

SMALL

# BUSINESS EXCHANGE

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Weekly Publication



January 11, 2018

## Mayor Garcetti announces a record-breaking year for the L.A. economy



Mayor of Los Angeles, Eric Garcetti

Los Angeles' economy continued to surge in 2017, as tourism, travel through LAX, and Port cargo broke all-time records yet again.

Mayor Eric Garcetti announced the record-breaking numbers today at LAX's Tom Bradley International Terminal, alongside Councilmember Joe Buscaino and leaders from the Los Angeles Convention & Tourism Development Department, the Los Angeles Tourism & Convention Board, Los Angeles World Airports, and the Port of Los Angeles.

"We are powering Los Angeles' economy to new heights every year, because we know that lasting prosperity means investing boldly in jobs, opportunity, and growth," said Mayor Garcetti. "The expansion of our travel and tourism sector, and the success of our Port, tell the story of a city whose moment has arrived — and we will continue pushing forward as we expand our role on the world stage, and prepare to welcome the Olympic and Paralympic Games in 2028."

According to the Los Angeles Tourism & Convention Board, the city welcomed 48.3 million visitors in 2017 — an increase of more than 2 percent over 2016, marking the seventh consecutive year of record-breaking tourism growth and moving L.A. closer to Mayor Garcetti's goal of welcoming 50 million visitors a year by 2020.

"These latest numbers from the Port, LAX and LA Tourism show that Los Angeles is the premier gateway for worldwide trade and the hottest destination for travelers," said Councilman Joe Buscaino, Chair of the Trade, Travel and Tourism Committee. "In the years to come those numbers will only continue to improve with the investment of billions of dollars into LAX, Metro, and numerous cultural, sports and entertainment venues, including the Lucas Museum, LAFC stadium and the LA Waterfront."

Continued on page 11

## Why Subcontractors Fail and What to Do About It

By Scott Wolfe Jr.,

Subcontractor default is a problem that is neither understated nor under-reported. Everyone in the industry is familiar with it and the consequences of the likely, yet always surprising, situation when a subcontractor goes into default on a project.

Starting in 2008, the construction economy started to tank, and the industry experienced a wide number of subcontractor defaults. Now that the economy is recovering, it's natural to think that defaults will be less common. The unfortunate fact is that subcontractor default is three times more likely in this recovering period than it ever was in the economic downturn.

Therefore, it is more important now than ever to review why subcontractors fail, and what everyone else should be doing about such failures.

### Why Do Subcontractors Fail?

Subcontractor failure is a clear problem, but there are options for companies to mitigate the risks of such failures. Understanding why subcontractors fail can help fix the problem at the source, as opposed to focusing on too many failure symptoms.

**Cash flow.** The most basic explanation for subcontractor failure is that the business organization runs out of cash. There are many reasons for this; most notably, subcontractors are expected by many to float the project costs. They pay for all materials on terms, pay all laborers weekly, give up 10 percent of their revenue to retainage withholdings, and then wait for 30, 45, 60 days, or longer, after fronting the cash to get paid from the general contractor or owner. These are unrealistic expectations for any company that is not flush with capital.

**Lack of access to capital.** Because subcontracting is such a risky and cash-hungry business, it's really difficult for these businesses to get capital access from traditional banking sources. This is especially true in the recovering economy, where lenders are more reluctant to fund construction investments than ever.

The result is that subcontractors lack any access to affordable capital. When they are pushed to get funding, they pay higher rates, putting them into a vicious cycle of interest payments and cash needs.

**Tough work.** The transaction is simple if you sell washing machines. A buyer gives the seller money, and the seller gives the buyer a washing machine. The machine may have a flaw, but identifying the flaw and fixing it is pretty simple. Such is not the case with subcontracting. In that business, work is layered upon the work of tens or hundreds of other parties; the work itself must meet a subjective-type approval; and there are many things that can go wrong on the jobsite that puts the subcontractor in a practical or legal cross-hairs. This all feeds into the aforementioned problems, as this is yet another cause for heightened cash needs.

### Who Is Affected By Subcontractor Failure?

Everyone associated with a construction project is affected by a subcontractor failure. Those at the top of the chain (general contractors, devel-

opers and lenders) must absorb the loss, find another contractor to do the work, and deal with the inevitable payment and damages dispute. This likely causes project delay and additional expense.

Other subcontractors on the job, although likely horizontal to the defaulting contractor, are affected because of the delay and expense caused to the job as a whole, becoming yet another thing that contributes toward the odds of their own failure. And finally, the suppliers and equipment providers are left hanging dry on their terms to the defaulting subcontractor.

### Top Three Ways to Handle Subcontractor Failure

The failure of a subcontractor can be sudden and can cause vast problems. Therefore, the question is whether anything can be done about it. Here are the top three ways to protect against subcontractor failure.

**Lien rights.** Though this one doesn't apply for those at the top of the chain (general contractors, owners and lenders), it is still the number one protection measure because of how enormously effective it is for all of the other affected parties. In fact, it is even effective for the defaulting subcontractor, as it can put it in the best position possible to claw its way out of a bankruptcy proceeding. Lien

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# Success Stories

## SBA Financing Fulfils Dreams For Family Owned Business

The remarkable saga of the Lara Family is the quintessential immigrant success story, one that has been played out in every community in every major city throughout America, where the smoggy air is unable to stifle the dreams that the less fortunate use to express their yearning for a better life. In this scenario, however the aspirations occur in Mexico and in East LA. Having just married Mercedes when he turned 18, Humberto Lara and his bride left the impoverished town of La Cienega, Zacatecas in Mexico and headed for Los Angeles with the clothes on their backs and \$50 that they were able to borrow. A cousin rented the young couple a small space in what, in effect, was a chicken coop and the Laras started the California chapter of their story.

Ten years and six children later the Laras purchased their first home. At this time, Humberto was working as a butcher and looking for ways to earn additional income to support the family. These thoughts became reality as the Lara Family opened Tacos Rinconcito to sell Mexican fast food to the surrounding businesses in the City of Bell. This operation served them well but did not completely satiate their entrepreneurial spirit.

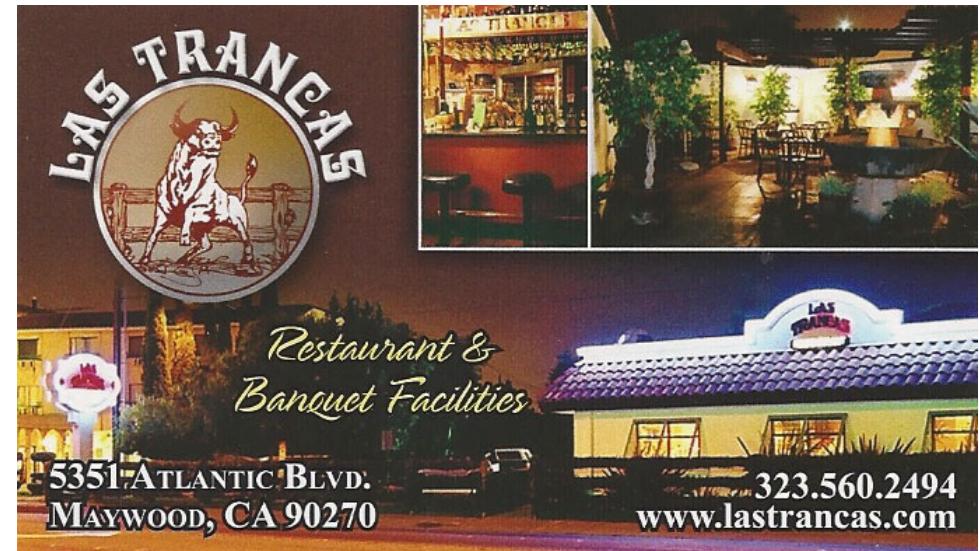
An opportunity to buy a full scale restaurant in Maywood presented itself and in 1987 Las Trancas Restaurant was born. In 1994, Humberto and Mercedes added a banquet hall business to

complement the restaurant. By offering some of the Southland's best Mexican seafood entrees, Las Trancas became a local Latino legend which helped underscore the early success of the family business. In 1997, CBS Channel 2 News rated Las Trancas as one of the top 500 restaurants in Los Angeles County.

The key to success was the familial atmosphere that transcended the presence of excellent cuisine. Las Trancas was truly a family owned business. It was obvious that Humberto and Mercedes headed the operations; however, four of the children actively work in the Restaurant or Salon, and the other siblings have a passive affinity for the business.

Demand soon exceeded seating capacity, and the Lara Family decided to expand. Plans were established to enlarge the restaurant and to add another banquet hall. This time the Laras had to reach outside of the family resources to achieve this phase of business growth. They were in need of substantial financing for expansion.

