

SMALL BUSINESS EXCHANGE

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AGC of California launches Build California



Image Credit by <https://buildcalifornia.com>

[Article was originally posted on www.agc-ca.org]

By Christine Mahon,

Associated General Contractors of California and the AGC Construction Education Foundation launched Build California, a comprehensive workforce development initiative created to inspire, engage, and activate the next generation of California’s construction workforce.

“Developing our workforce isn’t just a pillar of AGC of California’s mission, it’s essential to the future of our state,” said Peter Tateishi, CEO of AGC of California. “Together with our partners, we’ve launched Build California, a workforce development initiative to change the future of construction. Rooted in research and focused on the future, Build California will reshape the perception of construction careers and cultivate a strong, steady workforce pipeline.”

Despite increased media attention about career opportunities and existing workforce development efforts, young people simply aren’t considering careers in the construction trades like generations before. According to a 2018 survey, only 9 percent of high school students are pursuing careers in the trades. That statistic, combined with AGC of America’s recent survey showing 80 percent of contractors “report difficulty find-

ing qualified craft workers to hire,” shows a need to reinvest in efforts to appeal to young people.

“It’s an issue that’s impacting our members and requires us to think differently about how to attract the next generation,” said Erin Volk, Vice President, Workforce & Community Development, and Executive Director of the AGC Construction Education Foundation. “We’ve spent more than a year developing Build California to be a targeted, nimble, and impactful initiative with a single focus: creating a steady, motivated and skilled workforce pipeline for California’s construction industry.”

Build California’s pioneering approach will utilize robust marketing, public relations, and outreach efforts to engage with Californians. These deployment efforts will communicate the lucrative, long-term, and immediate benefits of careers in the state’s construction industry.

The multi-phased program will begin with a pilot implementation year, targeting three high schools in California for in-school activation, while also launching an online educator portal available for teachers and administrators to begin engagement on-demand. At the completion of the 2019-2020 school year, AGC will review results of the pilot year before launching in additional schools throughout the state.

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Small Businesses in Black/Hispanic Communities Less Profitable than Businesses in White Communities

The JPMorgan Chase Institute released a new research, showing the correlation among characteristics of communities—home values, college graduation rates and racial composition—and critical factors of small business success like profit margin and cash liquidity. By analyzing the revenues and cash flows of 1.4 million small businesses, Place Matters: Small Business Financial Health in Urban Communities, finds that less than one percent of communities that are majority-black or Hispanic had small businesses with a median profit margin

above 20 percent, compared to 40 percent of majority-white communities.

“Understanding the ways in which community characteristics correlate with small business financial outcomes is critical to developing policies that actually help America’s small businesses,” said Diana Farrell, President and CEO, JPMorgan Chase Institute. “By leveraging the firm’s granular data to see the specific challenges facing small businesses at the ZIP code level, we

hope to inform place-based policies that recognize the unique and inter-connected characteristics of communities to help create greater opportunity for more small businesses.”

While many local policies are directed at the small business sector, city-level policymakers lack empirical data on the financial health of the sector at the ZIP code level, especially for the approximately 80 percent of small businesses that have no employees. Additionally, little research has explored how the industry and socio-economic characteristics of a community correlate with small business outcomes.

Key points from the report include:

- Small businesses in majority black or Hispanic communities have significantly lower profitability and cash liquidity than businesses in majority white communities.
- In over 88 percent of majority black or Hispanic communities, the median profit margin is 15 percent or less. Only

35 percent of majority White communities have median profit margins below this threshold.

- There are industry differences across communities – small businesses in majority black and Hispanic communities are overrepresented in restaurants and repair and maintenance—industries with higher exits and lower growth—and underrepresented in healthcare, high-tech, and other professional services.
- Small businesses in communities with few college graduates have profit margins 10 percentage points lower and a cash buffer less than half that of those in communities with many college graduates.
- The typical small businesses in a community where less than 25 percent of

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Workforce Development

SBA Announces \$3 Million for 60 Growth Accelerator Fund Competition Recipients Supporting Startups and STEM Focused Entrepreneurs



Chris Pilkerton, Acting SBA Administrator

The U.S. Small Business Administration today announced 60 winners of SBA's Growth Accelerator Fund Competition. The recipients, representing accelerators and incubators across 39 states and territories focused on a broad set of industries and sectors, will receive a total of

\$3 million in awards to support startups and entrepreneurs researching and developing STEM-related innovations.

