compliance Plan, Traffic Control System, Construction Area Signs, Stationary Impact Attenuator Vehicle, Portable Radar Speed Feedback Sign, Portable Flashing Beacons, Portable Changeable Message Sign, Alternative Crash Cushion Systems, Water Pollution Control & Dust Control, Treated Wood Waste, Clearing & Grubbing, Import Borrow, Planting & Irrigation, Data Core, AC Dike, Minor Structures, Concrete Collar, Architectural Treatment, Concrete Pipe, Concrete-Rock Slope Protection, Detectable Warning Surface, Minor Concrete, Pre/Post Construction Surveys, Misc. Iron & Steel, Retaining Walls, Emergency Vehicle Preemption System, Anti-Graffiti Coating, Pavement Marker, Object Marker, Roadside Signs, Vegetation Control (Minor Concrete), Tubular Handrailing, Transition Railing, Alternative In-Line Terminal System, Pedestrian Barricade, Steel Pedestrian Railing, Guard Rail, Prime & Tack Coat, Booster Pump, Concrete Barrier, Structural Concrete Retaining Walls, Cable Railing, Structural Shotcrete, Reinforcing Steel, Ground Anchors - Subhorizontal, Type III Barricades, Channelizers, Striping & Marking, Rumble Strip, Traffic Monitoring Stations, Maintain Existing Traffic Management System Elements During Construction, Signal & Lighting System, Flashing Beacon System, Camera Systems, Modify Lighting Systems, and Construction Materials

Jean Sicard (510-809-3411 jsicard@ocjones.com) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. OCJ is available to help obtain necessary equipment, material and/or supplies. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested

Owner: County of Orange
IFB# 080-2265703-AR-PQ

Bid Due Date: October 12, 2022 - 2:00 PM

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors and suppliers as well as certified DBE subcontractors and suppliers related to the scopes of work below for the

Prima Zone 4 Phase A Mass Excavation & Liner Project

Plans & Specs can be accessed and download online at:
<https://app.buildingconnected.com/public/59b1c0096ab4570007e09292>

Requested scopes include, but are not limited to the following and should be based on the Contract and its amendments:

Liner supply and installation, reinforcing steel, blasting, ready mix supply, minor concrete, storm drain, asphalt paving, concrete lined ditch, fencing, railing, metal beam guardrail, hydroseeding, stormwater protection plan and inspections, silt fencing, straw wattles, trucking, equipment rental, pavement markings, survey, survey monuments, water truck rental, tank supply and installation, aggregate supply, pipe supply, mechanical piping, HDPE pipe fusing, quality testing. Skanska USA Civil West California District is an Equal Opportunity/Affirmative Action Employer

Requirements: Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. Skanska will assist qualified subcontractors and suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products and completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per the scope or RFP requirement. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, and Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Please note that all Contractors and Subcontractors must register with the DIR (Department of Industrial Relations) in order to bid on public works projects. Include CSLB License Number and DIR Number on All Quotes Submitted.

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Lead Estimator: Cody Crow • Email: bids.social@skanska.com

The Business of Construction Contracting

[Article originally appeared in
<https://medium.com>]

By Kato Cooks,

In the wake of clearly aggressive enforcement of prevailing wage and related requirements, sometimes honest payroll errors can bring a storm of review to all of a contractor's payroll reporting history on a project. The great majority of contractors are honest, hardworking people who may underpay a worker inadvertently. On the occasions when that occurs, the question posed in the contracting community is, "How do I properly document repayment?"

Unfortunately, there is no single or simple answer.

Fortunately, it won't matter much, provided the contractor takes a key step: Document expansively and preemptively.

Several decades ago, journeyman roofer Raymond Cooks Sr. (my dad), with the Berkeley, California-based roofing contractor Malott & Peterson, offered a piece of advice to a novice entrepreneur (me): "If it isn't in writing, it doesn't exist."

Almost eerily, Renee Calvert, then a compliance specialist with construction general contractor Brasfield & Gorrie LLC (<https://www.brasfieldgorrie.com/>), of Gardendale, Alabama, the Engineering News-Record 2021 Contractor of the Year, echoed the same advice in a previous telephone interview.



Michael J. McGrorty, licensed private investigator and retired federal investigator

I rounded up some other colleagues (we'll hear from Ms. Calvert again later) for their expert perspectives. Let's begin with Michael McGrorty.

Michael McGrorty was concise. "... (It) depends on whether it is federal or state and if there's a functioning labor compliance program." Michael is a California, licensed private investigator and former U.S. Dept. of Labor wage and hour investigator who has also worked in labor compliance as an investigator for Los Angeles area Laborers, Electricians, and Pipefitters unions, collaborated with California state Division of Labor Standards Enforcement investigators and the International Union of Operating Engineers representatives, along with a stint at Los Angeles Metro in its labor compliance unit during the \$4 billion subway build.



Freddie Hanns, left, managing member of H&F Constructors LLC, with one of his Colorado crews. Hanns was the founder of Rocky Mountains Minority Contractors Association and is a long-time member of the National Association of Minority Contractors of Southern California and the San Diego, California-based Black Contractors Association Inc.

He is now a retired County of Los Angeles Management Fellow but consults on labor compliance issues. He added, "Here's the thing. It's the same as for any wage payments into a closed system; go by the requirements of the funding agency or the awarding body."

Prior to retirement, McGrorty, an author of four novels, a collection of short stories, and numerous policy papers and technical monographs, specialized in various types of fraud on government contracts.

The question was posed to Carmen Simon, a seasoned, veteran labor compliance supervisor with the Los Angeles County Development Authority (www.LACDA.org), which boasts over \$963

million in development funding for the current fiscal year (and that is only a fraction of the total funding the organization has available).

Simon manages a team of seven compliance officers and several labor compliance contractors who monitor and investigate prevailing wage, local and targeted hiring, and HUD (federal Dept. of Housing and Urban Development) Section 3 (a federal requirement to employ low-income residents) compliance on projects ranging typically from \$30 thousand job order contracts to \$30 million development contracts and, at this moment, one uncharacteristically large \$136 million joint use, multiple agency project negotiated in advance between the trade unions and the awarding bodies.



Carmen Simon, labor compliance supervisor, Los Angeles County Development Authority

To the question, Simon's response was focused: "If a contractor has been advised of an underpayment and would like to show proof of payment to an employee, he/she must provide a copy of a cancelled check for the amount of the underpayment and/or an Employee Receipt of Payment form signed by the employee acknowledging they were paid the full amount owed to them."

In the archives of a LinkedIn (www.Linkedin.com) online forum of labor compliance specialists where the question was also posed, Ms. Calvert offered, "Underpayment to employees should be documented with a letter of explanation to the employee that is clear on the date(s) for which the payment is for, whether it is overtime or straight time, and the calculation of the amount for which the check is issued." That advice still holds.

Reginald Cosey, a retired field interviewer who worked on projects throughout Los Angeles County and on the San Joaquin Regional Transit District headquarters in Stockton, California, added, "Everything hinges on the enforcement agency or the awarding body. It will tell you what it wants and how it wants it."

In another pre-pandemic interview, Bambille Ayala, a former U.S. Army purchasing agent and a labor compliance analyst with Sunshyne Services in Austin, Texas, asserted, "(The) requirements for documenting recoupment vary from agency to agency and, within agencies, from agent to agent. I suggest the contractor record carefully whatever direction is given by the agent. That will be important down the road in the event recoupment is challenged."

Nancy Smyth, president of Sunburst Software Solutions Inc. and a QuickBooks developer (<https://sunburstsoftwaresolutions.com/>), in the archived LinkedIn.com thread shared, "HUD will accept a single certified payroll report showing employees' total restitution hours, restitution rate, gross (pay), deductions, net (pay).

"Make sure that it is a separate check. Make the employee sign off on the letter as to having received the money, make sure that you include the check number in the letter, keep paystubs, etc." And, critically, Smyth insisted, "Above all, document, document, document and keep excellent records!"

"Most people I have dealt with prefer to issue separate checks for each week that was underpaid," remarked Calvert. "That way, it is easier to put with the revised payroll records that are turned in."

Pasadena, California-based general contractor RAAM Construction's labor compliance officer, Lupe Soto, worked her way up to labor compliance officer over 25 years with another company, from construction laborer doing traffic control and on to office manager, HR manager, and compliance manager. The Puebla, Mexico native and "proud mother of two beautiful, smart kids," she beams, has been with RAAM since April 2022 and manages all labor compliance for the company's massive construction portfolio.

Soto proffered a construction contractor's perspective with, "Finding an underpayment is never fun. You must approach the subcontractor with a mindset that the underpayment was an honest mistake. The nature of the underpayment could vary from under reporting hours, incorrect hourly rate, or wrong classification.

