

# SMALL BUSINESS EXCHANGE

COMMUNITY OUTREACH .....	2
ACCESS TO CAPITAL .....	3
CALIFORNIA SUB-BID REQUEST ADS .....	3-6
BUSINESS TOOLKIT .....	7
PUBLIC LEGAL NOTICE .....	9-11

YEARS

Vol 36, Edition 28

Weekly Publication 

October 8, 2020

## Governor vetoes bill extending protections to domestic workers

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

By Jacqueline Garcia, CalMatter,

Socorro Diaz, who has worked cleaning houses for 17 years, was still trying to digest Gov. Gavin Newsom's veto of a bill that would have provided protections for domestic workers.

"I am very angry, very sad because I know that my work is worthy and deserves respect," said Diaz.

SB 1257, which was approved by the Legislature on Aug. 27, requires the state Division of Occupational Safety and Health (Cal/OSHA) to convene an advisory committee of owners and employees to develop specific regulations in domestic service. About 300,000 workers would be covered, including house cleaners, caregivers for the elderly and children, gardeners and others.

The measure would require employers to notify domestic workers of job hazards. It would bring about 11 million California homes and apartments under Cal/OSHA's jurisdiction.

However, Newsom vetoed the law Tuesday stating that the places people live cannot be treated the same as a traditional workplace or worksite from a regulatory perspective.

"SB 1257 would extend many employers' obligations to private homeowners and renters, including the duty to create an injury prevention plan and requirement to conduct outdoor heat trainings," Newsom said in his veto statement. "Many individuals to whom this law would apply lack the expertise to comply with these regulations."

Maegan Ortiz, executive director of the Institute of Popular Education of Southern California (IDEPSCA), said that the governor's veto goes against his political image as pro-immigrant, pro-worker and pro-woman.

Continued on page 9

## Diversity & Inclusion in the construction industry

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

By Gary Payne,

In the face of a tightening labor market, it pays to look at hiring, developing and training a more diverse labor force.

One of the most serious challenges currently facing the American construction industry is a tight supply of skilled workers. This shortage has a variety of short- and long-term causes.

It is, for example, a side effect of a healthy economy. As unemployment hits historically low levels, the labor pool shrinks, driving the cost of skilled laborers up and ultimately forcing companies to hire from a less inspiring labor pool. But it's also a byproduct of changing demographics.

As the Baby Boomers (a large generational cohort) begin to retire, there are simply not enough Gen X-ers (a smaller cohort) to take their place. This mathematical problem is only exacerbated by the negative perceptions about construction that keep many younger and diverse workers from considering the industry for their careers.

These systemic challenges, combined with continuing federal pressure to limit immigrant labor from Mexico and Central America, have made talent acquisition a real problem for the construction industry.

### Two main strategies for circumventing the talent shortage

The first is to continue to focus on digital and automation initiatives that can improve productivity and decrease a company's dependence on certain types of labor.

**The second—and the central theme of this article—is to hire, develop, and train a more diverse workforce.**

### Diversity in the Construction Industry: A portrait

Diversity & Inclusion (D&I)—or the lack of it—is not a new topic in the construction industry.



Photo by pixabay.com

For decades now, the majority of construction participants have been white. There has been significant Hispanic representation (30.7% in 2018), particularly in the laborer ranks, but disproportionately small inclusion of other ethnicities.

According to the Bureau of Labor Statistics, African Americans, who amount to some 12% of the US workforce, comprised only 6.2% of all construction workers in 2018. Asians make up about 6% of the workforce but only 2% of construction workers. Women, who according to the US Department of Labor amount to 47% of the workforce, fill only 9.9% of construction jobs.

The percentage of LGBTQ construction workers remains unknown, but we can assume that there are proportionally fewer members of the LGBTQ community in construction than in the US population. (A recent study in the UK found that only 2% of the construction workforce belongs to the LGBTQ community.)

The industry's lack of diversity is problematic on a number of levels—not the least of which is that diversity is clearly good for business.

**Study after study has shown a high statistical correlation between corporate diversity and business performance.**

Recent McKinsey research, for instance, found that "companies in the top quartile for racial and ethnic diversity are 35 percent more likely to have financial returns above their respective

national industry medians," while laggards in both gender and ethnic diversity "are statistically less likely to achieve above-average financial returns."

Many of the construction industry's most important players are very aware of diversity's benefits.

For years now, farsighted leadership teams have placed significant emphasis on D&I initiatives, working to attract diversity talent and build the inclusive cultures necessary to retain them. But as the numbers demonstrate, the industry, weighed down by its long history of non-inclusion, still has a particularly long way to go. With the talent shortage growing more and more severe, companies now need to pursue D&I initiatives with a greater sense of urgency.

### Start with leadership

Change, in my experience, must begin at the leadership level. When leadership teams are genuinely committed to improving diversity, their organizations step into line and begin to reflect that.

**When leadership teams are themselves diverse, they reinforce a commitment to inclusivity that will help attract more diversity talent to all levels of the organization.**

For companies hoping to make immediate diversity inroads, looking for both diverse leaders and

Continued on page 8

This is a Complimentary Copy. Paid subscribers receive first class mail.

PUBLISHED BY SMALL BUSINESS EXCHANGE, INC.  
795 Folsom Street, 1st Floor, San Francisco, CA 94107

PRSR STD  
U.S. Postage  
PAID  
San Fran CA 941  
Permit No. 820



# Community Outreach

## California's Clean Energy Revolution Must Reach All Communities

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

By *Carmelita Müller, Alvaro Sanchez*

The clean energy revolution is here. Communities of color, who very often breathe the dirtiest air and face the most severe impacts from climate change, need clean affordable energy more than anyone. For years Greenlining, in partnership with communities of color across California, has worked to make sure our communities, particularly those with low incomes and limited resources, have access to the benefits of clean energy.

Recently, some have suggested that we can't make these clean energy advances available to our communities and have called for slamming the brakes on this effort. We reject the false choice between clean energy and affordability. We know we can and must build both in California.

Californians are largely onboard with this, but two issues that represent special challenges and opportunities for low-income communities of color have recently become especially controversial: Building electrification and our transition to zero-emission vehicles, including the governor's recently-announced goal of eliminating the sale of new gasoline and diesel passenger vehicle sales by 2035. Importantly, the governor's order on clean cars does not ban existing gas-powered vehicles or their sale on the used car market -- a distinction that's been misrepresented some public commentary and media coverage.

We see both building electrification and transition to zero-emission vehicles as important, necessary goals that can greatly benefit communities of color. But we must do them right. It's not enough for California to move toward building electrification and zero-emission vehicles and just assume trickle-down community benefits for underserved communities. Failure to include equity at every step of California's clean energy revolution could indeed leave low-income communities of color and others behind, and we cannot allow that to happen. At this point, doing nothing as some are advocating will achieve the same results -- long term damage to communities of color.

At Greenlining, we know something about this. We've been studying these issues for years and literally wrote the book on how to do them right: our Electric Vehicles for All toolkit, Mobility Equity Framework, and our Equitable Building Electrification framework. Many other groups have done excellent work on these issues, too, part of a large and growing movement toward a truly just and clean energy revolution led by those most impacted. We continue studying and advocating for practical, equity-centered ways to bring clean vehicles and clean buildings to all, regardless of race, income or ZIP code. We center community leadership in our approach because communities can speak for themselves. Low-income communities of color are already leading on affordable, equitable clean energy policies.

### Equitable Building Electrification

In California, 25 percent of our greenhouse gas emissions come from the buildings we live and work in. Building electrification means getting rid of fossil fuels for functions like heating and cooking and replacing gas appliances with clean, electric alternatives. We've laid out five steps to ensure that building electrification can produce healthy homes, create high quality, local jobs that can't be outsourced, and establish stronger connections between everyday Californians and our climate change policies-- while keeping costs affordable for those with limited means.

Our five step approach starts with assessing community needs -- deeply understanding residents' needs, wishes and concerns -- and directly involving communities in making the decisions that will affect the lives and homes of their residents. We also emphasize tracking metrics: clean energy benefits like greenhouse gas reductions as well as community benefits like local hiring and residents' ability to pay their energy bills. If we can't make these clean technologies practical and affordable for all, we'll never get very far.

We also delve into the nerdy details of how clean energy programs work -- and sometimes fail. Current low-income energy programs often

fail to deliver needed benefits to all qualifying households for a variety of bureaucratic reasons, like short and unpredictable funding cycles and poor program design that fails to reach eligible customers. We know the devil is in the proverbial details -- and we also know it's possible to make these programs work.

The final step to equitable building electrification focuses on continual improvement: using the tracking and metrics plans we lay out to create a continuous feedback loop to improve current and future programs' reach and impact. If building electrification efforts are designed from the ground up to benefit low-income communities of color, and if we closely monitor their impact and keep improving them as we move forward, we can bring clean indoor air to every Californian, whatever their race or income.

### Clean Vehicles Done Right

We take a similar, practical approach to clean vehicles. Transportation plays such a huge role in greenhouse gas emissions and in determining a low-income person's ability to escape poverty that the clean energy revolution simply must revolutionize mobility. Greenlining was among the first to point out the dangers of electric vehicles being unaffordable and impractical for any but the wealthy, and we've kept advocating for concrete policies to make them accessible and affordable.

Doing that requires a broad array of policies. Our toolkit, which we published four years ago, lays out concrete steps to ensure that clean vehicles -- both new and used -- are affordable, practical and accessible. This includes strategies like rebates and other purchase incentives, and we have continued to push to maximize the benefits of these programs for low-income communities and the regions with the dirtiest air -- which are very often the same.

We also continue to press for affordable, accessible charging infrastructure. While charging may not be a problem for a homeowner with a garage charger in Beverly Hills or Pacific Heights, it can pose an insurmountable obstacle to a low-income renter in East Oakland or Pacoima. While the early strategy to roll out zero-emission ve-

hicles focused on early adopters, we must now turn our attention to those with the biggest barriers to adopting this technology if we are going to succeed in reaching our climate and equity goals.

