

SMALL BUSINESS EXCHANGE

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Workforce Development

The Gig Economy, Ride-Hailing and Sharecroppers

[Article was originally posted on <https://greenlining.org>]

By *Serena Oduro,*

Technology has changed and will continue to change the workforce and the nature of work. Technological advances allowing people more control over when and how they work have resulted in the “gig economy,” in which companies like Uber, Lyft, Instacart, and Postmates hire workers to perform tasks like giving rides or delivering groceries. That economy -- and whether ride-hailing drivers and other gig workers have the same basic rights as other workers -- is now the subject of one of the most expensive ballot initiative campaigns in California history, Proposition 22.

Gig economy companies have aggressively asserted that these workers are independent contractors, and therefore not covered by labor protections for employees, an argument that the California Supreme Court has explicitly rejected. Proposition 22 would classify their drivers as independent contractors. But rejecting gig workers’ employee status particularly harms communities of color. Black Americans are especially more likely to engage in gig work that requires physical tasks (such as ride-hailing) and to rely on gig work as a main source of income.

The attacks against gig economy workers’ employee status are not only being waged in California, but also at the federal level. The Department of Labor issued a proposed rule on September 22, 2020, which would change the way that the Labor Department determines whether a worker is an employee or an independent contractor. Most notably, the proposed rule would replace the Fair Labor Standards Act’s previous interpretations of employee versus independent contractor status, particularly the FLSA’s past interpretation for tenants and sharecroppers. Sharecropping, an institution in the Southern

■ Continued on page 9

How to Promote Diversity and Inclusion: Insights from Black Construction Professionals



Vincent J. Spencer, Architect - Associate Principal, AIA, LEED AP, CPTED-CPD at LS3P Associates Ltd.

[Article was originally posted on [Autodesk Construction Cloud Blog. https://construction.autodesk.com/](https://construction.autodesk.com/)]

By *Alyssa Jaber,*

Today, Black people are underrepresented in the construction industry. Data from the Bureau of Labor Statistics indicate that Black people comprise just 6% of the U.S. construction workforce. According to the Associated General Contractors of America (AGC), this low percentage is due to a lack of familiarity with the industry.

Another significant issue is that Black and minority workers regularly experience racism and bias in the industry. As one example, ENR reports, “Black leaders say they more often see an underlying systemic racism that disadvantages

Black workers in everything from training opportunities to reaching the C-Suite.”

These are all important matters that the industry needs to be aware of — and address.

To that end, we’re holding a special panel session at Autodesk University (November 17-21) titled Blacks and Minorities in AEC: Perspective of Diversity and Inclusion. The session will shed light on the importance of diversity, inclusion, and equity in the AEC space and how the industry can combat racism and bias. The panel will also discuss how organizations can address skills shortages by supporting diverse groups such as minorities.

The panel will be moderated by Cliff Cole, Director of Virtual Design and Construction at The PEN-TA Building Group. Cole will be joined by a panel of Black professionals in the AEC field, including:

- **Dwayne Sellars**, Senior VDC Manager at W. M. Jordan Company
- **Lorrin Blair**, PE, Manager, Technical Solutions, at Autodesk
- **Vincent J. Spencer**, Architect – Associate Principal, AIA, LEED AP, CPTED-CPD at LS3P Associates Ltd.
- **Kim Bates**, Vice President, CIO at Webcor

Below, we explore a few of the key insights and takeaways ahead of the panel session. Have a look below, and be sure to catch the full session at AU 2020.

What Diversity, Inclusion, and Equity Truly Mean in Today’s World

The conversation will kick off a discussion on the differences between diversity, inclusion, and equity (DI&E).

According to the panelists, while being diverse certainly has a racial component to it, true diversity transcends race and involves having individuals with different experiences, ideas, and skills.

“Diversity to me means a welcome embrace of all individuals and taking value in those individual differences between that group. When I say that, I’m talking about personality, learning style, life experiences beyond just culture or gender, but also religious, faith, and any kind of social economic class,” says Spencer.

According to Blair, diversity is “about bringing people together that have different backgrounds, different opinions, different experiences, and getting them in the same room.”



Kim Bates, Vice President, CIO at Webcor

On the other hand, inclusion is “making sure that everyone has a voice and that they feel welcomed. They’re not afraid to share opinions and to share their differences with each other. It’s not just about bringing people together, but making sure that there’s that welcoming part of it as well,” Blair says.

And then there’s equity, which is creating opportunities for underrepresented individuals.

“Equity to me is about an even balance,” shares Sellars. “Is there opportunity for everyone to be at an even scale, and is there opportunity to have an equal stake in the game?”

Why DI&E is Good for Business

DI&E values have a material effect not just on the culture of organizations, but on their output and bottom line. Organizational diversity, inclusion, and equity empower employees and encourage higher levels of performance.

“When you have folks who are feeling good about themselves, their colleagues, and the culture of the organization, they’re going to produce really great outcomes. This naturally garners innovation and creativity; this, coupled with a sense of belonging, is a win-win. I get energized off of people having a good time at work, sharing ideas – feeling heard, being productive, and meeting objectives,” says Bates.

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Environmental Equity

CPUC Approves \$436 Million for Charging Infrastructure. Can We Implement It Equitably?

[Article was originally posted on <https://greenlining.org>]

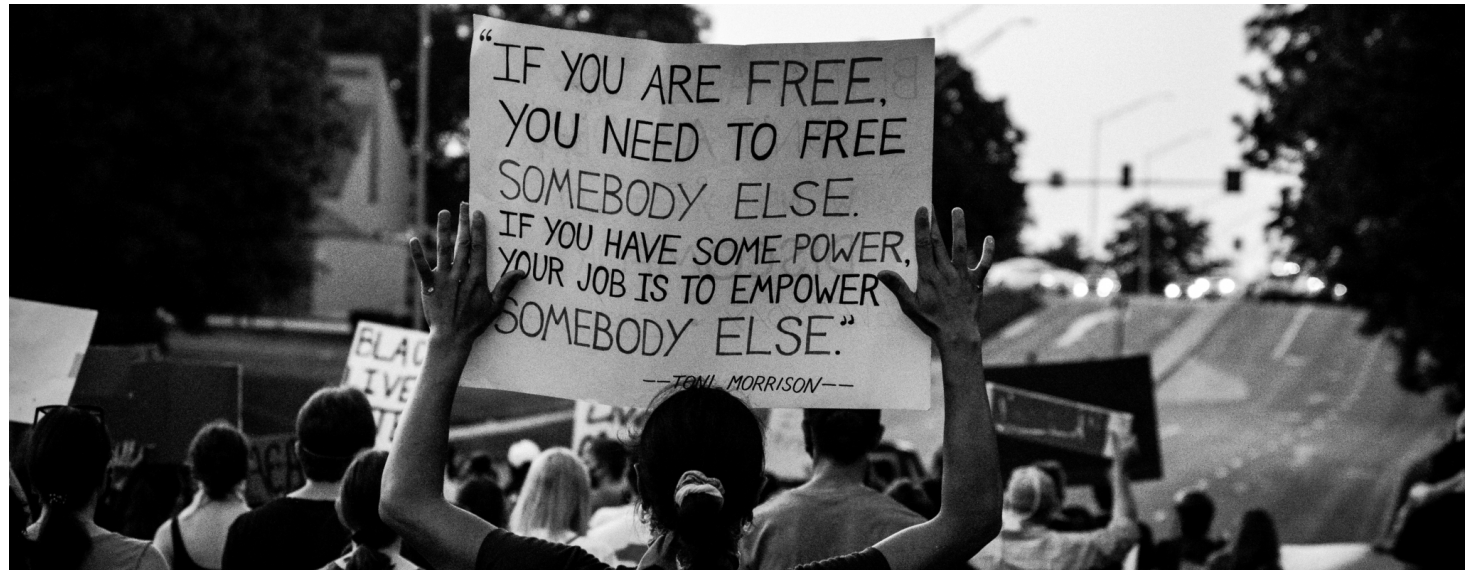
By Leslie Aguayo,

The California Public Utilities Commission's recent approval of Southern California Edison's Charge Ready 2 program is a big win for the future of transportation electrification and charging infrastructure. Last month, the \$436 million program was given the green light to deploy 38,000 electric vehicle charging stations throughout Southern California Edison's service territory-- an area encompassing 50,000 square miles. That will make it the nation's largest light duty electric vehicle charging program operated by a utility to date.

The program includes three different categories of charging infrastructure investment, and requires that between 50% and 100% must be in disadvantaged communities. This approval represents a win for charging infrastructure efforts and accelerating climate goals in our state, but merely setting deployment targets in disadvantaged communities is not enough to ensure that residents who most urgently need access to charging infrastructure benefit from this type of investment. With the very real impacts a budget of this size can make on Southern California residents, the implementation of this program must be executed through an equitable process.

In addition to these set-asides, the California Public Utilities Commission also noted in their decision that it is, "looking at equity concerns and cost allocation principles with the TE rule-making (R.18-12-006) and in its Draft Transportation Electrification Framework (TEF)...The equity chapter of the TEF discusses the barriers certain communities and customers face in electrifying transport and notes that utility TE investments must place a particular emphasis on removing those barriers."

This means that the work does not end with the approval of Charge Ready 2 -- the CPUC must bolster equity guidance in the Transportation Electrification Framework which is currently under review and set for approval by the end of 2020. The Greenlining Institute provided public comments with detailed guidance to the CPUC on incorporating equity in the TEF in order to



actively remove said barriers and create true access to TE investments.

Now, the CPUC must prioritize equitable implementation of not only Charge Ready 2 but all future charging infrastructure investment programs through thoughtful direction and a commitment to the practice of equity. Residents of disadvantaged and frontline communities are most severely impacted by poverty and pollution and therefore must be most invested in with time, resources, technical assistance and care, not just funding. Equity is not only a value; it requires actionable steps to make it real.