The Business of Construction Contracting



Lupe Soto, labor compliance officer, RAAM Construction, Pasadena, California

Continued from page 8

“As soon as I have determined the nature of the underpayment, I request my subcontractors to issue a payment restitution and I ask for a copy of the paystub allowable by Labor Code § 226. Whether the restitution is submitted on a WHD-347 or an electronic form, the subcontractor is signing a Statement of Compliance certifying under penalty of perjury that all the information is true and correct. This should suffice.”

“I always express the importance of documentation,” begins Regina Schweska, CEO and president of RLS Compliance LLC, based in Arcadia, California. RLS Compliance is a consultant to awarding bodies and prepares cases for presentation to enforcement agencies. She has worked on the \$106 billion California High-Speed Rail Project in Fresno, California, and throughout Nevada and California on other substantial public works projects.



Regina L. Schweska, CEO and President of RLS Compliance LLC, Arcadia, California

Schweska continued, “Prior to releasing payment of restitution to a worker, I suggest the contractor do the following:

1. Keep a copy of the cashier’s check or company check.
2. Always ensure that the worker signs an Unconditional Waiver & Release. It should state the time period of the underpayment and the amount of restitution.
3. Request proof of payment through the paying institution and receive a copy of the cashed check.
4. Provide the documents to the GC (general contractor) and/or the awarding agency.”

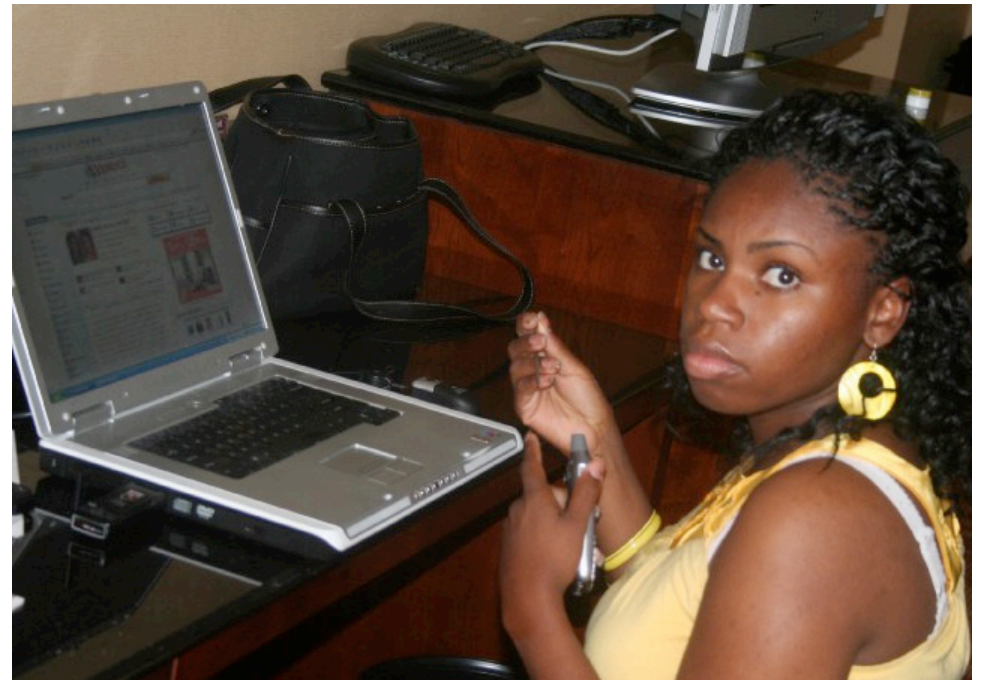
So, it’s about the paperwork.

Cosey commented, “Nothing is finished unless the paperwork is finished.”

“And the paperwork isn’t finished unless it is correct,” chimed in Ayala.

Käto Cooks (he/him/his) is the California state coordinator for the American Contract Compliance Association (www.ACCAweb.org) and the acting executive director of the National Association of Minority Contractors — Southern California Chapter (www.NAMCSC.org). A photojournalist and editor, Cooks holds professional membership in both the National Press Photographers Association and the National Association of Black Journalists. His articles and essays appear at SBEInc.com (print and online editions), Quora.com, LinkedIn.com, and Medium.com. He is a life member of Mensa, the high-IQ society.

SOURCE: <https://medium.com/@Kato-Cooks/the-business-of-construction-contracting-b5010b2ec3ca>



Bambille Ayala, labor compliance analyst, Sunshyne Services, Austin, Texas



Freddie Hanns, owner, H&F Constructors LLC

Another contractor, H & F Constructors, LLC, works on projects throughout California and Colorado. Its managing member, Freddie Hanns, responded to the question with a cautionary anecdote: “Looking at this, the main thing I can think of is making sure your records of attendance are done accurately. I had this problem with an employee. She came to me three weeks later saying that I had underpaid her. My time sheets showed different, which showed that the day she said she was there it showed her missing because of illness. I also told everyone that they should review their check stubs when they get them because after that day we won’t be going back making sure the check is correct.” Hanns is the founder of the Rocky Mountains Minority Contractors Association, Inc. and a long-time member of the National Association of Minority Contractors’ Southern California chapter (www.NAMCSC.org). He also holds membership in the highly-regarded, San Diego, California-based Black Contractors Association.

CALIFORNIA
SUB-BID REQUEST ADS

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested

Owner: City of Temecula
Project NO. PW16-01
Federal Project No. INFRALUL-5459(031)
Bid Due Date: October 6, 2022 - 10:00 AM
DBE -21%

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors and suppliers as well as certified DBE subcontractors and suppliers related to the scopes of work below for the

I-15/ French Valley Parkway Improvements-Phase II

Plans & Specs can be accessed and download online at:
[I-15/ French Valley Pkwy Imp. Ph-2 \(buildingconnected.com\)](http://buildingconnected.com)

Requested scopes include, but are not limited to the following and should be based on the Contract and its amendments:

Construct collector/ distributor lanes along northbound I-15 from the Winchester Road Interchange to the I-15/ I-215 Junction with connectors to I-15 and I-215, within the cities of Temecula and Murrieta in Riverside County, California. The general items of work include: freeway widening, concrete barriers, concrete and asphalt concrete paving, retaining walls, sound walls, drainage, electrical, bridge widening, new bridge construction, signing and striping, construction area signs, temporary barrier system, Site Security, Traffic Control, Signs, Fencing, SWPPP, Concrete Reinforcing, Concrete, Concrete Removal, Saw Cutting, Metal Fabrications, Electrical, Well Points, Dewatering, Clearing and Grubbing, Stripping, Excavation, Riprap, Cold Plane Existing Asphalt Pavement, Aggregate Base Course, Traffic Lines and Markings, Topsoil, HDPE Pipe, Reinforced Concrete Pipe, Geotextile, Revegetation, Weir boxes, Asphalt Paving, Construction Area Signs, Concrete Highway Barriers, Minor Concrete, Shotcrete, Concrete Flatwork, Aggregate Supply, Structures and Bridge Demolition, Drainage, Drilled Shafts, Soil nails, Post Tensioning, Erosion Control, Electrical/Lighting system /ITS, Fencing, Guardrail, Landscape, Milling, Monitoring, Painting, Rebar, Signage, Sign Structures, Staining, Striping, Survey, Traffic Control, Temporary Concrete Barrier, Trucking, Sweeping, Crane Rental, Temporary Shoring, Temporary offices, Temporary K- rail, Pipe Material Supply, Concrete Formwork, Excavation, Earthwork, Quality Control, Expansion Joints.

Requirements: Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. Skanska will assist qualified subcontractors and suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. Subcontracting Requirements: Skanska’s insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products and completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per the scope or RFP requirement. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor’s quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, and Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Please note that all Contractors and Subcontractors must register with the DIR (Department of Industrial Relations) in order to bid on public works projects. Include CSLB License Number and DIR Number on All Quotes Submitted.

