

# SMALL BUSINESS EXCHANGE

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Voice of Small, Emerging Diversity Owned Businesses Since 1984

• NEWS • INFO • BIDS

## San Francisco Releases Advanced Manufacturing Playbook

**Playbook Created Through Public-Private Partnership Aims to Strengthen and Grow Advanced Manufacturing in the City**

The Office of Economic and Workforce Development (OEWD), Mayor's Office of Civic Innovation (MOCI), SFMade, and members of the Advanced Manufacturing Action team released the "Make to Manufacture Advanced Manufacturing Playbook: Strengthening the Advanced Manufacturing Sector in San Francisco." The Playbook provides a roadmap to ensure that San Francisco and its residents continue to benefit from the economic, environmental, and social benefits of manufacturing.

"San Francisco is a City of innovators. We want to ensure our City is proactive in creating an environment for advanced manufacturers to grow and thrive," said Mayor Ed Lee. "This sector is creating jobs and opportunities as our companies incorporate new technologies into their facilities and our workforce learns to expand their skillsets."

The "Make to Manufacture Advanced Manufacturing Playbook" was guided by a group of 24 industry leaders from the public sector known as the Advanced Manufacturing Action Team (AMAT). Three key strategy areas came out of the Playbook:

- Collaboration with other Bay Area cities to create a strong manufacturing ecosystem
- Address San Francisco specific infrastructure challenges
- Increase workforce development opportunities in the sector

Within the strategies are six core recommendations that include 25 detailed descriptions from enabling a regional manufacture strategy to improving outreach, education and awareness around manufacture services and job opportunities to developing finance solutions to assisting with capital expenses to attracting manufacturers to San Francisco.

"Manufacturing has always been critical to the health of our local economy, and are some of the largest employers in San Francisco. The advanced

■ Continued on page 9

## SBA Announces Additional Funds for Small Business Startups

17 new winners will receive funding to boost economic impact of growth accelerators across the country



Image Credit :<http://hildalsolis.org>

The U.S. Small Business Administration (SBA) announced it will provide a total of \$850,000 to 17 new winners of SBA's third annual Growth Accelerator Fund Competition. Each organization will receive a cash prize of \$50,000 from the SBA. This announcement brings the total number of 2016 winners to 85 across 37 states and the District of Columbia. The additional funding will boost the economic impact of accelerators and brings the 2016 award total to \$4.25 million.

"Although an overused phrase, we feel like all of our entrants are winners. The accelerator and incubator platforms across our nation are having a huge positive impact on business initiations, incubations and outcomes. We are proud of our 85 winners and know that these awards will be put to good use," said Mark Walsh, SBA Associate Administrator for Investment and Innovation.

This competition draws attention and funding to parts of the country with gaps in the entrepreneurial ecosystem. While there are en-

trepreneurial activities occurring nationwide, some are better supported by private sector ecosystems than others. Through these efforts, SBA has created connective tissue among the over 200 winning entrepreneurial ecosystems now part of the Growth Accelerator Fund Competition program.

In accepting funds, accelerators commit to quarterly reporting for one year, including jobs created, funds raised, startups launched and corporate sponsors obtained. These metrics will allow SBA to continue building its database of accelerators and develop long-term relationships in these innovative and entrepreneurial communities.

Applications in 2016 were judged by more than 100 experts with entrepreneurial, investment, startup, economic development, capital formation and academic backgrounds from both the public and private sector.

### The additional Growth Accelerator Fund Competition Winners are:

- Seed Spot (Phoenix, Ariz.)
- Urban Workshop (Costa Mesa, Calif.)
- Hera Labs (San Diego, Calif.)
- XLR8UH (Honolulu, Hawaii)
- Windy City Harvest (Glencoe, Ill.)
- NIIC (Fort Wayne, Ind.)
- Fab Lab ICC (Independence, Kan.)
- Propeller (New Orleans, La.)
- Cohab (Shreveport, La.)
- NEON Business Incubator (Minneapolis, Minn.)



Image Credit: <http://www.rentittoday.com>

- Prosper Women Entrepreneurs (St. Louis, Mo.)
- First Flight Venture Center (Durham, N.C.)
- Year of the Startup (Omaha, Neb.)
- The Mill (Las Vegas, Nev.)
- University of Toledo Launchpad Incubator (Toledo, Ohio)
- Local Works (Charleston, S.C.)
- Manufacturing Diversity Institute (Milwaukee, Wis.)

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

### ABOUT THE U.S. SMALL BUSINESS ADMINISTRATION (SBA)

The U.S. Small Business Administration (SBA) was created in 1953 and since January 13, 2012 has served as a Cabinet-level agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, the SBA delivers its services to people throughout the United States, Puerto Rico, the U.S. Virgin Islands and Guam. [www.sba.gov](http://www.sba.gov)

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# Community Outreach

## What Diversity Can Do For Your Business

By Camilla Dahlen, Head of ISV, SAP

Diversity has become a watchword in the business world. Businesses often advertise diversity, but when you look under the hood, there may not be much truth in the hype. Through globalization, we see a more encompassing and diverse customer profile and today's digital disruption alters the way we connect with them.

Diversity simply means variety. In life, and in the workforce, diversity means incorporating a myriad of viewpoints, backgrounds, skills and life experiences. The opportunity lies in unlocking and assembling the unique perspectives across multiple talented and skilled individuals. The more diverse the workforce, the more creative and innovative ideas will be considered to solve problems and drive growth. According to a Forbes Survey, 85% of enterprises agree that diversity results in the most innovative ideas.

The importance of diversity isn't a new concept. HBR identified and highlighted companies with diversity initiatives in its article How Diversity Can Drive Innovation already in 2013. In this report, it states, "New research provides compelling evidence that diversity unlocks innovation and drives market growth – a finding that should intensify efforts to ensure that executive ranks both embody and embrace the power of differences."

What has changed now is the rapid pace at which technology and globalization is driving the market towards greater diversity, as well as an expectation for companies to respond faster.

### Love diversity, love your company

When I started in my career many years ago, we targeted a handful of market segments and led focus groups to understand how products addressed needs. The process of making sense of the data would take months – and that was acceptable back in the day. In today's digital world, we have the opportunity to interact directly with our customers through social media, and they are quick to provide immediate feedback. Social media provides us the ability to share ideas and collaborate in near real time – it's the modern focus group!

### Editors' Note

The following spelling errors are in the article "Caltrans District 4 building a bridge between prime contractors and DBEs" appearing in the October 27 2016 edition:

"whether certain DBEs could secure **binding**" (should be **bonding**)

"**DEBS** (should be **DBEs**) ... meanwhile, expressed frustration..."

The article did not include sufficient focus on the contribution of CPM Logistics to work collaboratively with Caltrans to improve relationships between DBEs and Prime contractors. **SBE** will publish a profile on CPM Logistics in the future.



Image credit: <http://blogs-images.forbes.com>

The innovation, agility, and productivity needed to address customer demand in real time gets a leap forward when our workforce is composed of unique individuals. People from different backgrounds bring particular viewpoints and drive immediate benefits which translate into many areas, including:

### Problem solving

When an issue arises, getting employees together with diverse backgrounds often leads to unique and creative solutions. In the May 2016 issue of the Diversity Journal CEO in Action Awards, Lorna Donatone, CEO of Sodexo, states, "Tapping into the full potential of our employees' diversity makes us a stronger and more innovative company, better able to serve our clients and 75 million consumers around the world."

### Expansion

With the economy moving toward globalization, it pays to have a workforce that understands and communicates across national boundaries. According to Diversity Journal, "One of the realities of today's workplace is the need for cross-cultural understanding in an increasingly global workplace." Lorna Donatone shares her perspective, "Understanding how workforce demographics and workplace needs are changing provides [companies like] Sodexo with an opportunity to support and leverage multicultural workforce for professional development while meeting business objectives."

Greater variety translates into employees with language skills and knowledge of cultural practices that can help us build relationships and market share anywhere in the world. And with such talent, we are given the opportunity to expand our thinking.

### Creativity and innovation

When everyone you hire has a similar ethnic and cultural background, creativity often falls flat. Bringing in people from diverse backgrounds yields unique insights and the ability to blend cultural norms for a creative approach to development, marketing, deployment, operations and more. Managing partner C. Lash Har-

rison's mentioned, during the CEO in Action Awards presentation, that he envisions "that better and more creative solutions come from a group of individuals who are different."