Now more than ever, equity must be at the core of our transportation electrification strategy. With Governor Newsom's recent Executive Order which set a goal of ending new sales of internal combustion engine vehicles in 15 years, access to charging will be critical to making this goal feasible, and we must ensure EV charging is easily accessible and affordable to all communities and income levels. Given California's state climate and transportation goals and upcoming election, we can no longer waste any time repeating mistakes from our inequitable past or be doomed to live under harmful policies. As the procedural schedule for this rulemaking comes to a close, CPUC should commit to the practice of equity in all the avenues of power that are within reach.

Measuring for Equity in Charging Infrastructure

One way to ensure charging infrastructure is accessible to all is by using data that can better measure this goal. Utilities have a wealth of knowledge and data from current programs in particular could play a big role in how we target our state's transportation electrification resources. Utility companies currently have invaluable information regarding equity from charging infrastructure programs that include equity commitments. This data should be used to inform deployment strategies, best practices and lessons learned to further improve investment in our state's disadvantaged communities. In addition, we must consider emerging data sets that speak to relevant deployment, public health, diversity, land use and climate change. That means looking at things like COVID-19 data and the potential of Prop. 16 for more race-conscious analysis, as well as land use, zoning, demographic trends and climate change data such as sea level rise, and information on flood and fire risks.

Establishment of an Internal CPUC Office of Racial Equity

Another strategy to ensure charging infrastructure is race conscious is through the establishment of an office or team dedicated to advancing

racial equity to counteract historic, deliberate disinvestment in communities of color, empowered to actively work to dismantle unjust systems disenfranchising Black, Brown and Indigenous communities with high levels of pollution and poverty. The legacy of American racism has been upheld on the premise that Black, Brown and Indigenous bodies are collateral damage for maintaining the status quo and prosperity of White individuals. This legacy has continued a racist hegemony that has actively produced racist policies. In order to undo this legacy the CPUC must play its part in actively combating racist policies, with anti-racist policies as antidote.

EV charging infrastructure may seem to be about plugs and charging stations, but we can use it as a tool for righting historical wrongs and making sure that we all have access to clean transportation and cleaner air.

Leslie Aguayo is Greenlining's Environmental Equity Program Manager.

SOURCE: <https://greenlining.org/blog-category/2020/charging-infrastructure-equity-matters/>

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Access to Capital

Ready to Grow Your Business?

11 Common Small Business Loan Deal Killers

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

By Ty Kiisel,

If you've ever had a business loan application denied and couldn't get a straight answer from your lender as to why, we're going to share 8 of the common small business loan deal killers, what they mean, and why they tend to make your application DOA.

Deal Killer #1: Unknown Recent Advances

A recent cash advance or business loan discovered that wasn't disclosed in the month-to-date bank activity is a red flag to any lender.

What Does This Mean?

When you apply for a business loan the lender is going to underwrite your loan based upon all the available and verifiable data about your business—your financial situation, your business' credit profile, and often your personal credit history. A lender will look at your bank statements, including several months of your daily banking

activity to confirm that your business will be able to service debt by making periodic payments. Unknown recent advances or loan payments that appear in your month-to-date bank activity, but were not disclosed by you, are problematic for a potential lender.

Why Is This A Deal Killer?

In addition to trying to determine what you will do in the future based upon what you've done in the past (your business and personal credit history) they need to see accurate and up-to-date financial records. If you aren't forthcoming with your current debt obligations, and they learn of them through your bank transaction records, they will likely pass on your questionable loan application in favor of another borrower.

Deal Killer #2: Excessive Negative Days in the MTD Banking Report

It's not uncommon for a small business owner to be overdrawn once in a while, but excessive days in the red doesn't bode well for a successful small business loan application.

What Does This Mean?

Because your month-to-date bank activity report includes a day-to-day accounting of all the transactions taking place in your business bank account (deposits, withdrawals, fees, overdrafts, etc.), lenders use it to confirm that you have sufficient and regular cash flow to make periodic payments.

Why Is This A Deal Killer?

Because lenders are trying to answer the question, "Can you repay a loan?", they want to confirm that you have the financial ability to make each and every periodic payment. Excessive negative days in your account not only indicate that you are likely paying a lot of overdraft fees, it could also indicate that you simply don't have the cash flow to make regular periodic payments.

Deal Killer #3: A Criminal Background

History

When a bank offers your business a loan, the owner's personal history is part of the equation.

What Does This Mean?

Most lenders, including the SBA, tend to shy away from borrowers with a recent criminal history.

Why Is This A Deal Killer?

As you might expect, a recent criminal history indicates that neither you nor your business (by association with you) are a good credit risk. The SBA requires that at least five years have passed since a conviction before they will consider a loan application. You should consider that to be a good indicator for other lenders too.

Deal Killer #4: Tax Liens

Tax Liens alone aren't necessarily a deal killer, but tax liens you don't disclose or liens that are not in some kind of a payment plan likely will be.

What Does This Mean?

Remember, data drives loan decisions and undisclosed advances, or a tax lien, are problematic for a lender.

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California Sub-Bid Request Ads

Balfour Beatty Infrastructure, Inc. is bidding as a Prime contractor and encourages all qualified Subcontractors and Suppliers to submit quotations for the following project. Balfour Beatty is a Union Contractor and Subcontractors must abide by the terms and conditions of the applicable Project Stabilization Agreement (PSA).

Project Description: Brackish Water Desalination

Project Location: Antioch, CA

Owner: City of Antioch

Contract No.: PW 694

Bid Date: **Prime Contractors:** Tuesday, November 17, 2020 @ 2:00pm
Subcontractors: Friday, November 13, 2020 @ 2:00pm

This is a design-bid-build project and subcontractor scopes must be based on the project documents provided. It is recommended that interested subs contact Balfour Beatty Infrastructure well ahead of the due date to discuss scope and quantities.

SUBCONTRACTOR BIDS ARE SOUGHT FOR THE FOLLOWING TRADE(S)

Aggregate, Caulking, Concrete Drilling, Sawcutting, Coring, Concrete Pumping, Demolition, Dewatering, Doors, Driven Pile, Ductile Iron Pipe, Electrical, Fabricated Steel Pipe, Fences & Gates, Field Lining, Flashing & Sheet Metal, Flexible Pavement - Asphalt (AC), Groundwater Treatment System, Handrails & Railings, Hangers & Pipe Support, Hazardous Material Removal, HVAC, Instrumentation, Louvers & Vents, Masonry, Mechanical, Metal Deck, Miscellaneous Metals, Miscellaneous Valves, Offsite Transportation & Disposal (Truckers), Overhead Doors, Paints, Coating & Waterproofing, Pipe Support, Ready Mix, Rigid Pavement - Portland Cement Concrete Pavement, Sheet Metal Roofing, Shoring & Underpinning (Earth), Structural Steel, Structural Steel Erection, Thermal Protection (Insulation), Windows.

PLANS & SPECIFICATIONS: Project Bid Documents may be obtained from the Project Owner, BPX Printing & Graphics at www.blueprintexpress.com/antioch, or you may view them at BBII's office by appointment. For your convenience, you may also view and download plans by following this link maintained by BBII: <https://securecc.smartinsight.co/#/PublicBidProject/544163>

Subcontractors and Suppliers are responsible for reading and acknowledging all Project Documents, Plans, Specifications and Addenda.

BONDING & INSURANCE: Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract, by an admitted surety subject to approval by Balfour Beatty. Bonding cost assistance is available. Subcontractors should expect to sign the standard Balfour Beatty subcontract agreement and provide a waiver of subrogation. Please contact Balfour Beatty at (707) 227-8500 for bonding and other types of assistance.

QUESTIONS: For questions regarding the bid, please contact Erik Golub at (707) 227-8500, fax: (877) 763-4002, email: ewr@balfourbeattyus.com, or in writing to: 5050 Business Center Drive, Suite 250, Fairfield, CA 94534.

Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Subcontractor scope (including any conditions or exceptions) is required one week prior to bid deadline, to allow proper evaluation. To assist DBE Subcontractors and Suppliers, we will divide total scopes into smaller tasks or quantities, and if necessary adjust schedules to permit maximum participation by DBE firms. Subcontractors are required to indicate all lower-tier DBE participation offered on their quotation.

Balfour Beatty is an Equal Opportunity Employer

TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE,
VENTURA, CA 93003

Phone: (805) 642-0121 • Fax: (805) 650-9015

Contact: Arnold Tostado

Email: atostado@taftelectric.com

Invites sub-bids from qualified
MBE, DVBE, DBE, WBE
businesses for the following project:

**Pedestrian Crossing
Improvements Countywide
Specification No. RD21-05
Location: County of Ventura
BID DATE: 11/03/2020**

Scope of work/Trades:
**Traffic Control; Storm Water Pollution
Control; Traffic Signal Material;
Pedestrian Rectangular Rapid Flashing
Beacon & Signs Material**

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Minority Business Enterprise, Disabled Veteran Business Enterprise, Disadvantaged Business Enterprise, Women 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

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: PERIMETER FENCE
DEPARTMENT OF MOTOR VEHICLES
BID NO. 003199**

BID DATE & TIME: 11/12/2020 @2:00 PM

**PROJECT LOCATION: 1377 Fell St,
San Francisco, CA 94117**

**Owner: State of California
Department of General Services**

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 this project includes public works as defined by California Labor Code section 1720. The successful Bidder shall be responsible for the payment of prevailing wage rates, the training of apprentices and compliance with other related requirements. All the Certified Payrolls (CPR) must be reported through Elation System and DIR website.

Bidders may view and order secure Drawings and Project Manuals on the following web site: <http://www.ospplanroom.com>. Click on the "Public Jobs" link listed below the "Menu" heading on the left. Alternatively, bidders may place an order by contacting Office of State Publishing at 885 Riverside Parkway, West Sacramento, CA 95605; Telephone (916) 445-5386. Or contact us. Bidder is responsible for all shipping and handling fees.