It appeared that the Lara story would have an abbreviated ending. Several attempts to procure outside financing came to no avail. Without access to outside capital, the family business would not be able to reach its full potential and the dream would be over. It seemed that area fi-



nancial institutions were reluctant to underwrite the restaurant expansion, categorizing the industry as too risky. The feasibility of acquiring a loan for another banquet also became questionable, in light of the fact that local bankers did not understand that end of the business.

Things appeared dim for the family, but because of the entrepreneurial spirit of both Humberto and Mercedes they remained firm and commit-

ted to persevere, just as they had done in the past when confronted by what appeared to be insurmountable obstacles. Their focused tenacity paid off in 1999, when they had the fortune to connect with Craig Conner, Vice President of the SBA Loan Department at Pacific Crest Bank (PCB). Craig visited the sites, acquired a solid grasp of the business operations and became well

**Continued on page 10**

## Why Subcontractors Fail and What to Do About It

**Continued from page 1**

rights protect a company's right to get paid for work, and more importantly, prevent companies from being placed into the back of a payment line. A subcontractor in the front of the payment line avoids cash problems, and is insulated from others defaulting on the project.

- Surety bonds.** Subcontractors can obtain performance bonds and payment bonds, and it's common for general contractors, owners and lenders to require some subcontractors to acquire these bonds. When a subcontractor has these bonds, a default is less burdensome because the surety bond will compensate the affected parties for the losses.

- Why Subcontractors Fail and What to Do About It** Prequalification often is used by top-

of-the-chain parties to assess the likelihood of failure by a lower-tiered party (i.e., a subcontractor). It also can be used by lower-tiered parties to assess the problems that might arise by higher-tiered parties. Everyone is affected by default and should do preliminary analysis to avoid the same. Examining the ability for a subcontractor to deal with the expected cash flow challenges is a necessary evil in today's construction economy. Also, it serves everyone well to make sure the subcontractor is also taking measures to protect lien rights. If not, the subcontractor is going to be in the back of the payment line, and the result is a heightened default risk.

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# Access to Capital

## Goldman Sachs 10,000 Small Businesses

You built your business. Goldman Sachs will help you grow it.

Build your next success with practical business education access to capital and a supportive network of advisors & peers. Goldman Sachs **10,000 Small Businesses** is a program for small business owners that links learning to action. Through the program, you will receive the tools and support to develop customized growth plan that will take your business to the next level. You will also gain practical skills in topics such as negotiation, marketing, and employee management that you can immediately put into action.

Their program, designed by Babson College, the nation's top-ranked entrepreneurship school, is available **at no cost to selected applicants**. Through the program you'll be given access to the tools and resources you need to develop a strategic and customized growth plan for your business.

### TAKE YOUR BUSINESS TO THE NEXT LEVEL

**Education for Business Growth:** By partnering locally with colleges, they are able to help drive economic growth within small business communities while also providing a curriculum that focuses on immediately applicable skills. Through the program you will learn how to:

- Identify and evaluate business opportunities
- Understand and manage the competitive business environment
- Analyze financial capital
- Become a more effective leader
- Become a more skilled negotiator

**Capital to Expand:** Goldman Sachs **10,000 Small Businesses** will work with local, regional,

and national Community Development Financial Institutions (CDFIs) and other mission-driven small business lenders to expand access to capital for local businesses. Through these partnerships, loans will be available to qualifying small businesses that lack access to affordable capital or may not qualify for traditional sources of credit.

**A Network of Support:** Through the program you will get opportunities to learn from other like-minded business owners, receive expert advice from business professionals and get one-on-one business advising.

### IS YOUR BUSINESS READY FOR WHAT'S NEXT?

The program is designed for small business owners who have a business poised for growth. They

look for applicants who are passionate about growing their business and creating jobs in their communities, and generally meet these criteria:

- Owner or co-owner of a business
- Business in operation for at least two years
- Business revenues of at least \$150,000 in the most recent fiscal year
- Minimum of four employees, including the owner

### HOW THE PROGRAM WORKS

To get the most out of the program at Long Beach City College or Los Angeles City College you will be asked to invest your time to engage in the following:

■ **Continued on page 8**

## California Sub-Bid Request Ads



**HEALY**  
A WHOLLY OWNED SUBSIDIARY OF  
THE LANE CONSTRUCTION CORPORATION



**DRAGADOS**

**HEALY DRAGADOS JV**

**Healy Dragados PL3T Joint Venture – An Equal Opportunity Employer**  
**\*\*\*INVITATION TO BID\*\*\***

**Project: Purple Line Extension Section 3 Tunnels Project – Design/ Build**  
**Owner: Los Angeles County Metropolitan Transportation Authority (METRO)**  
**Location: Los Angeles County**  
**Bid Date 2/28/2018 – 2:00PM PST**

The joint venture partners of Healy Dragados PL3T are soliciting subcontractor and supplier quotations in the following categories of work:

<ul style="list-style-type: none"> <li>- General and Civil Contracting</li> <li>- Asphalt Paving</li> <li>- Earthwork and Grading</li> <li>- Demo</li> <li>- Ready Mix Concrete Supply</li> <li>- Rebar Supply and Installation</li> <li>- Hauling and Trucking</li> <li>- Sanitation Houses</li> <li>- Equipment Rental</li> <li>- Trailer and Storage Rental</li> <li>- Misc. Metals</li> <li>- Aggregates</li> <li>- Fencing</li> <li>- Landscaping and Irrigation</li> <li>- Electrical Installation</li> <li>- Surveying</li> <li>- Geotechnical Instrumentation and Monitoring</li> </ul>	<ul style="list-style-type: none"> <li>- Environmental Services</li> <li>- Site Security</li> <li>- Safety &amp; First Aid Training</li> <li>- Laboratory Services</li> <li>- Materials Testing</li> <li>- Traffic Control</li> <li>- Street Sweeping</li> <li>- Pre and Post Inspections</li> <li>- Video and Photography</li> <li>- Janitorial Services</li> <li>- Pest Control</li> <li>- Water Treatment</li> <li>- Tree Removal</li> <li>- Erosion Control</li> <li>- Technical Consultants</li> <li>- Planning Services</li> <li>- Temporary Engineering (PE) Services</li> </ul>
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The Project will extend the existing heavy rail subway Purple Line approximately 2.59 miles from the future Century City Constellation Station site. The Section 3 alignment extends beneath the City of Los Angeles, Caltrans (I-405), Los Angeles County, and Veterans Affairs (VA) Hospital property. The Work under this contract will include, but is not limited to, furnishing all management, coordination, professional services, labor, equipment, materials and other services to perform the final design and construction of twin bored tunnels for the Project as further described in the Statement of Work, Specifications, and other documents provided in the RFQ/RFP (No. C40403C1151 TUNNEL).

**To be added to the interested vendors list please visit us at [www.healydragadosjv.com](http://www.healydragadosjv.com)**  
**Contact our office by Phone: (702) 754-6459, Fax: (702) 754-6458,**  
**DBE companies are highly encouraged to provide quotations.**  
**Quotations must be received by 2/21/2018**



**nibbi**  
**GUZMAN**  
JOINT VENTURE

**Project Name:**  
**490 South Van Ness Design-Build DIV 2 & 31**  
**(Selective Trades)**

**Location:** San Francisco, California  
**Bid Date:** February 6, 2018 @ 2:00 PM

**Pre-Bid Meeting:** January 23, 2018 @ 10:00am  
**Location:** Nibbi Office, 1000 Brannan Street, Suite 102  
**Labor Requirements:** Prevailing Wage  
**Project Schedule:** June 2018 - December 2019

NIBBI/GUZMAN Joint Venture team has been selected as the General Contractor for the 490 South Van Ness project in San Francisco, CA. We are in receipt of the 50% CD Progress Set and are currently requesting bid proposals from qualified subcontractors including those certified with the San Francisco Contract Monitoring Department (CMD) as local business enterprises (LBE's) for Design Build DIV 2 & 31 (Demolition, Earthwork, Shoring/Underpinning & Dewatering). 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 see Exhibit A and/or contact Mr. Ryan Briscoe Young at (415) 581-2301 or Ryan.B.Young@sfgov.org at the City and County of San Francisco Contract Monitoring Division. The project consists of new construction of 81 housing units in San Francisco with a total of 78,958 gross square feet. The 7-story type I-B Construction building is publicly funded 100% affordable housing residential building with ground floor public community flex space; one partial basement level for storage and building services. To get access to the bid documents, please contact Kristin Medwick, Senior Precon & Estimating Coordinator via email, [kristinn@nibbi.com](mailto:kristinn@nibbi.com). For specific questions regarding this project, please contact Noe Valenzuela, Preconstruction Project Manager via email, [noe@nibbi.com](mailto:noe@nibbi.com).