### Improved engagement

By understanding and appreciating different cultural backgrounds, you help build a culture of engagement that results in more collaboration and higher productivity. John Wilson, CEO of Wilson HCG noted during the awards presentation, "Collaboration is the key to success and different perspectives, backgrounds, and experiences are critical to having a productive and innovative workforce."

Wilson's observations can be easily seen in my team too. Because we are structured as a global organization, we can capture ideas from across the globe. We use design thinking as a framework for ideation where we include a variety of roles from inside and outside our partners' organizations, with the objective of creating meaningful ideas based on a variety of different viewpoints. Our partners appreciate our approach as an inherent way to incorporate diversity into the creation process.

### Disruption drives diversity

Diversity goes hand in hand with our goals of co-innovation and digital transformation. The same benefits you reap from better business intelligence and big data also come from building a community of people with diverse and unique backgrounds.

The more diverse the employee pool, the more agile and innovative companies will be. It is critical that companies are representative of all people, regardless of race, gender, age or other human differences as we engage with our customers. Building a corporate culture that enables and encourages diversity helps organizations connect to a broader market, more quickly. And as diversity continues to be addressed at all levels, it becomes easier to identify, attract, and develop top talent.

SOURCE: <http://www.forbes.com>



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# Access to Capital



## Nation's Top Online Small Business Lending Platforms Unveil SMART Box™

Industry's first model disclosure from ILPA founders OnDeck, Kabbage, and CAN Capital will empower small businesses to assess and compare finance options

The Innovative Lending Platform Association (ILPA)—consisting of the nation's three largest online small business lending platforms OnDeck® (NYSE: ONDK), Kabbage®, and CAN Capital—in partnership with the Association for Enterprise Opportunity (AEO), the leading advocate for microbusiness in the United States, today introduced the SMART (Straightforward Metrics Around Rate and Total cost) Box™, a first-of-its-kind model pricing disclosure and comparison tool focused on empowering small businesses to better assess and compare finance options.

The SMART Box tool is a priority initiative for the ILPA, developed in response to a need for common verbiage and standardization in pricing disclosure in small business finance. The SMART Box presents small businesses with a table of standardized pricing comparison tools and explanations, including the total cost of capital (TCC) and annualized percentage rate (APR). The new model disclosure is the culmination of months of engagement with key small business stakeholders, including lending platforms, policymakers, not-for-profit organizations, small business owners, and small business advocates. The ILPA and AEO worked with these stakeholders to unite around a disclosure that includes a third-party validation mechanism (implemented by Navigant Consulting) and allows small businesses to make apples-to-apples comparisons of different finance options.

### How the SMART Box works:

There are currently three versions of the SMART Box disclosure—for term loans, lines of credit, and merchant cash advances—that take into account the differences between the products, while still utilizing common pricing metrics and calculations, as well as standardized language.

View more details and images of the three versions of the SMART Box here: <http://innovativelending.org/smart-box/>

### The SMART Box disclosure features include:

- The basic elements of the finance option under consideration, including: the amount financed, the funds disbursed, the total repayment amount, the expected term, and the frequency of payback (as applicable).
- Four common pricing metrics, including TCC, APR (estimated for merchant cash advances), the average monthly payback, and the cents on the dollar cost of the financing option.

The TCC metric captures all interest and any other fees that are a condition of receiving capital. This metric states the total dollar cost of the finance option, a crucial source of information for a small business owner.

The APR metric provides the cost of capital—including fees that are a condition of receiving capital, when applicable—expressed as a yearly rate. Note that while APR can be used for comparison purposes, it is not the interest rate applied or used to calculate the total dollar cost of the financing option. Navigant Consulting will be responsible for validating that APR calculation methodologies are consistent with the principles of Regulation Z (implementing The Truth in Lending Act.)



Image credit: <http://www.northcoastbl.com>

The average monthly payment metric captures the average monthly cash flow impact of repaying the finance option under consideration. Regardless of whether the product requires daily, weekly, or monthly repayment, the average monthly payment provides a common benchmark for assessing monthly cost.

The cents on the dollar metric captures the amount of interest (or Loan Fees, as applicable) paid per dollar borrowed. This metric is exclusive of all other fees to allow for comparison with other common pricing metrics in commercial finance, including the factor rate, simple interest, and total interest percentage.

The SMART Box presents the small business owner with two questions regarding the prepayment policy applicable to the finance option under consideration. The first question asks whether prepayment will result in any new fees or charges not already captured in the SMART Box. If the answer is "yes," the SMART Box requires a cross-reference to clear and conspicuous disclosure in the provider's loan documents that describes the incremental fee or charge. The second question asks whether prepayment will result in any reduction in interest or the applicable loan fee. If the answer is "yes," the SMART Box requires a cross reference to clear and conspicuous disclosure in the provider's loan documents

that states the amount of the reduction. As an enhanced disclosure, the SMART Box helps bring the applicable prepayment policy to the attention of the small business.

Finally, each SMART Box disclosure assumes that the finance option will be repaid in its entirety, according to the terms of the applicable agreement, and that no payments will be missed.

### Support for the SMART Box:

Association for Enterprise Opportunity

"The new SMART Box tool is a game changer in driving small business ownership through greater inclusion to capital access," said Connie Evans, AEO's president and CEO. "We are proud to be part of a collective cross-sector effort to bring creative solutions to the complex issue of improving capital access to Main Street. It should go far in helping business owners, particularly those in underserved communities, navigate the new frontier of lending options."

### Navigant Consulting

"Navigant's Consumer Finance practice looks forward to working with the ILPA on this important self-regulatory initiative focused on customer transparency by providing a quality assurance mechanism and compliance validation," said Mike Jones, director, Financial Services, Navigant. "We

are happy to be able to bring our expertise to this effort."

### National Small Business Association (NSBA)

"Access to capital is a top priority for NSBA and we appreciate how SMART Box allows small businesses to more fully assess and compare lending options. This type of price transparency, along with best practices like the ones adopted by the Coalition for Responsible Business Finance (CRBF), will help solidify the trust between non-bank lenders and small businesses," stated Todd McCracken, NSBA president and CEO, and an advisory board member for CRBF.

### Small Business & Entrepreneurship Council

"Finding funding to start or grow your business can be an onerous challenge for small business owners. The growth of online lending platforms has provided small businesses with access to many more options in this tight lending climate," remarked Kristie Arslan, Small Business & Entrepreneurship Council's entrepreneur-in-residence. "As a small business owner, allowing the vital information of a funding opportunity, such as the monthly payments, total repayment amount, cost of capital, fees, and much more, to be pulled out of the fine print and presented with the SMART

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# 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: Greg Souder • An Equal Opportunity Employer

### REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Interchange Improvements, retaining and sound walls  
Hwy 92 & 82, San Mateo  
Caltrans #04-235524  
BID DATE: November 15, 2016 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Cold Plane AC, Clearing & Grubbing, Roadway Excavation Type Z-2 Aerially Deposited Lead, Structure Excavation, Concrete Removal, Sand Bedding, Structure Backfill, Pervious Backfill Material, Imported Borrow, Irrigation, Hydroseed, Decomposed Granite, Temporary Erosion Control, Fiber Rolls, Compost, AC Dike, Tack Coat, CIDH Concrete Piling, Structural Concrete Retaining Wall, Joint Plain Concrete, Minor Concrete (Minor Structure), Fractured Rib Texture, Bar Reinforcing Steel, Headed Bar Reinforcement, Overhead Sign Structures, Roadside Signs, Sound Wall (Masonry Block), Anti-Graffiti Coating, Underground, Rock Slope Protection, Detectable Warning Surface, Minor Concrete, Interlocking Concrete Pavers, Misc. Iron and Steel, Manhole Frame and Cover, Midwest Guardrail System, Transition Railing, Smart Crash Cushion, Temporary Crash Cushion, Concrete Barrier, Striping & Marking, Pavement Marker, Signal and Lighting, Ramp Metering System and Construction Materials.

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

### Sub-Bids Requested from qualified DBE/MBE/WBE/OBE Subcontractors and Suppliers For:

#### UPPER STONE CANYON RESERVOIR WATER QUALITY IMPROVEMENT PROJECT, IFB NO. 7694

Owner: The Los Angeles Department of Water and Power  
Location: Los Angeles, CA  
Bid Date: November 17, 2016 @ 2:00 P.M.