**Please Submit & Fax all proposals to
800-622-9144**

**For more information,
Please call Mike Schalchi at (925)-322-7473**



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: Jack Shewmaker
Website: 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

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

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

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
An Equal Opportunity/
Affirmative Action Employer

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

CALTRANS ROUTE 99 - CONSTRUCTION ON STATE HIGHWAY IN MERCED COUNTY IN MERCED FROM 0.2 MILE SOUTH OF CHILDS AVENUE OVERCROSSING TO 0.2 MILE SOUTH OF FRANKLIN ROAD OVERCROSSING
Contract No. 10-1C1704,
Federal Aid Project No. ACNH-P099(662)E
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

Bid Date: NOVEMBER 18, 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:

CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CHANNELIZERS, BARRICADES, OBJECT MARKERS, ELECTRICAL, EROSION CONTROL, ADL, HAZARDOUS MATERIAL, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PCC PAVING, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, 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 the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator 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

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

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

DESILVA GATES CONSTRUCTION

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

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

WEST TEXAS STREET GATEWAY IMPROVEMENT
District 04, Route 80,
Contract No. 04-4G3204, 04-SOL-80-17.2
Disabled Veteran Business Enterprise Goal Assigned is 3%

OWNER: CITY OF FAIRFIELD
1000 Webster Street, Fairfield, CA 94533
BID DATE: NOVEMBER 3, 2020 @ 2:00 P.M.

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

AC DIKE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, CPM SCHEDULING CONSULTANT, ELECTRICAL, EROSION CONTROL, FENCING, K-RAIL SUPPLIER, LANDSCAPING, LEAD COMPLIANCE PLAN, MINOR CONCRETE, PCC PAVING, ROADSIDE SIGNS, ROADWAY EXCAVATION, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 4 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, ASPHALT BINDER.

Plans and specifications may be reviewed at our office 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 the Owner's site at <http://www.fairfieldplanningroom.com/>

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

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

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

DESILVA GATES CONSTRUCTION

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

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

2018 RSTP Arterial Resurfacing Project
Contract No. 400096 Federal Aid # 5182(077)
Disadvantaged Business Enterprise Goal Assigned is 15%

OWNER:
City of Roseville
311 Vernon Street, Roseville, CA 95678

Revised Bid Date:
NOVEMBER 9th, 2020 @ 3:00 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:

Adjust Iron, Cold Plane, Construction Area Signs, Electrical, Emulsion supplier, Minor Concrete, Slurry Seal, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion control, Testing, Traffic Control Material Supplier, Traffic Control/Engineer, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 3855 N Freeway Blvd Suite 100, Sacramento, CA 95834, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at https://www.roseville.ca.us/business/procurement_services/bids_rfps

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

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

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



You can view more ads at
http://www.sbeinc.com/advertising/sub_bid_requests.cfm



California Sub-Bid Request Ads



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

REQUEST FOR DVBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**West Texas Street Gateway Improvement
District 04, Route 80
Contract No. 04-4G3204
04-SOL-80-17.2
City of Fairfield**
BID DATE: November 3, 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, Flashing Arrow Sign, Type II Barricade, Temporary Marking and Striping, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis & Annual Report, Temporary Fencing, Sweeping, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Imported Borrow, Highway Planting & Irrigation, Hydroseed, AC Dike, Tack Coat, Cold Plane AC, Jointed Plane Concrete Pavement, Structural Concrete, Minor Concrete, Reinforced Concrete Pipe, Junction Box, Adjust Utilities to Grade, Minor Concrete, Misc. Iron & Steel, Electrical, Survey Monument, Fencing, Delineator, Pavement Marker, Object Marker, Roadside Signs, Striping & Marking, Signals/Lighting, and Construction Materials

Jason Martin (510-809-3432 jmartin@ocjones.com) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 pm on the date of the bid. Quotes from 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.



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

PMI requests proposals/quotes from all qualified and certified Minority Business Enterprise (MBE) Women Business Enterprise (WBE) subcontractors, suppliers, and truckers for the following project:

**CONSTRUCTION OF TURNABLE
REPLACEMENT PROJECT
CONCORD YARD (OCY)
BART #54RR-350**
bids: 11/17/2020 @ 2pm

The work consists but not limited to the following: SWPPP; Demolition; PCC & CIP Concrete; Rebar; Metal Fabrications; Metal Stairs & Metal Railings; Mechanical Vehicle Turntable; Electronic Circuits, Wires, Cables; Indoor Cabinets, Racks, Frames & Enclosures; Electrical Systems; Low-Voltage Wires & Cables; Circuit Breakers & Panelboards; Lighting; SCADA System, Computer & Communications Sub-Systems; Earthwork; Clearing & Grubbing; Excavation Support & Protection; Utilities; Ballasted Track

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

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

We are an Equal Opportunity Employer



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
Contra Costa County Public Works Dept.
255 Glacier Drive, Martinez, CA
**Project: Bailey Road/SR4 Interchange Pedestrian
& Bicycle Improvement Project**
County Project Number: 0662-6R4121
Federal Project Number: ATPL-5928(136)
Working Days: 110
Engineer's Est.: \$4,126,000
BID DATE: November 17, 2020 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Construction Testing, Contractor Quality Control Plan, Federal Trainee Program, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Debris Containment System, Asbestos Compliance Plan, Temporary Fencing, Treated Wood Waste, Clearing & Grubbing, Settlement Monitoring, Structure Backfill, Imported Borrow, Fiber Rolls, Hydroseed, Data Core, AC Dike, Cold Plane AC, Structural Concrete, Fractured Rib Texture, Bridge Removal, Pedestrian Tunnel Removal, Concrete Pipe, Detectable Warning Surface, Minor Concrete, Roadside Signs, Sign Structure, Midwest Guardrail System, Vegetation Control, Alternative In-Line Terminal System, Concrete Barrier, Striping & Marking, Landscape & Irrigation, Storm Drain, Storm Drain Structures, Striping Removal, Temporary Lighting & Signals, Maintain Existing Traffic Management System Elements During Construction, Signal and Lighting System, Modify Existing Electrical System, and Construction Materials

Jason Martin (510-809-3432 jmartin@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, at the Contra Costa County Public Works Dept. 255 Glacier Dr., Martinez, CA (925) 313-2000, and are available online at www.cccounty.us/pwprojects, or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 pm on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. 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.

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



(An Equal Opportunity Employer)

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

Michelle Keyser, 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.



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

REQUEST FOR DVBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**Ohlone Community College District
Parking Lots B&C Improvements**
Fremont, CA
Project Number: 6108J
BID DATE: November 12, 2020 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Electrical, Striping, Signs, SWPPP, Survey, Tree Removal, and Construction Materials

Terry Zahner (510-809-3479 tzahner@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.



Invitation to Bid

Soltek Pacific Construction is requesting Bids from certified DVBE, WBE, MBE, SBE, WOSB, SLBE, ELBE and Section 3 Business Subcontractors and Suppliers for **ALL TRADES & MATERIALS** on the

**PROJECT NO. S-16013
CHILDREN'S PARK IMPROVEMENTS**

**Bid Date:
Tuesday November 3, 2020 before 2:00 PM**

Assistance is available from Soltek in obtaining necessary equipment, supplies, or materials. Assistance is available from Soltek in obtaining bonding, lines of credit or insurance. Soltek is actively pursuing SLBE-ELBE subcontractors/vendors for trades including the following divisions: 03-concrete, 04-masonry, 05-metals, 06-synthetic decking, 07-thermal & moisture protection, 08-openings, 09-finishes, 10-specialties, 11-equipment, 12-furnishings, 13-water feature, 22-plumbing, 23-HVAC, 26-electrical, 32-exterior improvements.

Bids to be submitted via fax at 619-296-4314 or email at estimating@soltekpacific.com

Below is the direct link to view the plans and specs on our website or through planetbids available at no cost:

<https://soltekpacific.app.box.com/s/bmkwbas-so6ls68phh4kvimb7h91fuylc>

<https://www.planetbids.com/portal/portal.cfm?CompanyID=24128&BidID=76552>

**Contact: Jason Aviles javiles@soltekpacific.com
Phone: (619) 296-6247 Fax: (619) 296-4314**

By submitting a bid, the Subcontractor represents that it has reviewed the standard subcontract and consents to its use without modification and agrees to execute SPC's standard AGC subcontract with SPC's standard Attachment A thru N if awarded by SPC. Any listing of Subcontractor pursuant to Public Contract Code Section 4100 et seq. is expressly contingent upon Subcontractors' acceptance to



INVITATION TO PREQUALIFY AND BID FOR
AIRPORT POWER GENERATION & DISTRIBUTION UPGRADES
JOHN WAYNE AIRPORT
PROJECT NO: P404
APPLICABLE TRADES

Site Concrete, CMU, Structural Steel, Misc. Metals; Roofing (patching) Painting; Plumbing; HVAC; Electrical (including Solar and 12kV distribution); Fire Alarm; Data/Comm; Trailers; Chain-link Fence & Gate; Fireproofing.

APPLICANTS

Prequalified Trade Contractors will be eligible to bid the project. If interested in prequalifying and bidding, please contact vmiguel@swinerton.com or 213.896.3439 for the prequalification forms. Do NOT contact the County of Orange, John Wayne Airport, Architect or any of the project Consultants. All queries direct to Swinerton.

REQUIRED SUBMITTALS

1. Submit all documents required for Swinerton Prequalification.
 - a. Visit: <http://www.swinerton.com/subcontractors/subcontractor-prequal>
2. RFP forms provided with bid documents
3. Complete Review of and Sign Swinerton Master Service Agreement.

DUE DATE FOR PREQUALIFICATIONS APPLICATIONS

For all subcontractors not prequalified with Swinerton, all documents required for Swinerton Prequalification are due by Friday, October 30, 2020 5:00PM PST

PROJECT INFORMATION AND DESCRIPTION:

The objectives of the Airport Power Generation and Distribution Upgrades project include improved airport Central Utility Plant (CUP) power reliability and resiliency and a reduction in the usage of SCE electrical power. To achieve these objectives, the project provides for the installation of solar photovoltaic (PV) system on the upper level of Parking Structure C, the installation of a battery energy storage system (BESS, 12kV power distribution upgrades, and the installation of a microgrid control system and upgrades.