**SWINERTON**  
BUILDERS

**Advertisement of Upcoming Cal State Fullerton TOCA Project**  
**Exterior Site Lighting Upgrade: \$675,000**  
**DVBE, SBE, WBE, MBE, and local subcontractors and suppliers encouraged.**

**Swinerton Builders is seeking qualified subcontractors and suppliers** for all trades to participate in the upcoming Cal State Fullerton TOCA Project. This Project is Public Works Project, and is Prevailing Wage with Certified Payroll required.

**Trades**  
Concrete, Electrical, and Site Utilities.  
All interested bidders must be able to provide a payment and performance bond and/or show proof of bond ability through the Swinerton Prequalification application.  
All interested bidders must be able to provide a payment and performance bond and/or show proof of bond ability through the Swinerton Prequalification application.

**Interested Subcontractors must submit their prequalification application by Friday January 19th 2018.**  
Interested Subcontractors should contact:  
Saed Ali at 213-905-9492, [sali@swinerton.com](mailto:sali@swinerton.com)  
A link to the project documents are located at:  
<http://www.swinerton.com/subcontractors/subcontractor-current-bid-opportunities>

Subcontractors are also encouraged to begin the Swinerton Prequalification process at:  
<http://www.swinerton.com/subcontractors/subcontractor-prequal>

**SMALL**  
**BUSINESS**  
EXCHANGE



# California Sub-Bid Request Ads



BROSAMER &amp; WALL, INC.

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

**02-4G5504 - Reconstruct with HMA and PCC, Widen Structure and Upgrade Rails In Siskiyou County And Near Dunsmuir From Sacramento River Bridge To 0.6 Mile South Of North Mount Shasta Underpass**

**Bid Closing Date: February 7, 2018 @ 2:00 PM**

**DBE GOAL: 10%**

**CONTACT:**

Robert Rosas

Brosamer & Wall Inc.

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

PH: 925-932-7900 • FAX: 925-279-2269

**PROJECT SCOPE:**

We are requesting bids for the following trades and/or material suppliers:

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors and suppliers including certified DBE firms for all items of work type, including but not limited to:

- ASPHALT PAVING
- BRIDGE DEMOLITION
- CONCRETE BARRIER
- CONCRETE PAVING
- CONCRETE MATERIALS – CURE, DOWELS, ETC
- CONCRETE STRUCTURES
- CONSTRUCTION AREA SIGNS
- EARTHWORK/GRAVING/ROADWAY EXCAVATION
- ELECTRICAL
- EROSION CONTROL – PERMANENT AND TEMPORARY
- GRINDING (COLD MILL)
- METAL BEAM GUARD RAIL (MBGR),
- MINOR CONCRETE
- PILING
- ROADSIDE SIGNS
- RUMBLE STRIP
- SCHEDULE DEVELOPER
- SIGN STRUCTURES
- STORM DRAIN UNDERGROUND
- STREET SWEEPING
- STRIPING
- SWPPP/WPC
- SAW AND SEAL
- TRAFFIC CONTROL
- AGGREGATES SUPPLY – AGGREGATE BASE, RAW AGGREGATES, ETC.
- TRUCKING
- ASPHALT OIL
- JUST-IN-TIME TRAINING
- SERVICE PATROL VEHICLE
- WATER TRUCK

For the complete list of the Actual Project Bid Items go to:

<http://www.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=02-4G5504>

**Requirements:** Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE Participation. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage and worker's compensation for the entire length of the contract.

All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining/waiving insurance, bonding, equipment, materials and/or supplies please call or email Robert Rosas contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at no cost from Caltrans website. B&W will also make plans electronically please email [rrosas@brosamerwall.com](mailto:rrosas@brosamerwall.com) for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.



BROSAMER &amp; WALL, INC.

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

**Contract No. 04-4G8504**

**Replace Pedestrian Overcrossing**

**FOR CONSTRUCTION ON STATE HIGHWAY IN SAN MATEO COUNTY IN PACIFICA AT THE SAN JOSE AVENUE PEDESTRIAN OVERCROSSING**

**Bid Closing Date: January 24, 2018 @ 2:00 PM**

**DBE GOAL: 13%**

**CONTACT:**

Robert Rosas

Brosamer & Wall Inc.

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

PH: 925-932-7900 • FAX: 925-279-2269

**PROJECT SCOPE:**

We are requesting bids for the following trades and/or material suppliers:

Brosamer & Wall Inc., is requesting quotes from all qualified subcontractors and suppliers including certified DBE firms for all items of work type, including but not limited to:

- ASPHALT PAVING
- BRIDGE DEMOLITION
- CLEAR & GRUB
- CONCRETE MATERIALS – CURE, DOWELS, ETC
- CONCRETE STRUCTURES
- CONSTRUCTION AREA SIGNS
- EARTHWORK/GRAVING/ROADWAY EXCAVATION
- ELECTRICAL
- EROSION CONTROL – PERMANENT AND TEMPORARY
- FENCE
- GRINDING (COLD MILL)
- LANDSCAPING
- METAL BEAM GUARD RAIL (MBGR),
- MINOR CONCRETE
- NOISE MONITORING
- REBAR
- ROADSIDE SIGNS
- SCHEDULE DEVELOPER
- SHUTTLE SERVICE
- STORM DRAIN UNDERGROUND
- STREET SWEEPING
- STRIPING
- STRUCTURE CONCRETE
- SWPPP/WPC
- TRAFFIC CONTROL
- AGGREGATES SUPPLY
- TRUCKING
- JUST-IN-TIME TRAINING
- WATER TRUCK

For the complete list of the Actual Project Bid Items go to:

<http://www.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=04-4G8504>

**Requirements:** Brosamer & Wall, Inc. will work with interested subcontractors/suppliers to identify opportunities to break down items into economically feasible packages to facilitate DBE Participation. Brosamer & Wall, Inc. is a union signatory contractor. Subcontractors must possess a current contractor's license, insurance coverage and worker's compensation for the entire length of the contract.

All subcontractors will be required to sign our standard Subcontract Agreement. 100% payment and performance bonds may be required. If you have any questions regarding this project or need assistance in obtaining/waiving insurance, bonding, equipment, materials and/or supplies please call or email Robert Rosas contact information below.

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or at no cost from Caltrans website. B&W will also make plans electronically please email [rrosas@brosamerwall.com](mailto:rrosas@brosamerwall.com) for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.

**SYBLON REID**

P.O. BOX 100 • Folsom, CA 95763

Phone: (916) 351-0457 • Fax: (916) 351-1674

Contact: Barbara Hirdman

Sub-Bids Requested From DBE Subcontractors & Suppliers for:

**The County of Calaveras**

**Stagecoach Road Low Water Crossing Replacement Project • Federal-aid Project No. BRLO-5930(039)**

**Location: Calaveras, CA**

**Bid Date: 1/25/2018 3:00 P.M.**

**Trades Solicited:**

Survey, SWPP, Traffic Control, Demo, AC, Clearing/Grub, Erosion Control, Pre-Stressing, Joint Seal, Concrete, Rebar, Fencing, Railing, Striping

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.

**Guy F. Atkinson**

Requests

**Sub-bids from All Qualified & Certified DBE Subcontractors/Suppliers for:**

**Caltrans Contract 07-202124**

**Construction on State Hwy 710 in Los Angeles County**

**in and near Bell, Vernon and the City of Commerce**

**from 0.2 Mile South of Slauson Ave Overcrossing to 0.1 Mile North of Third St Overcrossing**

**Bids Tuesday, January 30, 2018**

**Description of Work, Services & Supply (but not limited to): PAVEMENT REHAB & BRIDGE WIDENING:** Aggregate Base, Architectural Treatment Gunite Finish, Biologist Services, Chain Link Railing (Various Sizes), CIDH (16'787"90"), Concrete Piling, Concrete Barrier (Various Types), Construction Area Signs, Demolition, Drill & Bond Dowel, Drilled Piling, Electrical, Erosion Control, Fence/MBGR, Flatwork, Hazardous Waste Removal, HMA, Joint Seals, Furnish Laminated Panel Signs (Various Sizes), Landscape, LCB Rapid Set, Minor Concrete, Paving Supply, Pavement Marking, OHSS, Driven Piling, Polyester Concrete Overlay (Furnish/Place), Precast Bridge Concrete, Precast Prestressed Concrete Girders (Various Sizes & Types), Rapid Setting Concrete, Rebar, 24" Reinforced Concrete Pipe, Rock Blanket, Furnish Single Sheet Aluminum Signs (Various Sizes) Structural Concrete, Street Sweeping, Structural Steel, Temporary Concrete Washout, Temporary Fiber Roll/Gravel Bag Bern/Hydraulic Mulch/Hydroseed, Temporary Railing, Trucking.

**REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.**

**ENGINEER'S ESTIMATE is \$85,000,000**

**11% DBE Project Goal**

\*\*\*\*\*Lower Tier DBE participation is greatly encouraged\*\*\*\*\*

**Guy F. Atkinson**

**18201 Von Karman Ave, 8th Floor, Irvine, CA 92612**

**socal.estimating@atkn.com**

**Phone: 949-382-7145 / Fax: 949-553-0252**

**Guy F. Atkinson is a union contractor and an Equal Opportunity Employer.** Atkinson is signatory to the Carpenters, Cement Masons, Laborers and Operating Engineers Unions. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors with contract value greater than \$100,000. Atkinson will pay the cost of bonds up to 2.0%. Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (see project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. Please provide contractor's license number, DBE cert # number and Department of Industrial Relations (DIR) registration number with your quote.

Atkinson requests that subs and vendors register and prequalify in our online system at <https://www.atkrextranet.com> prior to bidding.

**TO DOWNLOAD PLANS, SPECS, THE INFO HANDOUT, ANY ADDENDA, ETC and VIEW Q&A:**

Please go to the Caltrans Contracts web site:

<http://www.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=07-202124>

**You can view more ads at**  
**[www.sbeinc.com/advertising/  
sub\\_bid\\_requests.cfm](http://www.sbeinc.com/advertising/sub_bid_requests.cfm)**



# California Sub-Bid Request Ads

Request for Ethnic Minority-Owned Subcontractors for  
**Engineering Services for the Design of Structural and Mechanical  
 Retrofits to Lafayette Reservoir Outlet Tower**  
**Bid Date: February 8, 2018 at 4:00 PM**

Proposals requested by **January 25, 2018**  
 for the following technical services: Corrosion Engineering, Mechanical  
 Engineering, Environmental & Regulatory Permitting, and Ground Motion Analysis.

**COWI North America, Inc.**  
 1300 Clay St, Suite 700, Oakland, CA 94612  
 Phone: 510-839-8972 / **Contact: Annie Fougner**  
 An Equal Opportunity Employer



(An Equal Opportunity Employer)  
 is requesting proposals (RFP) for the

UC Hastings – Academic Building Replacement project for the following trades.

-Elevators      -Fire Protection      -Metal Panels      -Curtainwall

• RFP Due Date - January 23rd, 2018 by 2:00PM

RFP Documents Can be Downloaded at :

<https://app.buildingconnected.com/public/5579ca47675b720a008b2c5a>

Please contact [gret.seldon@clarkconstruction.com](mailto:gret.seldon@clarkconstruction.com) with any questions or for more information.

**Clark Construction Group- California, LP**  
 Contractor License #839892  
 180 Howard Street, Suite 1200, San Francisco, CA 94105  
 Phone: 415-767-7016 • Fax: 415-767-7099



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

#### Subs

Concrete Barrier, Concrete Structures, Electrical, Fencing, Landscaping/Irrigation, Minor Concrete, PCC Paving, Asphalt Paving, Lean Concrete Base, Cold Plane Asphalt, Striping/Signs, Aluminum Signs, CIDH Pile, Soil Nail Walls

#### Vendors

Trucking, Rebar, Asphalt, Concrete, Traffic Control Materials, Aluminum Signs, Class 3 Aggregate Base, Lean Concrete Base, Lean Concrete Base Rapid Setting

**FOR CONSTRUCTION ON STATE HIGHWAY IN LOS ANGELES COUNTY IN AND NEAR CARSON ON ROUTE 110 FROM 0.2 MILE NORTH OF TORRANCE BOULEVARD UNDERCROSSING TO 190TH STREET UNDERCROSSING AND ON ROUTE 405 FROM MAIN STREET UNDERCROSSING TO 190TH STREET UNDERCROSSING**

In District 07 On Route 110, 405

Contract No. 07-293704 Federal-Aid Project ACIM-X037(199)E

DBE Goal 13%

**BID DATE January 23, 2018 @ 2:00 p.m.**

Sub & Vendor Scopes and Bids Due Prior

## Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Bahnsen

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

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

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of 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

## Balfour Beatty

EchoWater Tertiary Treatment Facilities (TTF)

Located in Elk Grove, CA

Owner: Sacramento Regional County Sanitation District

**Bid Date: PRIME CONTRACTOR: Friday, February 16, 2018 @ 11:00am**

**Bid Date: SUBCONTRACTOR: Wednesday, February 14, 2018 @ 2:00pm**

BBII is interested in soliciting in Good Faith for all subcontractors and suppliers; in addition all DBE firms are encouraged to submit quotations for: Aggregate, Ball Joint, Ball Valve, Bolts, Butterfly Valve, Cathodic Protection, Ceiling Suspension, Cement and Concrete, Check Valve, Concrete Drilling and Sawcutting, Concrete Pumping and Special Placement, Coupling, FCA, Flex, Ball Joint, Dewatering, Doors and Windows, Drainage and Containment, Ductile Iron Pipe, Earthwork, Electrical Work, Finish Carpentry, Fire and Smoke Protection, Fire Extinguishers & Cabinets, Fire Protection Piping, Fire Protection Specialties, Fire Protection/Monitoring System, Flashing and Sheet Metal, FRP Duct, FRP Wall Panels, Glass, Glazing, Grating, Groundwater Treatment Systems, Handrails and Railing, HDPE, Heating, Ventilating and Air Conditioning, Hoists and Crane, Instrumentation & Controls, Joint Sealer, Lockers, Louvers and Vent, Mechanical, Metal Deck, Misc. Metals/Metal Materials, Miscellaneous Valve, Nuts & Gaskets (BNG), Off-Site Transportation & Disposal, Overhead Door, Paints and Coating, Pipes and Tubes, Plaster and Gypsum Board, Plumbing Fixtures and Equipment, Precast Concrete, Pre-Engineered Structure, Process Equipment, Quality Control, Reinforcing Steel, Sanitary Sewerage, Shoring and Underpinning, Site Clearing, Site Concrete, Site Demolition, Site Preparation, Slope Protection & Erosion Control, Specialties, Storage Tank, Structural Steel, Structural Steel Erection, Temporary Facilities and Controls, Thermal & Moisture Protection, Valve, Window.

BBII is signatory to the Operating Engineers, Laborers, Cement Masons and Carpenters Unions. Please call for bonding and insurance assistance. Subcontractors should expect to sign the standard BBII subcontract form and provide a waiver of subrogation. It is the Subcontractors' responsibility to read the Plans and Specs and to acknowledge all Addenda in their Scope and Quotes. 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. Subcontractor scope (including any conditions or exceptions) is required 48 hours prior to bid deadline to allow proper evaluation. The project will be covered by an Owner Controlled Insurance Program (OCIP). This program will include Commercial General Liability, Workers Comp & Employee Liability and Excess/Umbrella Liability and should not be included in the Subcontractor's pricing.

In order to assist DBE Contractors and suppliers, we will divide total requirements into smaller tasks or quantities, and if necessary, adjust schedules to permit maximum participation. Interested subcontractors are required to indicate all lower-tier DBE participation offered on our quotation.

Contract Specifications and Plans are available for viewing at BBII's offices by appointment.

For your convenience, you may also view and download plans by following this link maintained by BBII:

<https://secure.smartbidnet.com/External/PublicPlanRoom.aspx?Id=343178>

For questions, contact Brian Miller at (707) 427-8900 or by e-mail: [estimating.wr@bbiis.com](mailto:estimating.wr@bbiis.com).