"I am proud to announce the winners of the 2019 Growth Accelerator Fund Competition. Over the past five years, the competition has provided awards to innovative and promising accelerators and incubators. This year's recipients, who will each receive an award of \$50,000 from the SBA, are no exception," said Acting SBA Administrator Chris Pilkerton. "This includes entrepreneurs located in Opportunity Zones – where job creation and investments are moving forward to revitalize communities."

The Growth Accelerator Fund Competition will infuse the accelerators and incubators with additional operating capital to provide focused assistance to entrepreneurs. This assistance includes support for company formation as well as awareness and education on the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. Notably, the prizes are not for direct investing in the entrepreneurs' small businesses.

This year's award recipients will focus on at least 60 percent of their Competition-related work to entrepreneurs who represent one of the following groups: women; socially and economically disadvantaged individuals; entrepreneurs living in or whose businesses are located and operate in states with a lower number of SBIR/STTR awards, or in an Opportunity Zone. By focusing on the accelerators' and incubators' efforts on these entrepreneur groups, SBA aims to increase the pipeline of future SBIR/STTR applications and STEM-related innovations.

Applicants to the Competition submitted a brief presentation deck and an optional two-minute video outlining the organization's overall approach, experience working with the targeted entrepreneur group, and key metrics that will be used to evaluate the success of the proposed plan. Applications were judged by panels of experts with entrepreneurial, investment, startup, economic development, and academic backgrounds from both the public and private sector.

For more information about the Growth Accelerator Fund Competition and a full list of award winners past and present, visit: www.sba.gov/accelerators and www.sbir.gov/accelerators.

About the Growth Accelerator Fund Competition

A total of \$3,000,000 was appropriated to be awarded as prizes to accelerators, incubators, co-working startup communities, or other entrepreneurial ecosystem models. Each prize of \$50,000 provides operational funding to the awardee for their work in supporting startup businesses. The Competition was conducted by SBA pursuant to the government wide prize competition authority known as the America COMPETES Act (15 U.S.C. 3719). Additional information can be found at www.sba.gov/accelerators and www.sbir.gov/accelerators.

About SBIR/STTR

SBA coordinates the SBIR/STTR programs, also known as America's Seed Fund, which each year provides more than \$3.7 billion in early stage seed capital totaling over 5,000 awards to small businesses. Eleven participating federal government agencies announce funding opportunities as either grants or contracts to address their research and development needs.

SOURCE: www.sba.gov

Business Toolkit

Tips for Keeping the Project on Schedule

[Article was originally posted on www.acuity.com]

By John Lack,

There is a lot going on once a construction project starts, and that continues into the planning, construction, and punch-list phase. I believe one of the key elements that determines if the job will run smoothly and be completed on time is the project schedule. The project schedule charts the course and lays out the timeline for the completion of the project.

With so many companies and individuals involved, it is critical everyone understands, ap-

proves, and follows the project schedule. Listed below are four suggestions regarding project scheduling.

1. A realistic schedule is critical. Each task must be allotted enough time for the contractor/subcontractor to be able to staff the job adequately and complete the job correctly and safely. The person putting the schedule together must be familiar with the process and sequence of the project.
2. Before awarding the job, make sure the schedule is part of the contract documents. A time frame with the scope of work, including an estimated start and completion date, should be agreed upon by both parties and included in the contract. A well-seasoned construction attorney can help draft contracts that include contract definitions, progress and completion details, progress payments, as well as delays and extensions of time.
3. The more organized you are before the job starts, the better the job goes. A good project manager will focus on the daily task while also thinking three to four steps ahead. It is important to foresee potential

delays and to pin down delivery dates. If you are using purchase orders, make sure you attach terms and conditions regarding delivery delays. Keep in mind, it is easier to pick up time in the beginning of the project than at the end in most cases.

4. Post the timeline for all to see. In my experience, having a schedule in large calendar form posted on the job site is highly effective. I would use a few sheets of unwanted plans (24" x 36") to make the timeline. On the back of each sheet, draw a grid with 5"

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Access to Capital

Ready to Grow Your Business?

Build Your Business Credit: 5 Key Reasons to Get Started

[Article was originally posted on www.mbda.gov]

Building business credit is just as important as building and taking good care of one's personal credit. In the business world, a company does not have a consumer FICO® Score. Instead, it has business credit scores, ratings maintained and calculated by business credit reporting agencies.