### J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789  
Phone: (909) 595-4397 • Fax: (909) 444-4268  
Contact: Lori Olivas, [lori.olivas@jfshea.com](mailto:lori.olivas@jfshea.com)

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Demolition, Welded Steel Pipe, Welding, AC Paving, CSPE Floating Cover, Landscape, Chain-Link Fencing, Ready-Mix Concrete, Reinforcing Steel, Masonry, Structural Steel, Miscellaneous Metals, Metal Decking, FRP Fabrications, Preformed Roof Panel System, Sealants, Painting, Cathodic Protection, Welded Steel Tanks, Equipment, Electrical and Instrumentation

Plans and Specifications: Register online with LADWP's online bidding system at: <http://www.ladwp.com/ersp>. Once registered you may download free of charge the specifications and attachments for this project. In order to receive a free CD with the plans and geotechnical reports for this project, you must sign a Confidentiality Agreement and submit to the Los Angeles Department of Water and Power, Director of Supply Chain Services, Vendor Liaison Center, 111 North Hope Street, Room L43, Los Angeles, CA 90012-2607, Phone: (213) 367-3777. The IFB provides instructions for you to receive a free CD of the plans. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE/MBE/WBE/OBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's

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### REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Reconstruct Interchange  
Hwy 101 Willow Road Interchange - San Mateo  
Caltrans #04-235654  
BID DATE: November 16, 2016 @ 2:00 PM**

**O. C. Jones & Sons, Inc. is soliciting quotes for  
(including but not limited to):**

Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Temporary Crash Cushion, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, ADL Burial Location Report, Treated Wood Waste, Obliterate Surfacing, Adjust Utilities, Cold Plane AC, Cap Inlet, Clearing & Grubbing, Develop Water Supply, Dust Palliative, Roadway Excavation (Type Y-1 – Aerially Deposited Lead), Cement Deep Soil Mixing, Imported Borrow, Subgrade Enhancement Geotextile, Rolled Erosion Control Product, Hydroseed, Compost, AC Dike, Geosynthetic Pavement Interlayer, Tack Coat, Individual Slab Replacement (RSC), Mechanically Stabilized Embankment, Minor Concrete, Concrete Surface Texture, Roadside Signs, Retro-Reflective Sheeting, Paint Curb, Reinforced Concrete Pipe, Rock Slope Protection, Detectable Warning Surface, Contrast Treatment Surface, Misc. Iron & Steel, Manhole Frame and Cover, Misc. Metal, Object Marker, Midwest Guardrail System, Vegetation Control-Minor Concrete, Concrete Barrier, Double Thrie Beam Barrier, Transition Railing, Alternative Flared Terminal System, Crush Cushion, Striping & Marking and Construction Materials. 100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).

Contact: Jean Sicard @ OCJ (510) 809-3411  
[jsicard@ocjones.com](mailto:jsicard@ocjones.com)

**Disney Construction is soliciting quotes  
(including but not limited to):**

Trucking, Temporary Shuttle Service, Noise Monitoring, Bridge Removal, Structure Excavation, Structure Backfill, CIDH Concrete Piling, Furnish Pile, Drive Pile, Structural Concrete, Precast Prestressed Concrete Wide-Flange Girder, Joint Seal, Bar Reinforcing Steel, Furnish & Install Sign Structure, Sound Wall, Steel Pipe, Bridge Deck Drainage System, Abandon Water Line, Fire Hydrant Assembly, Water Line, Cathodic Protection & Test Station, Pressure Test, Flush, Disinfect Water Line, Blow Off with Traffic Rated Lid, Air Release Valve, Fencing, Chain Link Railing, Methyl Methacrylate Green Colored Resins, Signal & Lighting, Ramp Metering System, Fiber Optic System and Construction Materials.

Contact: Amir Mutwakil @ Disney Construction @ (650) 259-9545 Ext. 110  
[amutwakil@disneyconstruction.com](mailto:amutwakil@disneyconstruction.com)

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

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## McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603  
Phone: (510) 632-7676 • Fax: (510) 562-5209  
Contact: Keith Ones • An Equal Opportunity Employer

### Sub Bids Requested From Qualified MBE, WBE Subcontractors & Suppliers for

#### East Bay Municipal Utility District -

#### MWWTP Recycled Water 12-Inch Pipeline Extension and Commercial Fill Station

Project# SD-387 • Location: Oakland, Alameda County • Bid Date: November 16, 2016 @ 1:30 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: Electrical, Paints and Coatings, Fencing, Striping and Pavement Markings

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.



## McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603  
Phone: (510) 632-7676 • Fax: (510) 562-5209  
Contact: Kevin Exberger • An Equal Opportunity Employer

### Sub Bids Requested From Qualified DBE Subcontractors & Suppliers for

#### City of Oakland - High Street Intersection Improvements

Project# C490610 • Location: Oakland, CA • Bid Date: November 17, 2016 @ 2:00 PM

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP, Trucking, Striping, Tree Removal, Slurry Seal, Crack Seal, Electrical, Stamped Asphalt

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

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# California Sub-Bid Request Ads



8201 Edgewater Drive, Suite 202 • Oakland, CA 94621  
Phone (510) 777-5000 • Fax (510) 777-5099

SBE Subcontractor/Supplier Bids Requested For:

**San Francisco Bay Area Rapid Transit District  
El Cerrito Del Norte Station Modernization Program  
Contract No. 05HA-100**

**REVISED BID DATE: November 22, 2016 at 2:00PM  
Fax all quotes to 510-777-5099**

Requesting certified SBE Subcontractor and Supplier Quotes on: **Architectural, Concrete Building, Coring, Demolition, Doors, Elevator, Expansion Joints, Fence, Flatwork, Insulation, Joint Seal, Landscape, Lumber, Mechanical, Membrane, Misc. Metals, Paint Stain, Paving, Precast Utility, Ready Mix, Rebar, Roofing, Signs, Steel Erection, Steel Fabrication, Striping, Structural Steel, Survey, Traffic Control, Trucking, Utility Work, Waterproofing, Welding, Elevator, Electrical, Curtain Wall, Ceramic Tile, Fireproofing, Bus Shelters**

Contract Documents may be obtained from the District Secretary's Office, San Francisco Bay Area Rapid Transit District, in person on the 23rd Floor at 300 Lakeside Drive, Oakland, CA 94612 or are available for viewing by appointment only at Shimmick Construction's Office: 8201 Edgewater Drive, Suite 202, Oakland, CA 94621.

Subcontractors and Suppliers interested in this project may contact Bill Johnson by phone at (510) 777-5000.

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



8201 Edgewater Drive, Suite 202 • Oakland, CA 94621  
Phone (510) 777-5000 • Fax (510) 777-5099

LBE Subcontractor/Supplier Bids Requested For:

**Southeast Water Pollution Control Plant Existing Digester Gas Handling Improvements  
City and County of San Francisco Public Utilities Commission  
Contract No. WW-632**

**Bid Date: November 17th, 2016 until 2:00PM  
Fax all quotes to 510-777-5099**

Requesting certified LBE Subcontractor and Supplier Quotes on:

**SUBCONTRACTORS:** Sheet Metal, Reinforcing Steel, Insulation/Acoustical, Electrical, Plumbing, Painting & Waterproofing, Roofing, Concrete Services, Boiler/Hot Water/Steam Fitting, Metal Products, Prefabricated Equipment, Prefabricated Building, Demolition, Instrumentation

**SUPPLIERS:** Steel & Steel Products, Buildings (Portable or Prefabricated), Utility Products, Electrical Equipment, Instrumentation Equipment, Lighting Supplies, Lumber, Boiler/Hot Water/Steam Fitting Equipment, Communications Equipment, Water & Sewage Treatment, Pipes/Valves/Fittings

Hard copy versions of plans, specifications and bidding documents are available at 525 Golden Gate Avenue, 1st Floor, Customer Service Desk, San Francisco, CA 94102. Contract documents are also available for download using the following link:

[https://www.dropbox.com/sh/xfo5o7uqjskavor/AAC9uqJah\\_ZgTk6pllW74NV2a?dl=0](https://www.dropbox.com/sh/xfo5o7uqjskavor/AAC9uqJah_ZgTk6pllW74NV2a?dl=0)

Subcontractors and Suppliers interested in this project may contact Bill Johnson by phone at (510) 777-5000.