We also continue to work on accessible mobility alternatives like zero-emission transit, car-sharing, and micro-mobility to enable those who don't want or need to own a car to get around without fouling their community's air. If mobility and electrification programs are designed to work for historically underserved communities, they will work better for all communities and will maximize the environmental and economic benefits of electrification. To its credit, California has pioneered a variety of clean mobility programs.

We know that all of this is achievable, but it will take work and conscious effort. Sadly, some have recently claimed that California can't possibly make these clean energy strategies accessible to our communities, so we must slow down or stop trying to move them forward.

We disagree. Not only can we make the clean energy revolution accessible to low-income people of color, getting it done is Greenlining's mandate and it should be the state's as well. No one should be condemned to a lowered life expectancy from having to breathe exhaust from dirty cars and fumes from dirty stoves just because of their race, income, or ZIP code.

As a recent open letter signed by the California Environmental Justice Alliance, Earthjustice and the Sierra Club noted, "Climate Justice demands immediate and transformative action."

We agree, and Greenlining will continue to work with allies and partners to ensure that the clean energy revolution we so desperately need truly reaches all.

*Carmelita Kelly Miller is Greenlining's Energy Equity Director. Alvaro Sanchez is Greenlining's Environmental Equity Director.*

### SOURCE:

<https://greenlining.org/blog-category/2020/clean-energy-revolution-communities/>

**Editorial Staff**  
President & CEO:  
Gerald W. Johnson  
gwj@sbeinc.com

**Managing Editor:**  
Valerie Voorhies  
vv@sbeinc.com

**Production Manager:**  
Nabil Vo  
nvo@sbeinc.com

**Diversity Outreach Manager:**  
Rosalie Vivanco  
rvivanco@sbeinc.com

**Graphics Design:**  
Domingo Johnson  
domingo@mac.com

**Webmaster:**  
Umer Farooq  
umer@octadyne.com

**Writer:**  
Cheryl Hentz  
cheryl.hentz@gmail.com

**SBE Northeast Manager:**  
Leslie McMillan  
lmcmillan@sbeinc.com

### Contact Info:

Small Business Exchange, Inc.  
795 Folsom Street, 1st Flr, Room 1124, San Francisco, CA 94107  
Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com) • Website: [www.sbeinc.com](http://www.sbeinc.com)  
Phone: (415) 778-6250, (800) 800-8534 • Fax: (415) 778-6255

**CALIFORNIA CERTIFICATIONS**  
CDOT UCP DBE #5988 • CA DGS SBE #1789941

EDITORIAL POLICY--The Small Business Exchange is published weekly. Publication is extended by one day for weeks in which holiday occurs on a Monday.

Copyright © 2020 Small Business Exchange, Inc.

The Small Business Exchange is adjudicated as a newspaper of general circulation by the Superior Court of the City and County of San Francisco, State of California, under the date January 29, 1988. Organized 1984.

NOTICE: SBE is not liable to any subscriber or any other user for any damages or any other costs incurred in connection with the utilization of, or any other reliance upon, any information contained in its newspapers. The information contained herein may be subject to typographical error in the transcribing and/or printing of its contents. Information contained in this publication is intended only as notification to its subscribers of available bidding and contracting opportunities. The SBE reserves all rights in connection with this publication and prohibits the duplication of the contents herein without the expressed written consent of the SBE. Subscription fees are nonrefundable.

ISSN 0892-5992



# Access to Capital

## Ready to Grow Your Business?

## How to Apply for a Small Business Loan

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

By Ben Luthi,

### How to apply for a small business loan in 7 steps

Learning how to apply for a small business loan or other business financing can not only help you get the right loan for your business but can also assist in deciding whether it's the right move in the first place.

#### 1. Get familiar with your personal credit and business credit profile

What are lenders seeing when they look at your credit profile and your loan application? Before you start applying, you should know. For most small business owners, your personal credit score will always be part of the equation for any business creditworthiness decision, so it's important that you do everything you can to main-

tain a good personal credit score. The bigger your business gets and the stronger your business credit profile becomes, the less lenders will rely on your personal score, but for most small business owners, it will always be part of the discussion.

One of the most misunderstood things about business credit is that it actually exists. Every small business owner really has two credit profiles, their business credit score and their business credit. Building and maintaining a good business credit profile is more important than every as the economy regroups after the economic challenges caused by the coronavirus. Fortunately, if you regularly meet your credit obligations (including your business leases and your utility bills), it doesn't take long to build a strong business credit history.

There's a synergy between your personal score and your business profile that works best when you make an effort to separate the two. In other words, avoid using your personal credit for business credit purposes and only use your business credit to pay for business expenses. Using a personal credit card to pay for business expenses, for example, can actually hurt your personal score and doesn't do anything to help your business profile.

Because it's human nature to positively impact the things we pay the most attention to, regularly monitoring both your personal and business credit history is the first step to building a strong profile. You can monitor both for free at Nav.

#### 2. Write up a business plan

Many traditional small business lenders (think banks, credit unions, and the SBA) will likely want to see a business plan that explains why

you need the funding, how you plan to use the money, and what you're going to do to pay it back. Even if your lender doesn't require a business plan, it's a good idea to help you gather your financial records and make sure you have everything in place before you apply for a business loan.

Writing up a business plan isn't just a good exercise for convincing a lender to approve your application, though. It's can also be an important step in determining whether or not borrowing money right now is even a good idea. What's more, a formalized business plan is a great road map for your business and can help you navigate challenges or leverage successes.

Many small business loans require collateral or a personal guarantee, and if you borrow money unwisely, it could affect more than just your

■ Continued on page 8



## California Sub-Bid Request Ads



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. 23C-0152  
**SACRAMENTO STREET BRIDGE (23C-0152) REPLACEMENT PROJECT**  
FEDERAL AID PROJECT NO STPLZ-5030(056)  
Bid Closing Date: October 21, 2020 @ 2:00PM  
DBE GOAL: 11%

#### CONTACT:

David Aboujudom  
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:

- AC GRINDING
- AC PAVING
- BIRD PROTECTION
- BRIDGE REMOVAL
- CAST IN DRILLED HOLE PILE
- CLEAR & GRUB
- CONCRETE BARRIER
- CONSTRUCTION AREA SIGNS
- ELECTRICAL
- EROSION CONTROL
- FENCE
- GROUND ANCHOR
- JOINT SEAL
- MINOR CONCRETE
- PAINT
- PRESTRESSING
- REBAR
- ROADWAY EXCAVATION
- ROCK SLOPE PROTECTION
- SHEET PILING
- SIGNS
- SLOPE PAVING
- SOLDIER PILE
- STRIPING
- STRUCTURE CONCRETE
- SURVEY
- SWPPP
- TRAFFIC CONTROL
- UNDERGROUND

For the complete list of the Actual Project Bid Items go to:  
<https://www.planetbids.com/portal/portal.cfm?CompanyID=42510>  
Please contact David Aboujudom for additional assistance.

**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 David Aboujudom 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 [daboujudom@brosamerwall.com](mailto:daboujudom@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 DAVID ABOUJUDOM 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.



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. 04-269804  
**PRECAST JOINTED CONCRETE PAVEMENT, INDIVIDUAL SLABS REPLACEMENT, HMA & RHMA.**  
CONSTRUCTION ON STATE HIGHWAY IN CONTRA COSTA COUNTY IN CONCORD FROM ROUTE 242/680 SEPARATION  
TO BUCHANAN FIELD VIADUCT.  
Bid Closing Date: NOVEMBER 5, 2020 @ 2:00 PM

DBE GOAL: 11%

#### CONTACT:

David Aboujudom  
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:

- AC DIKE
- AGGREGATE BASE AND ASPHALT PAVING
- CEMENT COMPACTING GROUT
- CLEAR & GRUB
- CONCRETE BARRIER
- CONSTRUCTION AREA SIGNS
- DEMOLITION
- DRAINAGE PIPES
- DRILL AND BOND DOWELS
- EARTHWORK/ROADWAY/STRUCTURAL EXCAVATION
- ELECTRICAL
- EROSION CONTROL
- FENCE
- HIGH DENSITY POLYURETHANE INJECTION
- JOB SITE MANAGEMENT
- JOINT SEAL
- LEAD COMPLIANCE PLAN
- METAL BEAM GUARD RAIL
- PERMANENT STRIPING
- PRECAST CONCRETE
- ROADSIDE SIGNS
- ROCK SLOPE PROTECTION
- SCHEDULING
- STREET SWEEPING
- STRIPING & PAVEMENT MARKERS
- STRUCTURE CONCRETE
- SWPPP
- TRAFFIC CONTROL
- TRUCKING

For the complete list of the Actual Project Bid Items go to:  
<http://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=04-269804>

**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 David Aboujudom 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 [daboujudom@brosamerwall.com](mailto:daboujudom@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 DAVID ABOUJUDOM 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.



# California Sub-Bid Request Ads



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

#### SUBS/SERVICE PROVIDERS

Clear & Grub, Erosion Control, Plane A C, Paving Asph Conc, Rebar, Stripe & Mark, Traffic Control, Rip Rap, Trucking, Biological Monitoring, Project Scheduler, and SWPPP

#### SUPPLIERS

Aggregate, K-Rail, Misc Iron & Steel, Pipe-Coor Steel, Ready Mix Conc, Traffic Control Supply, and Rip Rap

**CONSTRUCTION ON STATE HIGHWAY IN RIVERSIDE COUNTY AT VARIOUS LOCATIONS FROM 4 MILES NORTH OF PALO VERDE DAM ROAD TO 0.6 MILE SOUTH OF SAN BERNARDINO COUNTY LINE**

**Contract No. 08-1G0004**

**Federal-Aid Project No.: ACST-S095(036)E**

**DBE GOAL 17%**

**BID DATE OCTOBER 14TH, 2020 at 2:00 p.m.**

All Quotes Due Prior

**Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Felipe Olivar

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

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

**Sukut Construction, LLC**  
An Equal Opportunity Employer

#### REQUEST FOR QUALIFIED/CERTIFIED DBE SUBCONTRACTOR AND SUPPLIER PARTICIPATION

Construction on State Highway in  
Alameda County near Fremont, CA  
Caltrans Contract 04-160304  
DBE Goal 11%

**Bid Date: October 29, 2020 at 2:00 PM**  
**Quotes not received by 12 PM on October 29th**  
**may not be reviewed/evaluated.**

**Flatiron West Inc. requests DBE subcontractor and supplier participation for the following items of work, but not limited to:** CAS/Roadside Signage, Bridge Demo, Clear & Grub, Erosion Control, Landscaping/Irrigation, AC Paving, CIDH, Jt. Seal Assembly, Post Tensioning, Rebar, Shotcrete, Soil Nail Walls, Painting/Concrete Staining, AC Dike & Curbs, Underground Utilities, Fencing, Metal Railing, Bridge Concrete Barrier, Roadway Concrete Barrier, Striping & Markings, Minor Concrete, Clean/Treat Deck, Trucking & Aggregates (including: Class 2 & Structure Backfill), Ready Mix, Concrete Pumping Services, Welded Steel Pipe, Misc. Metals/Iron & Steel, Underground Precast & Pipe Products, SWPPP Plan & Materials, Lead Plan, Bridge Bearings, Street Sweeping, Traffic Control and QC Testing.