"Just as your personal credit has a big impact on your financial health, your business credit can help you get competitive business loan rates and terms from potential suppliers," says Marc Kirshbaum, president of Experian's Business Information Solutions group.

Unfortunately, many small business owners don't even know there is such a thing as a credit score for a business and therefore lose opportunities to improve their own, says Jeff Stibel, CEO of Dun & Bradstreet Credibility Corp.

Many times, small business owners make the mistake of assuming that positive personal credit scores will be enough to obtain good business cred-

it ratings. While lenders and suppliers may initially consider personal credit history, once a business pays its first invoice, it will begin building its own credit history.

Did you know that there is such a thing called a business credit report?

Similar to consumer credit reporting agencies, there are a few major business credit reporting agencies collecting information about businesses. Most notably: Dun & Bradstreet, Experian Business, and Equifax Small Business. Jeff Stibel, CEO of Dun & Bradstreet Credibility Corp. says, "Today, it takes a very proactive approach to building a strong credit score for your business."

Here are five reasons small business owners should start building business credit today:

Business Financing

Lenders and suppliers use business credit reports to assess the credit worthiness of a business. According to Creditera, in the first 6 months of 2013, Dun & Bradstreet had 45 million business credit report requests and Equifax Commercial had 35 million.

If a company's business credit ratings are high, lenders and suppliers will give favorable terms to purchase on credit. If a business does not have a business credit rating or report, a supplier may require you to pay cash on delivery or ask you to personally guarantee the business purchases.

Supplier Contracts

If a company wants to do business with government agencies or Fortune 500 companies, chances are they will review your business credit reports. For example, one of the steps required in order to register as a Federal Contractor is to obtain a Dun & Bradstreet D-U-N-S® Number. Government and large corporations review business credit scores and reports to make sure their suppliers are reliable and pay their invoices in a timely manner.

Business Separation

Business owners have the unique opportunity to build, maintain and obtain credit both individually and as a business owner. As a business applies for and receives credit, a business credit report will be established. This enables a complete separation between the personal credit reports of the business

owner to the reports established by the company itself. In addition, having separate lines of business credit makes it easier to keep business expenses separate from your personal expenses.

Credit Protection

With favorable business credit ratings, a business can obtain financing from companies willing to grant credit without a personal credit check or guarantor. This allows a business to acquire products and services it needs on credit without putting the business owner's personal credit at risk.

Business Partners

Business credit reports are frequently being pulled by potential business partners so they can find out about a company's credit history and decide if the business is capable of being a sound business partner. Unlike personal credit reports, business credit reports are available to the public, and anyone – including potential lenders and suppliers – can view your company's reports. This makes it imperative to also monitor your files on a regular basis.

SOURCE: www.mbda.gov



California Sub-Bid Request Ads

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621

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

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

San Francisco Bay Area Rapid Transit District
Station Emergency Lighting
Contract No. 15II-120A

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

Fax all quotes to 510-777-5099 or email to northwest.esteeming@shimmick.com

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

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

Subcontractors and Suppliers interested in this project may contact Dave Leonard by email at dleonard@shimmick.com.

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

INVITATION TO BID

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

Owner: Department of Transportation (CALTRANS)
BID SUBMITTAL DATE: October 15, 2019 at 2:00 PM

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

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

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

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

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

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

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

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

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

Flatiron West, Inc.

16470 W. Bernardo Drive, San Diego, CA 92127
Phone (760) 916-9100 / FAX (760) 471-4860

Email: SoCalBids@flatironcorp.com

Point of Contact: Veronica Garcia, Estimating Admin.

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California Sub-Bid Request Ads



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Contact: Jason Martin

REQUEST FOR **DVBE**
SUBCONTRACTORS AND SUPPLIERS FOR:

VTC York Street Improvements
Vallejo, CA
Solano Transportation Authority
BID DATE: October 8, 2019 @ 11:00 AM

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

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



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

REQUEST FOR **DBE**
SUBCONTRACTORS AND SUPPLIERS FOR:

Construct 4 Lane Expressway with
Earthwork and Paving
Hwy 29 Kelseyville
Caltrans #01-2982U4
BID DATE: October 9, 2019 @ 2:00 PM

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

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



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Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Greg Souder