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

## Chumo Construction, Inc.

14425 Joanbridge Street, Baldwin Park, CA 91706  
Phone: (626) 960-9502 Fax: (626) 960-3887  
Contact: George Chumo

Sub-Bids Requested From Qualified  
DBE Subcontractors & Suppliers

**For Construction on State Highway In  
Orange County at Various Locations from  
0.9 Mile North of Route 1 to Route 55/91**

**Separation District 12  
Location: 12-Ora-55-1.2/R17.9  
Contract No. 12-0M5004  
Bid Date: 11-09-16 @ 2:00 PM**

We have information about the plans, specifications, and requirements in our office located at 14425 Joanbridge Street, Baldwin Park, CA. Please call to arrange an appointment, our office hours are 8:00 am to 4:30 pm. Copying services are available.

100% Performance and Payment Bonds with a surety company subject to approval of Chumo Construction Company, Inc. are required of subcontractors for this project. Chumo 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 AGC Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions. Chumo 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. Chumo 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 George Chumo at (626) 960-9502.

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## SYBLON REID

P.O. BOX 100 • Folsom, CA 95763  
Phone: (916) 351-0457  
Fax: (916) 351-1674  
Contact: Karen Reichenberger

Sub-Bids Requested From MBE, WBE, DBE,  
DVBE, SB, SDB, WOSB, HubZONE SB,  
Service DVOSB, Small Micro Business Subcontractors & Suppliers for:

**Santa Clara Valley Water District  
Pacheco Conduit and Santa Clara -  
Tunnel Rehabilitation Project  
Project No. 91214001 & 91221006  
Contract No. C0621  
Location: City of Santa Clara, CA  
Bid Date: November 9th, 2016 @ 2:00PM**

Trades Solicited:

Demolition, Clear & Grub, Dewatering, CL Fence, Welded Wire Mesh Fence, Concrete, Steel Pipe, Valves & Actuators, Steel Structures, SWPPP, Surveying, Trucking, Traffic Control, Construction Area Signs, Metal Fabrications, Coating & Painting, Polyurea Liner, Contact and Pressure Grouting, Concrete Pumping, Concrete Sawing, Piping/Fittings/Valves, Pipe Supports, Electrical, Cathodic Protection, supports, And instrumentation.

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

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

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

## St. Louis, MO. Sub-Bid Request Ad

**Dragados-USA, Inc. is requesting bids for the  
Jefferson Barracks Tunnel project located in St. Louis, Missouri.  
Bid Date: 11/17/2016**

Project Description: The Jefferson Barracks Tunnel (Lemay WWTP to Martigny PS) Project Number 11711 consists of approximately 17,800 feet of 7-foot finished diameter tunnel. The ground cover over the tunnel alignment will vary in depth between approximately 95 feet and 210 feet. This sewer tunnel facility is located in St. Louis County within the Lemay WWTP Service Area.

The facility will collect, store and convey sewer flows to the Lemay WWTP. Dragados is looking for qualified MBE subcontractors and suppliers to assist with the following work items: **Fencing, Electrical, Clear & Grub, Site Grading, Site Utilities, Drainage, Trucking, Concrete Supply, Aggregate Supply, Security, Drilled Shafts, Tie-Backs, Miscellaneous Metals, Metal Fabrication, Asphalt Paving, Steel Pile, Pre-Cast Concrete, Pipe Supply (D.I., S.S., P.V.C., R.T.R.C.), Rebar Supply, Rebar furnish & Install, Cast-in-Place Concrete, Demo, Traffic Control, Signage.**

To request plans and specifications, please email Arinda Cale. [acale@dragados-usa.com](mailto:acale@dragados-usa.com). There is a 17% MBE (African American) requirement for this project. Dragados-USA, Inc. encourages Minority Owned Business Enterprises to participate in this project and hereby notifies all bidders that minority business enterprises will be afforded full opportunity to submit bids in response to this invitation in consideration for an award.

### DRAGADOS USA

3200 Park Center Dr. Suite 600 • Costa Mesa, CA. 92626  
Phone: 657-229-7800 Ext.773  
Contact: Arinda Cale • Email: [acale@dragados-usa.com](mailto:acale@dragados-usa.com)

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and **SBE Daily Newsletter**



# SBE Spotlight on Success

## Congratulations USBC Member: BOAZ Enterprises on your Google Contract!



**LaTonya J. Pegues,**  
CEO of BOAZ Enterprises & USBC Member  
Austin, Texas based Public & Media Relations,  
Marketing, Training, & Consulting Firm.

### U.S. Black Chambers Continues to Create Opportunities for its Members

U.S. Black Chambers' member LaTonya Pegues attended the USBC's Annual Policy Breakfast held at Google's Washington, DC office during the Congressional Black Caucus Foundation's Annual Legislation Conference and walked away with a rewarding contract from Google.

While attending USBC's Annual Policy Breakfast, LaTonya met one of USBC's Google partners and began to discuss business opportunities. As a small business owner, LaTonya was no stranger to Google's small business resources. Under LaTonya's leadership, her organizational development, communications, and international consulting firm was a member of the inaugural Accelerate with Google Academy graduating class of 2014. During that time, LaTonya was also one of the first small businesses to register in the Google Small Business Supplier Diversity program.

As a member of USBC, LaTonya was able to leverage her membership to gain access to senior staff at Google. While networking at USBC's Annual Policy Breakfast, LaTonya was able to meet key decision makers needed to secure a sizable contract.

"The U.S. Black Chambers does an excellent job of providing its members with access to key players. As a member of USBC, I've leveraged USBC's resources and networking opportunities to grow my business. I'm thankful and excited to work with one of the nation's largest tech companies-- Google."

On behalf of the USBC President Ron Busby congratulations to both parties!

\*\*\*\*\*

### Join the USBC

America's fastest growing advocacy group for Black business!

The U.S. Black Chambers, Inc. is the national voice for Black business in America and your avenue to growth, inclusion and prosperity. We are committed to ensuring that your interests are protected in Washington, DC and offer you unprecedented access to federal advocacy activities, peer networking, entrepreneur training, and professional development resources.

As a chamber executive, African American business owner or corporate leader, you can join the U.S. Black Chambers, Inc. through a membership designed specifically for you!

### ADVOCACY

USBC serves as the "National Voice of Black Business," the leading advocate for the development of African American businesses and chambers of commerce. Headquartered in Washington, DC, USBC is perfectly positioned to influence national policy and legislation on behalf of our members. Regardless of party affiliation, the USBC supports public policy that helps grow the number and size of Black-owned businesses in America.

USBC possesses a specific understanding of the challenges and opportunities our members face. Our leadership consists of former small business owners, successful chamber presidents, large business owners, corporate America's C-suite executives, and high-level policy leaders – effectively navigating the business industry with unmatched expertise.

**SOURCE: U.S. Black Chambers, Inc.**

\*\*\*\*\*

The Small Business Exchange beginning with this issue of SBE, will begin publishing the column **SBE Spotlight On Success**. SBE invites your recommendation of a successful business or person to "spotlight". Send to [sbe@sbeinc.com](mailto:sbe@sbeinc.com)

## Veterans Corner

### Report: Civilian hiring managers love veterans, but don't always understand them

By: Leo Shane III, Military Times

Hiring managers see veterans as valuable recruits for civilian companies but still struggle with how to handle their concerns and professional development, according to a new survey released by the Hiring Our Heroes initiative on Wednesday.

The study, which included interviews with 400 hiring professionals and 1,000 veterans, found that business leaders have helped make their corporate culture more welcoming to transitioning troops in recent years. They're actively looking to hire veterans, and see them as ideal employees.

Managers interviewed listed military experience as a top three recruiting priority for their firms, with 77 percent calling their skills an important addition to the work force. Eighty percent ranked finding employees with higher education degrees that same level of importance.

The survey found human resource managers overwhelmingly see veterans as more disciplined (86 percent), collaborative (67 percent) and hard working (61 percent) than their civilian peers.

"They also express few concerns about hiring veterans," the report states.

But more than half of the hiring managers surveyed said they had little to no understanding of military rank and structure, making it difficult to match veterans' experience with appropriate jobs.

"There is still a civilian/military divide," said Eric Eversole, president of the U.S. Chamber of Com-

merce's Hiring Our Heroes program. "There is still a cultural divide ... and veterans still don't know what they don't know about civilian jobs."

Fewer than one in four managers think their workplaces have negative biases against veterans. But nearly half of the veterans surveyed for the report said they have faced negative attitudes and treatment in civilian jobs.