ANTICIPATED BID START DATE

Friday, October 16, 2020 1:00PM PST

NON-MANDATORY JOB WALK

October 26 & 27, 2020, Time TBD

DUE DATE FOR BID RFI's

Friday, October 30, 2020 1:00PM PST

DUE DATE FOR TRADE CONTRACTOR BIDS

Friday, November 13, 2020 at 5:00PM PST

Submit Bids to Swinerton Estimating at: EstimatingLA@swinerton.com

Swinerton is an Equal Employment Opportunity, Minority, Women, Disability, and Veteran Employer



California Sub-Bid Request Ads

Shimmick Construction Company Inc.
8201 Edgewater Drive, Suite 202 • Oakland, CA 94621
Phone (510) 777-5000 • Fax (510) 777-5099
An Equal Opportunity Employer

MBE, WBE, Small Business and Local Small Business Subcontractor/Supplier Bids Requested For:

**San Francisco Bay Area Rapid Transit (BART)
Construction of Turntable Replacement Project Concord Yard
Contract No. 54RR-350**

BIDS DUE BY: Tuesday, November 17, 2020 at 2 p.m.

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

Shimmick is requesting certified MBE, WBE, Small Business and Local Small Business Subcontractor and Supplier Quotes on:

Misc. Supplies, Safety, Petroleum/Oil/Lubricants, Sand & Gravel, Concrete & Cement, Reinforcing Bar Section, Steel, Lumber, Pipe, Electrical & Signals, Tools, Construction Staking, Grading, Structure Excavation, Structure Backfill, Ditches Excavation, Aggregate Base, Concrete Structure, Minor Concrete Structure, Concrete Surface Finish, Reinforcing Steel, Steel Structures, Railroad Work, Subsurface Drain, Horizontal Drain, Filter Fabric, Permeable Material, Plastic Pipe, Rock Slope Protection, Misc. Iron & Steel Frame (Cover & Grate), Fencing, Signal & Lighting, Signal, Lighting, Surveyor, Aerial/Photogrammetric Mapping Services, Bottom Dump Trucking, Flat Bed Trucking, Truck Rental, Trucker, Construction Clean Up, Construction Equipment Rental, Heavy Equipment Rental, Demolition, Materials Lab, QA/QC

Prospective Bidders or Interested Parties (including prospective Subcontractors of any tier) who are not currently registered on the BART Procurement Portal to do business with BART are required to register on the BART Procurement Portal online at <https://suppliers.bart.gov/> in order to download Contract Documents (including Contract Drawings and Contract Specifications), updates, and any Addenda issued online and be added to the Online Planholders List for this solicitation. Shimmick can also provide a link to download plans and specifications upon request. You may schedule an appointment to discuss the documents during Shimmick business hours via WebEx. To make an appointment for viewing or to receive the download link, please contact Natasha Inglis at ninglis@shimmick.com.

If you have any technical questions or require assistance obtaining necessary equipment, supplies, materials, bonding, insurance, estimating, breaking of work into smaller incremental pieces or related assistance or services may contact our estimator Bill Johnson at bjohnson@shimmick.com or by phone at (707) 759-6858.

All items of work listed above are made available, even items of work normally performed by Shimmick. Please contact the lead estimator listed above for assistance with breaking down items of work into economically feasible units or with assistance obtaining equipment, supplies, materials, or related assistance. 100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Eric Minkler at (707) 759-6858.

Shimmick Construction Company Inc.
8201 Edgewater Drive, Suite 202 • Oakland, CA 94621
Phone (510) 777-5000 • Fax (510) 777-5099
An Equal Opportunity Employer

DBE and SBE Subcontractor/Supplier Bids Requested For:

**San Francisco Bay Area Rapid Transit (BART)
Hayward Maintenance Complex (Phase 2)
Contract No. 01RQ-102**

BIDS DUE BY: Tuesday, December 1, 2020 at 2 p.m.

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

Shimmick is requesting certified DBE and SBE Subcontractor and Supplier Quotes on:

Misc. Supplies, Safety, Petroleum/Oil/Lubricants, Sand & Gravel, Asphalt, Piling, Concrete & Cement, Reinforcing Bar Section, Pipe, Fencing, Electrical and Signals, Tools, Clearing & Grubbing, Dust Palliative, Roadway Excavation, Grading, Structure Excavation, Shaped Bedding, Structure Backfill, Ditches Excavation, Embankment Construction, Imported Borrow, Finishing Roadway, Aggregate Subbase, Aggregate Base, Asphalt Concrete, Paving Asphalt (Asphalt Concrete), Pavement Reinforcing Fabric, Place Asphalt Concrete Dike & Misc., Furnish & Drive Piling, Cast-in-Drilled-Hole Concrete Piling, Concrete Structure, Minor Concrete Structure, Joint Seal - Water Stop, Reinforcing Steel, Railroad Work, Reinforced Concrete Pipe, Jacked Reinforced Concrete Pipe, Subsurface Drain, Filter Fabric, Permeable Material, Plastic Pipe, Welded Steel Pipe, Jacked Welded Steel Pipe, Reinforced Concrete Sewer Pipe, Sewer Manhole, Concrete Curb & Sidewalk - Misc., Misc. Iron & Steel Frame (Cover & Grate), Fencing, Object Marker, Aerial/Photogrammetric Mapping Services, Bottom Dump Trucking, Flat Bed Trucking, Hazardous Substance Removal, Hazardous Waste Trucking, Truck Rental, Trucker Broker, Trucker, Land Surveying, Retainer Walls, Construction Cleanup, Construction Equipment Rental, Heavy Equipment Rental, Demolition, Materials Lab, QA/QC

Prospective Bidders or Interested Parties (including prospective Subcontractors of any tier) who are not currently registered on the BART Procurement Portal to do business with BART are required to register on the BART Procurement Portal online at <https://suppliers.bart.gov/> in order to download Contract Documents (including Contract Drawings and Contract Specifications), updates, and any Addenda issued online and be added to the Online Planholders List for this solicitation. Shimmick can also provide a link to download plans and specifications upon request. You may schedule an appointment to discuss the documents during Shimmick business hours via WebEx. To make an appointment for viewing or to receive the download link, please contact Natasha Inglis at ninglis@shimmick.com.

If you have any technical questions or require assistance obtaining necessary equipment, supplies, materials, bonding, insurance, estimating, breaking of work into smaller incremental pieces or related assistance or services may contact our estimator Bill Johnson at bjohnson@shimmick.com or by phone at (707) 759-6858.

All items of work listed above are made available, even items of work normally performed by Shimmick. Please contact the lead estimator listed above for assistance with breaking down items of work into economically feasible units or with assistance obtaining equipment, supplies, materials, or related assistance. 100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick



ENVIRONMENTAL CONTRACTORS, INC.

CAL LIC. NO. 723241

11555 Dublin Boulevard, Dublin, CA 94568-2909

Phone: (925) 803-4333 • FAX: (925) 803-4334

ESTIMATOR: Michael Collings • EMAIL: mcollings@pacificstates.net

Pacific States Environmental Contractors, Inc. (PSEC)
is preparing a bid as a Prime Contractor for the project listed below:

PROJECT:

1224 D Street Soil Abatement 2020

IFB NO. 2044-DSdd

OWNER:

Sacramento Housing and Redevelopment Agency

Procurement Services 2nd Floor - 801 12th Street, Sacramento, CA 95814

BID DATE: November 10, 2020 @ 2PM

We hereby encourage responsible participation of certified M/WBE Minority Business Enterprise and Women Business Enterprise and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

TREE REMOVAL

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange.

Fax your bid to (925) 803-4334 to the attention of Estimator Michael Collings. If you have questions for the Estimator, call at (925) 361-1424. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at www.dir.ca.gov/Public-Works/PublicWorks.html

If you need 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) 361-1424. PSEC is willing to breakout portions of work to increase the expectation of meeting the M/WBE goal.

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

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621

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

An Equal Opportunity Employer

District Local Small Business (LSB) and M/WBE Subcontractor/Supplier Bids Requested For:

**San Francisco Bay Area Rapid Transit District
34.5kV Cable Replacement and Fiber Optic Cable Installation, R-Line, RCP to RRY
Contract No. 15EJ-182**

BID DATE: November 3rd, 2020 @ 2PM

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

Requesting certified LSB and M/WBE Subcontractor and Supplier Quotes on:

SUBCONTRACTORS: Clear & Grub, Contaminated Soil, Demolition, Earthwork, Electrical, Environmental, Erosion Control, Fence, Flatwork, Grinding AC Concrete, Instrumentation, Landscape, Masonry, Paving, General Piles, Precast Structural, Rebar, Shoring, Signs, Stray Current, Stripes & Markers, Survey

SUPPLIERS: Aggregate, Fabric, Lumber, Misc. Metals, Sheet Pile, Precast Utility, Ready Mix, Steel Fabrication, Trench Shoring, Plastic Utility Pipe, Steel Utility Pipe

Contract Documents are available free of charge from the owner after registering on the BART portal located at suppliers.bart.gov. You may view the documents during business hours at our office located at 1 Harbor Center, Suite 200, Suisun City, CA 94585. We can also provide you with a link to download plans and specifications. To make an appointment for viewing or to receive the download link, please contact Jamie Miranda at jmiranda@shimmick.com.

If you have any technical questions or require assistance obtaining necessary equipment, supplies, materials, or related assistance or services may contact our estimator Aron Oshio at aoshio@shimmick.com.

All items of work listed above are made available, even items of work normally performed by Shimmick. Please contact the lead estimator listed above for assistance with breaking down items of work into economically feasible units or with assistance obtaining equipment, supplies, materials, or related assistance. 100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Shimmick Construction at (707) 759-6858.