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Estimating Department: 1995 Agua Mansa Rd, Riverside, CA 92509 • Phone: (951) 684-5360
Lead Estimator: Sonny Didde • Email: bids.socal@skanska.com**



PUBLIC LEGAL NOTICE ADVERTISEMENTS



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Sourcing Event ID No.: 000006810 GENERAL AS-NEEDED CONTRACT G24 CON- CRETE SLICING (PW GAN CNTRT G24 CNCR SLCNG)

Bids shall be submitted online via ShareFile until **2:30:00 p.m. on October 12, 2022**, after which the bid opening will be conducted live online via Microsoft Teams. Contract Administration will email the Microsoft Teams meeting information to all Plan Holders approximately 24 hours prior to Bid opening. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at <https://bsm.sfdpw.org/ContractAdmin/Login.aspx>. Please visit the Contracts, Bids and Payments webpage at <https://bidopportunities.apps.sfdpw.org> for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

Scope of Work: The Work to be done under this contract consists of sidewalk trip hazard repair using concrete slicing method at various locations in the City and County of San Francisco. The City will issue separate Contract Service Orders which is to be the subject of Work under this Contract. The Contract Term is **730 days** from the date of notification to Contractor of executed Contract or when the cumulative amount of issued Contract Service Orders reaches the Maximum Contract Value, whichever comes first. The Contract Term may be extended up to 5 years to complete the work of issued Contract Service Order, but no new Contract Service Orders will be issued after the first 4 years. The estimated construction cost is approximately \$5,000,000. For more information, contact the Project Manager Jon Swae by phone: 415-760-1125 or email: Jon.Swae@sfdpw.org

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

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

Pursuant to San Francisco Administrative Code ("Administrative Code") Section 6.64(a) – As-Needed Contracts, work shall be assigned on a Contract Service Order basis. None of the requirements of this Chapter or Administrative Code Chapters 12B, 12C and 12D.A are waived for as-needed contracts.

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

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

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

The Contract will be awarded to the lowest responsible bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 10%. For details, contact Ivan Oldenkamp by email at Ivan.Oldenkamp@sfgov.org. In accordance with Administrative Code Chapter 14B

requirements. Good Faith Efforts may apply. Refer to CMD Form 2B.

A pre-bid meeting will be held on Tuesday, September 27th, 2022 at 1:00 P.M. at:

Microsoft Teams Meeting Or call in (audio only)

+1 415-906-4659, 934908339#
United States, San Francisco

Phone Conference ID: 934 908 339#

OR

Join on your computer or mobile app

Click here to join the meeting

Meeting ID: 270 346 626 055

Passcode: NA5HVe

Or copy the link below:

https://teams.microsoft.com/join/19%3ameeting_MWUxMzQzZDgtYWlyNS00M2ZlLWE0MmMtYzY3MjU0MDBIMzI0%40thread.v2_0?context=%7b%22id%22%3a%2222d5c2cf-ce3e-443d-9a7dfcc0231f73f%22%2c%22oid%22%3a%22ec8060da-833c-40a2-93cc-a8ab6aeb257c%22%7d

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

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

A corporate surety bond or certified check for 2.5 percent (2.5%) of the amount bid must accompany each bid. Refer to the Project Manual for further instructions regarding submission requirements for bid security.

Administrative Code Section 6.22(a) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award. The bonds shall be for a sum of not less than 100% of the cumulative value of all issued Contract Service Orders under the as-needed Contract or at least 25% of the Maximum Contract amount, whichever is greater.

Class "A" or "D-6" license is required to bid.

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

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

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

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

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

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

9/29/22
CNS-3627356#
SMALL BUSINESS EXCHANGE



CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Sourcing Event ID No. 000003161 PW VARIOUS LOCATIONS CURB RAMPS AND SUB-SIDEWALK BASEMENTS FY21-22 (PACKAGE 1 – GRANT / CLAY & SUTTER / STOCKTON) (PW VL CR SSB FY21-22 PACKAGE 1)

Bids will be submitted online via ShareFile upload **2:30:00 p.m. on October 19, 2022**, after which the bid opening will be conducted live online via Microsoft Teams. Contract Administration will email the Microsoft Teams meeting information to all Plan Holders approximately 24 hours prior to Bid opening. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at <https://bsm.sfdpw.org/ContractAdmin/Login.aspx>. Please visit the Contracts, Bids and Payments webpage at <https://bidopportunities.apps.sfdpw.org> for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

Scope of Work: located at Stockton Street & Sutter Street and Grant Avenue & Clay Street in San Francisco, California and consists of curb ramp installation, traffic signal infrastructure modifications, structural work, traffic control, and all associated work.

The time allowed for completion is 234 consecutive calendar days. The estimated construction cost is approximately \$1,100,000. For more information, contact the Project Manager, Marcia Camacho by phone 628-271-2405 or email Marcia.Camacho@sfdpw.org.

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

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

This Project shall incorporate the required partnering elements for Partnering Level 1. Refer to Section 01 31 33 for more details.

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

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

The Specifications include liquidated damages. Contract will be on a Unit Price basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsible bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 20%. For details, contact Ivan Oldenkamp by email at Ivan.Oldenkamp@sfgov.org. In accordance with Administrative Code Chap-

ter 14B requirements, good faith efforts may apply. Refer to CMD Form 2B.

A pre-bid meeting will be held by conference call on Thursday, October 6, 2022 starting at 3:30 p.m.

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

Microsoft Teams Meeting

Call in (audio only)

+1 415-906-4659, 510252011
United States, San Francisco

Phone Conference ID: 510 252 011#

OR

Join on your computer or mobile app

Click here to join the meeting

Meeting ID: 238 765 359 387

Passcode: f3cJ3q

Download Teams | Join on the web

For information on the City's Contractor Development Program, call (415) 986-3999 or cdp@imwis.com.

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

Class "A" license required to bid.

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

Beginning on September 1, 2022, no Bid is accepted and no contract in excess of the Threshold Amount is awarded by the City and County of San Francisco until such time the Director of Public Works recommends the contract for award and the Public Works Commission then adopts a resolution awarding the Contract.

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

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

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

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

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

9/29/22
CNS-3627352#
SMALL BUSINESS EXCHANGE



PUBLIC LEGAL NOTICE ADVERTISEMENTS

OAKLAND UNIFIED SCHOOL DISTRICT DEPARTMENT OF FACILITIES PLANNING AND MANAGEMENT

REQUEST FOR QUALIFICATIONS TO PROVIDE DESIGN-BUILD SERVICES

FOR THE MCCLYMONDS HIGH SCHOOL MODERNIZATION PROJECT

**Responses must be received on
October 26, 2022, no later than 2:00 p.m.**

RECEIPT OF STATEMENTS OF QUALIFICATIONS:

Oral, telegraphic, facsimile, and telephone Proposal Packets will not be accepted. Proposals received after the date and time below will not be accepted. The District reserves the right to waive any informalities or irregularities in the Proposal Packets. The District also reserves the right to reject any and all Proposals and to negotiate contract terms with one or more Respondents.

Due to the circumstances caused by the Covid-19 pandemic, the District will only be accepting electronic Proposals sent via email in lieu of hard copies. Proposals received by the District no later than 2:00 PM (Pacific Time) on October 26, 2022, via email will be accepted (to Juanita Hunter at juanita.hunter@ousd.org). The cover letter shall be addressed to:

Oakland Unified School District
Department of Facilities Planning and Management
955 High Street, Oakland, California, 94601
Attn: Tadashi Nakadegawa, Deputy Chief

BASIC SCOPE AND NEEDS OF THE PROJECT:

Pursuant to Education Code sections 17250.10 et seq., the Oakland Unified School District seeks a Design-Build Entity to produce final designs for and construct at the McClymonds High School Modernization Project, at 2607 Myrtle Street, Oakland, California 94607 (the "Project"). The Project comprises of building and site improvements throughout the entire campus, as set forth in the attached Exhibit A. As set forth herein, the Design-Build Entity will be responsible for the final design and transmission of their final design to the Division of the State Architect ("DSA"), and for obtaining final DSA approval. No construction work shall be performed until the Design-Build Entity receives written approval of the plans, as to the safety of design and construction, from the DSA.

DESIGN-BUILD ENTITY PREQUALIFICATION:

From the design-build entities that submit statements of qualifications, the District will determine which en-

tities shall be prequalified, or short-listed, for this Project. **Only design-build entities that are prequalified or short-listed pursuant to Education Code section 17250.25 will be allowed to submit bids or proposals.**

The Design-Build Entity shall be subject to the District's Local Business Utilization Policy, Department of Industrial Relations (DIR) Requirements, and the District's Project Labor Agreement. These requirements are delineated in subsequent sections of this RFQ.

A Design-Build Entity will not be eligible to be prequalified or short-listed if the entity, or any consultant or contractor to the entity, participated in the preparation of this Request for Qualifications or the Request for Bids or Proposals (including the District's requirements for the design [the "Design Requirements" or "Bridging Documents"]) for the Project.

Any statement of qualifications submitted for this Project must use the template attached to this Request for Qualifications as Exhibit B, and must be certified under penalty of perjury by the Design-Build Entity and its general partners or joint venture members.

The following non-price-related factors will be considered by the District when evaluating qualifications:

- 1) Technical design and construction expertise, acceptability of safety record, possession of valid design professional and contractor licenses (including a Class "B" California contractor license); and 2) K-12 design and construction project experience, company capacity, and design-build experience with school districts.