Of the 44 percent of veterans who left a job within a year of being hired, 16 percent said they had difficulty relating to colleagues, and 14 percent said they had trouble relating to their company's operations and culture.

To retain these veterans, employers must do more to help their non-veteran employees — especially human resources professionals and hiring managers — understand military service and structure," the report notes.

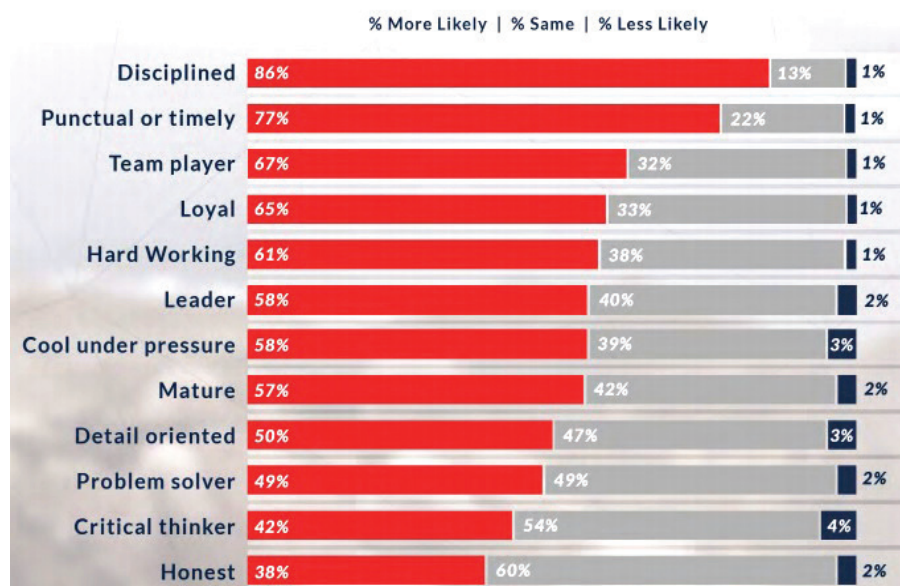
The study also found that female veterans tend to struggle more with finding a post-military job than men.

Roughly 56 percent of male veterans said they found employment within four months of separation. Only 45 percent of female veterans said they did.

Program officials said they hope the findings can redirect veterans employment efforts to more focused results, given the success of broader initiatives in recent years. The Bureau of Labor Statistics estimated roughly 7 percent of veterans were unemployed in 2014, but recent months' estimates have fallen below 5 percent.

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

### Veterans are generally viewed as having more positive attributes by HR professionals.



\* Percentages that do not total 100% are due to incomplete response rates.

**A new survey from the U.S. Chamber of Commerce's Hiring Our Heroes program found abundant respect for veterans experience and skills among hiring managers. Photo Credit: Courtesy of Hiring Our Heroes**

# Public Legal Notices



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

### Contract No. 2116D-3 (ID No. OCM17051) AS-NEEDED SIDEWALK REPAIR FOR ACCELERATED SIDEWALK ABATEMENT PROJECT (ASAP) NO.3

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on November 16, 2016**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at [www.sfpublishworks.org/biddocs](http://www.sfpublishworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublishworks.org](http://www.sfpublishworks.org) for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is at various locations in San Francisco and includes concrete work for the reconstruction of sidewalks, driveways, curbs and curb ramps; replacement of utility boxes and covers; trimming/pruning of trees and hedges and all appurtenant work in accordance with drawings and specifications. The Work will be given out as work orders packages that include the scope and will specify the time limit for completion. The time allowed for completion is 365 consecutive calendar days. The Engineer's estimate is approximately \$1,400,000. For more information, contact the Project Manager, Michael Lennon at 415-554-5797.

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

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

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

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

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

The Contract will be awarded to the lowest responsible responsive bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is **25%**. Call Kelly Dwyer at 415-558-4080 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on **November 2, 2016 at 2:00 p.m.** at 1155 Market Street, 3rd Floor, SF, CA 94103 at Fishbowl Conference Room.

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

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

**Class "A" or "C-8" license required to bid.**

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

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

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

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

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

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

11/3/16  
CNS-2941219#  
SMALL BUSINESS EXCHANGE



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

### ADVERTISEMENT FOR BIDS CONTRACT NO. 2852J (ID NO. OCE17032) MUNI FORWARD AS-NEEDED CONTRACT

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on December 14, 2016**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at [www.sfpublishworks.org/biddocs](http://www.sfpublishworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublishworks.org](http://www.sfpublishworks.org) for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located at various locations throughout the City and County of San Francisco and consists of curb ramp and bulb out / transit bulb construction, pavement renovation, sewer replacement, traffic signal installation, traffic routing and all associated work. The Work will be given out as work order packages that include the scope and time limit for completion. The time allowed for completion is 1,095 consecutive calendar days. The Engineer's estimate is approximately \$3,800,000. For more information, contact the Project Manager, Amy Lam at 415-558-4541.

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

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

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

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

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

The Contract will be awarded to the lowest responsible responsive bidder.

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation

Requirement is **25%**. Call Lupe Arreola at 415-558-4059 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

**A pre-bid conference will be held on November 16, 2016; 1:30 p.m., at 1680 Mission Street, 3rd Flr.**

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

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

**Class "A" license required to bid.**

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Executive Director of Municipal Transportation Agency recommends the contract for award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

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

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

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

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

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

11/3/16  
CNS-2941804#  
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# Public Legal Notices



## GOLDEN GATE BRIDGE HIGHWAY & TRANSPORTATION DISTRICT

### NOTICE TO CONTRACTORS

NOTICE IS HEREBY GIVEN that sealed bids for **Contract No. 2017-B-03, Toll Plaza Modular Offices and Administration Building Improvements**, will be received by the Office of the Secretary of the District, Golden Gate Bridge, Highway and Transportation District (District) either by U.S. Postal Service addressed to its mailing address, P.O. Box 9000, Presidio Station, San Francisco, CA 94129-0601, or by courier or personal delivery to its office at the Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA, on **Tuesday, December 6, 2016, by 2:00 p.m., Pacific Time**, at which time bids will be publicly opened and read.

This public works Project consists of, in general, removing and replacing the existing exterior wall mounted HVAC units from the Golden Gate Bridge Toll Plaza Modular Offices, removing and replacing the existing roofing system and the existing roof top mounted HVAC units from the Golden Gate Bridge Toll Plaza Administration and Powerhouse buildings, building modifications and access improvements and all other work items as shown on the Contract Plans and as specified in the Bid Documents to complete the Project titled Toll Plaza Modular Offices and Administration Building Improvements located at the Golden Gate Bridge Toll Plaza, San Francisco, CA.

A **pre-bid meeting will be held on Tuesday, November 15, 2016, at 10:00 a.m., Pacific Time**, at the Administration Building, Golden Gate Bridge Toll Plaza, San Francisco, CA. A job walk-through will be conducted immediately after the meeting. While attendance at this meeting and job walk-through is not mandatory, the **District highly recommends you attend**.

Bidders bidding as the prime contractor shall possess a valid **State of California Class A, General Engineer-**

**ing Contractor's License, or a State of California Class B, General Building Contractor's License.** Pursuant to Public Contract Code Section 4104, each Bid Proposal must include the name and location of the place of business of each subcontractor who shall perform work or service or fabricate or install work for the prime contractor in excess of one-half of one percent (1/2 of 1%) of the bid price, using the List of Subcontractors form included with the Bid Documents.

Bids must be accompanied by a deposit either in the form of cash, a certified or cashier's check, or a Bidder's Bond, as described in the Contract Documents.

The successful Bidder shall furnish a performance bond and a payment bond in amounts equal to one hundred percent (100%) of the total price of the Contract. Pursuant to Public Contract Code Section 22300, the successful Bidder may submit certain securities in lieu of the District withholding funds from progress payments (retention) during the Project.

The District hereby notifies all Bidders that it is the policy of the District to ensure nondiscrimination on the basis of race, color, national origin, or sex in the award and administration of contracts.

Bidders are strongly encouraged to obtain Disadvantaged and Small Business Enterprise (DBE/SBE) participation on this Project. In order to achieve such participation, the District has developed procedures to remove barriers to DBE participation in the bidding and award process and to assist DBEs to develop and compete successfully outside of the DBE Program. These procedures include the establishment of a Small Business Enterprise (SBE) Element of the District's Diversity Program for Contracts. The District has evaluated subcontracting opportunities for this Contract and determined that such opportunities exist and has established an SBE goal of 10.6%. Bidders must meet the contract-specific SBE goal or demonstrate good faith efforts to do so. All bidders must document their efforts to achieve this goal. Bidders are encouraged to attend the pre-bid meeting to better understand the applicable DBE/SBE requirements.