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

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

Project documents (Plans and Special Provisions) may be obtained for free on the Caltrans website. To view and download projects docs for FREE from the Caltrans website you will need to "Create an Account" with Caltrans Connect. Use the following link <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php> to enter the Advertised Projects page and scroll to Contract number: 04-160304. Sign in is required to access project plans.

Project documents may also be viewed in our office by appointment only, or downloaded for FREE from our Box ftp site. Please send an email request to [NorCalBids@flatironcorp.com](mailto:NorCalBids@flatironcorp.com) to view/access plans and specs for FREE on our BOX.com ftp site, or to set-up an appointment to view and meet with an estimator in our office.

Please send all quotes by email to [NorCalBids@flatironcorp.com](mailto:NorCalBids@flatironcorp.com) or to our BID FAX at 707-746-1603.

Flatiron West, Inc.  
2100 Goodyear Rd Benicia, CA 94510  
Phone 707-742-6000 Bid Fax 707-746-1603  
Quotes can be emailed to: [NorCalBids@flatironcorp.com](mailto:NorCalBids@flatironcorp.com)  
An Equal Opportunity Employer • Contractor License 772589



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

#### SUBS/SERVICE PROVIDERS

Fencing, Landscape, Erosion Control, Rebar, Rock Slope Protect, Struct Conc, Reinforced Steel, Asphalt Paving, Saw Cutting, and Traffic Control

#### SUPPLIERS

Aggregate, Rip Rapp Mat'l, Conc Pumping, Filter Fabric, Sand & Gravel, and Traffic Control

**CONSTRUCTION ON STATE HIGHWAY IN ORANGE COUNTY, IN SAN CLEMENTE AT AVENIDA PICO UNDERCROSSING**

**Contract No. 12-0P7004**

**DVBE REQUIREMENT 3%**

**BID DATE OCTOBER 13TH, 2020 at 2:00 p.m.**

All Quotes Due Prior

**Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Fleming

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

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

**Sukut Construction, LLC**  
An Equal Opportunity Employer



#### Zuckerberg San Francisco General Building 5 Seismic Upgrade & Renovation Project

Pankow Builders is seeking subcontractors to participate in a prequalification process to identify Trade Subcontractors interested in bidding on the below listed trade scopes for the **Zuckerberg San Francisco General (ZSFG) Building 5 Seismic Upgrade & Renovation Project** located in San Francisco, California. All Trade Subcontractors who are interested in bidding on the listed trade scopes must be prequalified by Pankow Builders and San Francisco Public Works by successfully completing the Request for Qualifications (RFQ).

Pankow Builders is seeking to pre-qualify Subcontractors for the following Trade Scopes: Scaffolding; Construction Surveying; Demolition; Hazardous Material Abatement; Fiber Reinforced Polymer; Structural/Misc. Steel/Metal Decking; Architectural Woodwork; Waterproofing; Roofing and Insulation; Sheet Metal & Flashings; Fireproofing; Joint Sealants; Expansion Control; Doors, Frames & Hardware; Coiling Doors & Grilles; Fire Doors & Smoke Curtains; Storefronts & Curtain Walls; Interior Glass & Glazing; Metal Stud, Gypsum Board, & Plaster; Tile & Terrazzo; Ceilings; Flooring; Epoxy Flooring; Painting & Wall Coverings; Signage; Toilet Partitions & Accessories; Fire Extinguisher Cabinets; Window Blinds; Pneumatic Tube; Fire Sprinklers; Plumbing; HVAC; Building Automation Systems; Electrical; Communications and Security; Fire Alarm; Landscaping & Irrigation; Underground Site Utilities; Final Cleaning; Cold & Warm Room; Structural Excavation; Temporary Shoring & Underpinning; Asphalt Paving; Site Concrete; Paving Specialties; Fences & Gates; Elevators; Concrete Saw Cutting; Scanning Services; Wall & Corner Guards; Food Service Equipment.

RFQ's can be obtained from Pankow by contacting Laurie Kaminski at [LKaminski@Pankow.com](mailto:LKaminski@Pankow.com), or (415) 271-7012. Subcontractors that are interested in bidding on the project will be provided access to the **Request for Qualifications (RFQ) Application, and Drawings, Specifications, etc.** thru Building Connected. RFQ responses are due to Pankow by **October 9, 2020**.

General Contractor - Charles Pankow Builders Ltd., 1111 Broadway, #200, Oakland, CA 94607 (510) 893-5170.

## With SBE you can:

**FIND**  
Subcontractors, Vendors,  
and Suppliers

**REACH**  
Diverse Audiences

**ADVERTISE**  
Sub-Bid Request Ad  
Public Legal Notices  
Job Listings

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

# California Sub-Bid Request Ads

**CAHILL CONTRACTORS LLC**  
 requests bids from Certified SBE Subcontractors and Suppliers for the following  
**SELECT TRADES ONLY:**  
 Fire Sprinkler / Solar Photovoltaic  
**180 JONES - DESIGN BUILD TRADES**  
 180 Jones Street, San Francisco CA  
 This is an SFCMD project with construction workforce and prevailing wage requirements.  
**BID DATE: 10/9/20 @ 2 PM**  
 Voluntary Virtual Pre-Bid Meeting: 9/23/20 @ 10AM  
**BID DOCUMENTS:** Please contact Colby for access to documents on BuildingConnected.  
**CONTACT:** Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com), (415) 677-0611.

**CAHILL CONTRACTORS LLC**  
 requests bids from Certified SBE Subcontractors and Suppliers for the following  
**SELECT TRADES ONLY:**  
 Demolition & Earthwork / Shoring (Design Build) / Exterior Building Maintenance (Design Build) / Fire Sprinklers (Design Build) / Elevators (Design Assist) / Photovoltaic Systems (Design Build) / Tower Crane  
**FRANCIS SCOTT KEY - EARLY TRADES**  
 1351 42nd Avenue, San Francisco CA  
 This is an SFCMD project with construction workforce and prevailing wage requirements.  
**BID DATE: 10/19/20 @ 2 PM**  
 Voluntary Virtual Pre-Bid Meeting: 10/1/20 @ 10AM  
**BID DOCUMENTS:** Please contact Colby for access to documents on BuildingConnected.  
**CONTACT:** Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com), (415) 677-0611.

**TAFT ELECTRIC COMPANY**  
 1694 EASTMAN AVENUE,  
 VENTURA, CA 93003  
 Phone: (805) 642-0121 • Fax: (805) 650-9015  
 Contact: Arnold Tostado  
 Email: [atostado@taftelectric.com](mailto:atostado@taftelectric.com)

Invites sub-bids from qualified MBE, DVBE, DBE businesses for the following project:  
**Public Works No. 17-013**  
**Intersection of Avenue I 60th Street West**  
**Location: City of Lancaster**  
**BID DATE: 10/13/2020**

Scope of work/Trades:  
**Traffic Control; Striping, Pavement Markings & Signs; Advance Street Surface Warning Devices; Traffic Signal Material**


We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Minority Business Enterprise, Disabled Veteran Business Enterprises, Disadvantaged Business Enterprise, subcontractors and suppliers for project participation.  
 Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.  
 We Are An Equal Opportunity Employer

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

**REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:**  
**Widen shoulders and replace bridge with box culvert**  
 Hwy 20 Lake County  
 Caltrans #01-0G33U4  
**BID DATE: October 21, 2020 @ 2:00 PM**

We are soliciting quotes for (including but not limited to):  
 Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Type III Barricade, Portable Delineator, Portable Radar Speed Feedback Sign System, Portable Changeable Message Signs, Temporary Thrie Beam Barrier, Alternative Temporary Crash Cushion, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis & Annual Report, Sweeping, Temporary Fencing, Temporary Creek Diversion System, Treated Wood Waste, Contractor Supplied Biologist, Natural Resource Protection Plan, Clearing & Grubbing, Shoulder Backing, Ramped Aggregate Columns, Biaxial Geogrid, Cone Penetration Test, Hydroseed, Compost, Geosynthetic Pavement Interlayer, AC Dike, Tack Coat, Cold Plane AC, Temporary Shoring, Structural Concrete, Bar Reinforcing Steel, Geomembrane (Water Barrier), Engineered Streambed Material, Concrete, Rock Slope Protection, Misc. Iron & Steel, Obliterate Surfacing, Fencing, Delineator, Guard Railing Delineator, Pavement Marker, Milepost Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control, Cable Railing, Alternative In-Line Terminal System, Striping, Rumble Strip, Maintain Existing Traffic Management System Elements, and Construction Materials.


Jean Sicard (510-809-3411 [jsicard@ocjones.com](mailto: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 spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

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

**REQUEST FOR DBE/LIABE/LBABE/SBE/VSBE SUBCONTRACTORS AND SUPPLIERS FOR:**  
**Former Oakland Army Base RP 167B Remediation**  
 Oakland, CA  
**Port of Oakland Project #2019-11-M2**  
**BID DATE: October 20, 2020 @ 12:00 PM**

We are soliciting quotes for (including but not limited to):  
**Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Survey, Hauling, Sawcut, Hazardous Fill Haul & Dispose, Storm Filter Devise, Concrete Removal, and Construction Materials**

Greg Souder (510-809-3430 [gsouder@ocjones.com](mailto: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 Bids/RFPs/RFOs/Permits tab at the Port of Oakland website at: <https://www.portofoakland.com/business/bids-rfps/>. 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/LIABE/LBABE/SBE/VSBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE/LIABE/LBABE/SBE/VSBE 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

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

**REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:**  
**Corbus Field Site Renovations**  
**Vallejo City Unified School District**  
**BID DATE: October 13, 2020 @ 10:00 AM**

We are soliciting quotes for (including but not limited to): **Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Concrete, Fencing, Striping, Survey, and Construction Materials**

Mike Crowley (510-809-3433 [mcrowley@ocjones.com](mailto:mcrowley@ocjones.com)) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 9:00 am on the date of the bid. Quotes from DVBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DVBE 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.