A Design-Build Entity shall not be prequalified or short-listed unless the entity provides an enforceable commitment to the District that **the Design-Build Entity and its subcontractors at every tier will use a skilled and trained workforce** to perform all work on the Project that falls within an apprenticeable occupation in the building and construction trades, pursuant to Education Code section 17250.25(c).

PROJECT ADMINISTRATION: All questions relative to this Project shall be directed to the following District representatives. No telephone calls will be accepted; submit letter or email questions only:

Oakland Unified School District
Department of Facilities Planning and Management
955 High Street, Oakland, CA 94601
Attn: Kenya Chatman, Executive Facilities Director
Email: kenya.chatman@ousd.org
Cc: Colland Jang, Facilities Procurement Manager
Email: colland.jang@ousd.org

EVALUATION OF PROPOSALS, AND SELECTION OF THE DESIGN-BUILD ENTITY:

Best value will be the methodology used to evaluate the proposals and select the Design-Build Entity that will receive award of the contract. The procedures for the evaluation of the proposals for best value may include requests for additional information or revisions to proposals, discussions, interviews, and negotiations. More detail about the best value process will be included in the Request for Proposals.

The schedule for selection of the Design-Build Entity will be as follows:

District issues Request for Qualifications ("RFQ"): September 21, 2022

District's LBU Consultant conducts "Matchmaking" Sessions: September 28, 2022

District conducts virtual Pre-proposal Meeting: October 5, 2022

Last day for Design-Build entities to submit written questions: October 12, 2022

Last day for District to respond to questions in an Addendum: October 19, 2022

Submission of Statement of Qualifications ("SOQ"): October 26, 2022

District conducts virtual Interviews with DBEs: November 7-11, 2022

Notice of District's decision regarding prequalification: November 16, 2022

District issues Request for Proposals ("RFP") to prequalified DBEs: November 2022

Proposals due: January 2023

District staff selects DBE and finalizes contract: February 2023

District Board awards the Contract: March 2023

The District reserves the right to amend this schedule for any reason.

SKILLED AND TRAINED WORKFORCE REQUIREMENTS:

The school district has entered into a Project Labor Agreement that will bind all contractors and subcontractors performing work on the Project, and the DBE must agree to be bound by that Project Labor Agreement.

The full version of OUSD's latest Project Labor

Agreement can be found by going to the OUSD home page: ousd.org> Offices and Depts> Facilities Planning & Management Department> Opportunities> Project Labor Agreement (PLA)> 2021 Project Labor Agreement (PLA)

Contractors whose scope of work are subject to SB 854 (Public Work Reform) shall register and renew annually with the California Department of Industrial Relations (DIR). DIR shall administer and enforce minimum requirements for contractors bidding and working on public works projects for compliance with prevailing wages, maintaining workers' compensation coverages, holding applicable licenses, verifying no delinquent unpaid or penalty assessments to any employee or enforcement agency, and confirming no federal or state debarments.

LOCAL, SMALL LOCAL AND SMALL LOCAL RESIDENT BUSINESS ENTERPRISE PROGRAM:

The Local Business Utilization Policy 7115 requires that there is a mandatory fifty percent (50%) LBU participation with a 25% or less Local Business (LBE) participation and a 25% or more Small Local or Small Local Resident Business (SLBE/SLRBE) participation for all capital program/construction-related contracts and professional services agreements.

The calculation for LBU participation shall be applied to the Design-Build Entity as a whole (i.e., not calculated separately for the design team and the construction team).

On April 28, 2021, the Board of Education amended the Local Business Policy which had named the City of Oakland as the singular agency to certify local businesses to include five additional local business certifications. For businesses located in Oakland, Local Business and Small Local Business certifications may also be accepted from the Port of Oakland, Alameda County Transportation Commission, Alameda County Department of General Services, US Department of Transportation California Unified Certification Program, and the California Public Utilities Commission. The District will follow the City of Oakland Small Business size standards in recognizing Small Local and Small Local Resident Businesses.

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> Offices and Depts> Facilities Planning & Management Department> Opportunities> Local Business Utilization (LBU) Policy> 2021 Policy Amendment.

California to Receive up to \$1.1 Billion from U.S. Treasury Department to Promote Small Business Growth and Entrepreneurship through the American Rescue Plan

Continued from page 1

that is expected to expand access to capital for underserved communities, including by building on existing relationships with lenders that have strong established presences in those communities.

- California has allocated over \$472 million to a program that will help to provide collateral for small business loans, which is expected to generate over \$5 billion in private financing over the next decade.
- California has allocated \$200 million to implement several venture capital strategies intended to provide key investments to small businesses, including through first-time and under-represented fund managers and those with track records of investing in underserved businesses. These venture capital programs are pro-

jected to create or retain over 28,000 jobs and generate several billion dollars of private financing over the next decade.

The California Infrastructure and Economic Development Bank (IBank), an agency of the Governor's Office of Business and Economic Development, will administer the state's SSBCI loan guarantee program and venture capital programs, and the California Pollution Control Financing Authority, an authority of the State Treasurer's Office, will administer the capital access program and the collateral support program.

A White House report released in June found that more Americans are starting new businesses than ever before. In 2021, Americans applied to start 5.4 million new businesses – 20% more than any other year on record. It also found that small businesses are creating more jobs than ever before, with businesses

with fewer than 50 workers creating 1.9 million jobs in the first three quarters of 2021 – the highest rate of small business job creation ever recorded in a single year. The investments being made through SSBCI are a key part of the Biden Administration's strategy to keep this small business boom going by expanding access to capital and by providing entrepreneurs the resources they need to succeed. The work Treasury has done through the implementation process to ensure SSBCI funds reach traditionally underserved small businesses and entrepreneurs will also be critical to ensuring the small business boom continues to lift up communities disproportionately impacted by the pandemic. Treasury intends to continue approving state plans on a rolling basis.

SOURCE: <https://home.treasury.gov/news/press-releases/jy0966>



"This historic investment demonstrates why the American Rescue Plan is one of the most transformative pieces of legislation in the 21st Century,"

-Senator Alex Padilla



FICTITIOUS BUSINESS NAME STATEMENTS

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0398205

Fictitious Business Name(s):
53 Consulting
Address
1332 9th Avenue, San Francisco, CA 94122
Full Name of Registrant #1
James Pfeiffer (CA)
Address of Registrant #1
1332 9th Avenue, San Francisco, CA 94122

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 **12-21-2021**

Signed: **James Pfeiffer**

This statement was filed with the County Clerk of San Francisco County on **09-12-2022**

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

Filed: **Mariedyne Nadonza**
Deputy County Clerk
09-12-2022

09/22/22 + 09/29/22 + 10/06/22 + 10/13/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0398123

Fictitious Business Name(s):
365 Relax Planners
Address
1559 Sloat Blvd., Ste B-173
San Francisco, CA 94132
Full Name of Registrant #1
Emily Ly
Address of Registrant #1
1559 Sloat Blvd., Ste B-173
San Francisco, CA 94132

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-17-2022**

Signed: **Emily Ly**

This statement was filed with the County Clerk of San Francisco County on **08-31-2022**

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
08-31-2022

09/08/22 + 09/15/22 + 09/22/22 + 09/29/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0398097

Fictitious Business Name(s):
Annesome
Address
413 Valencia Street, Unit #402
San Francisco, CA 94103
Full Name of Registrant #1
Kazuko Anne Kimura
Address of Registrant #1
413 Valencia Street, Unit #402
San Francisco, CA 94103

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **05-12-2022**

Signed: **Kazuko Anne Kimura**

This statement was filed with the County Clerk of San Francisco County on **08-29-2022**

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
08-29-2022

09/08/22 + 09/15/22 + 09/22/22 + 09/29/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0398122

Fictitious Business Name(s):
Farewell to Debt
Address
2912 Diamond Street #373
San Francisco, CA 94131
Full Name of Registrant #1
James A. Michel
Address of Registrant #1
2249 Cayuga Avenue
San Francisco, CA 94112

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01-05-2022**

Signed: **James A. Michel**

This statement was filed with the County Clerk of San Francisco County on **08-31-2022**

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

Filed: **Giselle Romo**
Deputy County Clerk
08-31-2022

09/08/22 + 09/15/22 + 09/22/22 + 09/29/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0398167

Fictitious Business Name(s):
Hearing and Low Vision Solutions
Address
5138 Geary Blvd.
San Francisco, CA 94118
Full Name of Registrant #1
Vasquez Optical and Hearing (CA)
Address of Registrant #1
5138 Geary Blvd.
San Francisco, CA 94118