How to Promote Diversity and Inclusion: Insights from Black Construction Professionals



Lorrin Blair, PE, Manager,
Technical Solutions, at Autodesk

Continued from page 1

Diversity and inclusion also open up the organization to new ideas and an improved ability to solve problems — both of which lead to better output.

According to Blair, to solve problems in the best way possible, it's important to have "diverse ideas, solutions, and ways of thinking."

"It's important to have a diverse team regardless of what you're doing, because it just gives you the opportunity to have so many different opinions and come up with better solutions."

On Dealing with Racial Discrimination and Bias

Racial discrimination and bias can come in many forms. The "right" way to deal with discrimination and implicit bias depends on the situation and the people involved. When asked how panelists handle these situations, they offered the following advice.

Be Open to Frank Conversations

The most important step to take towards more diversity and inclusion is to keep talking about them.

As Blair puts it, "we need to continue to have those conversations, to recognize those differences, and if there are problems coming up, we need to call them out."

Doing that isn't always easy, and the panelists acknowledge that. "It's one of the hardest things to do, at least for me," continues Blair.

Sellers offers similar advice, saying, "a lot of this can be handled by having conversations."

"And that's where I think people are afraid... They're comfortable with their naive ignorance as I call it. It's easy to stay in."

But overcoming fear and discomfort is critical, he continues.

"Stop being scared. You can have a conversation with somebody and be respectful, even in

different singular opinions or values. I can walk away with that conversation and say, 'All right, you have your opinion. You have your value, I have mine. And we both respect each other. Let's move on.'"

Successful dialog involves empathy and understanding of what the other person is going through, adds Cole.

"We have to have more empathy for ourselves, we have to care. And to do that — especially if you're not aware of what's happening or if you're ignorant to what's going on — you should ask the question, engage in dialogue. We're all people and we should talk to each other."

Find Allies

Allyship is also essential.

"Finding allies is one thing to do. Here at Autodesk, for example, we also have the Autodesk Black Network, which has been something that I've started to get involved with. And it's been very nice to be able to connect with people that at least look like me. We still have different experiences and different backgrounds, but it's really nice to get together with people that I think also have similar experiences to me," shares Blair.

That being said, having allies who don't look like you is a must, as well and Blair encourages people to seek out individuals with which they can align regardless of skin color.

Bates agrees: "It is about allyship, and folks seeing you, your work product, what you stand for, and believing in you. A key factor in that is simply having more conversations, making connections, and seeing people for who they are; and sharing who you are."

What Organizations Can Do to Promote Diversity, Inclusion, and Equity

Affecting change requires actions both at an individual level (e.g., having conversations and finding allies) as well as on the organizational side.

To that end, the panelists shed light on what their respective organizations are doing to promote DI&E.

Assess Where the Company Stands in Terms of Diversity

Sellers says that while W. M. Jordan has committed to doing behind-the-scenes work around minority STEM programs, they're continuously taking steps to better promote diversity.

"The next step is, 'Let's do an assessment and say, where do we stand? What are our metrics? Where do we want to be in terms of diversity?' That's the conversation we're having; every company should look at that."

He continues, "We also need to examine our strategic approach to create more diversity. Let's analyze our system of recruitment, management training, hiring, and mentoring — these all can get us to where we want to be."

Create a Platform on Which to Promote DI&E

According to Bates, Webcor is in the early phase of implementing its diversity and inclusion initiatives. "There's a new energy around creating



Dwayne Sellars, Senior VDC Manager at
W. M. Jordan Company

the platform for all people to have conversations. It's opening the gate to say, 'This is a sensitive time, it's a little bit fragile, so we're just talking. Let's all come together; unfortunately, it's on Zoom, but let's create opportunities to have some conversations.'"

And while Bates hopes they started the platform sooner, Webcor is committed to DI&E. "We all hold the responsibility of having done something a little bit sooner or having it established already. But I will say that resource groups are forming more naturally now that it's top of mind. So, it's really cool that they're getting added support and recognition for coming together and creating a community. And it doesn't necessarily have to be one ethnic group, but folks that have similar interests."

Engage Young People

Over at LS3P, Spencer shares that they're striving to engage young individuals. They're working with various groups to engage youth members and introduce them to a career in AEC.

"The key is reaching out to our youth as soon as possible. So we're doing career fairs and, right now during COVID, we're doing virtual career fairs."

Spencer says that actively connecting with young people is critical, as many of today's youth (particularly people of color) are exposed to a limited range of careers.

Architecture is not a typical "dinner table profession" in the Black community, he explains. The careers that came up were ones "that were associated with the Cosby Show — doctor, attorney, or musician."

Spencer continues, "Architecture was definitely not part of that. Even with my cousins, it was just like, 'Architect? Huh, okay.' It just wasn't a popular thing. Nowadays it's great, and that's what we're trying to make sure we make it a part of that dinner table conversation as a viable profession."

Cole agrees, and affirms the importance of engaging young people. "Give them options," he says. Expose them to the opportunities out there in the world, and not just limited to what you



Cliff Cole, Director of Virtual Design and
Construction at The PENTA Building Group

see on TV or what the school says you have to go do."

Diversify Your Talent

Don't forget about cultivating a strong and diverse workforce within your company. Cole, shares that this is a priority at PENTA.

"Our focus right now as a company is how do we retain our talented employees that we have and make them feel like they are included? And like any other company I think there's room for improvement and work to be done. I think we're truly understanding what diversity and equity really mean."

Sellers echoes this and adds that one way to promote DI&E in your employees is to diversify your talent pools. "If you need to find great talent, you can't find it in the same place every time. So, spreading the load, being diverse in the way you go after talent has to be important," he says.

Let's Learn and Take Action Together

One of the ways to fight racism and bias in the industry is to learn what our Black and minority colleagues are going through. In the upcoming AU 2020 conference, you'll get the opportunity to do just that. With an in-depth discussion about the experiences of Blacks and minorities in construction and seeing what organizations are doing to address these issues, all of us can figure our role in combating racism and creating a more diverse, inclusive, and equal landscape.

AU 2020 will feature a range of sessions specifically dedicated to advancing the industry and shedding light on critical diversity and inclusion topics across AEC. Make sure you sort by Diversity under "Topics..." in our Session list to see a full list of content. Some stand out sessions and topics include:

- How Media Can Help Drive More Diversity in the Construction Industry: A panel discussion hosted by Niyati Desai, Public Relations Manager at Autodesk, to spark ideas on new topics for coverage and the presentation of content with inclusion in mind, so the media industry can help drive diversity across the construction industry.

11 Common Small Business Loan Deal Killers

Continued from page 3

Why Is This A Deal Killer?

This also speaks to a business' ability to service debt. If you have a tax lien, are in a payment plan (and current with that obligation), and you disclose this to your lender upfront, it will improve the odds of your loan application being approved if there aren't any other red flags.

Deal Killer #5: Recent Bankruptcies

The key words here are "recent", "discharged", and "disclosed".

What Does This Mean?

In terms of a loan application, consider any bankruptcy discharged within the last six months or any open bankruptcy to be a deal killer.

Why Is This A Deal Killer?

Although it is possible to fund a prior bankruptcy that was discharged at least six months ago, there are many lenders who will not even consider a loan application for at least two years. As a general rule, the older the discharged bankruptcy the better.

Deal Killer #6: Unsatisfied Excessive Or Large Judgements

Have you ever had creditors seek legal judgement to collect a debt? It could be a problem.

What Does This Mean?

Because lenders are trying to determine what you will do, and the only information they have is what you have done, a former creditor who needed to seek a judgement to collect from you doesn't instill confidence in a lender that you will make timely periodic payments now.

Why Is This A Deal Killer?

If the lender isn't confident that you can, and you will, make each and every periodic payment on time, they will not approve your loan application.

Deal Killer #7: Less Than 50% Ownership Of The Business

Depending on the lender the percentage can vary, but it is unlikely a minority owner will be approved for a small business loan.

What Does This Mean?

If you have partners, lenders will want to determine if you can legally obligate the business with a small business loan. In most cases, this means you have 50% ownership (some lenders will require more and other less depending on your business). In some cases, a managing partner with a smaller ownership percentage can apply for a business loan provided there are approval documents from the other owners indicating he or she is authorized to do so,

Why Is This A Deal Killer?

Lenders are justifiably cautious about approving a loan to an unauthorized owner in case of default. If the owner isn't authorized to borrow, the company may not be liable should a judgement be required to collect the debt.



Deal Killer #8: Major Drop In Revenue

Most lenders look at your bank statements to determine the financial health of your business. A major drop in revenue could indicate that your business is in financial trouble.

What Does This Mean?

Lenders are looking for consistent (if not growing) revenue when they evaluate your business loan application. A major drop in revenue doesn't confirm that you have the financial ability to make periodic payments.

Why Is This A Deal Killer?

Unlike a venture capitalist that is willing to forego periodic payments to earn profits on his or her investment in your business at some future date, a lender earns profits by accepting periodic payments on your loan. If you don't have sufficient revenue to make that payments, they don't make profits.

Deal Killer #9: Negative Landlord Reference

In addition to your loan payment history, your business' history of paying rent on time—as well as your utility bills—are considered when you make a loan application.

What Does This Mean?

You should expect your lender will look at your business credit report to verify that you pay your rent on time and may even contact your landlord to enquire about your history with them.

Why Is This A Deal Killer?

A negative landlord recommendation that indicates you are months behind on your business rent, or in the middle of an eviction, does not

paint the picture of someone who will make all their periodic payments to a lender.

Deal Killer #10: Financial Skeletons

Any undisclosed history of defaulted or restructured cash advance or loan is a problem.

What Does This Mean?

Any thorough underwriting process will discover any previous challenges your business may have had with a previous loan or cash advance. It's important to make sure you disclose any problems you may have had in the past so you can explain what happened then and what's different now.

Why Is This A Deal Killer?

The fact that you may have experienced difficulty before is not the deal killer, it's that your failure to disclose the difficulty does not instill confidence in your potential lender.

