

# SMALL BUSINESS EXCHANGE

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Photo Credit: www.thebalance.com

## How to grow your construction firm in today's expanding economy

It took awhile, but the economy finally seems to be on solid footing six years after the financial crisis and Great Recession. Construction activity, including new home construction, is booming again in many parts of the country.

Most contractors and construction firms rightly want to get in on the action. However, many realize the importance of not overextending themselves in the ways that got them into trouble before the recession. The key is to embark on smart growth strategies that will position your firm to take advantage of new opportunities while limiting potential risk should another bust be lurking around the corner.

### Drastic Survival Actions

Many contractors had to take some drastic actions in order to make it through the recession. These included cutting staff to the bare minimum while cross-training their remaining employees so they could take on the jobs of those who were let go. Of course, many contractors also had to cut their margins to the bone as well. These survival strategies are fine during tough

economic times, but they aren't very conducive to growing a contracting firm in an expanding economy. Taking advantage of today's growth opportunities requires smart thinking and strategic planning to avoid another round of "boom and bust" like we've witnessed so many times in the past. The goal should be to stabilize your workflow and resources so they are manageable during both busy and slow times.

This starts with staffing, which is one of the most challenging areas of a construction firm to manage. You should try to maintain as much flexibility as you can in staffing so it's easier to ramp employment up or down based on construction activity and your staff needs at any given time. Of course, you can hire subcontractors on an as-needed basis, but also try to build flexibility into your full-time office positions—for example, by using 1099 independent contractors instead of full-time employees when you can. However, don't be penny-wise and pound-foolish when it comes to staffing. Hiring the

■ Continued on page 7

## AISC Raises Fairness Issues Over Buy Clean California Act

Steel interests have misgivings about the fairness of a California law, enacted last month, intended to minimize carbon footprints of certain construction materials used in state-funded building projects by requiring all products to have a global warming potential less than the industry average. The Buy Clean California Act will require a successful bidder to submit an environmental product declaration—a product's climate-change profile—for "eligible materials."

Carbon-steel rebar, flat glass, mineral-wool board insulation and structural steel are listed. Concrete and wood are not.

"Our concerns are that the bill does not address all construction materials equally by not including the same requirements for concrete and wood [as it does for steel]," said John Cross, vice president of special projects for the American Institute of

Steel Construction (AISC), at the 2017 Greenbuild International Conference and Expo, held on Nov. 8-10 in Boston.

By Jan. 1, 2019, the state Dept. of General Services must establish a "maximum acceptable global-warming potential" for each material category. For this, DGS will set the potential using the "industry average of facility-specific global warming potential emissions for the material," states the act.

By Jan. 1, 2022, and every three years after, DGS will review the global-warming potential for each eligible material.

Beyond the question of fairness, AISC would like assurance that DGS's methodology for its selections is based on "a sound technical foundation."

■ Continued on page 7

## Smaller Cities Are Getting Smarter About How They Buy Things

Performance-based contracting has been a best practice in big cities for years. Now some mid-sized municipalities are adopting the approach.

By Julian Wyllie,

When cities contract with the private sector for goods and services, they tend to go with the lowest bidder—at least, that's what they've done historically. But performance-based contracts, in which governments also look at how well a contractor delivers on their promises, can help ensure higher-quality contracts and a better value in the long run.

Performance-based contracting has been widely accepted as a best practice for years, and it's become standard practice in the nation's biggest cities. New York, Los Angeles and Seattle, for example, all consider performance when awarding contracts. (At times, big cities have even been criticized for not adopting a performance-based approach quickly enough: A 2014 audit in San Francisco, for instance, dinged the city for continuing to award contracts to poor performers.)

Now the practice is spreading from big cities to mid-sized and small municipalities. But implementing such a shift isn't easy.

That's been the experience of Taylor Adams, the chief procurement officer for Virginia Beach, Va.

With a population of more than 452,000, Virginia Beach is the largest city in the state. But when Adams took office in September 2015, the city was still handing out contracts the traditional way, by mostly angling for the lowest price. Subsequently his team conducted a top-to-bottom assessment of Virginia Beach's procurement practices; by December, it was clear that if the city wanted better procurement, it needed better data.

"We had to build a more consistent output before we started addressing the quality issue," Adams says.