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02-01-2022**

Signed: **Michael Martinez**

This statement was filed with the County Clerk of San Francisco County on **09-07-2022**

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

Filed: **Giselle Romo**
Deputy County Clerk
09-07-2022

09/15/22 + 09/22/22 + 09/29/22 + 10/06/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0398249

Fictitious Business Name(s):
Holistic Space Massage and Spa
Address
3150 18th Street, Suite #355
San Francisco, CA 94110
Full Name of Registrant #1
Carolina Brinkman
Address of Registrant #1
3330 Cesar Chavez Street #321
San Francisco, CA 94110

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-14-2022**

Signed: **Carolina Brinkman**

This statement was filed with the County Clerk of San Francisco County on **09-15-2022**

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

Filed: **Lily Duong**
Deputy County Clerk
09-15-2022

09/22/22 + 09/29/22 + 10/06/22 + 10/13/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0398086

Fictitious Business Name(s):
Illuminate Therapy
Address
239 Mangels Avenue
San Francisco, CA 94131
Full Name of Registrant #1
Crystal Cohagan
Address of Registrant #1
239 Mangels Avenue
San Francisco, CA 94131

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-01-2022**

Signed: **Crystal Cohagan**

This statement was filed with the County Clerk of San Francisco County on **08-26-2022**

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

Filed: **Lily Duong**
Deputy County Clerk
08-26-2022

09/08/22 + 09/15/22 + 09/22/22 + 09/29/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0398265

Fictitious Business Name(s):
Learn Veracity
Address
56 Lopez Avenue
San Francisco, CA 94116
Full Name of Registrant #1
Zaia Vera
Address of Registrant #1
56 Lopez Avenue
San Francisco, CA 94116

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-01-2022**

Signed: **Zaia Vera**

This statement was filed with the County Clerk of San Francisco County on **09-16-2022**

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

Filed: **Giselle Romo**
Deputy County Clerk
09-16-2022

09/22/22 + 09/29/22 + 10/06/22 + 10/13/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0398154

Fictitious Business Name(s):
Middle Path Therapy, San Francisco
Address
676 Chenery Street, San Francisco, CA 94131
Full Name of Registrant #1
Mairin Weiner Licenced Clinical Social Worker, Inc. (CA)
Address of Registrant #1
676 Chenery Street
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 **Not Applicable**

Signed: **Mairin Weiner**

This statement was filed with the County Clerk of San Francisco County on **09-07-2022**

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
09-07-2022

09/15/22 + 09/22/22 + 09/29/22 + 10/06/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0398197

Fictitious Business Name(s):
Piel Pro
Address
2030 Union Street. Suite 300F
San Francisco, CA 94123
Full Name of Registrant #1
Epithelial LLC (CA)
Address of Registrant #1
2030 Union Street. Suite 300F
San Francisco, CA 94123

This business is conducted by
A Limited Liability Company
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-09-2022**

Signed: **Elisa Ferreira Montiel**

This statement was filed with the County Clerk of San Francisco County on **09-09-2022**

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

Filed: **Giselle Romo**
Deputy County Clerk
09-09-2022

09/15/22 + 09/22/22 + 09/29/22 + 10/06/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0398151

Fictitious Business Name(s):
Project Victory
Address
136 Kingston Street, San Francisco, CA 94110
Full Name of Registrant #1
The Entheosis Institute Inc (CA)
Address of Registrant #1
136 Kingston Street, San Francisco, CA 94110

This business is conducted by
A Limited Liability Company
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-01-2022**

Signed: **Megan Woolever**

This statement was filed with the County Clerk of San Francisco County on **09-06-2022**

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
09-06-2022

09/08/22 + 09/15/22 + 09/22/22 + 09/29/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2022-0398099

Fictitious Business Name(s):
R.M.D
Address
33 Calgary Street, San Francisco, CA 94134
Full Name of Registrant #1
Hector O. Cabrera Ramos
Address of Registrant #1
991 Mills Avenue, San Bruno, CA 94066

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **06-21-2022**

Signed: **Hector O. Cabrera Ramos**

This statement was filed with the County Clerk of San Francisco County on **08-30-2022**

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
08-30-2022

09/22/22 + 09/29/22 + 10/06/22 + 10/13/22



FICTITIOUS BUSINESS NAME STATEMENTS

FICTITIOUS BUSINESS NAME STATEMENT
File No. 2022-0398233

Fictitious Business Name(s):
Lao's Gardening Service
Address
1402 25th Avenue
San Francisco, CA 94122
Full Name of Registrant #1
Mary Ma Lao
Address of Registrant #1
92 Cymbidium Circle
South San Francisco, CA 94080

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-22-2022**

Signed: **Mary Ma Lao**

This statement was filed with the County Clerk of San Francisco County on **09-14-2022**

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
09-14-2022

09/29/22 + 10/06/22 + 10/13/22 + 10/20/22

FICTITIOUS BUSINESS NAME STATEMENT
File No. 2022-0398090

Fictitious Business Name(s):
Shanahan Interior Design
Address
528 Oak Street, #2
San Francisco, CA 94102
Full Name of Registrant #1
Taylor Shanahan
Address of Registrant #1
528 Oak Street, #2
San Francisco, CA 94102

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-26-2022**

Signed: **Taylor Shanahan**

This statement was filed with the County Clerk of San Francisco County on **08-29-2022**

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

Filed: **Mariedyne Nadonza**
Deputy County Clerk
08-29-2022

09/15/22 + 09/22/22 + 09/29/22 + 10/06/22

FICTITIOUS BUSINESS NAME STATEMENT
File No. 2022-0398296

Fictitious Business Name(s):
Terraform Industries
Address
150 Hooper Street, Unit 311
San Francisco, CA 94107
Full Name of Registrant #1
Hypercubes Inc. (DE)
Address of Registrant #1
150 Hooper Street, Unit 311
San Francisco, CA 94107

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **04-11-2022**

Signed: **Fabio Teixeira Santos**

This statement was filed with the County Clerk of San Francisco County on **09-22-2022**

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
09-22-2022

09/29/22 + 10/06/22 + 10/13/22 + 10/20/22

FICTITIOUS BUSINESS NAME STATEMENT
File No. 2022-0398363

Fictitious Business Name(s):
Mo Tends Bar LLC
Address
2600 Van Ness Avenue Apt #203
San Francisco, CA 94109
Full Name of Registrant #1
Mo Tends Bar LLC (CA)
Address of Registrant #1
2600 Van Ness Avenue Apt #203
San Francisco, CA 94109

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 **09-01-2022**

Signed: **Monette Quintanilla**

This statement was filed with the County Clerk of San Francisco County on **09-27-2022**

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
09-27-2022

09/29/22 + 10/06/22 + 10/13/22 + 10/20/22

FICTITIOUS BUSINESS NAME STATEMENT
File No. 2022-0398072

Fictitious Business Name(s):
LA Spot
Address
3152 20th Avenue
San Francisco, CA 94132
Full Name of Registrant #1
Bloc By Bloc LLC (CA)
Address of Registrant #1
1 Orsi Cir., San Francisco, CA 94124

This business is conducted by **A Limited Liability Company**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-25-2022**

Signed: **James Blocho**

This statement was filed with the County Clerk of San Francisco County on **08-26-2022**

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
08-26-2022

09/01/22 + 09/08/22 + 09/15/22 + 09/22/22

FICTITIOUS BUSINESS NAME STATEMENT
File No. 2022-0398034

Fictitious Business Name(s):
King Kenutu Company
Address
420 Harkness Ave
San Francisco, CA 94134
Full Name of Registrant #1
Paul Afuhaamango
Address of Registrant #1
420 Harkness Ave
San Francisco, CA 94134

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

Signed: **Paul Afuhaamango**

This statement was filed with the County Clerk of San Francisco County on **08-22-2022**

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

Filed: **Mariedyne Nadonza**
Deputy County Clerk
08-22-2022

09/01/22 + 09/08/22 + 09/15/22 + 09/22/22

FICTITIOUS BUSINESS NAME STATEMENT
File No. 2022-0398193

Fictitious Business Name(s):
The APM
Address
701 Clement Street
San Francisco, CA 94118
Full Name of Registrant #1
Priscilla Dea
Address of Registrant #1
2 Wawona Street
San Francisco, CA 94127

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-09-2022**

Signed: **Priscilla Dea**

This statement was filed with the County Clerk of San Francisco County on **09-09-2022**