Deal Killer #11: Forgetting That Loan Officers Are Listening to Everything You Say

Consider any face-to-face or phone call with a loan officer as an opportunity to put your best foot forward and make sure you don't say anything (even anything innocent) that could cast you and your business in a bad light.

What Does This Mean?

If you say something to your loan officer like, "I am selling my business," or "I'm trying to sell my business," or "I just lost my biggest client and am not sure I'll be able to handle these payments," it will hurt your chances of a successful loan application.

Why Is This A Deal Killer?

Although there are lenders who are looking for reasons to say "Yes" to your small business loan application, a loan underwriter's job is to evaluate risk and determine whether or not every payment will be made on time and as agreed throughout the term of the loan. If you say anything that might cause the lender to doubt that, your loan application will likely be rejected, no matter how innocent the comment.

What Are Lenders Really Looking For?

Lenders really want to know the answers to three questions (even if they don't ask them this way):

1. Can you repay a loan? Do you have the financial ability to service debt?
2. Will you repay a loan? Do you have a history of successfully making loan payments?
3. What will you do if something unexpected happens? Will you continue to make your loan payments or will it put you in a financial bind that will prohibit you from doing so?

If you can answer those three questions to the satisfaction of your lender, it will improve the odds of a successful loan application. All of the deal killers listed above are clues that you might not be able to service debt, that you have a history of not making timely payments, and that you might be in financial trouble should something unexpected happen.

SOURCE:

www.nav.com/blog/11-common-small-business-loan-deal-killers-731329/

Success Stories

Innovators in Technology, Systems, and Sustainable Business Operations

Natoma Technologies is a Green Business Bureau certified information technology consulting firm and systems integrator. They focus on application development and integration, cloud migration, mobile, and data analytics with mostly public sector clients. In 2015, Natoma Technologies took an in-depth look at their operations to understand their impact on the environment. They set purchasing policies to buy recycled or reused office furniture, ENERGY STAR equipment, and remanufactured toner cartridges. They also set a policy to place high importance on electronic formats, encouraging all marketing materials and communications with clients to be done digitally.

As a company that can use a large amount of electricity, they took a number of steps to reduce their energy demand. They set all computers to automatically hibernate and shut off after a certain amount of inactivity, and eliminated excess servers by decommissioning unused hardware. Additionally, they upgraded older T12 lights to T8/T5 fluorescent lamps. Now over 50% of their light bulbs are energy efficient, with most being motion-activated. Moreover, they designed their workspaces to get optimal daylighting instead of using artificial light.

Natoma Technologies created an employee led "Green Team" that reviews their progress in reducing their carbon footprint and communicates updates to staff. Employees are encouraged to reduce their travel emissions by modifying their work schedules and mode of transportation. They utilize video conferencing and collaboration software so that employees have the option

to work remotely. Travelling to the office every day is not necessary in this digitally connected age, but when employees do ride by car, there is preferred parking for carpools and hybrid vehicles. Employees are encouraged to submit work transportation data so the company can consistently assess their transportation impacts.

In their shared office space, employees use 40 – 100% post-consumer waste paper towels, toilet paper, and office paper, as well as collect and reuse all scratch paper. A flexible dress code offsets the need for dry cleaning, and employees are made aware of non-toxic dry cleaning options.

The company is proud of their Center for Digital Government awards and their Green Business Bureau certification. In 2015, Natoma Technologies obtained Green Business Bureau Gold Standard certification. This is a third-party certification which demonstrates Natoma Technologies' strong commitment to conserving the environment. They aim to influence the community and inspire positive change by sharing their green business practices with clients and various agencies across the state.

"Being green is about implementing consciousness into our everyday lives and thinking about the choices we make. As a company, we aspire to be environmentally efficient and use sustainable practices."

- Kelly McGartland, Green Team Lead, Natoma Technologies

SOURCE:

<https://coolcalifornia.arb.ca.gov/story/natoma-technologies>

Entrepreneur Positions her Business for Long-Term Growth



Roberta Davis-Lewis

International Commodity Distributors (DBA Davis Lewis Orchards) has supplied healthy fruit and nut snacks to consumers via grocery stores and specialty markets nationwide for over 25 years.

Challenges

Founder Roberta Davis-Lewis was a single mom raising two kids in 1990 when a friend convinced her she could start a business selling almonds from her 42 acres of almond trees in California's Central Valley. Roberta took her friend's advice, harvested the almonds and drove to Southern California seeking buyers. Before she knew it, Roberta began selling not only her goods, but also those of other local farmers. As business continued to grow, Roberta sought the assistance of experienced business professionals at the SBDC hosted by the University of La Verne for further guidance.

Best Advice

SBDC Business Advisor Malcolm Geffen helped Davis-Lewis restructure her business, put new financial controls in place, obtain a new loan to consolidate debt, establish HR policies and plan for projected growth.

Client Impact

Davis-Lewis will be adding a new line expected in national chains and will expand its private-label program to target boutique chains across the United States. Davis-Lewis projects revenue growth of 20 to 30 percent in the coming year, and by the second quarter of 2016, expects to have enough business to support hiring a second shift of employees. Her ultimate vision is to "own" the natural and organic category for fruit and nut snacks.

"Business today is the strongest it's ever been," says Davis-Lewis. "If it wasn't for all [the help from the SBDC], I would not be here." "I would highly recommend the services of the University of La Verne SBDC program to any business looking to grow or expand."

-Roberta Davis-Lewis, Founder, International Commodity Distributors, Inc.

SOURCE: <https://smallbizla.org/stories/entrepreneur-positions-her-business-for-long-term-growth/>

The Gig Economy, Ride-Hailing and Sharecroppers

Continued from page 1

United States that began after the abolition of slavery and lasted well into the 1940s and '50s, was another manifestation of abuse of Black labor. Black workers toiled on White-owned land while enduring lower wages and brutal work conditions. Loans for essentials such as food, tools, and seeds from White landowners that could only be paid for by the sharecropper's and tenant farmer's crops led to a nearly unbreakable cycle of indebtedness.

The FLSA makes it clear that sharecroppers and tenant farmers were not just independent contractors working on someone's land, but were employees that had employee rights. The FLSA -- and most rulings on employment status by other agencies -- use the "economic-realities" test, which examines five factors that holistically analyze the nature of a person's work to decide whether that worker is an employee or independent contractor. The Labor Department's recent proposal would make two of those five factors count more than the other three: i) the nature

and degree of the individual's control over the work, and (ii) the individual's opportunity for profit or loss. The other three factors, which would count less under the new rule, are (iii) the level of investment (e.g., buying tools) required by the worker, (iv) whether the work requires special skill and initiative by the worker, and (v) whether the relationship between the worker and employer is permanent or indefinite.

While this rule change may seem innocuous, it actually represents a pretty blatant attempt by lobbyists for the gig economy companies to be able to classify their workers as independent contractors. Independent contractors do not have a right to a minimum wage or any other benefits or work protections.

Under the Labor Department's new rule, gig workers will be seen as independent contractors due to their ability to control their work duration and location, and their ability to make a profit due to these controls. But, the rule fails to compute another important aspect in many gig workers' jobs: that they have no control over

data and the applications that control their work. Ride-hailing drivers can control the location and duration of their work, but the companies they work for control their access to data about their riders. Are they really independent contractors if their access to customers (and therefore profit) is fully controlled by the company they work for?

Just as sharecroppers were ruled to be employees because they did not own the land they worked on nor did they control farm operations, so too should app-based drivers be deemed employees. Companies that rely on app-based drivers own the land (apps) that ride-hailing drivers and other app-based workers rely on. Denying gig workers employee benefits and rights due to a false assertion that they are independent contractors is the way ride-hailing companies (and others taking advantage of gig workers) abuse misconceptions about technology to save money.

As the fight for labor rights for agricultural workers and all workers continues, we must also protect gig economy workers.

If you're a California voter, you can support ride-hailing drivers' fight for employment status by voting no on Proposition 22 on November 3. Prop. 22, officially the App-Based Drivers as Contractors and Labor Policies Initiative, would exempt companies that use app-based drivers from using the standard set by California's Supreme Court and codified by the legislature in a law known as AB5 that protects gig workers, including app-based drivers. If Prop. 22 passes, app-based drivers would be labeled contractors instead of employees, denying them crucial worker benefits and protections. You can read more about ride-hailing drivers' fight for employment status and fight against Proposition 22 on the Gig Workers Rising! website. We must address the rapid changes and harms that technology companies and innovations present so that all people, particularly communities of color and low-income communities, are not only protected, but uplifted.