**NBC Construction & Engineering INC.**  
 as a "GENERAL CONTRACTOR" is requesting proposal on "ALL TRADES" from all subcontractors & suppliers, including DVBE, LBE, DBE, SBE, MBE, WBE firms for the following project  
**PROJECT TITLE: Construct Kayak Ramp, Point Pinole Regional Shoreline**  
**BID NO. 137M-20-496**  
**BID DATE & TIME: 11/5/2020 @ 2:00PM**

**PROJECT LOCATION:**  
 Point Pinole Regional Shoreline  
 5551 Giant Hwy., Richmond, CA 94806  
 Owner: East Bay Regional Park District  
**NBC Construction & Engineering Inc.**  
 850 South Van Ness Avenue  
 San Francisco, CA 94110  
 Phone # 925-324-2727 • Fax # 800-622-9144

All Bidders are hereby notified that provisions of the Labor Code of the State of California, regarding prevailing wages shall be applicable to the work performed under this contract. Pursuant to Labor Code Section 1773 the general prevailing wage rates have been determined by the Director of the California Department of Industrial Relations and appear in the California and Federal Prevailing Wage Rates, which can be found at <https://www.dir.ca.gov/OPRL/DPreWageDetermination.htm>. Future effective wage rates which have been predetermined and are on file with the CA DIR are referenced but not printed in such publication. Bidder is responsible for all shipping and handling fees.

Documents and plans are available for viewing on the Park District Planroom's site, <https://www.ebparksplanroom.com/>. Or contact us.

**Please Submit & Fax all proposals to 800-622-9144**  
**For more information, Please call Mike Schalchi at (925)-322-7473**



**WESTERN WATER (WW)**, is seeking quotes from qualified subcontractors and suppliers, including but not limited to certified Minority Business Enterprise (MBE) and Women Business Enterprise (WBE) firms, for the construction of:  
**EBMUD Sobrante Water Treatment Plant - Maintenance and Safety Improvements**  
**Engineer's Estimate: \$3,000,000 - \$4,000,000**  
**Bid Date & Time: October 14, 2020 at 1:30 P.M.**  
**Project Location: El Sobrante, CA**

WW has identified the following potential contracting opportunities for qualified subcontractors and suppliers on this project:  
**Painting / Coating, Roofing / Siding, Carpentry / Framing, Demolition, Metal Fabrication, Signage, & Hazardous Material Abatement.**

Information regarding bonding, insurance, lines of credit, and any technical assistance or information related to the plans or specifications and requirements for the work will be made available to all interested firms. Plans and specs are available to view at our office and access to digital copies will be provided upon request.

For more information or to provide quotes, please contact:  
**Western Water, 707 Aviation Blvd, Santa Rosa, CA • Ken Leef, Project Procurement Manager**  
**bids@westernwater.com, Phone: (707) 540-9640, Fax: (707) 540-9641**

Subcontractors will be required to comply with all subcontract insurance requirements, which include providing a waiver of subrogation endorsement to their worker's compensation insurance.  
 Interested subs and suppliers should complete and submit the attached solicitation form no later than 24 hours prior to bid. **WW is an AA/EEO/Veterans/Disabled Employer - CA License No. 188068**





# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

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

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

### GRANT LINE ROAD WIDENING PHASE 2 (WATERMAN TO BRADSHAW) PROJECT WTR002

FEDERAL AID NO. STPL-5479(070)  
Disadvantaged Business Enterprise Goal  
Assigned is 15%

OWNER: CITY OF ELK GROVE  
8401 Laguna Palms Way, Elk Grove, CA 95758  
**Bid Date: OCTOBER 22nd, 2020 @ 10:00 A.M.**

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

CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, ELECTRICAL, EROSION CONTROL, FENCING, LANDSCAPING, LEAD COMPLIANCE PLAN, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, DELINEATOR, BARRICADE, CONCRETE RETAINING WALL, SOUNDWALL(MASONRY), STRIPING, SWEEPING, SURVEY/STAKING, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA 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 City of Elk Grove's website: [http://www.elkgrovecity.org/city\\_hall/departments\\_divisions/purchasing/request\\_for\\_proposals\\_bids/](http://www.elkgrovecity.org/city_hall/departments_divisions/purchasing/request_for_proposals_bids/).

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

## DESILVA GATES CONSTRUCTION

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

DeSilva Gates Construction (DGC)  
is preparing a bid as a Subcontractor to Flatiron  
on the following project. DGC will be looking for  
DBE subcontractors for the Pavement  
Demolition, Drainage, Earthwork & AC Paving  
portion of this project.

### US 50 MULTIMODAL CORRIDOR ENHANCEMENT AND REHABILITATION PROJECT Project ID 0319000029 Contract No. 03-0H08U4

Federal Aid Project No. STPL-5916(132)  
Disadvantaged Business Enterprise Goal  
Assigned is 16%

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

**REVISED Bid Date:**  
**November 4th, 2020 @ 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, AGGREGATE CRUSHING SUBCONTRACTOR, COLD PLANE, EMULSION SUPPLIER, FILTER FABRIC, LEAD COMPLIANCE PLAN, PIPE LINING, REINFORCED CONCRETE PIPE, JACKED REINFORCED CONCRETE PIPE, CORRUGATED METAL PIPE, SAWCUTTING, TESTING, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, 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 Flatiron's electronic data room: <https://app.buildingconnected.com/public/54ef40ccc3e104070053c371>.

Fax your bid to (925) 803-4263 to the attention of Estimator Jack Shewmaker. 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/Affirmative Action Employer.

## Kiewit

**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Julie Bradhurst at [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Palo Alto, Primary Sedimentation Tanks Rehabilitation and Equipment Room Electrical Upgrade Project in Palo Alto, CA.

Subcontractors and Suppliers  
for the following project:

### Primary Sedimentation Tanks Rehabilitation and Equipment Room Electrical Upgrade Project CIP: WQ-1400

Owner: City of Palo Alto

**Bid Date: October 20, 2020 @ 3:00 P.M.**

Disadvantaged Business Enterprises (DBEs)

[www.mbdba.gov](http://www.mbdba.gov); [www.epa.gov](http://www.epa.gov);  
[www.sba.gov](http://www.sba.gov); [dot.ca.gov](http://dot.ca.gov)

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

Aggregates · Asphalt Paving · Bird Control Devices · Cathodic Protection · Concrete Forms & Accessories · Concrete Pumping · Concrete Reinforcement · Concrete Supply · Concrete, Cast-in-Place · Concrete, Pre-cast · Coring · Crack Injection · Demolition · Disposal · Diving · Drilled Shafts · Earthwork · Electrical · Electrical Supply · Electrical Install · Electrical Testing · Fire Suppression · FRP · Instrumentation & Controls · Lighting · Metals · Minor Concrete · Openings · Paintings & Coatings · Piping & Valves · Potholing · Quality Control · Saw cutting · Scaffolding · Street Sweeping · Surveying · SWPPP · Temp Fencing · Thermal & Moisture Protection · Trucking & Hauling · Water Truck · Welding

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

**Subcontractor and Supplier Scopes are  
due October 13, 2020 and Quotes  
NO LATER THAN October 19, 2020 at 5 PM.**

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

All subcontractors that are registered in our SBN database will receive an invitation to bid.

Please visit <https://www.kiewit.com/districts/northern-california/overview> to register your company to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for permanent material Suppliers on this project.

CA Drinking Water  
State Revolving Fund (CASRF) applies  
American Iron and Steel requirements apply  
Davis-Bacon Wages apply  
CA Lic. 433176  
DIR #: 1000001147  
An Equal Opportunity Employer

### Silver Creek Industries

We are requesting bid quotations from all  
Subcontractors and Suppliers and DVBE  
Subcontractor/Supplier for the following:

### Kern High School District District-wide Lease and/or Purchase of Nurse's Portable Modular Office Buildings

Bid No. 5081

**BID DATE: October 21, 2020 at 2pm**

**PLEASE EMAIL US YOUR BID PROPOSAL**

**NO LATER THAN OCTOBER 16, 2020.**

THANK YOU!

### Silver Creek Industries

2830 Barrett Avenue, Perris, CA 92571  
Estimator: Shade Stoffel  
Email: [tavila@silver-creek.net](mailto:tavila@silver-creek.net)  
Phone: (951) 943-5393 Fax: (951) 943-2211

## Kiewit

**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Krista Christensen at [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Santa Cruz, Graham Hill Water Treatment Plant Concrete Tanks Replacement Project in Santa Cruz, CA.

Subcontractors and Suppliers  
for the following project:

### Graham Hill Water Treatment Plant Concrete Tanks Replacement Project CWO #2019-002

Owner: City of Santa Cruz

**REVISED Bid Date: October 22, 2020 @ 2:00 P.M.**

Disadvantaged Business Enterprises (DBEs)

[www.mbdba.gov](http://www.mbdba.gov); [www.epa.gov](http://www.epa.gov);  
[www.sba.gov](http://www.sba.gov); [dot.ca.gov](http://dot.ca.gov)

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

Aggregates · Asphalt Paving · Building · Building Insulation · Bypass Pumping · Concrete Crack Injection · Concrete Formwork · Concrete Pumping · Concrete Reinforcement · Concrete Supply · Concrete, Pre-cast · Demolition · Dewatering · Drywall · Electrical · Electrical Supply · Erosion Control · Fire Alarm · FRP · FRP Building · HVAC · Instrumentation · Joint Sealant · Lighting · Masonry · Mechanical Equipment · Metal Decking & Roofing · Miscellaneous Metals & Structural Steel · Openings · Paintings & Coatings · Piping & Valves · Potholing · Pre-Stressed Concrete Tanks · Quality Assurance/Quality Control · Segmental Retaining Walls · Signage · Soil Nail Wall · Soldier Pile Wall · Sweeper Truck · SWPPP · Thermal & Moisture Protection · Trucking & Hauling · Water Truck

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

**Subcontractor and Supplier Scopes are due  
October 15, 2020 and Quotes NO LATER THAN  
October 21, 2020 at 5 PM.**

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

All subcontractors that are registered in our SBN database will receive an invitation to bid.