So Virginia Beach has embarked on a \$2 million, five-year effort to overhaul its purchasing processes. The city's new electronic procurement system will allow it to better track transactions and maintain records—something most cities already do with an e-procurement tool. But Adams envisions a program that helps the organization make decisions, too. "There are a lot of cities deploying e-procurement tools now, but most use them for just a tactical function," he says. "We, on the other hand, want to manage data to help make decisions. It moves

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# Community Outreach

## SBA Tops \$30 Million in Disaster Assistance Loans

Director Tanya N. Garfield of the U.S. Small Business Administration's Disaster Field Operations Center-West announced today that SBA has approved more than \$30 million in federal disaster loans for California businesses and residents impacted by wildfires in Butte, Lake, Mendocino, Napa, Nevada, Orange, Sonoma and Yuba counties that occurred Oct. 8-31, 2017.

According to Garfield, SBA has approved 218 loans for \$30,135,600 to help businesses and residents rebuild and recover from this disaster.

"SBA's disaster assistance employees are committed to helping businesses and residents rebuild as quickly as possible," said Garfield. Businesses and residents who sustained damages are encouraged to register prior to the Dec. 11, 2017, deadline with the Federal Emergency Management Agency by visiting [www.disasterassistance.gov](http://www.disasterassistance.gov). This is the fastest way to get help. "Don't miss out on any assistance you may be entitled to by not registering. You don't need to wait for your insurance to settle or obtain a contractor's estimate," she added.

SBA continues to provide one-on-one assistance to disaster loan applicants at the following locations on the days and times indicated. No appointment is necessary.

**LAKE COUNTY**  
Disaster Recovery Center  
Clearlake Senior Community Center  
3245 Bowers Ave.  
Clearlake, CA 95422  
Mondays - Sundays: 9 a.m. - 7 p.m.

**MENDOCINO COUNTY**  
Disaster Recovery Center  
1375 N. State St.  
Ukiah, CA 95482  
Mondays - Sundays  
10 a.m. - 7 p.m.

**NAPA COUNTY**  
Local Assistance Center  
2751 Napa Valley Corporate Drive  
Building A  
Napa, CA 94558  
Mondays - Fridays, 10 a.m. - 7 p.m.  
Saturdays, 10 a.m. - 5 p.m.

**SONOMA COUNTY**  
Business Recovery Center  
The Courtyard  
141 Stony Circle, Suite 155  
Santa Rosa, CA 95401  
Monday - Wednesday  
9 a.m. - 6 p.m.  
Closes 6 p.m. Wednesday, Nov. 15

**SONOMA COUNTY**  
Disaster Recovery Center  
Press Democrat Building  
427 Mendocino Ave.  
Santa Rosa, CA 95401  
Mondays - Sundays  
9 a.m. - 7 p.m.

**SONOMA COUNTY**  
Disaster Recovery Center  
Hanna Boys Center  
17000 Arnold Drive  
Sonoma, CA 95476  
Mondays - Sundays: 9 a.m. - 7 p.m.

**YUBA COUNTY**  
Disaster Recovery Center  
Yuba County Government Center  
Marysville Conference Room  
915 8th St., Suite 117  
Marysville, CA 95901  
Mondays - Sundays: 10 a.m. - 8 p.m.

Businesses of all sizes and private nonprofit organizations may borrow up to \$2 million to repair or replace damaged or destroyed real estate, machinery and equipment, inventory and other business assets. SBA can also lend additional funds to help business and residents with the cost of making improvements that protect, prevent or minimize the same type of disaster damage from occurring in the future.

For small businesses and most private nonprofit organizations of all sizes, SBA offers Economic Injury Disaster Loans to help meet working capital needs caused by the disaster. Economic injury assistance is available regardless of whether the business suffered any property damage.

Disaster loans up to \$200,000 are available to homeowners to repair or replace their damaged or destroyed primary residence. Homeowners and renters are eligible for up to \$40,000 to repair or replace damaged or destroyed personal property.

Applicants may apply online, receive additional disaster assistance information and download applications at <https://disasterloan.sba.gov/ela>. Applicants may also call SBA's Customer Service Center at (800) 659-2955 or email [disastercustomerservice@sba.gov](mailto:disastercustomerservice@sba.gov) for more information on SBA disaster assistance. Individuals who are deaf or hard-of-hearing may call (800) 877-8339. Completed applications should be mailed to U.S. Small Business Administration, Processing and Disbursement Center, 14925 Kingsport Road, Fort Worth, TX 76155.

The deadline to apply for property damage is Dec. 11, 2017. The deadline to apply for economic injury is July 12, 2018.