REQUEST FOR **DBE**
SUBCONTRACTORS AND SUPPLIERS FOR:
Cold Plane AC Pavement, RHMA (Gap Graded)
Overlay, and Replace Guardrail
Hwy 101 Mendocino County Near Hopland
Caltrans #01-466304
BID DATE: October 15, 2019 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Flashing Arrow Sign, Type III Barricade, Flashing Beacon, Portable Changeable Message Sign, Water Pollution Control Program, Asbestos Compliance Plan, Treated Wood Waste, Dust Control Plan (Naturally Occurring Asbestos), Imported Borrow, Wood Mulch, Crack Treatment, Asphalt Binder, Geosynthetic Pavement Interlayer, Date Core, AC Dike, Tack Coat, Cold Plane AC, Adjust Monument Cover to Grade, Guard Railing Delineator, Pavement Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Wildlife Passageway, Transition Railing, Alternative In-Line Terminal System, Severe-Duty Crash Cushion, Rumble Strip, Remove Barriers and Railing, Concrete Barriers and Transitions, Striping & Marking, Electrical and Construction Materials

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



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Phone: 510-526-3424 • FAX: 510-526-0990
Contact: Jean Sicard

REQUEST FOR **DBE**
SUBCONTRACTORS AND SUPPLIERS FOR:

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

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, Temp. Crash Cushion, SWPPP, Temporary Dewatering & Non-Stormwater Control System, Storm Water Annual Report, Temporary Fencing, Sweeping, Treated Wood Waste, Clearing & Grubbing, Structure Excavation, Pervious Backfill Material, Lightweight Cellular Concrete Fill, Import Borrow, Underground, Imported Biofiltration Soil, Hydroseed, Compost, Lean Concrete Base, Data Core, AC Dike, Tack Coat, Prime Coat, Cold Plane AC, CIDH Concrete Piling, Prestressing Cast-In-Place Concrete, Structural Concrete, Minor Concrete, Fractured Rib Texture, Drill and Bond Dowel, Polyester Concrete, PTFE Spherical Bearing, Bar Reinforcing Steel, Shotcrete, Roadside Signs, Prepare Bridge Deck Surface, Bridge Removal, Misc. Metal, Underground, Rock Slope Protection, Minor Concrete, Misc. Iron & Steel, Isolation Casing, Bridge Deck Drainage System, Electrical, Fencing, Delineator, Pavement Marker, Object Marker, Midwest Guardrail System, Chain Link Railing, Concrete Barrier, Transition Railing, Striping & Marking, Message Sign, Ramp Metering System, Fiber Optic System, Wall Graphics, Color Changing Lighting, Metal Arc, Porcelain Enamel Graphics-Pilasters, Micro-Surfacing Ground Anchors, Bridge Grazing Lighting, and Construction Materials

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

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

Small Businesses in Black/Hispanic Communities

Continued from page 1

residents over the age of 25 are college graduates has a profit margin of 8.4 percent and 10.6 cash buffer days, while the typical small business in a community with more than 75 percent college graduates has a profit margin of 19 percent and 21.3 cash buffer days – a difference of 10.6 percentage points and 10.7 days, respectively.

- Small businesses in communities with low home values also have lower profit margins and cash liquidity. The typical small business in a low home value community had a profit margin of 9.7 percent and 11 cash buffer days, while the typical small business in a high home value community had a profit margin of 18.4 percent and 17.8 cash buffer days – a difference of 8.7 percentage points and 6.8 days, respectively.
- **Cash liquidity is a critical predictor of small business survival and growth.**
- o While most small businesses are profitable, many have limited cash liquidity. Seventy-six percent of small businesses in the report's sample are profitable with a median profit margin of 14 percent. Fifty percent of small businesses have less than 15 cash buffer days – the number of days of cash outflows a business could pay out of its cash balance if inflows were to stop – and only 40 percent of small businesses had more than three weeks of cash buffer days.

SOURCE: JPMorgan Chase Institute

Tips for Keeping the Project on Schedule

Continued from page 2

x 5" squares and then use colored markers to write the schedule. The colored markers are important as they draw people to look at the schedule board. You might use red for inspections, blue for deliveries, green when a subcontractor is starting, etc. Encourage everyone to view the calendar daily for updates or adjustments. This will impress anyone who visits the job site, including the owner. With all the technology we have today, sometimes it's still the simple things that can have the most impact. I believe this is one of them.

Unforeseen conditions such as weather can be a factor in scheduling. However, having a good team of contractors and subcontractors can sometimes help offset lost time. Keeping the owner aware of the job schedule throughout the project is critical. I have made it a practice not to commit to a completion date until I'm sure weather is not going to delay the job—especially if the owner is doing an early advertising campaign for a grand opening.