#### BALFOUR BEATTY

(A Union/Prevailing Wage Equal Opportunity Employer)

5050 Business Center Drive, Suite 250, Fairfield, CA 94534

Phone: (707) 427-8900 Fax: 877-763-4002

License No.: 664318

## Balfour Beatty

Balfour Beatty is seeking quotations from qualified and certified DVBE subcontractors for the following project:

**Hayward Unified School District STEAM Buildings at Three Campuses, Project #18.117**

**Hayward, CA**

**BID DATE: January 25th, 2018 at 2:00 PM**

Balfour Beatty will accept subcontractor bids from all qualified and certified DVBE firms for all applicable scope divisions. Interested subcontractors should contact the following for access to plans and specifications and declaring an intent to bid:

CONTACT: James Qualk  
**Balfour Beatty**  
[NorCalBids@balfourbeattyus.com](mailto:NorCalBids@balfourbeattyus.com)  
 2335 Broadway, Suite 300, Oakland, CA 94612  
 PH: 510-903-2054

Additional relevant project requirements include but are not limited to the following:

- This Contract is subject to prequalification. If a bidder is not prequalified to bid on the Contract, Owner will not accept the bid. Any subcontractors the bidder lists for Work requiring C-4, C-7, C-10, C-16, C-20, C-34, C-36, C-38, C-42, C-43, or C-46 licenses must have current prequalified status with the Owner. The application for prequalification must be submitted to the Owner by the date specified in the application. The prequalification application may be obtained at this link: <http://haywardusd-ca.schoolloop.com/file/1289141219243/1437633290802/3461425829257374989.pdf>
- The Contract is subject to the terms of the June 24, 2015, Project Stabilization Agreement ("PSA") between the Owner and various unions.
- Balfour Beatty requires a Payment and Performance Bond for all quotations over \$250,000 for this project pursuit.
- Insurance requirements include but are not limited to public liability, property damage, and workers compensation as set forth in the contract bid documents.
- Balfour Beatty shall not accept any subbid or enter into any subcontract without proof of the subcontractor's current registration to perform public work under Labor Code section 1725.5.

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# ABLE: Asian Black Latino Enterprises



## Hispanic Women are Cultural Catalysts as Entrepreneurship, Education Rates Rise, According to New Nielsen Report

Hispanic women are rapidly becoming an economic and social powerhouse in the United States, with rising rates of entrepreneurship, educational attainment and delayed marriage, according to Latina 2.0: Fiscally Conscious, Culturally Influential & Familia Forward, a Nielsen report released today. These advances are emerging as the relatively young Latina population is undergoing dramatic growth—37% between 2005 and 2015, with 77% of that growth coming from US-born Latinas, indicating that this largely bi-cultural group will exert a strong influence on both Hispanic and mainstream American culture into the 21st century.

The report also details how brands can exponentially magnify their market for ethnic products by tapping cultural-adjacent consumers who are open to products outside their traditional comfort zones.

"Latinas are coming into their own, and this newfound confidence will have an undeniable impact on our consumer-driven society," commented Stacie de Armas, Vice President, Strategic Initiatives & Consumer Engagement at Nielsen. "Hispanic women are increasingly the catalysts in an intercultural marketplace. Not only are they the cornerstone of the Latino family, keeping language and traditions alive, but they are also forging a wider path in the mainstream and using technology to serve as brand and culture influencers. Marketers need to know how to tap this cohort in order to stay relevant and drive consumer engagement in the future."

Latina 2.0: Fiscally Conscious, Culturally Influential & Familia Forward is the second study on Latinas in Nielsen's Diverse Intelligence Series, which helps marketers better understand and reach diverse consumers through data-driven insights. The report highlights the soaring Latina population and the boom in Latina entrepreneurship, as well as Latina consumption patterns that are driving growth across a variety of sectors – from beauty to technology.

Highlights from Latina 2.0: Fiscally Conscious, Culturally Influential & Familia Forward include:

### U.S. Hispanic Female Population is Booming

- Totaling 28 million, the Latina population accounts for 17 percent of the total U.S. female population and is growing rapidly—37% between 2005 and 2015
- 77% of US Hispanic female population growth over that ten-year span came not from immigration, but from Hispanic girls born in the U.S.
- In many cities, particularly in California and New York, Hispanic females account for the majority of the female population
- Almost half (45%) of all U.S.-born Hispanic females are under the age of 18

### Latinas Drive Spanish Language and Hispanic Culture Retention

- Although only 34% of Latinas are foreign-born, 74% over the age of five speak a language other than English at home, with only 26% speaking solely English at home
- Three-quarters of Latinas say they enjoy maintaining cultural traditions

### Latinas Are Delaying Marriage as Educational and Career Goals Rise

- More Hispanic women ages 15 and over have never married (39%) than their non-Hispanic White counterparts (25%); that likelihood has increased from 31% in 2005
- 41% of Hispanic women have completed at least some college, and 74% of recent high school graduates are enrolled in college (vs. 72% of non-Hispanic females)

### Latinas Are a Booming Entrepreneurial Force

- Latina-majority owned businesses totaled nearly 1.5 million, representing 87% growth over the past five years, far outpacing the 39% growth by Hispanic male-majority owned firms and the 27% growth by total female majority-owned firms

- Latina majority-owned firms make up 44% of all Hispanic-owned firms, and 15% of all female-owned firms

- Sales of Hispanic female majority-owned firms grew 41% during the period –to \$78.7 billion, while sales of all female majority-owned U.S. firms grew by only 19%

### Latinas Are Super Connected

- Latinas are significantly more likely than non-Hispanic white women to use social networking sites, such as YouTube, Instagram, Google+, Snapchat and Twitter
- Hispanic women are more likely than their non-Hispanic white counterparts to own smartphones and smartwatches, and to watch videos on smartphones, listen to online radio, download/purchase music and play video games

### Latinas Are Important Brand and Culture Influencers

- 74% of Hispanic women say they are likely to recommend products to others, while 40% say people often seek their advice before making a purchase, compared to 33% of non-Hispanic White women

Latinas use social networking sites to recommend or review products and show their support for brands and companies more than non-Hispanic white women

Over a fifth of married Hispanic women have non-Hispanic spouses and 10% are married to someone of a different race, making them catalysts of intercultural exchange

"Ambicultural Latinas move fluidly between their cultures, driving intercultural affinity by sharing her root culture with friends, family and coworkers," remarked de Armas. "Latinas truly are at the forefront of this crossover trend, engaging her online and offline social networks, sharing her voice and influencing those around her. Marketers who successfully reach this segment can surely expect to see an increased return on investment."

For more details and insights on the report, download Latina 2.0: Fiscally Conscious, Culturally Influential & Familia Forward. Nielsen also encourages Latinas(os) in the U.S. to make their voices heard by taking an active role on how their culture is represented in the media. Please visit <http://nielsen.com/latinos> to register and learn more.

Join the discussion on Facebook (Nielsen Community) and follow us on Twitter (@NielsenKnows) #LatinaPower

### About Nielsen's Diverse Intelligence Series

In 2011, Nielsen launched the Diverse Intelligence Series, a robust portfolio of comprehensive reports which focuses solely on diverse consumers' unique consumption and purchasing habits. The series has become an industry resource to help brands better understand and reach ethnic customers. To learn more about Nielsen's Diverse Intelligence research series, visit [www.nielsencommunity.com](http://www.nielsencommunity.com).

### About Nielsen

Nielsen Holdings plc (NYSE: NLSN) is a global performance management company that provides a comprehensive understanding of what consumers Watch and Buy. Nielsen's Watch segment provides media and advertising clients with Total Audience measurement services across all devices where content—video, audio and text—is consumed. The Buy segment offers consumer packaged goods manufacturers and retailers the industry's only global view of retail performance measurement. By integrating information from its Watch and Buy segments and other data sources, Nielsen provides its clients with both world-class measurement as well as analytics that help improve performance. Nielsen, an S&P 500 company, has operations in over 100 countries covering more than 90% of the world's population. For more information, visit [www.nielsen.com](http://www.nielsen.com).

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

# California Sub-Bid Request Ads



Kiewit Infrastructure West Co.  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • norcal.bids@kiewit.com  
Fax: 707-439-7301

Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the City of Larkspur, Bond Air Road Bridge Replacement in Larkspur, CA.

<http://www.dot.ca.gov/oobeo/index.html>

Subcontractors and Suppliers for the following project:

**Bon Air Road Bridge Bridge Replacement**  
Federal Project No. BHLS-5166 (015)  
Owner: City of Larkspur  
**Bid Date: January 30, 2018 at 2:00 P.M.**

Disadvantaged Business Enterprises (DBEs)

Wanted for the following scopes, including, but not limited to:

AC Paving, Aggregates Supply & Install, Bridge Bearings, Minor Concrete, CIDH, Concrete Supply, Concrete Reinforcement and Dowels, Structural Concrete, Prestressing Concrete, Precast Concrete, Concrete Pumping, Concrete Formwork, Concrete Barriers, Concrete Washouts, Clear & Grub, Demolition, Earthwork, Electrical, Erosion Control, Fencing, Guardrail, Joint Sealant, Landscaping, Metals, Pavement Markings, Piling, Pipe Supply, Plumbing Equipment and Controls, Street Sweeping, SWPPP, Signage, Traffic Control, Trucking & Hauling, Water Truck.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested certified, DBE suppliers and subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due January 26, 2018 and Quotes NO LATER THAN January 29, 2018 at 5 PM.**

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

You can view the plans in our office during regular business hours by appointment.