**SOURCE: U.S. SBA**

## American Indian and Alaska Native-Owned Businesses Move Past the Quarter-Million Mark

The number of American Indian and Alaska Native-owned businesses in the U.S. climbed by 36,228, or 15.3 percent, between 2007 and 2012, reaching 272,919. In Oklahoma, which ranked second among states with 27,450 American Indian and Alaska Native-owned businesses in 2012, the number of these businesses increased by 6,238 over the period, or 29.4 percent. As the "Sooner State" was experiencing an increase, first-place California (with 41,254 American Indian- and Alaska Native-owned firms) experienced a decrease of more than 4,000 (4,315 to be precise "€ a 9.5 percent drop), closing the gap between the states. These statistics come from the Survey of Business Owners, which provides a broad socioeconomic picture of business owners across the nation and is part of the U.S. Census Bureau's five-year economic census.

Receipts for American Indian and Alaska Native-owned businesses totaled \$38.8 billion in 2012. Roughly 5,000 (4,992) of these firms had receipts of \$1 million or more. For American Indian and Alaska Native-owned firms, the rate of increase in the number of businesses (15.3 percent) topped the corresponding increase for all U.S. firms (2.0 percent).

Nationally, 1.0 percent of all firms were American Indian and Alaska Native-owned. There were several states, however, in which the percentage was more than double that: Alaska (11.0 percent), Oklahoma (8.4 percent), New Mexico (5.8 percent), Montana (2.7 percent), South Dakota (2.5 percent), Arizona (2.2 percent) and North Dakota (2.2 percent).

Returning to Oklahoma, American Indian and Alaska Native-owned firms comprised 5.4 percent

of all businesses in the Oklahoma City metro area. Among the top 50 places (by population) Tulsa led with 6.6 percent, and Oklahoma City was second with 4.9 percent. Staying in Oklahoma, here are the proportions of businesses that were American Indian- and Alaska Native-owned in selected counties around the state: 37.1 percent in Adair, 32.2 percent in Cherokee, 19.7 percent in Choctaw, 5.0 percent in Oklahoma and 7.2 percent in Tulsa. In selected counties or equivalents elsewhere in the country, the proportion of firms that were American Indian- and Alaska Native-owned were 70.0 percent in the Aleutians East Borough, 68.1 percent in the Dillingham Census Area and 89.1 percent in the Wade Hampton Census Area (each in Alaska), and 52.8 percent in Apache, Ariz., home to the capital of the Navajo Nation.

Michigan and Rhode Island were the only two states in which both total population declined (according to population estimates) and the number of American Indian- and Alaska Native-owned businesses rose. Michigan's total population declined by more than 100,000 people between 2007 and 2012 to 9.9 million, yet the state added 2,205 American Indian and Alaska Native-owned businesses to increase to 8,284 American Indian and Alaska Native-owned firms in 2012.

Among the 8,284 American Indian and Alaska Native-owned firms in Michigan, the largest sectors by number of firms included administrative and support and waste management and remediation services (899), construction (1,036), health care and social assistance (1,051) and other services (1,737).

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# Access to Capital

## How to Get a Loan for a First Time Business

By David Weedmark,

If you're going into business, here are several different places to apply for a loan to help get you started.

When you're going into business for yourself, locating financing can be problematic, but it certainly isn't impossible. If you can demonstrate that your business idea is feasible and if you have a solid financial history, you can apply for loans from a variety of sources, including the government, banks and credit unions.

### Show That Your Business is Ready

When you apply for a business loan, one of the first things the lender asks for is your business plan. A detailed business plan explains how you plan to make money from all income sources, what your costs will be, where your market is and how you plan to bring your goods or services to that market. You should also decide on your business structure, such as a limited liability company or corporation, before applying for a loan and set up a bank account specifically for your business.

### Look for all Available Loan Programs

There are often loans available to new businesses from state and local governments. Do a thorough search on your city, county and state government websites for the area where you plan to open shop. New Jersey, for example, has offered several loan and loan-guarantee options for small businesses in the past, with additional financing options for specific sectors such as technology, manufacturing and life sciences. In Houston, small business startups can apply through the Houston Business Development Inc. for loans ranging from \$5,000 to \$500,000. Not only may you be able to secure favorable terms on these state and local government loans, the lenders may be more motivated than the bank to loan you the money.