Please visit <https://www.kiewit.com/districts/northern-california/overview> to register your company to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for permanent material Suppliers on this project.

CA Drinking Water State R  
evolving Fund (CASRF) applies  
American Iron and Steel requirements apply  
Davis-Bacon and California prevailing  
wage rates apply  
CA Lic. 433176  
DIR #: 1000001147  
An Equal Opportunity Employer

REQUESTING SUB BIDS FOR ALL TRADES  
INCLUDING QUALIFIED SBE & DVBE  
SUBCONTRACTORS & SUPPLIERS ON  
THE FOLLOWING PROJECT  
LAUSD Belvedere Middle School  
Comprehensive Modernization Project  
Los Angeles, California  
Bid due dates will vary, inquire for details

## HENSEL PHELPS

Plan. Build. Manage.

(An Equal Opportunity Employer)

18850 Von Karman Avenue, Suite 100, Irvine, CA  
(949) 852-0111 • (949) 852-0218 (FAX)

Michelle Keyser, [mkeyser@henselphelps.com](mailto:mkeyser@henselphelps.com)

Subcontracts awarded on this project will be on the Hensel Phelps Construction Co. standard form subcontract and may include a requirement to provide payment & performance bonds from a T-Listed surety at the subcontractor's expense. HPCC will assist in obtaining bonds, lines of credit or insurances required.

# Business Toolkit

## 5 Things You Should Never Leave Out of Your Bid

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

By Conley Smith

It's Bid Day and do you know how accurate your numbers are? Construction industry insider George Hedley estimates 80% of construction owners don't know the true cost of doing business. Even if you have a backlog of work, bidding more does not always translate into winning the right projects—especially if you're using bad numbers.

You never want to expose your construction business to unnecessary risk. But that's exactly what you're doing when you fail to prepare an accurate estimate. You can count quantities correctly all day long, but if you haven't fully assessed the scope and requirements of a project, you may end up on the wrong end of a low bid.

Juggling incomplete plans and requests for alternates are only a few of your typical estimating challenges. Whether you're a doors and hardware contractor or a concrete firm, your success depends on taking the proper amount of time to prepare the bid in a professional manner.

### Don't Miscalculate: 5 Things to Check

While no project is ever perfect, it's important to be diligent when it comes to estimating, especially if you want to win the most profitable project for your construction business.

Here are five items you never want to miscalculate in your final bid.

1. All of the equipment required - Calculate for each piece of equipment—from the company pickup truck to special rental cranes and forklifts. Be sure to divide life-

time ownership by billable hours to arrive at an accurate cost.

2. Where the dirt will go once it is excavated - Inspect the site and calculate the number of cubic yards of dirt to be excavated. For example, if you win the low bid for digging a swimming pool, taking away the dirt could cost thousands of dollars.
3. Long lead times for certain items that might impact deadlines - Make sure to plan for long-lead items like cladding and glazing systems, escalators, and steel frames. Show how you will handle these items in your bid, so you don't slow the construction schedule.
4. Special safety rules that may apply in the state where you are working - Don't overlook the cost to ensure public safety like cones, barricades, locks, or gates. There may be additional state laws concerning the proper disposal of hazardous waste.
5. Whether the construction site is on a hill, in a rural area, or in a city with little room to work - Make sure to visit the site so you are aware of all physical conditions. Unique conditions like working in a tight urban space could prove more costly and cut into your profits.

### Double-Check Your Labor Rate

When you're rushing to complete your bid, it's easy to repeat the same mistakes. Did you forget the unreliable supplier or which trade always runs late? Nobody wants the last 5% of any job to drain 50% of your profits, but it happens—even to the most experienced subcontractor and general contractor.

For example, you always want to double-check your labor—whether your scope of work is framing an eight-story parking garage or painting 62,000 square feet of floor space. You may assume labor is the base wage plus 26 percent.

Instead of investing time with the accounting department to determine what makes up your true labor cost, you may take a shortcut and not include the labor burden, which is the actual cost for an employee, aside from their salary.

Also, don't forget to factor in the accurate hourly rate when hiring specialty labor or craftsmen. By going over labor records weekly, your construction business can also spot issues early in your project.

### Get a Jump on Your Next Construction Project

If you dig a little more into your estimating process, you may find there is room for improvement. Fine-tuning your estimating workflow is one way to avoid repeating mistakes. Here are a few more great tips and tricks to help you get a jump on the next construction project:

1. Track progress against your original estimate so it is easier to accurately predict just how long it will take to complete the next job.
2. Meet with clients after the project and provide positive or corrective feedback to the estimator and team.
3. Complete each job with a profit-and-loss (P&L) statement so everyone knows their part in making each job more profitable than the last.

### Embrace Digital Takeoff and Estimating Tools

Another great way to win big on Bid Day is to use digital tools that allow you to save your

historical calculations to see the impact of cost overruns and project delays. When you consider that rework has been known to eat up 5% or more of the cost of an average construction project—it's hard to make the case for manual takeoff and estimating.

If you're still fighting to keep some of your manual estimating methods, consider how much you are spending just on printing. Printing, shipping, organizing, and storing paper plans is expensive. Many contractors save thousands of dollars annually switching to estimating software. Not to mention—capturing and analyzing data is much more complicated on paper.

More importantly, manual entry errors add up quickly. It's difficult to keep pace with change orders and addendums using paper plans. If you're keying data into Excel and cutting and pasting across spreadsheets, you're also more likely to miscalculate labor and materials, which could prove costly.

Not to mention, experts say nearly 90% of spreadsheets contain errors—plus, there is the issue of version control. With digital drawings uploaded into applications, an estimator can see that every door and window has been counted and materials quantified.

It is also important to consider whether your digital tools are integrated, which could result in even more savings. No doubt, greater accuracy in estimating and predictability in construction timelines will deliver significant cost savings for many subcontractors and general contractors.

### SOURCE:

[www.constructconnect.com/blog/5-things-you-should-never-leave-out-of-your-bid](http://www.constructconnect.com/blog/5-things-you-should-never-leave-out-of-your-bid)

## Ask the Consultant: The New Normal

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

By John Lack,

Whether you have been operating through the pandemic as an essential business or recently got back to work, the construction industry is looking different than it was before the pandemic. Here are some tips that will help you navigate the new normal.

**Market your strengths.** Stress why customers should do business with you and employees should work for you. This could be:

- A safe environment. Many people will still be reluctant to go out or have a contractor work on their home or project. Having safety measures in place can ease the fears of potential clients who need your service. The health and safety of your employees and clients should be your highest priority.
- A strong workforce. Clients do not want projects to go on forever. Promoting a strong workforce that is skilled and effi-

cient can help clients feel confident the work will be completed correctly and on schedule.

- No supply disruption. Supply chain interruptions can be a problem in any crisis. If your competition is struggling in this area, promoting an in-house supply of equipment or materials can help assure customers their project will not be delayed.

**Stay in touch with your clients.** Keeping communication open with your clients will help reinforce that they are a priority to you. You may want to reach out to discuss previously submitted quotes, services you can provide, or any other topics of interest.

**Keep in contact with your employees.** If you had to lay off some of your employees, try to stay in touch. Make sure they know they are valued, you are concerned for their welfare, and the company is trying to bring them back to work as soon as possible.

**Keep in touch with your banker.** Many contractors have a line of revolving credit with their bank. Many of these lines of credit can be called in with short notice. Communicating with your banker and providing updates on projects can help your personal banker feel more comfortable with your account.

If a project you are working on is temporarily or permanently suspended, there are some things you may want to consider before completely demobilizing:

- Do a thorough walk-through with all project participants and carefully document your work performed and the percentage of work completed with each scheduled activity. This detailed report should be issued to pertinent project participants for their review, comments, and acceptance.
- Accurately capture the actual as-built conditions at the time work stops. You should not rely on the schedule, which can be inefficient in showing the most recent work performed.

- Visually document job progress using photos and videos. This documentation can help with future completion plans, resolving disputes or discrepancies that may arise, and proving job status if damage were to occur during shutdown.

At Acuity, we understand the construction industry and are here to help our contractor insureds. Knowing your workload and staffing may fluctuate throughout the year, we offer AcuitySmartPay, a pay-as-you-go program that allows our customers to pay less premium when business is slow and more when it is up.

**This article was written by Acuity Insurance's Construction Specialist, John Lack.**

**For more construction business tips visit:** [acuity.com/contractor-focus](http://acuity.com/contractor-focus).

### SOURCE:

<https://www.acuity.com/the-focus/contractor/ask-the-consultant-the-new-normal>

# How to Apply for a Small Business Loan

## Continued from page 3

company if you can't repay the debt. Walking yourself through a business plan, will help you get a better idea of your reasoning and the feasibility of repayment.

If you realize during this part of the process that borrowing right now isn't a good idea, you can start working on a plan to get to that point. On the flip side, if your business plan is solid, it can fortify your decision and make the rest of the process go more smoothly.

### 3. Visit your local SCORE Chapter or SBDC Office

If you're unfamiliar with SCORE or the SBDC, they are a great resource available to small business owners that won't cost you anything to use. SCORE has offices all across the country and has been helping small business owners build successful businesses for over 50 years with free mentoring and advice. The SCORE mentors are all volunteers who are experienced business professionals who are there to give back to the small business community. It's likely there will be a volunteer who not only has some great advice, but has also experienced the challenge you're facing personally at some point. In addition to one-on-one mentoring, SCORE also regularly offers helpful webinars and other programs to help small business owners.