SOURCE: <https://greenlining.org/blog-category/2020/gig-economy-ride-hailing/>

Fictitious Business Name Statements

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
Brew Vino, 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. 2020-0391689

Fictitious Business Name(s):
Dataracy
Address
1583 Schaeffer Rd., Sebastopol, CA 95472
Full Name of Registrant #1
Cameron Holl
Address of Registrant #1
1583 Schaeffer Rd., Sebastopol, CA 95472

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-14-2020**

Signed: **Cameron Holl**

This statement was filed with the County Clerk of San Francisco County on **10-05-2020**

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
10-05-2020

10/22/20 + 10/29/20 + 11/05/20 + 11/12/20

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391671

Fictitious Business Name(s):
iQ Legal Services
Address
50 W Manor Dr, Ste 1848, Pacifica, CA 94044
Full Name of Registrant #1
Gustavo Lino
Address of Registrant #1
135 Shell Street, Pacifica, CA 94044

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-13-2020**

Signed: **Gustavo Lino**

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

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
10-09-2020

10/22/20 + 10/29/20 + 11/05/20 + 11/12/20

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. 2020-0391661

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 + 10/29/20

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391694

Fictitious Business Name(s):
RXSERVATION
Address
1934 Divisadero Street, San Francisco, CA 94115
Full Name of Registrant #1
Joseph Curran
Address of Registrant #1
1934 Divisadero Street, San Francisco, CA 94115

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

Signed: **Joseph Curran**

This statement was filed with the County Clerk of San Francisco County on **10-06-2020**

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
10-06-2020

10/15/20 + 10/22/20 + 10/29/20 + 11/05/20

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. 2020-0391700

Fictitious Business Name(s):
Trotzi Records
Address
32 Rebecca Lane, San Francisco, CA 94124
Full Name of Registrant #1
Michael James Aguayo
Address of Registrant #1
32 Rebecca Lane, 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 **Not Applicable**

Signed: **Michael James Aguayo**

This statement was filed with the County Clerk of San Francisco County on **10-06-2020**

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
10-06-2020

10/15/20 + 10/22/20 + 10/29/20 + 11/05/20

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. 2020-0391533

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

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

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME CASE NO. CNC 20-555955

PETITIONER OR ATTORNEY

Sun I Merritt
170 6th Street #11
San Francisco, CA 94103

TO ALL INTERESTED PERSONS:

Sun I Merritt
for a decree changing names as follows:

Sun I Merritt
changed to
Sun I Park

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: **December 10, 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 509
SAN FRANCISCO, CA 94102**

BOWMAN LIU Clerk
DATED - **October 26, 2020**

10/29/20 + 11/05/20 + 11/12/20 + 11/19/20

Public Legal Notices

UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

ANNOUNCEMENT TO PREQUALIFIED BIDDERS

Subject to conditions prescribed by the University of California, Irvine Medical Center, sealed bids for a fixed fee cost plus contract are invited for the following work: **B3, 3rd Fl, Conversion to Tele/Med-Surg, Project Number: 994664.**

Description of Work: A complete re-build of the 3rd floor of building 3, an OSHPD 1 building. Most of this space is currently empty shell space, already demolished. The balance of the demolition will also be completed by the University. The re-build will include 26 new patient rooms with 41 total beds in a combination of both private and semi-private rooms. The re-build will also include all ancillary services for the new unit, including: (2) nurse stations, medication rooms, clean/soiled utility rooms, equipment storage rooms, housekeeping rooms, IT/electrical rooms, staff locker rooms/rest rooms, a staff lounge, physician sleep rooms, workrooms and offices for the unit as well. Scope also includes a new air handler, new med air and med vac systems, structural framing, roofing and glazing systems.

Prequalified General Contractors/Bidders: **2H Construction, Inc.**, Signal Hill, CA (562) 424-5567; **Align Builders, Inc.**, Carlsbad, CA (858) 800-2531.
• Estimated construction cost: \$8,000,000

Prequalified Electrical Contractors/Bidders: **Baker Electric, Inc.**, Escondido, CA (760) 745-2001; **Pacific Industrial Electric, Brea, CA** (714) 990-9280; **Pro-Tek Electric, Inc.**, Orange, CA (714) 240-7123; **Sasco,**

Fullerton, CA (714) 870-0217.
• Estimated construction cost: \$2,750,000

Prequalified Mechanical Contractors/Bidders: **ACCO**, Pasadena, CA (818) 244-6571; **Control Air Enterprises LLC**, Anaheim, CA (714) 777-8600.
• Mechanical Estimated Construction Cost: \$2,500,000

• Plumbing Estimated Construction Cost: \$2,500,000

Procedures: Bidding documents will be emailed to Prequalified Bidders by **4:00pm on Tuesday, November 3, 2020.** For Questions: Contact Kim Kerwin @ khau@hs.uci.edu or Terri Kalwara @ tkalwara@hs.uci.edu.

Bidders must attend a **mandatory** pre-bid conference on **Wednesday, November 4, 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: Thursday, November 5, 2020 @ 8am in-front of UCIMC Building 27.**

Bids will be received only at: UCIMC, Planning Administration, Building 27, Room 136, 101 The City Drive South, Orange, CA 92868. Bid Deadline: Sealed bids must be received on or before **2:00PM, Thursday, November 19, 2020.** Bid opening will promptly follow the bid deadline.

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid: California "B" General Building Contractor's license

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Bidder may be required to show evidence of its equal employment opportunity policy. The successful Bidder and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Bidding Documents and to pay prevailing wage at the location of the work.

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.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, Irvine Medical Center
October 28, 2020

Insights from Black Construction Professionals

Continued from page 7

- **Social and Economic Equity: How to Advance Minority-Owned Enterprises in AEC:** Amie Kromis, National Director of Vendor Diversity at Skanska, will host a fireside chat with CEOs of three MBEs in the AEC industry. The conversation will explore how the AEC industry can support and proactively engage with MBEs in a meaningful way.
- **Equity & the Built Environment: A Conversation on DEI in the Industry:** Esther Dsouza, Product Marketing Manager at Autodesk, will host a panel of diverse BI-POC (black, indigenous, and people of color) voices who work towards improving the state of diversity, equity, and inclusion (DEI) in the AEC industry. They'll explore how design bias and underrepresentation reinforces endemic design inequities.
- **A Discussion on the Diversity Problem in the AEC Industry:** This roundtable, hosted by Purvi Irwin, Practice Manager, Architecture at CADD Microsystems, takes a look at the strategies firms can start employing now to be more inclusive in hiring practices and nurturing the next generation of AEC professionals.

SOURCE:

<https://constructionblog.autodesk.com/diversity-inclusion-construction/>

Business Toolkit

7 Rules You Need to Know for B2B Lead Generation

By Chris Tompkins,

So, you have heard the term "lead generation" before. But what does this actually mean for how you should operate your business? To start, there are a few things to break down:

Many B2B business owners do not know where to begin when it comes to gaining quality leads. They want to make sales, but they have no specific strategy to reach their goal.

Add that to the fact that many businesses have been forced to switch to a fully remote team, and we can see why many sales teams are struggling.

Take a few moments to evaluate your sales team's efforts. Likely, they're no longer filling their schedules with drop ins, lunches, and formal face-to-face meetings - tactics that they might have heavily relied on to hit their sales quotas. Schedule a meeting with your representatives as soon as you can to ensure that they're not breaking any of the 7 rules below. If they are, they're only hurting their numbers even worse.

1. Be aware of your services.

Do you know what your core services actually consist of? If the answer is a shaky "sort of", you need to reevaluate a few things. B2B salespeople need to be aware of what they're selling so that they can market to the correct target audience (more on this soon).

When trying to close a sale, make sure to keep your services in mind so that you can make the correct decision when it comes to pitching to your client. Provide them with something that would add value to connecting with you so that you can stay relevant in their minds.

2. Pay attention to your price point.

How much is your target audience willing to pay for your product or service...really? This is something you NEED to know. If you pitch something that is way out of the ballpark for your market, you risk distancing yourself from potential leads. So, look around. See what your competition is offering - we'll get to that in a few points - or ask while you're on a sales call.

3. Know your target audience.

As easy as it is to target anyone with money, this should not be the way you go when it comes to B2B lead generation. Knowing exactly what your target market is will give you a better chance of focusing on who would most likely become a client.

Take some time to look through your analytics and see who is contributing to your sales. If your target audience is actually completely different from who you initially thought it consisted of, make those adjustments in your marketing strategy.

4. Look at your competition.

What is your competition really doing? How are they reeling in your potential leads in a way that you can replicate? Pay attention to this.

For example, if you know that your competitors are offering the same services you carry at lower prices, see the way your target audience reacts. If they react well, consider your own prices and how you can maneuver these around so that you can have similar prices to the competition.

6. Know who the head honcho is.

Isn't it discouraging when you have a great conversation with a prospect about a marketing campaign, only to find out that they can't make the final decision on their own? While it's great to get your ideas out there, it's essential that you target key decision makers instead. Think CEO, CFO, etc. This way, you reduce wasting any precious time when it comes to your sales cycle.

5. Be Social, and show your prospects that you care.

Trying to do business for the sake of doing business won't exactly work. When focusing on lead generation, keep in mind that you need to be as "human" as possible to your prospects. Ask them what their thoughts are, and listen to any concerns they may have. Shed the "it's all about me" persona and always, always, always think about the person you're speaking with.

7. Get moving!

Don't just sit there waiting to get leads - be active about it! Now that you are aware of some of the essentials for B2B lead generation, put these into practice. Try to scope out great leads on social media channels such as LinkedIn. It works!

While you can try to generate leads all day long, the process in which you go about doing this matters. Don't dive into this territory without a plan - use the methods discussed above and see what difference it makes for your business in the long run.

Also, don't be afraid to look at what you're already doing in the world of B2B lead generation, and see how you can improve outreach based on these rules.

About the author:

*Christopher Tompkins is founder, head strategist, and CEO of The Go! Agency. His devotion to helping companies harness the power of online marketing impacts every aspect of The Go! Agency. A fundamental believer in online marketing education, Christopher speaks at national and international conferences. His latest book, *The Go Method: 22 Simple Steps to Creating a Social Media Strategy That Works!*, is now available! For more details, visit <https://gosalessandmarketing.com>.*

California Sub-Bid Request Ads



BID INVITATION FOR CONSTRUCTION OF Bay Area Rapid Transit Hayward Maintenance Complex Phase 2 Civil Grading Your bid is due to us on or before November 30th, 2020 @ 2:00PM (PST)

Project Description:

The Work consists of Site, civil and structural improvements to the existing BART Hayward Rail Storage Yard and to undeveloped land located north of the BART rail storage rack and east of the BART mainline tracks.

Specific elements of the project include, but are not limited to, demolition, clearing and rubbing, underground utilities; concrete pavement; retaining walls; drilled piers; fencing; and bioretention facilities.