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

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California Sub-Bid Request Ads



Project Name: Bernal Dwellings Rehab DIV 1-33

Location: San Francisco, California

Bid Date: October 23, 2019 @2:00pm

Pre-Bid: October 7, 2019 @10:00am

Labor Reqs: Prevailing Wage

Est. Start: December 2019

Est. Completion: August 2021

Nibbi Brothers has been selected as the General Contractor for the Bernal Dwellings RAD Phase 3 project in San Francisco. We are in receipt of the 90% CD Set and are currently requesting bid proposals from qualified subcontractors including those certified with SBE's for DIV 1-12 & 21-33. The Contract Monitoring Division (CMD) has set the SBE participation goal for this project at 25%. All SBE and/or Non-SBE with SBE participation are strongly encouraged to submit. For more information about the San Francisco SBE program as it relates to this solicitation, please contact Mr. Romulus Asenloo at the City and County of San Francisco Contract Monitoring Division via email, ian.fernando@sfgov.org.

MOH, Section 3 HUD / Additional local hiring goals:

Contractors are required to work in good faith with the City's Office of Economic and Workforce Development (OEWD) to employ disadvantaged workers to meet the following hiring goals:

- 30% of all work hours are performed by Section 3 residents
- 30% of new-hire opportunities are fulfilled by Section 3 residents
- 6.9% of all work hours by trade are performed by female workers
- 25.6% of all work hours by trade are performed by minority workers

The Bernal Dwellings RAD Phase 3 project is located at the intersection of Cesar Chavez and Harrison Street, originally constructed in 1998-2001. The 4-acre site contains two private access roads, Kamille Court and Treat Lane, which define four blocks on the parcel. There are 17 existing slab-on-grade non-elevator R-2 primary use buildings comprised of TJ floor joists and manufactured wood trusses. Buildings are connected by exterior privacy walls on each block which enclose "garden courts" and private rear yards with wood fences at the center of each block. Residential buildings have exterior concrete patios at grade and wood deck balconies with metal guardrails serving each dwelling unit. All existing buildings are comprised of painted cement plaster and cement board lap siding exterior finishes, metal frame windows, and pitched roofs with asphalt shingles, fascia/eaves, metal gutters and downspouts. All ground floor residential apartments and common area amenities were approved in 1998 for accessibility compliance with California T-24. According to a recent third-party RAD Physical Conditions Assessment, most existing units are categorized as fair to good condition. All buildings contain existing dwelling units for interior rehabilitation and modernization totaling 160 residential dwelling units, comprised of 50 flats and 6 townhouses at grade and 104 walk-up townhouses occupying the second and third floors where occurs. The proposed project scope includes interior improvements at the ground floor of Building 10 and Building 12. Site improvements are limited to areas of sidewalk regrading at accessible routes, and three off-street accessible parking spaces adjacent to Building 12.

IN ORDER TO OBTAIN BID DOCUMENTS AND SUBMIT A BID, PLEASE CONTACT KRISTIN MEDWICK VIA EMAIL, KRISTINM@NIBBI.COM

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

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

PROJECT TITLE: CCSF OCEAN CAMPUS - TEMPORARY CAMPUS SECURITY OFFICE PROJECT

INVITATION FOR BID #2020-015

PROJECT LOCATION:

50 FRIDA KAHLO WAY, CORNER OF FRIDA KAHLO WAY AND JUDSON AVENUE, SAN FRANCISCO, CA 94122

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

OWNER: CITY COLLEGE OF SAN FRANCISCO

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

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

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

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



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

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

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

Bids: 10/29/2019 @ 2 pm DBE GOAL - 22%

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

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

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

We are an Equal Opportunity Employer

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

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

Project: Richmond Yard Fire Protection

Reference #: 54RR-270

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

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

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

Trades/Suppliers requested:

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

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

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

DMZ BUILDERS

4070 Nelson Avenue, Ste A, Concord, CA 94520
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Community Outreach

Mayor Garcetti launches 'Connect to Success' to provide free laptops to LA College Promise students



Mayor Eric Garcetti today was joined by the Los Angeles Community College District (LACCD), the Annenberg Foundation, through its AnnenbergTech initiative, and other partners to launch 'Connect to Success' — a new program to provide free laptops to every first-year student participating in LA's College Promise.