**This is a Public Works Contract.** As a result, Contractors and subcontractors must be registered with

the Department of Industrial Relations (DIR) pursuant to Labor Code section 1725.5 at the time of contract award. (See Labor Code section 1771.1(a)). This Contract is subject to monitoring and enforcement by the DIR pursuant to Labor Code Section 1771.4.

In accordance with Section 1720 et seq. of the Labor Code, the general prevailing wage rates as established by the Director of the California Department of Industrial Relations will apply to this Contract. Information about prevailing wage rates for this Project is set forth in the Special Provisions. The prevailing wage rates established by the California Department of Industrial Relations are available at <http://www.dir.ca.gov/DLSR/PWD>. can be viewed at the District's Engineering Office or be requested by mail, addressed to: Prevailing Wage Unit, Division of Labor Statistics and Research, Department of Industrial Relations, P.O. Box 420603, San Francisco, CA 94142.

Due to the financial assistance from the U.S. Department of Transportation, **this Contract is also subject to Buy America compliance.** Bidders will be required to submit an executed Buy America Certificate (found in the Proposal section).

Bid Documents are available for download at no charge on the District's web site at <http://www.goldengate.org>, click on Contract Opportunities, scroll down to Bridge Division and look for Contract Number **2017-B-03**. There is a non-refundable purchase price of fifty dollars (\$50) for a set of hard copies of the Bid Documents. Make checks payable to the Golden Gate Bridge, Highway and Transportation District, and send it to Engineering Department, Golden Gate Bridge, Highway and Transportation District, P.O. Box 9000, Presidio Station, San Francisco, CA 94129-0601

Additional information is provided in the Bid Documents, which should be carefully reviewed by all bidders prior to submitting a Bid Proposal.

/s/ Ewa Z. Bauer-Furbush, P.E., District Engineer

Dated at San Francisco, this 1st day of November 2016

11/3, 11/10/16

CNS-2941075#

SMALL BUSINESS EXCHANGE

## San Francisco Releases Advanced Manufacturing Playbook

Continued from page 1

manufacturing sector is not only helping our traditional manufacturing sector flourish, but also creating new opportunities for employment and product innovation. We must work creatively to preserve the existing manufacturing sector and grow the advanced manufacturing sector to ensure we have a diverse economy in our City," said District 10 Supervisor Malia Cohen.

San Francisco's deep history of manufacturing combined with a number of hardware incubators, and a strong regional supply chain provide a powerful platform for the City to strengthen its advanced manufacturing ecosystem. Most of San Francisco's advanced manufacturers are startups in infancy stage and the potential for their expansion will create job opportunities and a pathway to good employment for residents. The playbook looks at different ways government, nonprofit, and private sectors can contribute to the growth of the sector.

"Manufacturing provides good blue collar jobs. Our growing advanced manufacturing sector has the ability to create a new wave of jobs while also expanding the capabilities of our current manufacturing workforce. This playbook takes a holistic look at advanced manufacturing through a San Francisco lens and identifies a path to success when the public and private sector work together toward a common goal," said Todd Rufo, director of the Office of Economic and Workforce Development.

SFMade's membership alone includes over 600 manufacturers with production facilities in San Francisco that employ approximately 4,000 people, 70% are from low-income households. "Advanced manufacturing has been growing faster than any other sector in the city, creating new types of jobs and opportunities for San Franciscans from every age group and background. Advanced manufacturing technologies will help create new kinds of products and innovation and will also be key to helping our legacy manufacturers, especially in food and beverage and garment, continue to excel," said Kate Sofis, CEO of SFMade.

The release of the report took place at Circa of America, a leather goods maker located in the Bayview District. Circa employees have an average tenure of over 20 years and are trained in traditional handwork as well as advanced manufacturing techniques.

"I started working at Circa 17 years ago. My husband has worked here for 24 years. When I started, everything was done manually. Now we have new machinery and improved ways of manufacturing. I have been trained on new technology, like the leather combining machine we got a few years ago. Circa is a nice place to work and they treat you like a family," said Tammy Leung, an employee of Circa of America.

SOURCE: <http://oewd.org>

### Hunters Point Shipyard San Francisco

#### Hunters Point Shipyard Phase 1 – Interim Open Space Maintenance

Fivepoint is requesting qualified, interested contractors to respond to a public request for proposals to maintain all landscaped areas, noted in Section 00015 – Project Drawings, within the Hillside, Hilltop, Hillpoint portions in the former Hunters Point Naval Shipyard in San Francisco, California.

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=11313>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Contractors. Respondents are encouraged to check this website regularly for updates.

#### Pre-Bid Meeting:

**October 17, 2016 @ 10:00 AM**  
451 Galvez Ave. Suite #100  
San Francisco, CA 94124

**Proposals must be submitted by:**  
**October 31, 2016 by 2:00 PM (PST).**

# UCLA

UCLA

### UCLA BIDDING OPPORTUNITIES

Please refer to the below-listed website for public notices of prequalification and bidding opportunities over \$200,000 at UCLA:

<http://www.capitalprograms.ucla.edu/>

If you would like to register to receive free email notifications of bidding opportunities over \$200,000 at UCLA, please refer to the website below:

<http://www.capitalprograms.ucla.edu/Subscription/Subscribe>

To be added to our Rotating Bidder's list for bidding opportunities under \$200,000, please refer to the website below:

<http://www.capitalprograms.ucla.edu/Contracts/Overview>

### City and County of San Francisco Outreach Advertising NOVEMBER 2016

#### Stay Connected To the City through SF311

The SF311 Customer Service Center is the single stop for residents to get information on government services and report problems to the City and County of San Francisco. And now, we have even more ways for you to stay connected to the City with our SF311 App and SF311 Explorer website.

The SF311 App lets you get information on City services and submit service requests on-the-go right from your smartphone. You can track your service requests through the app or through our new website, SF311 Explorer.

Download the SF311 App from your smartphone's app store and visit the SF311 Explorer at [explore311.sfgov.org](http://explore311.sfgov.org) today!

#### Count on WIC for Healthy Families

WIC is a federally funded nutrition program for Women, Infants, and Children. You may qualify if you are pregnant, breastfeeding, or just had a baby; or have a child under age 5; and have a low to medium income; and live in California. Newly pregnant women, migrant workers, and working families are encouraged to apply. WIC provides Nutrition Education and Health information, breastfeeding support, checks for healthy foods (like fruits and vegetables), and referrals to medical providers and community services.

You may qualify for WIC if you receive Medi-Cal, CalFresh (Food Stamps), or CalWORKS (TANF) benefits. A family of four can earn up to \$3,747 before tax per month and qualify.

Enroll early! Call today to see if you qualify and to make an appointment. Call City and County of San Francisco WIC Program at 415-575-5788.

This institution is an equal opportunity provider  
**Board of Supervisors Regularly Scheduled Board Meetings**

#### November and December 2016 Meetings

OPEN TO THE PUBLIC –Tuesdays, 2:00pm, City Hall Chamber, Room 250.

• November 1 • November 15 • November 29

**There will be no scheduled meetings on November 8th and 22nd.**

• December 6 • December 13

**There will be no scheduled meetings on December 20th and 27th.**

LANGUAGE INTERPRETATION AVAILABLE UPON REQUEST

CHINESE.... SPANISH.... FILIPINO

Requests must be received 48 hours in advance required for interpretation. For more information see the Board of Supervisor's website [www.sfbos.org](http://www.sfbos.org), or call 415-554-5184.

The City and County of San Francisco encourage public outreach. Articles are translated into several languages to provide better public access. The newspaper makes every effort to translate the articles of general interest correctly. No liability is assumed by the City and County of San Francisco or the newspapers for errors and omissions.