Like SCORE, SBDCs (Small Business Development Centers) have offices all across the country offering one-on-one guidance and advice to small business owners. I was first introduced to what an SBDC was at the local community college, and many of them are located at similar colleges or universities all over the United States. Like SCORE, they can help you with creating a business plan, bookkeeping skills, marketing initiatives—as well as help you prepare a small business loan application.

Both of these groups are excellent resources that have no other motive than to help the small businesses in their communities.

### 4. Find the right type of loan

There are several different types of small business loans available today, many of which are designed for certain types of businesses or to

meet special financing needs. If you're brand new and looking to cover working capital, for instance, your options will be more limited than if you've been in business for years and have a strong track record.

Here's a quick summary of some of the more common business loan types available:

- **Term loan:** Term loans include both long-term and short-term loans. Term loans are offered by financial institutions such as banks, credit unions, online lenders, and other alternative lenders. Traditional lenders like banks and credit unions typically have the lowest rates, but they have the strictest qualification criteria. For example, banks like to work with borrowers who have a personal credit score in the 700s, but will sometimes accept a 680 score as their minimum threshold. Most online lenders are not as strict and are willing to work with borrowers with lower scores that can demonstrate the ability to make periodic payments. These loans can range from short-term loans of a few months to terms up to twenty years depending on a number of factors, including loan purpose, loan amount, credit history, etc.
- **SBA loan:** Typically term loans or lines of credit backed by the U.S. Small Business Administration are offered through financial institutions like banks and credit unions. The SBA is not a lender, but guarantees these loans offered by their network of SBA lenders. Like traditional term loans, SBA loans have relatively strict eligibility requirements if compared to a comparable online loan or line of credit.
- **Line of credit:** Unlike a traditional loan, a small business line of credit is a revolving form of credit, allowing you to access to cash when you need it, pay it off, and use it again during the term of the credit line. It's best for short-term financing needs or brief lapses in cash flow when you need to cover working capital and other operating costs. Depending on the lender, it's possible to get a line of credit even if you're a relatively new business.
- **Invoice financing:** Provides financing based on unpaid invoices. You can qualify for a loan of a percentage of a verifiable invoice, and payment is typically due in full when you receive the money from the customer. Because the invoice amount is used as collateral, you may be able to get invoice financing regardless of how new your business is.
- **Merchant cash advance:** Works as an advance on your credit and debit card sales. Merchant cash advances are available for any business that accepts credit cards, but the cost of financing is very high.
- **Microloans:** Typically offered by nonprofit lenders, microloans are designed for start-ups with relatively small financing needs. As the name implies, these are relatively small, short-term loans.
- **Business credit cards:** Like consumer credit cards, business credit cards provide a revolving line of credit you can use and pay off as long as the account is open. It's a good option for any type of business because approval is primarily based on personal credit history.
- **Commercial Real Estate Loans:** A mortgage loan taken out by a business for commercial property, rather than residential property. Unlike a traditional residential mortgage which typically have 30-year terms, a commercial real estate loan will have a term from 5-20 years.

Your time in business and credit profile will make a big difference regarding what type of financing you may qualify for. For example, traditional lenders prefer to see several years in business, \$1 million in annual revenue, and a personal credit score in the 700s (though they will sometimes go lower). The SBA's threshold is around 660. Many online lenders will work with much younger businesses provided they have a year in business, \$100,000 in annual revenues, and a decent personal credit score. Some lenders will even work with borrowers with a score in the 500s (but you should expect interest rates to be higher).

Depending on the business need you're trying to fill, there will likely be more than one option that will meet your need. Many lenders prefer to lend in larger amounts and some lenders prefer to work in specific industries. Having a strong business and personal credit history is not a guarantee of loan approval, but it will provide more loan options.

### 5. Determine which type of lender is the best fit

Historically, commercial lenders have been banks and credit unions. But with the rise of internet technology and the growing need for start-up financing, small business lending through an online lender or a microlender is becoming more popular.

**Banks and credit unions:** In general, banks and credit unions are a good option when your business is well established with strong sales volume and cash reserves, and you have a good personal and business credit profile. They are not a good choice if you need the financing quickly, as the application and funding process can sometimes take several weeks, or even months.

**Banks and credit unions typically require collateral,** so be prepared to offer real estate or some other asset as collateral to secure your loan. Traditional lenders typically offer some of the lowest interest rates to those businesses that qualify.

**Online lenders:** If you need money faster, don't have specific collateral, or are relatively new in business, online lenders may be a better choice. These lenders can provide term loans, lines of credit and most other forms of financing. You should expect to pay higher interest rates or fees to an online lender.

**Microlenders:** These lenders are a good choice for new business owners who can leverage a small amount of capital into a bigger business benefit. They often work with newer businesses and also offer mentoring and guidance to help these newer businesses succeed. Because they're often funded by nonprofits, they're typically smaller-dollar loans at low, and even sometimes 0% interest.

Visit this link for the full article:

<https://www.nav.com/blog/how-to-apply-for-a-small-business-loan-62319/>

# Diversity & Inclusion in the construction industry

## Continued from page 1

leaders committed to diversity is the right place to start. In many companies, this may mean integrating diversity requirements into the recruitment process.

One of my recent C-suite searches, for example, required our firm to ensure that 50% of the finalist candidates brought some diversity qualification to the organization. I see requirements like these, which are increasingly common in executive search, as an important step toward ensuring that companies are looking beyond traditional demographics in their search for top talent.

### Emphasize inclusion

Companies need to formalize their commitments to inclusivity in the workplace.

This can mean a variety of things. It can mean educating leaders and managers about the core importance of inclusive behavior and teaching them how to manage diverse teams, to identify unconscious biases in themselves and others, and to pass their commitment to inclusivity on to their employees. But it can also be structural.

**Inclusivity can mean reevaluating everything from built-in vacation days and promotion standards to anti-discrimination policies.**

Efforts like these will go a long way toward changing people's negative perceptions about individual companies and, over time, the industry as a whole. In the long run, effecting this change is particularly important step if the industry

wants to become an employer of choice for millennial and Gen Z talent, both of which value diversity and report being particularly turned off by the construction industry's poor track record in this area.

### Leverage partnerships

Companies need to think creatively about who they do business with and how they attract talent. They need to continue being aggressive and intentional about forming partnerships with Minority Business Enterprise (MBE) organizations, while at the same time working with local resources—high schools, vocational schools, and colleges. This will advertise their commitment to diversity and inclusion, and establish a continuous pipelines of diverse emerging talent.

### Conclusion: A long road ahead

Construction firms trying to bring diversity to their boards, executive teams, and workforce need to formally state their D&I intention, then back it up with recruiting mandates and structured inclusion programs.

I am confident that the industry will, over time, become a thoroughly diverse and inclusive place, and in doing so it will alleviate the industry's labor shortage, increase bottom lines, and have a positive impact on employees, communities, and shareholders.

### SOURCE:

<https://www.odgersberndtson.com/en-us/insights/diversity-inclusion-in-the-construction-industry>



# Public Legal Notices

## NOTICE OF PETITION TO ADMINISTER ESTATE OF MARY ANNE THOMPSON HINKLE CASE NO. PES-20-303856

To all heirs, beneficiaries, creditors, contingent creditors, and persons who may otherwise be interested in the will or estate, or both, of: **Mary Anne Thompson Hinkle**

A PETITION FOR PROBATE has been filed by **Robert J. Thompson** in the Superior Court of California, County of San Francisco.

THE PETITION FOR PROBATE requests that **Robert J. Thompson** be appointed as personal representative to administer the estate of the decedent.

THE PETITION requests the decedent's will and codicils, if any, be admitted to probate. The will and any codicils are available for examination in the file kept by the court.

THE PETITION requests authority to administer the estate under the Independent Administration of Estates Act. (This authority will allow the personal representative to take many actions without obtaining court approval. Before taking certain very important actions, however, the personal representative will be required to give notice to interested persons unless they have waived notice or consented to the proposed action.) The independent administration authority will be granted unless an interested person files an objection to the petition and shows good cause why the court should not grant the authority

A HEARING on the petition will be held on **October 21, 2020 at 9:00 a.m. in Dept. 204, Room 204** located at +400 McAllister Street, San Francisco, CA 94102, Probate Department

IF YOU OBJECT to the granting of the petition, you should appear at the hearing and state your objections or file written objections with the court before the hearing. Your appearance may be in person or by your attorney.

IF YOU ARE A CREDITOR or a contingent creditor of the decedent, you must file your claim with the court and mail a copy to the personal representative appointed by the court within the later of either (1) four months from the date of first issuance of letters to a general personal representative, as defined in section 58(b) of the California Probate Code, or (2) 60 days from the date of mailing or personal delivery to you of a notice under section 9052 of the California Probate Code. Other California statutes and legal authority may affect your rights as a creditor. You may want to consult with an attorney knowledgeable in California law.

YOU MAY EXAMINE the file kept by the court. If you are a person interested in the estate, you may file with the court a Request for Special Notice (form DE-154) of the filing of an inventory and appraisal of estate assets or of any petition or account as provided in Probate Code section 1250. A Request for Special Notice form is available from the court clerk.

Attorney for Petitioner:  
**Jim Filippi, Esq.**  
**5701 Lonetree Blvd., Suite 224, Rocklin, CA 95765**  
**Phone: (916) 333-7910**

Run Date: 10/01/20 + 10/08/20 + 10/15/20

## UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

### ANNOUNCEMENT TO PREQUALIFIED BIDDERS

University of California, Irvine Medical Center invites sealed bids for a lump sum contract for the **Site Infrastructure & Vehicular Circulation Upgrades, Project No. 994656**.