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

Filed: **Giselle Romo**
Deputy County Clerk
09-09-2022

09/29/22 + 10/06/22 + 10/13/22 + 10/20/22

FICTITIOUS BUSINESS NAME STATEMENT
File No. 2022-0398026

Fictitious Business Name(s):
Danny's San Francisco Treats
Address
2737 Hyde Street
San Francisco, CA 94109-1222
Full Name of Registrant #1
David T. Ho
Address of Registrant #1
2735 Hyde Street, San Francisco, CA 94109

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

Signed: **David T. Ho**

This statement was filed with the County Clerk of San Francisco County on **08-05-2022**

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
08-19-2022

08/25/22 + 09/01/22 + 09/08/22 + 09/15/22

FICTITIOUS BUSINESS NAME STATEMENT
File No. 2022-0397981

Fictitious Business Name(s):
DRVA
Address
4830 Mission Street, Suite 104
San Francisco, CA 94112
Full Name of Registrant #1
DRVA LLC (CA)
Address of Registrant #1
4830 Mission Street, Suite 104
San Francisco, CA 94112

This business is conducted by **A Limited Liability Company**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07-01-2022**

Signed: **Jones, Taneika**

This statement was filed with the County Clerk of San Francisco County on **08-17-2022**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
08-17-2022

08/25/22 + 09/01/22 + 09/08/22 + 09/15/22

San Francisco Public Library Awarded \$13.2 Million To Renovate Chinatown And Mission Branch Libraries

[Article originally appeared in <https://sfmayor.org>]

Mayor London N. Breed today announced \$13.2 million dollars in grants awarded through California's Building Forward Library Improvement Grant Program to renovate the historic Mission and Chinatown/Him Mark Lai San Francisco Public Library (SFPL) branches. The grants will provide the needed funding to upgrade both branches to state-of-the-art library facilities while maintaining their historic significance. To date, this is the State's largest investment in public library infrastructure in California history.

The California State Library Building Forward initiative awarded the Mission Branch project \$5.2 million dollars and the Chinatown/Him Mark Lai Branch renovation nearly \$8 million dollars. In addition to Library service improvements, the library branch renovation projects will upgrade the obsolete HVAC systems in both buildings so they can serve in the future as cooling and clean air respite centers for the community.

"San Francisco's neighborhood libraries are the heart of the communities they serve," said Mayor London Breed. "These are safe and welcoming spaces and they are a connection to a broader world of lifelong learning. I want to thank Governor Newsom and the California State Library for investing in capital improvement projects that will help keep our historic libraries accessible and ultimately safer for all San Franciscans and visitors to enjoy."

Both renovations are designed to be LEED (Leadership in Energy and Environmental Design) Gold certified and to advance San Francisco's Climate Action Plan goals to achieve net zero greenhouse gas emissions by 2040. The goal is for both libraries to become fully electric, eliminating natural gas heating and taking advantage of the City's municipal hydroelectric power. The Mission Branch Library will add rooftop solar panels and the Chinatown Branch Library will upgrade its existing solar panels, providing renewable power.

"San Franciscans love their libraries and these planned improvements to our beloved Chinatown and Mission branches ensure we are delivering on our goals for library service excellence," said City Librarian Michael Lambert. "With these renovations, our library users will be inspired by the majesty of the historic reading rooms, and enjoy more space for programs and community meetings, and improvements that will honor and enhance the historic architectural features of these libraries."

Prior to being awarded grant monies, the Library set aside funding accumulated through the Library Preservation and General Funds to support the renovation of both branches. The Building Forward Library Improvement Grant enables the Library to redirect a substantial portion of these savings to support other capital projects throughout the system, including the construction of a new Ocean View Branch Library.



CHANGE OF NAME ADVERTISEMENT

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME CASE NO. CNC 22-557313

PETITIONER OR ATTORNEY
Corbett Alexandra Stevens
77 Seneca Avenue
San Francisco, CA 94112

TO ALL INTERESTED PERSONS:
Corbett Alexandra Stevens
for a decree changing names as follows:

Corbett Alexandra Stevens
to
Alexandra Pikria Stevens

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

NOTICE OF HEARING
Date: **October 27, 2022** Time: **9:00 AM**
Dept.: **103N** Room: **103N**

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

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

SAMUEL K. FENG, Judge of the Superior Court
DATED - September 15, 2022

09/22/22 + 09/29/22 + 10/06/22 + 10/13/22

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME CASE NO. CNC 22-557447

PETITIONER OR ATTORNEY
Marco Cimmino Gibellini Tornielli Boniperti
324 Lakeview Avenue
San Francisco, CA 94112

TO ALL INTERESTED PERSONS:
Marco Cimmino Gibellini Tornielli Boniperti
for a decree changing names as follows:

Marco Cimmino Gibellini Tornielli Boniperti
to
Marco Cimmino

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

NOTICE OF HEARING
Date: **November 8, 2022** Time: **9:00 AM**
Dept.: **103N** Room: **103N**

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

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

LAURA SIMMONS, Judge of the Superior Court
DATED - September 26, 2022

09/29/22 + 10/06/22 + 10/13/22 + 10/20/22

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME CASE NO. CNC 22-557408

PETITIONER OR ATTORNEY
Tanisha (Shafer) Arata, SBN 280588,
and **Seabrien T. Arata (Petitioning Parents)**
3042 Sacramento Street, # 7
San Francisco, CA 94115

TO ALL INTERESTED PERSONS:
Tanisha (Shafer) Arata and Seabrien T. Arata
for a decree changing names as follows:

Seabrien Calais Arata
to
Thomas Seabrien Arata

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

NOTICE OF HEARING
Date: **October 25, 2022** Time: **9:00 AM**
Dept.: **103N** Room: **103N**

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

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

JEFFREY FLORES, Deputy Clerk
DATED - September 9, 2022

09/15/22 + 09/22/22 + 09/29/22 + 10/06/22

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME CASE NO. CNC 22-557404

PETITIONER OR ATTORNEY
Yin Fong Chan
171 Vernon Street
San Francisco, CA 94132

TO ALL INTERESTED PERSONS:
Yin Fong Chan
for a decree changing names as follows:

Yin Fong Chan
to
Yvonne Yin-Fong Chan

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

NOTICE OF HEARING
Date: **October 25, 2022** Time: **9:00 AM**
Dept.: **103N** Room: **103N**

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

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

LAURA SIMMONS, Deputy Clerk
DATED - September 9, 2022

09/15/22 + 09/22/22 + 09/29/22 + 10/06/22

San Francisco Public Library Awarded \$13.2 Million To Renovate Chinatown And Mission Branch Libraries

Continued from page 13

At the Mission Branch Library, which has already begun the first phase of its \$24.7 million renovation, the project includes the restoration of its 24th Street entrance, adding a new central staircase into the building's historic reading room that will be graced by a public art project: a stained-glass mural by Bay Area artist Juana Alicia Araiza, commissioned by the San Francisco Arts Commission. The historic terra cotta façade of the library will also be restored. Other improvements to the 1914 Carnegie library include the addition of a large community program room, improvements to the children's room, a new dedicated space for teens, and additional restrooms.

"The Mission branch library is an incredible resource and institution for all in our community," said District 9 Supervisor Hillary Ronen. "We're thrilled that these capital improvements will lead to the Mission library becoming fully electric, which will be a model for all of our public institutions."

At the Chinatown/Him Mark Lai Branch Library, originally built in 1921, the \$29.4 million project will restore and repair the historic terra cotta decorations on the exterior façade and entry stairway, as well as restore the historic main reading room. The formerly added but little-used mezzanine will be removed, and a new staircase will be added to improve sightlines and allow library users to navigate the building and its rooftop community space

more easily. The branch's community meeting room will be expanded, an improvement highly sought by the neighborhood.

"We are grateful for these additional state funds that will keep the long-awaited renovation of this 100-year-old, heavily used, historic library on track," District 3 Supervisor Aaron Peskin. "My office will continue to work with the Chinatown community and the Library to ensure the library is temporarily relocated during construction without service disruption."

Behind the scenes, both libraries will include seismic, accessibility and safety upgrades, including being equipped with automatic sprinkler systems and new emergency voice/alarm communication systems. The California State Library Building Forward Library Infrastructure Program is the single largest investment in California's public libraries in more than 20 years.

The Budget Act of 2021 (SB 129) allocated \$439 million in one-time funds to the California State Library to address life-safety and critical maintenance needs of public library facilities throughout California, prioritized for high poverty areas of the state. The maximum grant amount for this competitive program is \$10 million per public library building.