CNS-2940301#

Visit [www.sbeinc.com](http://www.sbeinc.com) to download a PDF version of the latest **SBE Newspaper** and **SBE Daily Newsletter**

# Fictitious Business Name Statement

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373142-00

Fictitious Business Name(s):  
**Fossilium**  
Address  
**3109 Sacramento Street, San Francisco, CA 94115**  
Full Name of Registrant #1  
**Roy C. Leggitt III**  
Address of Registrant #1  
**3109 Sacramento 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 **12/7/2015**

Signed: **Roy C. Leggitt III**

This statement was filed with the County Clerk of San Francisco County on **10/19/2016**

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: **Morgan Jaldon**  
**Deputy County Clerk**  
**10/19/2016**

**10/20/16 + 10/27/16 + 11/3/16 + 11/10/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373040-00

Fictitious Business Name(s):  
**Grails SF**  
Address  
**2344 Judah Street, San Francisco, CA 94122**  
Full Name of Registrant #1  
**Christopher Dee**  
Address of Registrant #1  
**2191 28th Avenue, San Francisco, CA 94116**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/13/16**

Signed: **Christopher Dee**

This statement was filed with the County Clerk of San Francisco County on **10/13/16**

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: **Susanna Chin**  
**Deputy County Clerk**  
**10/13/16**

**10/20/16 + 10/27/16 + 11/3/16 + 11/10/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373234-00

Fictitious Business Name(s):  
**Griddy**  
Address  
**62 Navy Road, San Francisco, CA 94124**  
Full Name of Registrant #1  
**Aqeelah Muhammad**  
Address of Registrant #1  
**62 Navy Road, 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: **Aqeelah Muhammad**

This statement was filed with the County Clerk of San Francisco County on **10/27/2016**

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: **Morgan Jaldon**  
**Deputy County Clerk**  
**10/27/2016**

**11/3/16 + 11/10/16 + 11/17/16 + 11/24/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372934-00

Fictitious Business Name(s):  
**New Era Trucking**  
Address  
**426 C Street, Unit B,**  
**Colma, CA 94014**  
Full Name of Registrant #1  
**Miguel A. Portillo**  
Address of Registrant #1  
**426 C Street, Unit B,**  
**Colma, 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 **9/20/16**

Signed: **Miguel Portillo**

This statement was filed with the County Clerk of San Francisco County on **10/5/2016**

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: **Morgan Jaldon**  
**Deputy County Clerk**  
**10/5/16**

**10/13/16 + 10/20/16 + 10/27/16 + 11/3/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372905-00

Fictitious Business Name(s):  
**PCA Inspections**  
Address  
**2453 Franklin Street, San Francisco, CA 94123**  
Full Name of Registrant #1  
**PCA Consulting Group Inc. (CA)**  
Address of Registrant #1  
**2453 Franklin Street, San Francisco, CA 94123**

This business is conducted by **A CORPORATION**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/1/16**

Signed: **Jack Costenbader**

This statement was filed with the County Clerk of San Francisco County on **10/3/16**

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: **Susanna Chin**  
**Deputy County Clerk**  
**10/3/16**

**10/13/16 + 10/20/16 + 10/27/16 + 11/3/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373168-00

Fictitious Business Name(s):  
**1.) The Niteys**  
**2.) The San Francisco Nightlife Awards**  
Address  
**2261 Market Street, Ste 490, San Francisco, CA 94114**  
Full Name of Registrant #1  
**Site and Sound - CA. Corp.**  
Address of Registrant #1  
**2261 Market Street, Ste 490, San Francisco, CA 94114**

This business is conducted by **A CORPORATION**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/21/2016**

Signed: **Audrey Joseph**

This statement was filed with the County Clerk of San Francisco County on **10/21/2016**

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: **Susanna Chin**  
**Deputy County Clerk**  
**10/21/2016**

**10/27/16 + 11/3/16 + 11/10/16 + 11/17/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373264-00

Fictitious Business Name(s):  
**1.) San Francisco Police Activities League**  
**2.) SFPAL**  
**3.) San Francisco PAL**  
Address  
**350 Amber Drive #203, San Francisco, CA 94131**  
Full Name of Registrant #1  
**SF Police Activities League**  
Address of Registrant #1  
**350 Amber Drive #203, San Francisco, CA 94131**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **May 26, 1960**.

Signed: **Arlene Doyle**

This statement was filed with the County Clerk of San Francisco County on **10/31/2016**

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

Filed: **Fallon Lim**  
**Deputy County Clerk**  
**10/31/2016**

**11/3/16 + 11/10/16 + 11/17/16 + 11/24/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372623-00

Fictitious Business Name(s):  
**Thompson Salvage**  
Address  
**1475 Donner Avenue, San Francisco, CA 94124**  
Full Name of Registrant #1  
**Thompson Salvage, LLC. (CA)**  
Address of Registrant #1  
**553A Clipper Street, San Francisco, CA 94114**

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 **9/14/2016**

Signed: **Eric Thompson**

This statement was filed with the County Clerk of San Francisco County on **9/14/2016**

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**  
**9/14/16**

**9/15/16 + 9/22/16 + 9/29/16 + 10/6/16**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0372202-00

Fictitious Business Name(s):  
**Bryan Isaac**  
Address  
**1714 Stockton Street, Suite 300-488**  
**San Francisco, CA 94133**  
Full Name of Registrant #1  
**Bryan Schild**  
Address of Registrant #1  
**33 Edith Street, San Francisco, CA 94133**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/3/16**

Signed: **Bryan Schild**

This statement was filed with the County Clerk of San Francisco County on **8/17/16**

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

Filed: **Fallon Lim**  
**Deputy County Clerk**  
**8/17/2016**

**9/15/16 + 9/22/16 + 9/29/16 + 10/6/16**

## ABANDONMENT OF FICTITIOUS BUSINESS NAME

### STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

The registrant(s) listed below have abandoned the use of the fictitious business name(s):

**1.) Grails SF**  
Located at **2344 Judah Street, San Francisco, CA 94122**

This fictitious business name was filed in the County of San Francisco on **3/16/16** under file **369947**

Name and address of Registrants (as shown on previous statement)

Full Name of Registrant #1  
**Christopher Dee**  
**140 Forest View Dr., San Francisco, CA 94132**

Full Name of Registrant #2  
**Christopher Dee**  
**2191 28th Avenue, San Francisco, CA 94116**

This business was conducted by a  
**A GENERAL PARTNERSHIP**

Signed: **Christopher Dee**

This statement was filed with the County Clerk of San Francisco County on **8/26/2016**.

Filed: **Susanna Chin**  
**Deputy County Clerk**  
**10/13/16**

**10/20/16 + 10/27/16 + 11/3/16 + 11/10/16**

## CHANGE OF NAME

### CHANGE OF NAME

ORDER TO SHOW CAUSE FOR  
CHANGE OF NAME  
CASE NO. CNC 16-552436

PETITIONER OR ATTORNEY  
**Mark Gregory Blea**  
**800 46th Avenue**  
**San Francisco, CA 94121**

TO ALL INTERESTED PERSONS:

1. Petitioner **Mark Gregory Blea** for a decree changing names as follows:

**Mark Gregory Blea**  
changed to  
**Marc Joseph Blea**

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

**NOTICE OF HEARING**  
Date: **November 29, 2016** Time: **9:00 AM**  
Dept: **514** Room: **514**

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

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

BOWMAN LIU, Clerk  
DATED - October 6, 2016

**10/13/16 + 10/20/16 + 10/27/16 + 11/3/16**

# California Sub-Bid Request Ads

**DESILVA GATES**  
CONSTRUCTION

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

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

**CITY OF VACAVILLE – Jepson Parkway, City Project No. 865-820288, Federal Aid Project RPSTPL-5094 (064) and BRLS-5094 (067)**  
**Disadvantaged Business Enterprise Goal Assigned is 11%**

**OWNER:**  
CITY OF VACAVILLE  
DEPARTMENT OF PUBLIC WORKS  
650 Merchant Street, Vacaville, CA 95688  
**BID DATE: December 6th, 2016 @ 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, Adjust Iron, Bridge, Bridge Removal, Clearing and Grubbing/Demolition, Construction Area Sign, Electrical, Fabric/Geosynthetic Pavement Interlayer, Fencing, Landscaping/ Irrigation, Minor Concrete, Minor Concrete Structure, Roadside Signs, Markers, Soundwall (Precast Concrete), Striping, Structural Concrete, Box Culvert, SWPPP Prep/Water Pollution Control Plan Prepare, Underground, Trucking, Water Trucks, 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 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at [www.blueprintexpress.com/vacaville](http://www.blueprintexpress.com/vacaville)