**Description of Work:** Scope of work includes: 1) reroute all the utilities in the current overhead canopies, including gas lines, steam supply and condensate return lines, 5KV electrical feeds, chilled water supply and return lines, DI water, fire alarm system wiring, Network IT and Telecom copper and fiber optics, 2) demolish the overhead canopy and parts of the sidewalk, including abatement of the asbestos roofing, 3) relocate storm drain and electrical systems currently running east to west, between buildings 24a and 26, 4) relocate and provide a new sewer, domestic water and fire water connection to building 21, 5) provide new chilled water supply and return lines to building 21 from existing pipes approx. 100 feet away, 6) provide new normal and emergency power, including conduit, feeders, transformers, switchgear and ATSSs, from the building 34 to building 21, 7) provide steam supply and condensate return from building 31 to building 21, 8) extend the existing Valet drop off area, currently in front of building 22c, into the current grass area with additional curb and gutter, concrete and asphalt roadway, bollards, sidewalks, benches and landscaping, 9) provide Network IT and Telecom fiber for building 21 from adjacent locations, 10) relocate existing building 22A backflows and water meters for a new building 22A entry, 11) demolish building 80, 12) construct a new road with curb and gutter from the south side of the building 55 parking lot connecting to Service Way South, 13) concrete crosswalks, across the new road with adjacent sidewalks and landscaping, 14)

and other work related to the items above.

**Project completion time:** 200 calendar days

**Estimated Cost:** \$5,500,000

**Bid Documents:** Will be emailed to prequalified contractors on Monday, September 21, 2020 by 2:00 pm.

**Prequalified Bidders:** **2H Construction, Inc.**, Signal Hill, CA, (562) 424-5567; **Cal-City Construction, Inc.**, Cerritos, CA (562) 404-4820; **Control Air Enterprises LLC**, Long Beach, CA 90804, (562) 576-0900; **De La Secura, Inc., dba DLS Builders**, Orange, CA, (714) 998-3790; **Kitchell Contractors, Inc.**, San Diego, CA, (858) 947-5165; **P.H. Hagopian Contractor, Inc.**, Orange, CA, (714) 543-4185; **The PENTA Building Group**, Los Angeles, CA, (213) 784-0010.

**License Requirement:** Current and active California CSLB "A" General Engineering or "B" General Contractor contractor's license.

**Bid Submittal Requirements: Sealed Bids due 2:00 pm, Friday, October 16, 2020 at:** UCIMC Planning Administration, Building 27, Room 136, UCI Medical Center, 101 The City Drive South, Orange, CA 92868. Bids will be opened at: **2:05 pm, Friday, October 16, 2020**, Building 27, Room 134, UCI Medical Center. Contract will be awarded to lowest responsive bidder.

**Mandatory Pre-Bid Conference & Site Visit: Monday, September 28, 2020 promptly at 2:00 pm** at UCIMC Building 22A, Conf. Room 2107, 101 The City Dr. South, Orange, CA 92868. **ONLY** prequalified bidders attending can submit Bids. **Optional Site Visit: Tuesday, September 29, 2020 @ 8am in-front of UCIMC Building 27.**

**Required Bid Security:** 10% bid security. Surety issuing bid bond shall be an admitted surety insurer (as defined in the CA Code of Civil Procedure Section 995.120) at bid deadline.

## Governor vetoes bill extending protections to domestic workers

■ Continued from page 1

"What are they going to tell women who can die from coronavirus because they contracted it at work?" Ortiz questioned. "Or if an accident happens? That's why owners have home insurance. There are many regulations that the owners have to follow."

A City University of New York study of 700 California domestic workers found that more than 75% have experienced at least one work-related injury, illness or other harm in the past year.

The study, "Unprotected on the Job: How Exclusion from Safety and Health Laws Harms California Domestic Workers," also found that 1 in 4 workers said they contracted a contagious disease at work in the past year. A similar number have experienced verbal or physical assault from employers or clients.

### The fight continues despite the defeat

Diaz, who resides in Sonoma County in Northern California, said the need to earn money has forced her to clean houses, putting her health at risk. During fire season, the houses that are rescued are full of ash and smoke and not even the fan helps to reduce the contaminated smoke and dust, she explained.

"I don't feel comfortable asking for personal protective equipment like gloves or masks," Diaz said. "I had to take my gloves and my mask."

The domestic worker said that since 2017 she had been going to clean houses after each fire but after seeing the governor's reaction, she is no longer willing to put her health at risk.

"The danger suffered by domestic workers will fall over his shoulders, not only in Sonoma but throughout California," said Diaz, who is married and has three children.

**Additional Requirements:** Successful Contractor and subs must follow nondiscrimination requirements in Bid Docs and pay prevailing wages at location of Work.

Every effort will be made to ensure that all persons shall have equal access to contracts and other business opportunities with the University, regardless of: race; color; religion; sex; age; ancestry; national origin; sexual orientation; physical or mental disability; veteran's status; medical condition; genetic information; marital status; gender identity; pregnancy; service in the uniformed services; or citizenship within the limits imposed by law or University's policy.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

No contractor or subcontractor, regardless of tier, may be listed on a Bid for, or engage in the performance of, any portion of this project, unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5 and 1771.1.

This project is subject to compliance monitoring and enforcement by the Department of Industrial Relations.

The successful Bidder shall pay all persons providing construction services and/or any labor on site, including any University location, no less than the UC Fair Wage (defined as \$13 per hour as of 10/1/15, \$14 per hour as of 10/1/16, and \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

Contact Terri Kalwara at (714) 456-8842, tkalwara@hs.uci.edu or Kim Kerwin at (714) 456-5735, khau@hs.uci.edu.

For other opportunities, <http://www.ucirvinehealth.org/planning-administration> THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California, Irvine Medical Center  
September 21, 2020

Sen. Maria Elena Durazo, who authored the bill, said she was disappointed by the governor's decision especially at a time when wildfires are hitting California severely amid a global pandemic.

"California's occupational safety and health standards should apply to domestic workers, who put their lives at risk when reporting to work," Durazo said. "I stand committed to ensure domestic workers get the dignity and respect that they deserve." Durazo said she will resume working with domestic worker advocates to reintroduce the bill next year.

Jacqueline Garcia is a reporter with La Opinion in Los Angeles. This article is part of The California Divide, a collaboration among newsrooms examining income inequity and economic survival in California.

**SOURCE:** <https://calmatters.org/california-divide/2020/10/governor-vetoes-bill-domestic-workers/>

# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391500

Fictitious Business Name(s):  
**2Sista Products**  
Address  
**198 Avocet Way, San Francisco, CA 94124**  
Full Name of Registrant #1  
**Susan Liang**  
Address of Registrant #1  
**198 Avocet Way, San Francisco, CA 94124**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-19-2020**

Signed: **Susan Liang**

This statement was filed with the County Clerk of San Francisco County on **09-02-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-02-2020**

09/10/20 + 09/17/20 + 09/24/20 + 10/01/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391557

Fictitious Business Name(s):  
**1. 20th Avenue Suite**  
**2. EAMD**  
**3. Elizabeth Alan Mark Design**  
Address  
**45 20th Avenue San Francisco, CA 94121**  
Full Name of Registrant #1  
**Elizabeth Wurzweiler**  
Address of Registrant #1  
**45 20th Avenue San Francisco, CA 94121**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/25/2017**

Signed: **Elizabeth Wurzweiler**

This statement was filed with the County Clerk of San Francisco County on **09-15-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-15-2020**

09/24/20 + 10/01/20 + 10/08/20 + 10/15/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391543

Fictitious Business Name(s):  
**Bodega SF**  
Address  
**4039 18th Street, San Francisco, CA 94114**  
Full Name of Registrant #1  
**Matthew Ho**  
Address of Registrant #1  
**150 Escolta Way, San Francisco, CA 94116**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07-27-2020**

Signed: **Matthew Ho**

This statement was filed with the County Clerk of San Francisco County on **09-14-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-14-2020**

09/17/20 + 09/24/20 + 10/01/20 + 10/08/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391603

Fictitious Business Name(s):  
**Cookies by Katrice**  
Address  
**103 Horne Avenue, San Francisco, CA 94124**  
Full Name of Registrant #1  
**Katrice Deanne Riley**  
Address of Registrant #1  
**1048 Union Street, Apt #21, San Francisco, CA 94133**

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

Signed: **Katrice Riley**

This statement was filed with the County Clerk of San Francisco County on **09-24-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-24-2020**

10/01/20 + 10/08/20 + 10/15/20 + 10/22/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391595

Fictitious Business Name(s):  
**Dagwood & Scoops**  
Address  
**2736 24th Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Steve Samir Dabai**  
Address of Registrant #1  
**102 Village Ln, Daly City, CA 94015**

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

Signed: **Steve Samir Dabai**

This statement was filed with the County Clerk of San Francisco County on **09-23-2020**

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**09-23-2020**

10/01/20 + 10/08/20 + 10/15/20 + 10/22/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391546

Fictitious Business Name(s):  
**Filiflavors**  
Address  
**6025 Mission Street #143, Daly City, CA 94014**  
Full Name of Registrant #1  
**Bianca Trinidad**  
Address of Registrant #1  
**6025 Mission Street #143, Daly City, CA 94014**

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

Signed: **Bianca Trinidad**

This statement was filed with the County Clerk of San Francisco County on **09-14-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-14-2020**

09/24/20 + 10/01/20 + 10/08/20 + 10/15/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391440-00

Fictitious Business Name(s):  
**Henry G Cruz Insurance Agency**  
Address  
**1610 Post Street Suite 21, San Francisco, CA 94115**  
Full Name of Registrant #1  
**Henry De Guzman Cruz**  
Address of Registrant #1  
**712 Haven Avenue, South San Francisco, CA 94080**

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

Signed: **Henry Cruz**

This statement was filed with the County Clerk of San Francisco County on **08-26-2020**

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**08-26-2020**

09/10/20 + 09/17/20 + 09/24/20 + 10/01/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391607

Fictitious Business Name(s):  
**Hyman IP Law**  
Address  
**1241 Green Street, San Francisco, CA 94109**  
Full Name of Registrant #1  
**Laurence J. Hyman**  
Address of Registrant #1  
**1241 Green Street, San Francisco, CA 94109**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02/03/2010**

Signed: **Laurence J. Hyman**

This statement was filed with the County Clerk of San Francisco County on **09-24-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-24-2020**

10/01/20 + 10/08/20 + 10/15/20 + 10/22/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391581