SOURCE: <https://sfmayor.org/article/san-francisco-public-library-awarded-132-million-renovate-chinatown-and-mission-branch>



The Small Business Exchange Diversity Outreach

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

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

CALIFORNIA SUB-BID REQUEST ADS

GRANITE CONSTRUCTION COMPANY
Is requesting DBE quotes for the following Project:

Caltrans 08-1G8304 – I-40 Halfway Hills Wash Bridge Replacement
Project Owner: State of California Department of Transportation
BID DATE: 10/13/2022 @ 2:00 PM

Points of Contact: Joe Richardson – (760) 391-6247 – joe.richardson@gcinc.com
Quotes can be sent to: Fax (760) 775-8229 / Email: DCR.estimated@gcinc.com

General work description: This project replaces the existing bridges at Halfway Hills Wash on Interstate 40 in Essex with new slab bridges on CIDH piles. Traffic will be detoured to the opposite side of the freeway while each bridge is being replaced.

Plans and specifications can be accessed at no cost at:
Plans: <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/plans.php?id=08-1G8304>
Specs: <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/specs-ntb.php?c=08-1G8304>

Additionally, plans and specifications can be viewed at our office located at: 38000 Monroe Street, Indio, CA 92203. Please call to make an appointment.

Granite Construction Company (Granite) is requesting quotes from qualified Subcontractors and Suppliers including Certified DBE firms for the following items of work, including but not limited to: B1420 Crushed & Broken Stone, B1440 Sand & Gravel, C0624 Petroleum, Oil, Lubricants Supplier, C0625 Sand & Gravel Supplier, C0627 Rock, Cobbles, Bolders Supplier, C0639 Asphalt Supplier, C0651 Concrete & Cement Supplier, C0652 Reinforcing Bar Section Supplier, C0657 Lumber Supplier, C0670 Pipe Supplier, C0680 Fencing Supplier, C0683 Guard Railings & Barriers Supplier, C0685 Pavement Markers Supplier, C0686 Electrical & Signals Supplier, C0800 Traffic Striping, Marking And Traffic Control Materials Supplier, C0900 Bridge Deck Materials Suppliers, C1200 Construction Area Signs, C1201 Traffic Control System, C1290 Temporary Railing (Type K), C1531 Plane Asphalt Concrete, C1532 Remove Concrete, C1575 Remove Bridge Item, C1601 Clearing & Grubbing, C1701 Develop Water Supply, C1901 Roadway Excavation, C1910 Grading, C1920 Structure Excavation, C1930 Structure Backfill, C1970 Embankment Construction, C1980 Imported Borrow, C2021 Hydroseeding, C2030 Erosion Control, C2066 Temporary Erosion Control, C2602 Aggregate Base, C3901 Asphalt Concrete, C3910 Paving Asphalt (Asphalt Concrete), C3940 Place Asphalt Concrete Dike & Misc, C3990 Recycle, Reclaim Asphalt Concrete, C4906 Cast-In-Drilled-Hole Concrete Piling, C5100 Concrete Structure, C5105 Minor Concrete Structure, C5190 Joint Seal - Water Stop, C5201 Reinforcing Steel, C5620 Roadside Sign, C5701 Lumber & Timber, C6650 Corrugated Metal Pipe (Csp), C7000 Plastic Pipe, C7200 Rock Slope Protection, C7215 Concreted-Rock Slope Protection, C7500 Misc Iron & Steel Frame, Cover & Grate, C7602 Saw Cutting, C8000 Fencing, C8001 Temporary Fencing, C8201 Object Marker, C8320 Metal Beam Guard Railing, C8331 Concrete Barrier, C8396 Crash Cushion, C8405 Thermoplastic Traffic Striping & Marking, C8406 Painted Traffic Striping & Marking, C8407 Remove Pavement Marking & Traffic Stripes, C8501 Pavement Marker, C8604 Lighting, C8792 Environmental - Biological Studies, C8851 Lead Compliance, C8852 Swppp Planning, C8853 Biological Resources Studies, C9601 Super Dump Truck 4-Axle, C9602 Bottom Dump Trucking, C9603 Transfer Dump Truck, C9604 Super 10 Dump Truck, C9605 Flat Bed Trucking, C9606 Water Truck, C9607 End Dump Truck, C9608 Asphalt Oil Tankers, C9609 Street Sweeping Truck, C9670 Truck Rental, C9771 Truck Broker, C9774 Trucker, C9810 Small Structures, C9811 Small Structures, C9905 Cutting

Granite is an Equal Opportunity Employer and will work with any interested subcontractor to identify opportunities to break items into any economically feasible packages. We welcome quotes from qualified Minority Business Enterprise (MBE), Women Business Enterprises (WBE), Small Business Enterprises (SBE), Disadvantaged Business Enterprises (DBE) and other entities defined as socially and/or economically disadvantaged.

Assistance in obtaining bonding, insurance, equipment, materials and/or supplies is available upon request. Additionally, please contact us if you require any technical assistance. Quotations must be valid for same duration as specified by Owner for contract award. Granite intends to work cooperatively with all qualified firms seeking work on this project.

This project has a 24% DBE goal. In addition to request for participation from Certified DBE subcontractors and suppliers, Granite requests Non-DBE subcontractors to provide lower-tier DBE subcontractor and/or supplier participation. Bidders are encouraged to indicate lower-tier DBE participation, as it will be evaluated as part of their quote.

Please include your Contractor License Number and DIR Registration Number on your quote

Granite Construction Company is signatory to Operating Engineers, Laborers, Cement Masons Teamsters and Carpenters unions. Granite may require 100% performance and payment bonds for the full amount of subcontract price. Granite Construction will assist with bonding costs for subcontractors. Additionally, The US Small Business Administration may also assist you in obtaining bonding, for more information please visit them at <http://www.sba.gov/content/contractors#>. Subcontractors must possess a current contractor's license, DIR number, insurance, and worker's compensation coverage meeting Granite's requirements. All quotes are subject to the terms of Granite Construction Company's applicable standard form agreement which is available through the following link: <https://www.dropbox.com/sh/93iswduu5iw13t6/AAcAzcVzS8j7xY7Ja0IH-dL0J-a?dl=0>

ANVIL BUILDERS INC.
1550 Park Ave. Emeryville, California 94608.
Phone: 415-285-5000 • Fax: 415-285-5005

Request for DBE's Subcontractors and Suppliers for
Project: MIPS, 3W, Effluent Bypass Project
Contract No: POF016
Bid Date: October 13, 2022 • Bid Time: 2:00 PM

Base bid includes construction of a new pile-supported Chlorine Contact Tank D; construction of a new pile-supported Mare Island Strait Outfall Pump Station; modifications to existing Chlorine Contact Tank C; construction of outfall piping; and general site improvements. Bid Alternate 1 includes the removal of the existing South biotower cover, the removal of existing media, replacement of new media, and replacement of rotary distributor, drive, and VFD.

Seeking all trades (but not limited to): Concrete, Rebar, Trucking, Demolition, Fencing, Paving, Misc Metals and other required work and trades.

Plans, specifications, and requirements can be viewed at our office or by using the link below.
<https://login.onlineplanservice.com/detail.aspx?idwebDB=False&BidPackageID=1119343&HOMEP=MEPR=NOPS&STATUS=BIDDING&DOCLOC=NOPS22-02469&PUNIQ=22-02469>

Please review all documents. By submitting a proposal your company agrees to Anvil Builders Inc standard subcontract. For assistance with bonding, lines of credit, insurance, or anything else regarding bidding on this project, contact Anvil Builders via phone or email.

Will you be bidding this project? Please email or fax your response to
estimating@anvilbuilders.com / 415-285-5005.

Requesting pricing from all qualified and/or certified contractors under
DVBE/MBE/WBE/SBE/DBE/LBE.
Bid bonds may be required. Certified payroll via Elation Software is required
(\$600/mo. Per contractor – to be included in base bid).

Project #12287
Boiler and Control Replacement – RE-BID
San Francisco Unified School District
Lowell High School
1101 Eucalyptus Dr., San Francisco, CA 94132
REVISED BID DATE: 10/04/2022 @ 3:00 pm

ACCO Engineered Systems is seeking qualified subcontractors and suppliers for the following trades: electrical, low voltage controls, rigging, special inspections, demolition, insulation.

Please submit all bid proposals to:
Jason Lee | Project Manager | Facility Service Group
ACCO Engineered Systems
15 Lombard Street | San Francisco, CA 94111
www.accoes.com | Cell: 415.231.4295 | 24/7 Dispatch: 800.598.2226

SMALL BUSINESS EXCHANGE



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press releases and news articles

SMALL BUSINESS EXCHANGE

Association of Women's Business Centers CEO Corinne Hodges Releases Statement in Response to Senate Passage of SBIR/STTR Reauthorization

[Article originally appeared in www.sba.gov]

The SBIR & STTR Reauthorization Act of 2022, which reauthorizes the federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, unanimously passed the U.S. Senate by unanimous vote on September 21, 2022. If passed in the House of Representatives, who is expected to take up the Senate's bill by the end of the month, the legislation will fund these programs for an additional three years. View the full Senate bill text [here](#) and a section by section of its components [here](#).