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers.

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## RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925  
An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified DBE (Disadvantaged Business Enterprises) for the following project:

State Highway in Santa Clara County in Sunnyvale and Mountain View from Fremont Avenue Undercrossing to 0.2 Mile North of Stevens Creek Bridge

Contract No. 04-4G8304

Federal Aid Project No. ACNH-P085 (059)E

Engineer Estimate: \$3,230,000.00 – 105 Working Days

Goal: DBE 13%

**Bids: January 17th, 2018 @ 2:00 PM**

**Requesting Sub-quotes for (including but not limited to):** Construction Area Signs, Traffic Control, Demolition/Bridge Removal, Erosion Control, Aggregate Base, Asphalt Paving, AC Dike, Grinding, Joint Seal, Reinforcing Steel-Rebar, Sign Structure, Signs Roadside, Concrete Curb & Sidewalk-Misc., MBGR, Metal Railings, Concrete Barrier, Thermoplastic & Painted Traffic Stripe & Marking, Pavement Marking, Signal & Lighting, Polyester Concrete.

Scope of Work: SB-dir polyester concrete and NB-dir structural concrete deck.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or the Caltrans website [www.dot.ca.gov/hq/esc/oe/](http://www.dot.ca.gov/hq/esc/oe/). Contact David Aboujoudom 925-606-2440 [david@rgwconstruction.com](mailto:david@rgwconstruction.com) for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.



**COFFMAN SPECIALTIES, INC.**  
GENERAL AND ENGINEERING CONTRACTORS  
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## DESILVA GATES CONSTRUCTION

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

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

**CALTRANS ROUTE 162 CONSTRUCTION ON STATE HIGHWAY IN BUTTE COUNTY NEAR OROVILLE FROM 2.3 MILES WEST OF ROUTE 99 TO 0.1 MILE EAST OF PAR 4 WAY, Contract No. 03-OG7304, Federal Aid Project No. ACST-P162(038)E, Disadvantaged Business Enterprise Goal Assigned is 12%**

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

**BID DATE: JANUARY 30th, 2018 @ 2:00 P.M.**

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

**AC DIKE, ADL BURIAL LOCATION REPORT, COLD PLANE, CONSTRUCTION AREA SIGN, ELECTRICAL, EMULSION SUPPLIER, LEAD COMPLIANCE PLAN, GRINDING, STRIPING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TESTING, TRAFFIC CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.**

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

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

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

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an equal opportunity employer.

## 10,000 Small Businesses

Continued from page 3

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# Veterans Corner

## The Service Industry: Why Veterans Are Flocking to the Franchise World

**By Jon Marcus,**

Robert and Radiah Mallard manage a lot of buildings. And when a tenant in one of them has a broken window or a leaky faucet, the first thing the Mallards do is fill out a Form 5988-E.

Nowhere on the form is it called that. But the Mallards reflexively revert to the military jargon they used during long careers as U.S. Army logistics, maintenance and supply officers, including in Iraq and Afghanistan, where a 5988-Echo was the ubiquitous starting point for fixing anything, from a defective rifle to an out-of-commission truck.

"We're about standard operating procedures, just like everything in the military has a standard operating procedure," says Robert Mallard, who, with his wife, opened a Property Management Incorporated franchise last year in Columbus, Ga.

That's one of the surprisingly long list of parallels that have attracted disproportionate numbers of veterans to the franchising industry: the idea that they can be their own boss but also have an established structure and a clear plan of attack from headquarters. Franchising, like any business model, isn't for everyone. Some entrepreneurs prefer to go their own way, and chafe against guidelines. But veterans often come with a different skill set.

"If you look at someone who's very used to a structured system and you give them a venture like a franchise, they succeed," says Misty Stutsman, director of the Center of Excellence for Veteran Entrepreneurship at Syracuse University. "They stick to the plan, and they understand why there's not always a need to go changing things just to change things. That's why a lot of veterans identify with the franchise idea: Someone's already proven that this works."

Some 14 percent of franchisees are veterans, according to the International Franchise Association's VetFran program -- twice what the Veterans Administration says is their share of the American population -- and together they own some 66,000 franchises, according to an analysis by PwC. This cohort is also aided by targeted assistance from the government and franchises that offer financial breaks for veterans; Edible Arrangements, for example, slices \$10,000 off the price of buying a unit, bringing it down to \$20,000. "Franchises recognize that veterans are well-suited to this business model," says Radim Dragomaca, director of VetFran. Edible Arrangements franchisee Maurice Welton was then able to cover the rest of the franchise charge with a fee-free U.S. Small Business Association loan for veterans.

That franchising carries a strong appeal to vets is no surprise to Tim Colomer, who worked as an explosives ordnance disposal technician in the Marine Corps and over the summer started as a JDog Junk Removal franchisee in Lake

Houston, Texas. Running a franchise maps almost identically with military culture, Colomer says. "From boot camp to the rest of your career, there's a very, very strong structure in place. We had rigid rules set up for safety reasons." And just like the military, he says, franchising follows "a well-traveled path with past experience and performance that helps you accomplish your mission."

Similarly, Army veteran Noel Massey wanted to get into a business "where I could hit the ground running," he says. He bought an Oxi Fresh Carpet Cleaning franchise in Columbia, S.C. "It's already structured. I don't have to do everything on my own," he says. "They tell you, 'This is what needs to happen,' just like in the military."

Still, veterans in the industry reject the suggestion that they're only following orders. The franchisor "tells you what to do and how to do it. But you can do it your way, too -- find your niche, what works for you, what area you want to focus on," Radiah Mallard says.

Like many veterans who go into franchising, Maurice Welton wasn't just a grunt in the military. An Army cook, he rose to the rank of sergeant and worked as a food inspector. Now, as the owner of five Edible Arrangements franchises in South Texas, he says he has promoted himself to field general. Leading employees, Welton says, is the same as leading troops. "You have a common goal. If your job is to cut the fruit, cut it. If your job is to dip the strawberries, dip them. If your job is to take the orders, take the orders."

Having served, many of these entrepreneurs and employees are trained to be precise, focused, conscientious and able to improvise when needed. And yet, in interviews with a number of veterans turned franchisees, an even richer picture develops -- of a culture in which unexpected parts of military experience translate into franchise success, and where community has been able to form in unexpected ways.

"My guys are absolutely aggressive when it comes to details -- our knowledge and understanding of chain of command and how things work," Colomer says. On the weekends they drink beer and play pool together. "But when we're at work, we're at work."

### Masters of bureaucracy

Veterans say their military service gives them experience with something else many civilians find overwhelming: the massive amount of regulatory red tape they often face as franchisees.

"Everybody has their processes and things they need done to be in compliance. And the military is all about compliance," says Robert Mallard, the property manager. His business must be registered with the secretary of state and licensed in multiple ways to deal



with things like real estate and handling money. "Compliance to me is kind of similar to military regulation -- everything needs to be structured and completed in a specific way. You have to be able to balance your budget and make sure you have everything from toilet paper to fuel for your vehicles. You have these strict guidelines to abide by."

In the military, "no matter what your job is, you're constantly doing paperwork," says Massey, who is also branching out into a restaurant. "Oh my God, there were so many forms to fill out and permits to get for that," he says.

"We don't like dealing with bureaucracy," says Brian Hannon, an Air Force veteran and operations manager at a Signal 88 Security franchise in Sarasota, Fla. "But service members have learned to cope with it."

### Veterans hiring veterans

Veterans often have challenges transitioning back to civilian life, but many have used franchising as a bridge: Through a business, they can serve as a civilian but also work with other veterans. Veteran-owned franchisees are 30 percent more likely than civilian-managed ones to hire fellow veterans, a VetFran survey found. Seventy percent of them report having hired or recruited veterans or spouses of veterans in the past year.

"The franchise model works for veterans because you join back into that close-knit camaraderie we're used to," says Hannon, who says he goes out of his way to recruit employees with military service, including homeless veterans.

Welton has found a lot of solace in that connection. He'd struggled with readjusting to civilian life; no one had his back, he says. To keep that from happening to others, he now seeks out veteran employees. It's a brotherhood, he says. "We know that transitioning from the military to civilian life is tough. You want to take care of your brother who just got out."

"There's a cult of personality that we have," says Colomer, who recovered from head and spine issues he suffered when his vehicle ran over an improvised explosive device, and now serves as an advocate for, and mentor to, other wounded veterans. All his employees are former military, including a vice president of operations -- who is Colomer's best friend from the Marine Corps. He plans to hire 85 veterans as he expands in the next five years.