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

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

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

**DESILVA GATES**  
CONSTRUCTION

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

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

**CALTRANS ROUTE 92 – OR CONSTRUCTION ON STATE HIGHWAY IN SAN MATEO COUNTY IN SAN MATEO ON ROUTE 92 FROM ALAMEDA DE LAS PULGAS OVERCROSSING TO THE HAYWARD PARK OVERHEAD AND ON ROUTE 82 FROM WEST 20TH AVENUE TO 17TH AVENUE CONTRACT NO. 04-235524, FEDERAL AID PROJECT ACNH-X081(030)E DISADVANTAGED BUSINESS ENTERPRISE GOAL ASSIGNED IS 11%**

**OWNER:**  
STATE OF CALIFORNIA  
DEPARTMENT OF TRANSPORTATION  
1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816  
**BID DATE: November 15th, 2016 @ 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 & Grubbing, Concrete Barrier, Concrete Pavers, Construction Area Signs, Crash Cushions, Electrical, Erosion Control, Fence, Guardrail, HMA Dike, Landscaping, Minor Concrete, Minor Concrete Structures, Rapid Set PCC Paving, Retaining Wall, Roadside Signs, Sign Structures, Soundwall, Striping and Pavement Markers, SWPPP Prep, Underground Work, Trucking, Sweeping, Water Trucks, Erosion Control Materials, Imported Borrow Material, Aggregate Base Material, HMA Material, RHMA Material and Tack Coat Material.**

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

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

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

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

**DESILVA GATES**  
CONSTRUCTION

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

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DeSilva Gates – MCM, a Joint Venture of DeSilva Gates Construction and MCM Construction is preparing a bid as a Prime Contractor for the project listed below:

**CALTRANS ROUTE 101 – CONSTRUCTION ON AND ADJACENT TO STATE HIGHWAY IN SAN MATEO COUNTY AT VARIOUS LOCATIONS ON ROUTE 101 FROM 0.4 MILE NORTH OF UNIVERSITY AVENUE OVERCROSSING TO 0.6 MILE SOUTH OF HENDERSON UNDERPASS AND ON ROUTE 114 FROM WILLOW ROAD SEPARATION TO NEWBRIDGE STREET, Contract No. 04-235654**

**OWNER:**  
STATE OF CALIFORNIA - DEPARTMENT OF TRANSPORTATION  
1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816  
**BID DATE: NOVEMBER 16, 2016 @ 2:00 P.M.**

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

**DESILVA GATES CONSTRUCTION**  
Estimator: Victor Le  
Phone 925-829-9220 Fax: 925-803-4263

**AC DIKE, ADL BURIAL LOCATION REPORT, CLEARING AND GRUBBING / DEMOLITION, CONCRETE BARRIER, CRASH CUSHION, CONSTRUCTION AREA SIGNS, CEMENT DEEP SOIL MIXING, DEVELOP WATER SUPPLY, ELECTRICAL, EROSION CONTROL, FABRIC / GEOSYNTHETIC PAVEMENT INTERLAYER, FENCING, LEAD COMPLIANCE PLAN, GUARDRAILING, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, INDIVIDUAL SLAB REPLACEMENT, ROADSIDE SIGNS/MARKERS, SIGN STRUCTURE, STRIPING, SWPPP / WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 4 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.**

**MCM CONSTRUCTION**  
Estimator: Ron Burch  
Phone 916-334-1221 Fax 916-334-0562

**TRAFFIC CONTROL, WORK AREA MONITORING, BRIDGE REMOVAL, STRUCTURE EXCAVATION, STRUCTURE BACKFILL, TEMPORARY SUPPORT, CAST-IN-DRILLED-HOLE, FURNISH PILING, DRIVE PILE, STRUCTURAL CONCRETE, CONCRETE SURFACE TEXTURE, FURNISH PRECAST PRESTRESSED CONCRETE, ERECT PRECAST CONCRETE GIRDER, JOINT SEAL, BAR REINFORCING STEEL, SOUND WALL (MASONRY BLOCK), WELDED STEEL PIPE CASING, BRIDGE DECK DRAINAGE SYSTEM, CONCRETE BARRIER, METHYL METHACRYLATE GREEN COLORED RESINS.**

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

When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DeSilva Gates – MCM JV 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. DeSilva Gates – MCM JV is an equal opportunity employer.

**DESILVA GATES**  
CONSTRUCTION

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

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

**TREASURE ISLAND AND CAUSEWAY GEOTECHNICAL MITIGATIONS**  
**Sub-Phase 1B, 1C and 1E, San Francisco, CA**  
**Small Business Enterprise Goal Assigned is 41%**

**OWNER:**  
TREASURE ISLAND COMMUNITY DEVELOPMENT, LLC  
c/o LENNAR URBAN  
1 Sansome Street, Suite 3200, San Francisco, CA 94104  
**BID DATE: NOVEMBER 8, 2016 @ 2:00 P.M.**

We hereby encourage responsible participation of local Small Business Enterprises/Local Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

**UNDERGROUND UTILITIES, DEMOLITION AND CLEARING, SHORING, MINOR CONCRETE, CONCRETE PAVING, JOINT TRENCH, VIBRO-COMPACTION, DEEP SOIL MIXING, WICK DRAINS, GEOGRID REINFORCEMENT FABRIC, STRIPING AND SIGNAGE, BUILDING RELOCATION, TRUCKING, SWEEPING, WATER TRUCK RENTAL.**

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 Dropbox site at [https://www.dropbox.com/sh/bdzn6r3x7hz841d/AAcFxi1a9iR8wL\\_BZkVWkUa?dl=0](https://www.dropbox.com/sh/bdzn6r3x7hz841d/AAcFxi1a9iR8wL_BZkVWkUa?dl=0)

Information is also available on the City and County of San Francisco's website at <http://mission.sfgov.org/OCA-BidPublication/BidDetail.aspx?K=11303>

Fax your bid to (925) 803-4263 or email it to [gday@desilvagates.com](mailto:gday@desilvagates.com) to the attention of Estimator Garry Day. If you have questions for the Estimator, call at (925) 829-9220.

If you need SBE 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. DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/LBE goal.

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



## Nation's Top Online Small Business Lending Platforms Unveil SMART Box™

**Continued from page 3**

Box tool will greatly help me and other business owners compare options and make the best funding choice for our businesses.”

**Coalition for Responsible Business Finance**

“The disclosures developed by OnDeck, Kabage, and CAN Capital for ILPA are a positive development in enhancing price transparency to the Non-Bank Small Business (NBSB) finance sector and the CRBF welcomes ongoing dialogue with the ILPA on advancement of industry-wide best practices,” said longtime small business advocate and Coalition for Responsible Business Finance (CRBF) Executive Director, Tom Sullivan.

**Electronic Transactions Association (ETA)**

“ETA believes that industry-driven standards designed to benefit small business customers demonstrate a commitment to responsible innovation and industry leadership,” said Scott Talbott, senior vice president, ETA Government Affairs. “We applaud the SMART Box initiative for taking a forward-thinking approach to addressing a perceived challenge in the market and advancing the depth of the public discussion.”

**LendingTree**

“With the growing number of financial products and services becoming available to small businesses, borrowers can benefit from greater transparency in

the financing process,” said Doug Lebda, founder and CEO of LendingTree. “The ILPA's SMART Box empowers small business owners to easily evaluate and compare available financing options, helping businesses make smarter, responsible, and more informed financing decisions.”

**Lendio**

“The SMART Box is an important tool in our industry that empowers small businesses to better understand and contrast the cost of capital according to four standardized pricing metrics. At Lendio, we work with over 75 lenders across every type of small business loan product. While it is nearly impossible to create a one-size-fits-all metric that

compares all business loan options, the SMART Box is a strong step in the right direction,” said Brock Blake, founder and CEO of Lendio. “We're excited to share the same vision as the ILPA and be a part of this new initiative.”

**Breakout Capital**

“As a long-standing proponent of greater transparency and the industry-wide adoption of best practices, Breakout Capital is proud to provide our endorsement of the SMART Box,” said Carl Fairbank, founder and CEO of Breakout Capital.

**Visit link below for the full article:**  
[www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1797&pageID=25](http://www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1797&pageID=25)



# SBE PROJECT PARTNERS IN BUSINESS & COMMUNITY OUTREACH

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**For more information contact:**

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Phone: 415-778-6250 • Toll Free: 800-800-8534  
Fax: 415-778-6255 • Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com) • Website: [www.sbeinc.com](http://www.sbeinc.com)