“AWBC applauds the Senate for their recent reauthorization of Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs and thanks Senators

Ben Cardin and Joni Ernst for their leadership. This victory for women-owned businesses across the nation will encourage engagement with the Federal government, boost entrepreneurial research and development, and incentivize early-stage efforts towards commercialization.

These programs currently invest about \$2.5 billion each year in small business research and development - Investments made possible by the SBIR and STTR benefit women business owners across the nation. Sustained innovation in technology development for another three years promises to build on the previous success of this program and create new opportunities for women-owned businesses to enter the marketplace. We call for parity in the reauthorization of all programs, including the Women's Business Cen-

ter program, which will enable better support to women entrepreneurs across the nation.”

About the Association of Women's Business Centers (AWBC)

The AWBC (www.awbc.org) is a non-profit 501(c)(3) organization founded in 1998 to support the national network of Women's Business Centers (WBCs) with programming and advocacy. Each year, our members leverage WBC grants to operate more than 150 locations throughout the United States. WBCs have more than 30 years of success in providing business training, counseling, mentoring, and access to capital to women entrepreneurs. The WBC program is a public-private partnership with the U.S. Small Business Administration.



SUCCESS STORIES

Kevin Ho & Juan Miron, MIHO Catering Co.



[Article originally appeared in <https://cameonetwork.org>]

Co-owners Kevin Ho and Juan Miron met while working in the restaurant industry and shared a passion for gathering friends and family around good food. In the spring of 2010, they launched MIHO Gastrotruck, a food truck that provided locally sourced, natural, healthy, good food. One of the biggest hurdles they crossed was financing. They weren't successful in securing financing through traditional means and were referred to Accion San Diego who lent them \$15,000 to buy and fix up an old lunch truck.

"Finding Accion was a huge break for us because it really enabled us to go for it as new business owners," says Kevin.

In less than two years, MIHO expanded to two trucks and a full catering service. By 2012, they were employing up to 17 people in the peak summer season. They built up a large and dedi-

cated customer base with almost 10,000 Twitter followers they affectionately call HOMI's.

A new chapter

But it wasn't long before changes in the industry compelled them to pivot. That same year, the food truck market became saturated and MIHO saw a lot of competition. So Juan and Kevin decided to focus on the area of their business that was steadily growing: catering. "In 2013 we stopped selling food on a retail basis and transitioned to a full-time catering company," explains Juan. Eventually, they also opened a cocktail catering service and rebranded to MIHO Catering Co. That gamble paid off, and by 2016, they saw a 30% growth in sales.

The business kept growing and by 2018 Juan and Kevin decided it was time to set up their own headquarters. With the help of a loan from Torrey Pines Bank, they were able to expand. In March of last year, they moved into a 10,000 sq

ft facility in Kearny Mesa, complete with a 3,000 sq ft commercial kitchen and 20 full-time employees. "It's a headquarters where we have our account executives in their office, and basically all our managers," said Juan. "It's a massive operation, we're really excited to be here and thankful for the trajectory that we've had. And we're constantly trying to get better."

As of October 2019, MIHO expanded yet again by becoming the food and beverage operators of the UCSD Faculty Club.

Surviving 2020

By early 2020, MIHO was one of San Diego's top corporate caterers. But then the COVID-19 pandemic hit, and they were forced to furlough 70% of their workforce.

Events, weddings, parties, everything vanished overnight. MIHO had already been doing meal delivery as part of their business model, so they hit the ground running with that. But owners Juan and Kevin wanted to do something different.

The first thing they did was develop a strong health and safety protocol to comply with the state's requirements and to keep staff and clients safe. Then, Kevin and Juan adjusted their delivery program to help their corporate clients continue to offer the same in-office break room culture, but at home. They created a subscription model where companies can choose to send meals and gift boxes to their employees for special occasions, and even MIHO's entire gastrotruck.

Kevin and Juan have gone even further by creating mobile COVID testing units to be able to cater events as safely as possible. They know that testing is the new reality and want to be at the forefront of that shift.

SOURCE: <https://cameonetwork.org/success-story/kevin-ho-juan-miron-miho-gastrotruck/>

Jason T., Semper Fi Security

[Article originally appeared in <https://cameonetwork.org>]

Jason T. grew up in a small town in Northern California. He did well in high school, after which, he decided to join the U.S. Marine Corp. He served from 1991-97 through multiple tours in Desert Hope, Desert Shield and Desert Storm and received an Honorable Discharge and earned more than a dozen medals.

Jason expected that his attention-to-detail, discipline, strong work ethic and management skills that he developed in the Marine Corp would make him a sought-after candidate. Instead he found that companies and society did not look favorably upon the first Gulf War or the service men and women involved. When Marines receive an employee handbook, they follow it and perform really well, sometimes to the chagrin of their peers. Much to his surprise, people thought he worked 'too hard,' either because they didn't understand or they suspected he had ulterior motives. He found they would do the bare minimum of acceptable work.

Since leaving the Corps, some of the retail jobs in Southern California included:

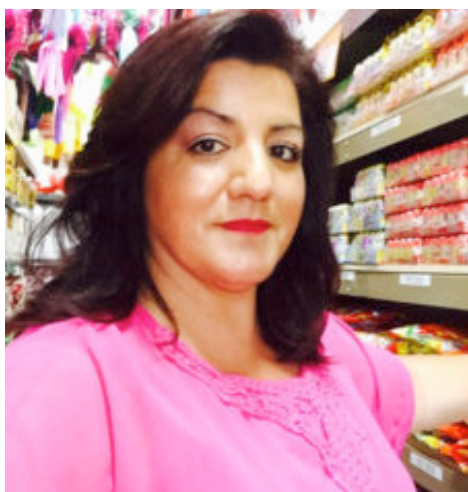
- Jason managed ground reclamation, or clean up after a gas station closes. He managed \$70 million in accounts for a year and a half until his division shut down.
- Jason became the first male Victoria Secrets salesman at Southcoast Plaza. He broke every sales record in ten months. Men trusted him with their credit cards and gave their girlfriends a \$500 limit a month. Women would put on corsets, model for him and ask if their boyfriends would approve. But Jason wasn't promoted. He believes his manager liked the bonuses she received off his sales and the BMW she bought during his tenure.

He finally thought he found his niche at a boating company that sold kayaks. Jason was a combat water specialist in the Marines and used Klepper kayaks to mark mines so the larger ships could sail. (Kleppers are wooden foldable kayaks used by the military because they don't set off mines.) Jason created a retail arm called 'boats in bags' and increased sales from \$365,000 to \$2.5 million in 4 years. He was underpaid and didn't have benefits, but the owner led him to believe that he would sell company for sweat equity – Jason's 80-hour work weeks. Jason thought that he was building a future for his family, but when he returned from a vacation, there was a termination notice waiting for him.

Frustrated, he and his wife Cassandra talked about why he was good at his job and what he wanted to do with his life. Cassandra realized Jason had entrepreneurship in his blood when he increased kayak sales sevenfold. He spent most of his youth renovating his mom's bed and breakfast. He is good with hands and was the one who decorated the entire apartment.

SOURCE: <https://cameonetwork.org/news/semper-fi-security/>

Gabriela Murguia, MercaMex Distributor and Dulceria Alebrijes



Gabriela Murguia

[Article originally appeared in <https://cameonetwork.org>]

Gabriela Murguia was born and raised in Zamora, Michoacán and comes from a family of merchants. When she was 29 she moved to Ontario, California but found it difficult to find viable work. She moved to Delano and worked in the fields picking grapes, and in restaurants and a gas station to sustain her family. After a lot of hard work and dedication, she was promoted to full time at the gas station, with benefits and better pay. Meanwhile she was preparing herself for the field she liked most – sales!

On her days off, she began to learn sales from a company that distributed business supplies. She was eventually offered a position selling Mexican groceries to Latino and other markets on a

route from Arvin to Fresno. By 2004, she was pregnant with her second baby, and after nine years of working and learning, Gabriela still had the dream to start her own business and decided to seek information and support on how to do that.

In 2014, Gabriela met Mission Community Services Corporation (MCSC) instructors and counselors Jesse and Clarita Portillo, who helped her enroll in MCSC's Empezando Class that they taught at La Verne University in Bakersfield. Gabriela was excited to learn everything she needed to start her business.

Visit the link below for the full article:

<https://cameonetwork.org/news/gabriela-murguia-mercamex-distributor-and-dulceria-alebrijes/>