Hannon also applies that sense of camaraderie to hiring fellow veterans. "I would hire a brother over anybody else," he says. One of those, Marine Corps veteran Steven Stouffer, was homeless when Hannon offered him a job. "I felt like I was back with a team, as in the military," Stouffer says. "I felt I was refocused. We're all on the same page. We think alike, work alike."

That culture, as you would expect, also leads to a lot of soldierly lingo being bandied about in franchise workplaces. When Colomer's trucks are on the move, they're "Oscar Mike." (Most of the rest of their military patter "is pretty profane, to be honest," Colomer says.) When one of his deliveries is late, says Welton, he calls it a misfire. Massey says he sometimes has to check himself when "Roger that" comes out of his mouth in front of customers of his carpet-cleaning service. "They just look at me funny."

None of this is to say that veteran franchisees are necessarily fresh out of the service. There are 21.2 million veterans in the U.S., and they own 2.5 million businesses, the Center of Excellence for Veteran Entrepreneurship says. That works out to 13 percent of the nation's business owners. Veterans are 45 percent more likely than civilians to be self-employed. And like civilians, many of them have already dabbled in other professions after leaving military service but before going the franchise route; the median age of new franchisees is 50, according to VetFran.

**Visit link below for the full article**

[www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=2243&pageID=25](http://www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=2243&pageID=25)

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

# Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378669-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378853-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378618-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378618-00
<p>Fictitious Business Name(s):  <b>1. Beautiful You</b>  <b>2. Single Mom and the City</b>  Address  <b>275 5th Street, San Francisco, CA 94103</b>  Full Name of Registrant #1  <b>Takiyah Smith</b>  Address of Registrant #1  <b>2665 Geneva Avenue #423, Daly City, CA 94014</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>11/28/17</b></p> <p>Signed: <b>Takiyah Smith</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>11/28/17</b></p> <p>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</p> <p>Filed: <b>Maribel Jaldon</b>  Deputy County Clerk  11/28/17</p>	<p>Fictitious Business Name(s):  <b>SF / SPA</b>  Address  <b>738 Larkin Street, San Francisco, CA 94109</b>  Full Name of Registrant #1  <b>Elizabeth Hilton</b>  Address of Registrant #1  <b>9851 Bolsa Ave SPC 188, Westminster, CA 92683-6644</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>12/1/2017</b></p> <p>Signed: <b>Elizabeth Hilton</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>12/7/2017</b></p> <p>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</p> <p>Filed: <b>Sonya Yi</b>  Deputy County Clerk  12/7/2017</p>	<p>Fictitious Business Name(s):  <b>Edw Lee Hammack Architect</b>  Address  <b>3687 Folsom Street, San Francisco, CA 94110</b>  Full Name of Registrant #1  <b>Edw. Lee Hammack</b>  Address of Registrant #1  <b>3687 Folsom Street, San Francisco, CA 94110</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>4/1/1998</b></p> <p>Signed: <b>Edw. Lee Hammack</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>11/22/17</b></p> <p>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</p> <p>Filed: <b>Mariedyne L. Argente</b>  Deputy County Clerk  11/22/17</p>	<p>Fictitious Business Name(s):  <b>Edw Lee Hammack Architect</b>  Address  <b>3687 Folsom Street, San Francisco, CA 94110</b>  Full Name of Registrant #1  <b>Edw. Lee Hammack</b>  Address of Registrant #1  <b>3687 Folsom Street, San Francisco, CA 94110</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>4/1/1998</b></p> <p>Signed: <b>Edw. Lee Hammack</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>11/22/17</b></p> <p>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</p> <p>Filed: <b>Mariedyne L. Argente</b>  Deputy County Clerk  11/22/17</p>
<b>12/21/17 + 12/28/17 + 1/4/18 + 1/11/18</b>	<b>12/14/17 + 12/21/17 + 12/28/17 + 1/4/18</b>	<b>11/30/17 + 12/7/17 + 12/14/17 + 12/21/17</b>	<b>11/30/17 + 12/7/17 + 12/14/17 + 12/21/17</b>
FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378995-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378740-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378578-00	SBA Financing Fulfills Dreams For Family Owned Business
<p>Fictitious Business Name(s):  <b>Khan Toke Thai House</b>  Address  <b>5937 Geary Blvd, San Francisco, CA 94121</b>  Full Name of Registrant #1  <b>Phairatwetaphan, LLC (CA)</b>  Address of Registrant #1  <b>5937 Geary Blvd, San Francisco, CA 94121</b></p> <p>This business is conducted by <b>A Limited Liability Company</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>12/14/2017</b></p> <p>Signed: <b>Nuttarat Pornkanjanavong</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>12/1/2017</b></p> <p>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</p> <p>Filed: <b>Mariedyne L. Argente</b>  Deputy County Clerk  12/14/17</p>	<p>Fictitious Business Name(s):  <b>Psychokinetic LLC</b>  Address  <b>148 Otsego Avenue, San Francisco, CA 94112</b>  Full Name of Registrant #1  <b>Psychokinetic LLC (CA)</b>  Address of Registrant #1  <b>148 Otsego Avenue, San Francisco, CA 94112</b></p> <p>This business is conducted by <b>A Limited Liability Company</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>9/26/17</b></p> <p>Signed: <b>Matthew Homier, Manager</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>12/1/2017</b></p> <p>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</p> <p>Filed: <b>Mariedyne L. Argente</b>  Deputy County Clerk  12/1/17</p>	<p>Fictitious Business Name(s):  <b>25th-At-California LLC</b>  Address  <b>2595 14th Avenue, San Francisco, CA 94127</b>  Full Name of Registrant #1  <b>25th-At-California LLC (CA)</b>  Address of Registrant #1  <b>2595 14th Avenue, San Francisco, CA 94127</b></p> <p>This business is conducted by <b>A Limited Liability Company</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>8/11/2017</b></p> <p>Signed: <b>Gregory Bazelyansky</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>11/21/2017</b></p> <p>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</p> <p>Filed: <b>Fallon Lim</b>  Deputy County Clerk  11/21/17</p>	<p><b>Continued from page 2</b></p> <p>acquainted with the family behind this family-owned enterprise.</p> <p>As a result of the relationship established between Craig's Bank and Las Trancas, two SBA 7 (a) loans have been made to the Laras. In 1999 the first loan doubled the restaurant capacity and added a beautiful patio eating area. The second loan financed the second location for the banquet business.</p> <p>As an epilog, today, Humberto and Mercedes Lara are the proud owners of a thriving enterprise that provides security for the entire family, and has created three dozen jobs within the local community. In honor of their accomplishments, the U.S. Small Business Administration (SBA) today selected Humberto and Mercedes Lara and Las Trancas Restaurant as winners of the Family Owned Business Award. The award will be presented to Mr. and Mrs. Lara at the SBA's 23rd Annual Small Business Week Awards Luncheon to be held from 11:30 a.m. to 1:30 p.m. on Tuesday, May 25, 2004 at the Millennium Biltmore Hotel in downtown Los Angeles.</p> <p>SBA Los Angeles Office District Director Alberto G. Alvarado praised Mr. and Mrs. Lara for their accomplishments stating, "Humberto and Mercedes Lara epitomize the immigrant entrepreneur. They had to struggle to achieve each phase of their dream, but fortunately were endowed with the vision and the stick-to-itiveness to persevere, and to seek the appropriate assistance. We are proud of what they have achieved for themselves, their family, and for Maywood and the surrounding community."</p> <p><b>Las Trancas Restaurant contact information:</b></p> <p style="text-align: center;">5351 Atlantic Boulevard  Maywood, California  (323) 560-2494</p> <p><b>SOURCE: www.sba.gov</b></p>
<b>12/21/17 + 12/28/17 + 1/4/18 + 1/11/18</b>	<b>12/7/17 + 12/14/17 + 12/21/17 + 12/28/17</b>	<b>11/22/17 + 11/30/17 + 12/7/17 + 12/14/17</b>	
FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378863-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378769-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378391-00	
<p>Fictitious Business Name(s):  <b>R.Z. Situ Construction Company</b>  Address  <b>261 Capistrano Avenue, San Francisco, CA 94112</b>  Full Name of Registrant #1  <b>Rong Zhi Situ</b>  Address of Registrant #1  <b>261 Capistrano Avenue, San Francisco, CA 94112</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>08/24/1998</b></p> <p>Signed: <b>Rong Zhi Situ</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>12/08/2017</b></p> <p>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</p> <p>Filed: <b>Maribel Jaldon</b>  Deputy County Clerk  12/08/17</p>	<p>Fictitious Business Name(s):  <b>Golden Legal</b>  Address  <b>One Sansome Street, 35th Floor, San Francisco, CA 94104</b>  Full Name of Registrant #1  <b>Ameer Aziz</b>  Address of Registrant #1  <b>601 Brooklyn Ave #302, Oakland, CA 94606</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>12/1/2017</b></p> <p>Signed: <b>Ameer Aziz</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>12/4/2017</b></p> <p>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</p> <p>Filed: <b>Mariedyne L. Argente</b>  Deputy County Clerk  12/4/17</p>	<p>Fictitious Business Name(s):  <b>Leo Pride Designs</b>  Address  <b>3618 Lyon Avenue, Oakland, CA 94601</b>  Full Name of Registrant #1  <b>June Areesa Lee</b>  Address of Registrant #1  <b>3618 Lyon Avenue, Oakland, CA 94601</b></p> <p>This business is conducted by <b>An Individual</b>. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on <b>11/10/2017</b></p> <p>Signed: <b>June Areesa Lee</b></p> <p>This statement was filed with the County Clerk of San Francisco County on <b>11/10/2017</b></p> <p>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</p> <p>Filed: <b>Sonya Yi</b>  Deputy County Clerk  11/10/17</p>	<p style="text-align: center;"><b>12/7/17 + 12/14/17 + 12/21/17 + 12/28/17</b></p> <p style="text-align: center;"><b>11/16/17 + 11/22/17 + 11/30/17 + 12/7/17</b></p>
<b>12/21/17 + 12/28/17 + 1/4/18 + 1/11/18</b>			