Fictitious Business Name(s):  
**Law Offices of Fellom & Solorio**  
Address  
**231 Sansome Street, 6th Floor, San Francisco, CA 94104**  
Full Name of Registrant #1  
**Paula J. Solorio**  
Address of Registrant #1  
**231 Sansome Street, 6th Floor, San Francisco, CA 94104**  
Full Name of Registrant #2  
**Pablo A. Lastra**  
Address of Registrant #2  
**231 Sansome Street, 6th Floor, San Francisco, CA 94104**  
Full Name of Registrant #3  
**Emma F. Gallardo**  
Address of Registrant #3  
**231 Sansome Street, 6th Floor, San Francisco, CA 94104**

This business is conducted by **A General Partnership**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03/01/2020**

Signed: **Paula J. Solorio, Managing Partner**

This statement was filed with the County Clerk of San Francisco County on **09-14-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-17-2020**

09/24/20 + 10/01/20 + 10/08/20 + 10/15/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391661

Fictitious Business Name(s):  
**North Beach Laundry**  
Address  
**801 Filbert Street, San Francisco, CA 94133**  
Full Name of Registrant #1  
**Weis & Co, LLC (CA)**  
Address of Registrant #1  
**42 Russell Street, San Francisco, CA 94109**

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

Signed: **Jarret Weis**

This statement was filed with the County Clerk of San Francisco County on **10-02-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**10-02-2020**

10/08/20 + 10/15/20 + 10/22/20 + 11/05/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391520

Fictitious Business Name(s):  
**Nova BTM**  
Address  
**308 Coleridge Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Nova Machines, Inc. (DE)**  
Address of Registrant #1  
**308 Coleridge Street, San Francisco, CA 94110**

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

Signed: **Linus Chou**

This statement was filed with the County Clerk of San Francisco County on **09-08-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-08-2020**

09/17/20 + 09/24/20 + 10/01/20 + 10/08/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391533

Fictitious Business Name(s):  
**San Francisco Neuro Fitness**  
Address  
**253 Bradford Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Jennifer Alex**  
Address of Registrant #1  
**253 Bradford Street, San Francisco, CA 94110**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-30-2020**

Signed: **Jennifer Alex**

This statement was filed with the County Clerk of San Francisco County on **09-10-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-10-2020**

09/17/20 + 09/24/20 + 10/01/20 + 10/08/20

# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391548

Fictitious Business Name(s):  
**Smash Life**  
Address  
2143 Taylor Street, San Francisco, CA 94133  
Full Name of Registrant #1  
**Smash Life LLC (CA)**  
Address of Registrant #1  
2143 Taylor Street, San Francisco, CA 94133

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

Signed: **Justin Lam**

This statement was filed with the County Clerk of San Francisco County on **09-14-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-14-2020**

09/24/20 + 10/01/20 + 10/08/20 + 10/15/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391613

Fictitious Business Name(s):  
**Soo Hoo Notary**  
Address  
1431 25th Avenue, San Francisco, CA 94122  
Full Name of Registrant #1  
**Linda Soo Hoo**  
Address of Registrant #1  
1431 25th Avenue, San Francisco, CA 94122

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-02-2020**

Signed: **Linda Soo Hoo**

This statement was filed with the County Clerk of San Francisco County on **09-28-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-28-2020**

10/01/20 + 10/08/20 + 10/15/20 + 10/22/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391642

Fictitious Business Name(s):  
**Lil Willy's Auto Service**  
Address  
1751 Carroll Avenue, #210, San Francisco, CA 94124  
Full Name of Registrant #1  
**William Dow**  
Address of Registrant #1  
1751 Carroll Avenue, #210, San Francisco, CA 94124

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-02-2020**

Signed: **William Dow**

This statement was filed with the County Clerk of San Francisco County on **10-01-2020**

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**10-01-2020**

10/08/20 + 10/15/20 + 10/22/20 + 10/29/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391651

Fictitious Business Name(s):  
**BrewVino SF**  
Address  
2706 24th Street, San Francisco, CA 94110  
Full Name of Registrant #1  
**BrewVino, LLC. (CA)**  
Address of Registrant #1  
1860 Turk Street, Apt #3, San Francisco, CA 94115

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

Signed: **Carly Buck**

This statement was filed with the County Clerk of San Francisco County on **10-01-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**10-01-2020**

10/08/20 + 10/15/20 + 10/22/20 + 10/29/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391460-00

Fictitious Business Name(s):  
**Ardmore Coaching**  
Address  
85 Sycamore, San Francisco, CA 94110  
Full Name of Registrant #1  
**Michael Trudeau**  
Address of Registrant #1  
85 Sycamore, San Francisco, CA 94110

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07/14/2020**

Signed: **Michael Trudeau**

This statement was filed with the County Clerk of San Francisco County on **08-26-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**08-26-2020**

09/03/20 + 09/10/20 + 09/17/20 + 09/24/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391617

Fictitious Business Name(s):  
**Studio Ganz**  
Address  
2245 9th Avenue, San Francisco, CA 94116  
Full Name of Registrant #1  
**Studio Ganz LLC (CA)**  
Address of Registrant #1  
2245 9th Avenue, San Francisco, CA 94116

This business is conducted by **A Limited Liability Company**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-01-2020**

Signed: **Aaron Ganz**

This statement was filed with the County Clerk of San Francisco County on **09-28-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**09-28-2020**

10/08/20 + 10/15/20 + 10/22/20 + 10/29/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391468-00

Fictitious Business Name(s):  
**1. Creator's Cut Spirits Co.**  
**2. Badger Claw Spirits Co.**  
**3. Rival Spirits**  
**4. Stubby Can Co.**  
**5. Mini Brands**  
**6. Industry Spirits**  
**7. Fizz & Co.**  
**8. Petite Fete Brands**  
**9. Madre Mezcal**  
**10. Patrimonio de Torres LLC**  
Address  
1150 Illinois Street, San Francisco, CA 94107  
Full Name of Registrant #1  
**Ava Food Labs. Inc. (DE)**  
Address of Registrant #1  
1150 Illinois Street, San Francisco, CA 94107

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

Signed: **Alec Lee**

This statement was filed with the County Clerk of San Francisco County on **08-27-2020**

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**08-27-2020**

09/03/20 + 09/10/20 + 09/17/20 + 09/24/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391425-00

Fictitious Business Name(s):  
**DBA Woods Acupuncture**  
Address  
491A Guerrero Street, San Francisco, CA 94110  
Full Name of Registrant #1  
**Anne Haskett Miller**  
Address of Registrant #1  
1020 Shotwell Street, San Francisco, CA 94110

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01/10/2020**

Signed: **Anne Haskett Miller**

This statement was filed with the County Clerk of San Francisco County on **08-25-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**08-25-2020**

09/03/20 + 09/10/20 + 09/17/20 + 09/24/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0391424-00

Fictitious Business Name(s):  
**E. Evans Consulting**  
Address  
1851 10th Avenue, San Francisco, CA 94122  
Full Name of Registrant #1  
**Cuttle Software, Inc (DE)**  
Address of Registrant #1  
1851 10th Avenue, San Francisco, CA 94122

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

Signed: **Emanuel Evans**

This statement was filed with the County Clerk of San Francisco County on **08/25/2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**08-25-2020**

09/03/20 + 09/10/20 + 09/17/20 + 09/24/20

## CHANGE OF NAME

### CHANGE OF NAME

#### ORDER TO SHOW CAUSE FOR CHANGE OF NAME CASE NO. CNC 20-555918

PETITIONER OR ATTORNEY

**Janice Obaro**  
132 Brewster Street  
San Francisco, CA 94110

TO ALL INTERESTED PERSONS:  
**Janice Obaro and Bambo Obaro**  
for a decree changing names as follows:

**Aiden Stiles Obaro**  
changed to  
**Aiden Quest Obaro**

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

#### NOTICE OF HEARING

Date: **November 17, 2020** Time: **9:00 AM**  
Dept: **103N** Room: **103N**

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

**SUPERIOR COURT OF CALIFORNIA,  
COUNTY OF SAN FRANCISCO  
400 MCALLISTER STREET  
SAN FRANCISCO, CA 94102-4515**

**NEYL WEBB** Clerk  
DATED - **September 30, 2020**

10/01/20 + 10/08/20 + 10/15/20 + 10/22/20

### CHANGE OF NAME

#### ORDER TO SHOW CAUSE FOR CHANGE OF NAME CASE NO. CNC 20-555890

PETITIONER OR ATTORNEY

**Paulo Victor Martins Alves**  
1536 Great Highway, Unit 32  
San Francisco, CA 94122

TO ALL INTERESTED PERSONS:  
**Paulo Victor Martins Alves**  
for a decree changing names as follows:

**Paulo Victor Martins Alves**  
changed to  
**Baby Baccaglio**

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

#### NOTICE OF HEARING

Date: **October 27, 2020** Time: **9:00 AM**  
Dept: **103N** Room: **103N**

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

**SUPERIOR COURT OF CALIFORNIA,  
COUNTY OF SAN FRANCISCO  
400 MCALLISTER STREET, ROOM #205  
SAN FRANCISCO, CA 94102**

**NEYL WEBB** Clerk  
DATED - **September 11, 2020**

09/17/20 + 09/24/20 + 10/01/20 + 10/08/20

**SPECIAL OFFER****DO YOU KNOW ABOUT THE 3-FOR-1 AD OFFER  
IN THE SMALL BUSINESS EXCHANGE?**

SBE increases the value of a single ad ... by 3!

We will make it worth your while using  
our value-added services!**3 ADS FOR ONE PRICE**

- 1 paid in the SBE weekly newspaper and you receive
  - 1 in the Friday daily e-Newsletter
  - 1 on the website (running until bid date).
- (Proof of Publication will be included for all)

**3 for 1**Email ad copy to **Nabil Vo**  
at [nvo@sbeinc.com](mailto:nvo@sbeinc.com)**SBE IS CERTIFIED BY:**

- California DGS

- California UCP

- New Orleans RTA (Louisiana UCP)

- San Francisco SLDBE

Adjudicated newspaper of general circulation in the City and County of San Francisco (Gov. C. 6023)  
Outreach periodical contract with the San Francisco OCA (Resolution No. 26 7-17))

**SMALL**  
**BUSINESS**  
**EXCHANGE**

795 Folsom Street, 1st Floor  
San Francisco, CA 94107  
Phone: 800-800-8534 • Fax: 415-778-6255  
[www.sbeinc.com](http://www.sbeinc.com)