For the following Trade Packages contact - Alissa @ 301-272-6841, alissa.varghese@clarkconstruction.com

Package 1.1: Testing and Inspection Services
Package 5.1: Miscellaneous Metals
Package 6.1: Rough Carpentry
Package 31.3: Sheet Piles
Package 31.4: Deep Foundations
Material Package 31.5: Steel Casing at Drilled Shafts
Material Package 31.6: Steel Sheet Piles

For the following Trade Packages contact - Trevor @ 301-272-7410, trevor.mccarney@clarkconstruction.com

Package 3.1: CIP Concrete
Package 3.2: Rebar, Furnish & Install
Package 7.1: Joint Sealants & Expansion Control
Package 9.1: Painting/ Anti-Graffiti Coating
Package 10.1: Signage
Package 32.3: Site Concrete
Material Package 3.0: Ready Mix Supply
Material Package 3.1: Rebar Supply

For the following Trade Packages contact - Tori @ 302-670-4846, victoria.barros@clarkconstruction.com

Package 26.1: Electrical, Grounding
Package 32.1: Fencing
Package 32.2: Asphalt
Package 32.4: Pavement Markings

For the following Trade Packages contact - Kayla @ 915-760-3828, kayla.valdez@clarkconstruction.com

Package 31.1: Earthwork & Site Demolition
Package 31.2: Earthwork Trucking
Package 33.1: Storm Drain Systems
Package 33.2: Sanitary Sewer Systems
Package 33.3: Pipe Jacking & Boring
Material Package 31.0: Aggregate
Material Package 33.3: Stormwater Piping and Manholes
Material Package 33.4: Sanitary Piping and Manholes

INFORMATION ABOUT PLANS AND SPECIFICATIONS

Drawings and Specifications May Be Obtained From: Building Connected. PLEASE CONTACT A TRADE ESTIMATOR LISTED ABOVE FOR ACCESS.

Bid documents can be viewed via: Building Connected as of October 30th, 2020

BID DATE: Your bid is due to us on or before November 30th, 2020 @ 2:00PM (Pacific)

PRIOR TO BID DAY/ON BID DAY: Contact the trade estimators listed above

SUPPLEMENTARY INFORMATION FOR DBE OR SBE BIDDERS

Clark is offering assistance with regards to bonding requirements and insurance requirements, where necessary. Assistance may include, but is not limited to:

1. Contacting bonding and/or insurance companies on behalf of DBE's/SBE's
2. Arranging with sureties to permit incremental or phased bonding for the DBE's/SBE's
3. Paying for the cost of the bond or insurance
4. Waiving bonding or insurance requirements
5. Referring DBEs to Business Development Centers or other resource agencies who may assist DBEs in obtaining bonding, insurance, or lines of credit

AN EQUAL OPPORTUNITY EMPLOYER

We request bids from small, disadvantaged, minority and Women-owned subcontractors and suppliers.

**Owner: City and County of San Francisco (CCSF)
San Francisco Public Utilities Commission (SFPUC)
Project: North Shore Pump Station
Wet Weather Improvements
Project No.: WW-685R**

**Bid Date: November 19, 2020 • Bid Time: 2:00 p.m.
Quote Due: November 19, 2020 by 12:00 p.m.**

Contractor:

**NTK Construction, Inc.
501 Cesar Chavez St., Suite 115
San Francisco, CA 94124**

415-643-1900 (phone) • 415-643-1300 (fax) <http://www.ntkconstruction.com> (website)

Estimator: Tin Tran - tran@ntkconstruction.com

We, NTK Construction, Inc. (NTK), will be bidding this project as a prime contractor and we are interested in receiving proposals/quotes from qualified and certified LBE, DBE, MBE, WBE, DVBE subcontractors and suppliers for the following items of work: (but not limited to)

Concrete, Metals, Roofing, Painting, Plumbing, Mechanical, HVAC and Electrical

The objective of this project is to provide redundant effluent pumping capacity of the North Shore Pump Station (NSS) during wet weather. This project will replace existing four (4) dry weather pumps with larger capacity units so that they are capable of pumping redundant capacity during wet weather. The project also includes upgrades to the motor control centers (MCC's) and distributed control system (DCS).

The estimated cost of construction contract is 33,000,000.

Project goals: 11% LBE (local only)

The project plans and specifications may be viewed at our office (501 Cesar Chavez St., Suite 115, San Francisco, CA 94124) or may be obtained from the SFPUC. Please visit their website at <http://sfwater.org/contracts>. A confidentiality agreement is required.

Please respond to this email and let us know whether or not you are interested in submitting a quote for this project. Please include your company name, contact name, the scope you will be bidding on and the best way to contact you.

An Equal Opportunity Employer



Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534
Attn: Krista Christensen at norcal.bids@kiewit.com
Fax (707) 439-7301

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

Brackish Water Desalination Project

Project No. PW 694

Owner: City of Antioch

Bid Date: November 17, 2020 @ 2:00 P.M.

Subcontractor and Supplier Scopes are due

November 10, 2020 and Quotes

NO LATER THAN November 16, 2020 at 5 PM.

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

Aggregates • Asphalt Paving • Cathodic Protection • CCTV • Concrete Formwork & Accessories • Concrete Pumping • Concrete Supply • Concrete, Cast in Place • Concrete, Minor • Demolition • Dewatering • Diving • Drilled Concrete Piers • Earthwork • Electrical • Electrical Supply • Electrical Testing • Erosion Control • Fence • FRP • Grouting • Horizontal Directional Drilling • HVAC • Masonry • Mechanical Equipment • Metal Decking • Miscellaneous Metals • MSE Walls • Openings • Paintings & Coatings • Pavement Markings • Piling • Piping & Valves • Precast Structures • Quality Assurance/Quality Control • Rebar • Sawcutting • Shotcrete • Signage • Soil Nail Wall • Steel Joists • Sweeper Truck • Tanks (FRP and Steel) • Temporary Facilities • Thermal & Moisture Protection • Traffic Control • Trucking & Hauling • Water Truck

Certified thru, but not limited to, any of the following agencies:

www.mbd.gov ; www.epa.gov ;

www.sba.gov ; dot.ca.gov

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

Plans are available for viewing at our office at our address below by appointment only or download at <https://www.antiochplanroom.com/jobs/> or through SmartBidNet (SBN). All companies registered in our SBN database will receive an invitation to bid.

Please visit <https://www.kiewit.com/districts/north-ern-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. Please contact Kiewit for any assistance in bonding, insurance, equipment, materials and/or supplies.

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

Each subcontractor must comply with the terms of the Project Stabilization Agreement. Non-signatory subcontractors will be required to sign an agreement for trades covered under this Project Stabilization Agreement.

Subcontractors and Suppliers will be required to execute Kiewit standard agreements and agree to Kiewit standard general terms and conditions. Copies are available for review through our Smart-BidNet (SBN) site.

CA Drinking Water State Revolving Fund (CASRF) applies

American Iron and Steel requirements apply

Davis-Bacon and California prevailing wage rates apply

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

Request for Proposals for Scope III
Bid Solicitation 7
SFPUC - Southeast Plant
New Headworks Construction

ADVERTISEMENT FOR SUBCONTRACTOR PROPOSALS

Subject to conditions prescribed by the City and County of San Francisco, CA responses to this bid request are sought from subcontractors for Structural Steel, Damp-proofing and Sealants, Doors, Overhead Doors, Glass and Glazing, Overhead Crane Procurement, Aluminum Grit Tank Covers.

PROJECT DESCRIPTION:

The intent of this project is to replace the existing Headworks Facility at the SE Water Pollution Control Plant with a new all-weather 250 MGD Headworks Facility. This is solicitation 7 for Scope III New Headworks Construction.

SCOPE / DRAWINGS:

The drawings for Scope III are included in the Plan Room on Smartbidnet.com. The scopes being sought for this project are as follows:

- 3-19 Structural Steel - Furnish and Install - 20% LBE Requirement
- 3-25 Dampproofing and Sealants - 20% LBE Requirement
- 3-27 Doors - 20% LBE Requirement
- 3-28 Overhead Doors - 20% LBE Requirement
- 3-29 Glass and Glazing - 20% LBE Requirement
- 3-40 Overhead Crane Procurement - 0% LBE Requirement
- 3-66 Aluminum Grit Tank Covers - 0% LBE Requirement

PRE-QUALIFICATION OF PROSPECTIVE SUBCONTRACTORS:

The Owner has determined that subcontractors who submit bids to Sundt/Walsh on this Project must be pre-qualified. Those subcontractors who pre-qualify will be allowed to bid on the above Scope of Work.

Interested firms may obtain Pre-qualification Documents on the Smartbidnet.com website or by contacting David Cooley, via e-mail at dcooley@sundt.com. All prequal documentation must be submitted by November 12, 2020.

LOCAL BUSINESS ENTERPRISE (LBE) REQUIREMENTS:

The following project-wide LBE participation requirement is: LBE-15%. Each Bid Package has a specific LBE requirement as indicated above. Any proposals that fail to meet the Bid Package LBE requirement will be deemed non-responsive.

DISADVANTAGED BUSINESS ENTERPRISE (DBE) REQUIREMENTS:

All subcontractors are hereby notified that it is expected that work to be performed under this contract will be in full or in part financed by the Clean Water State Revolving Fund (SRF), administered by the United States Environmental Protection Agency (US EPA) and the State Water Resources Control Board (SWRCB). Bidders shall comply with all applicable terms and conditions, special provisions, and reporting requirements, as set forth in these specifications, and as may be required by federal law, rule, or regulation. Additionally, meeting the project-wide Fair Share Objective is encouraged: MBE-6.4%, WBE-2.0%. Refer to Contract Section 00 48 10.01, Paragraph 2 for more information.

PRE-BID MEETING DATE:

There will be an on-line Pre-Bid meeting on November 5, 2020 at 2:00 pm. The meeting will be held via Microsoft Teams video conferencing. Please email David Cooley, dcooley@sundt.com, if you would like to attend.

BID DUE DATE: All bid documents must be submitted no later than December 10, 2020 by 2:00 p.m., California Time.

Confidentiality of the information provided will be respected to the extent permitted by law.

QUESTIONS: Direct all project specific questions to David Cooley at Sundt/Walsh. All questions should be submitted via e-mail. The e-mail address is [Dcooley@sundt.com](mailto:dcooley@sundt.com).

Visit www.sbeinc.com to download a PDF version of the latest SBE Newspaper and SBE Daily Newsletter