# Public Legal Notices



## REQUEST FOR PROPOSALS FOR THE TERMINAL 1 RETAIL CONCESSION LEASES AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the Terminal 1 Retail Concession Leases. The Request for Proposals includes 2 Newsstand Leases, 1 Newsstand and Convenience Store Lease bundle, 1 Electronics Lease, 1 Regional Gift Store Lease, 1 Bath & Beauty Store Lease and 1 Sunglass Store Lease.

The proposed minimum financial offers range from \$124,000.00 to \$480,000.00 with terms of seven or ten years. Rent for the Electronics Store shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 8% of Gross Revenues achieved from licensed electronic products and hardware products; plus 12% of Gross Revenues achieved up to and including \$500,000.00 (excluding licensed electronic products and hardware products); plus 14% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00 (excluding licensed electronic products and hardware products); plus 16% of Gross Revenues achieved over \$1,000,000.00 (excluding licensed electronic products and hardware products). Rent for all other leases shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 12% of Gross Revenues achieved up to and including \$500,000.00; plus 14% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00; plus 16% of Gross Revenues achieved over \$1,000,000.00. Small, local and disadvantaged businesses are encouraged to participate.

The Informational Conferences will be held on Wednesday, January 24 at 10:00 a.m. and 1:30 p.m. at the Aviation Museum at San Francisco International Airport. The same information will be presented at each conference, attendance at both is not encouraged.

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

CNS-3087602#



## CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

### Contract No. 1000008387 E.S.E.R. BOND 2014 EXTERIOR ENVELOPE UPGRADES AND ROOF REPLACEMENT AT FIRE STATION NO. 22 “PW ESER 2014 EXT & RF REPL FS”

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on January 31, 2018**, after which they will be publicly opened and read. 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 [www.sfppublicworks.org/biddocs](http://www.sfppublicworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfppublicworks.org](http://www.sfppublicworks.org) for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work to be completed under this contract is located at Fire Station 22, 1290 16th Avenue, and includes, but is not limited to, hazardous material abatement work, demolition and replacement of roofing system and flashings, sealant removal and replacement and other waterproofing scope, mechanical – rooftop fan equipment demolition and replacement, plumbing work, and other ancillary work. The time allowed for completion is 168 consecutive calendar days. The Engineer's estimate is approximately \$1,100,000. For more information, contact the Project Manager, Sherry Katz at 415-557-4759.

**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 the City from entering into any Contract with a Contractor that has its United States headquarters in a state with laws that perpetuate discrimination against LGBT populations (“Covered State”) or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

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

The Contract will be awarded to the lowest responsible responsive 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 **16%**. Call Finbarr Jewell at 415-274-0511 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on **Tuesday, January 16, 2018, 1:00 PM** at 30 Van Ness, 4th Floor, Main Conference Room, followed by a site visit at Fire Station 22 located at 1290 16th Avenue.

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

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 “B” license required to bid.**

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 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.

1/18/18

CNS-3088588#

SMALL BUSINESS EXCHANGE



## REQUEST FOR PROPOSALS FOR THE TERMINAL 1 FOOD AND BEVERAGE CONCESSION LEASES AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the Terminal 1 Food and Beverage Concession Leases. The Request for Proposals includes 5 Quick Serve Restaurant Leases, 2 Sit-Down Restaurant and Bar Leases, 1 Café & Market Lease and 1 Café Lease.

The proposed minimum financial offers range from \$240,000.00 to \$620,000.00 and the terms are ten years. Rent for the Quick Serve Restaurants and Café shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 8% of Gross Revenues achieved up to and including \$500,000.00, plus; 10% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00, plus; 12% of Gross Revenues achieved over \$1,000,000.00. Rent for the Sit-Down Restaurant and Bars and the Café & Market shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 8% of Gross Revenues achieved up to and including \$1,500,000.00, plus; 10% of Gross Revenues achieved from \$1,500,000.01 up to and including \$2,000,000.00, plus; 12% of Gross Revenues achieved over \$2,000,000.00.

The Informational Conferences will be held on Wednesday, January 24, 2018 at 10:00 a.m. and 1:30 p.m. at the Aviation Museum at San Francisco International Airport. The same information will be presented at each conference, attendance at both is not encouraged.

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

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## Mayor Garcetti announces a record-breaking year for the L.A. economy

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Los Angeles is a global city renowned for its diversity, and international tourism holds an important place in the City's identity. This past year began with travel restrictions put in place by the federal government — measures that threatened to jeopardize international travel to Los Angeles.

In light of these actions, the Los Angeles Tourism & Convention Board launched the “Everyone is Welcome” initiative to show that diversity and inclusion have always been — and will continue to be — cornerstones of L.A.’s culture. These efforts paid off with international tourism in Los Angeles growing 0.9% to a record 7.1 million visitors, outperforming both its projected forecast and the rest of the country, which Tourism Economics estimated saw a decline of 0.9% year-over-year for 2017.

“We are humbled that more than 48 million visitors from across the globe chose Los Angeles as their destination of choice in 2017,” said Ernest Wooden Jr., President & CEO of the Los Angeles Tourism & Convention Board. “We look forward to extending our message of welcome and hospitality with an open invitation to enjoy our city’s celebration of diversity and inclusivity in 2018 and beyond.”

LAX also broke its record for the total number of passengers for the fourth consecutive year. In 2017, 84.9 million travelers passed through the airport, an increase of 5% over the previous year. Of those travelers, close to 25 million — or around 2 million over last year — were international. The passenger increase is due to the improving economy, competitive fares, and new and existing airlines adding more flights to LAX. From Acapulco to Shenzhen and Vienna, LAX added 11 new international nonstop flights in the last year alone. These record numbers coincide with LAX’s \$14 billion modernization project which is helping to cement the airport’s place as a world-class transit hub.

“Los Angeles World Airports is excited to continue to embrace and amplify the message that Everyone is Welcome to Los Angeles, and our multi-billion dollar investment in LAX modernization is a testament to our focus on creating a gold-standard airport worthy of our international city and visitors,” said Los Angeles Board of Airport Commissioners President Sean Burton. “In 2028, we will welcome the world to Los Angeles through the gateway of LAX, and every day we are taking steps to improve the guest experience, increase our global reach, and wel-

come more travelers to the Southern California region.”

The Port of Los Angeles broke a record of its own, moving more cargo in 2017 than any year in its history. The Port shipped more than 9.3 million Twenty-Foot Equivalent Units (TEUs) last year, the most ever by a port in the Western Hemisphere. These record figures come alongside reductions in key pollutants and greenhouse gases at the Port.

“Achieving record cargo volumes was the result of a concerted, multi-year effort by the Port and its many partners to maximize efficiency throughout the entire supply chain,” said Gene Seroka, Executive Director of the Port of Los Angeles. “All the collaborative work by a broad range of global maritime stakeholders has delivered these remarkable results.”

Taken together, record tourism, travel, and port figures reflect the strength of Los Angeles’ economy. Since Mayor Garcetti took office in 2013, the City has created more than 175,000 new jobs, cut the unemployment rate by more than half, and permitted more than 164,000 new businesses.

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



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