"Our city is at its best when we empower our young people with every opportunity to expand their knowledge, prepare for a fulfilling career, contribute to our communities, and strengthen our economy," said Mayor Garcetti. "Our job is to knock down any hurdles standing between our students and their dreams — and that means sparing them the expense of a tuition bill, connecting them to the classroom on public transit, and giving them a reliable computer to do homework, make their grades, and prepare for the future."

Through a partnership with philanthropic donors, Connect to Success will supply up to 6,000 students in this year's incoming class of LA College Promise students with a free refurbished laptop. Participants are able to keep the devices

throughout their studies as long as they are fully-enrolled College Promise students, and after their successful completion of the program.

Earlier this year, the Mayor also launched the DASH to Class initiative, providing free transportation on LADOT DASH buses for all LACCD and LAUSD students.

"The laptops are fundamental tools for higher education success. We are giving our LA College Promise students access to the technology they need to achieve their goals," said LACCD Chancellor Francisco C. Rodriguez, Ph.D.

Connect to Success builds on the Mayor's historic establishment of LA College Promise, one of the largest municipal free college access programs in the nation, bringing a college diploma within reach for all students in Los Angeles. Spurred by conversations with students, Mayor Garcetti announced a commitment to provide free laptops to the incoming class of College Promise students in his 2019 State of the City address.

When College Promise started, it offered one year of tuition-free education to all recent LAUSD graduates attending L.A. community colleges full-time — through an unprecedented partnership between the Mayor's Office, LACCD, LAUSD, the Mayor's Fund for Los Angeles, and the Los Angeles Area Chamber of Commerce. Since its inception, the program has extended opportunity to more than 15,000 students across L.A. This effort was so successful that the City extended it to a second year, with the support of the State, which expanded tuition-free community college to students throughout California.

"We can't expect students to stay engaged in learning if they don't have the proper tools to support their education," said Wallis Annenberg, Chairman, President and CEO of the Annenberg Foundation. "Providing access to laptops is vitally important and can certainly help set the stage for a student's successful college career and beyond."

Refurbished laptops are provided by human-I-T, a nonprofit that focuses on bridging the digital divide.

In addition to the Annenberg Foundation, funding for Connect to Success comes from the Boston Consulting Group Digital Ventures (BCGDV), California Emerging Technology Fund, Musk Foundation, Eytan Elbaz, Google, Jam City, Magic Johnson Enterprises, Soylent, Tala, and UPS.

ABOUT THE ANNENBERG FOUNDATION

The Annenberg Foundation is a family foundation that provides funding and support to nonprofit organizations in the United States and globally. Since 1989, it has generously funded programs in education and youth development; arts, culture and humanities; civic and community life; health and human services; and animal services and the environment. To learn more about the Annenberg Foundation and their various initiatives, visit this link <https://annenberg.org/>

SOURCE: www.lamayor.org

AGC of California launches Build California

Continued from page 1

"Our goal for the pilot year is to test our hypothesis and make sure Build California is engaging with our audiences—students, parents, teachers, jobseekers—in meaningful ways," said Volk. "We are being intentional about how we engage and interact, especially with the students, knowing devices, social media platforms, and all of their influencing factors change quickly in this digital world."

Setting Build California apart from other workforce development programs is the approach inspired by popular, modern lifestyle brands while incorporating industry-proven tools and tactics.

By emphasizing the immediate, long-term career opportunities, not simply short term or seasonal jobs in California's construction industry, Build California can provide a sustainable and stable pathway for millions of residents across the state.

The initiative is supported by a diverse group of organizations making up the Build California Coalition with four Founders spearheading the program development, including AGC of California, the AGC Construction Education Foundation, LCPTracker, and Procore. Additional coalition partners and supporters represent all areas of the industry, including AGC members,

public agencies, private owners, associations, unions, apprenticeship programs, and other nonprofits focused on and committed to developing the next generation of skilled, effective and motivated construction workforce.

BuildCalifornia.com is the information hub to drive students, parents, teachers, and jobseekers to actionable information on careers in construction. Visitors to the site can learn about the various construction trades, get connected to apprentice programs across the state, identify college pathways, or find a job on the site's job listing portal. Parents and teachers can access information about the benefits of their students

entering the industry and how to engage with the program.

"Build California is the comprehensive solution the construction industry needs to help build a strong and skilled workforce pipeline," said Tateishi. "We are excited to see how this initiative transforms the perception of construction careers and engages the future of our industry."

SOURCE:

https://www.agc-ca.org/News-Press/News-Forms/AGC-of-California-launches-Build-California/?_zs=SQcNc1&_zl=6CBA6