### Banks and Credit Unions

If your personal finances are solid and you have a great business idea, you may find that your bank or credit union is more than happy to lend your new business the money you need. In other cases, it may be willing to lend you the money if you have collateral, such as a house or other

property, to help guarantee the loan will be repaid should your business not get off the ground. If you have a great credit rating, lenders might give you the money as a personal loan. With a personal loan, you are responsible for repaying the money even if your new company goes out of business.

### Government Guaranteed Loans

In addition to guaranteed loans that are available in your state, the U.S. Small Business Administration has a guaranteed-loan program. These loans, called 7(a) loans, are available through a variety of lenders that work with the SBA. The loans are specifically for new small businesses and, according to the SBA, the majority of businesses qualify for these loans.

In addition to a good business plan and having the expertise needed to succeed in your new business, you need to demonstrate your ability to repay the loan on time, based on your cash flow projections. The principals of your new business must be able to show that they have previously been able to pay their debts.

### Tips

- Some banks may require a personal guarantee from the business owner. The bank may examine the business owner's credit and personal assets as collateral.
- Look for a loan prior to absolutely needing it, if possible. Lenders tend to approve applications when there is less need for debt, increasing the chance of the business repaying debt without being in dire financial need.
- Establish credit as soon as possible with any business, even when you don't need it. Accomplish this by getting cell phones and auto leases in the company name and tax identification number. Ask vendors to bill you net/30, meaning payment is due 30 days after receipt of goods and pay them within that time to establish good credit history.

SOURCE: <http://smallbusiness.chron.com>

## California Sub-Bid Request Ads



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

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the East Bay Municipal Utility District, San Pablo Tunnel East Access Shaft Improvements Project in Orinda, CA.

<http://www.dgs.ca.gov> / [http://www.dot.ca.gov/hq/bep/find\\_certified.htm](http://www.dot.ca.gov/hq/bep/find_certified.htm) /  
<http://www.acgov.org/auditor/sleb> / <http://sf-hrc.org> / <http://www.portofoakland.com/srd>

Subcontractors and Suppliers for the following project:

**San Pablo Tunnel East Access Shaft Improvements Project**  
Specification No. 2118

Owner: East Bay Municipal Utility District  
Bid Date: November 29, 2017 @ 1:30 P.M.

Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Disabled Veteran Business Enterprise (DVBE) and all other small/local business enterprises wanted for the following scopes, including, but not limited to:

**Concrete/Grout Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Diving Services, Pressure Grouting, Metals, Piping, Pipe Welding Street Sweeping and Water Truck.**

Bonding, insurance, and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested DBE, MBE, SBE, DVBE and all other small/local business enterprise suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due November 24, 2017 and Quotes NO LATER THAN November 28, 2017 at 5 P.M.**

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

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

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

Contract Equity Program applies.

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

**An Equal Opportunity Employer**  
CA Lic. 433176  
DIR # 100001147



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

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:  
**CALTRANS ROUTE 680 CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA, IN FREMONT, FROM 0.15 MILE SOUTH OF SCOTT CREEK ROAD UNDERCROSSING TO AUTOMALL PARKWAY OVERCROSSING,**  
Contract No. 04-3G6034,

Federal Aid Project No. ACIM-680-1(081)E, Disadvantaged Business Enterprise Goal Assigned is 12%

OWNER: STATE OF CALIFORNIA - DEPARTMENT OF TRANSPORTATION

1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816

**BID DATE: DECEMBER 20th, 2017 @ 2:00 P.M.**

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

**CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGN, CRACK SEALING, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FABRIC/GEOSYNTHETIC PAVEMENT INTER-LAYER, K-RAIL SUPPLIER, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PCC PAVING, ROADSIDE SIGNS, ROADWAY EXCAVATION, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, STRUCTURAL BACK-FILL, STRUCTURAL EXCAVATION, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TESTING, TRAFFIC CONTROL MATERIAL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, WATERPROOFING, STREET SWEEPING, EROSION CONTROL MATERIAL, FURNISH PRECAST CONCRETE DECK UNIT, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 4 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL, STRUCTURE CONCRETE, RETAINING WALL.**

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:17pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [17pa55wd](ftp://ftp%25desilvagates.com)) 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 Jim Yackley. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: [www.dir.ca.gov/Public-Works/PublicWorks.html](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.



# California Sub-Bid Request Ads

**TAFT ELECTRIC COMPANY**

1694 EASTMAN AVENUE, VENTURA, CA 93003  
 Contact: Arnold Tostado • atostado@taftlectric.com  
 Phone: (805) 642-0121 • Fax: (805) 650-9015

Invites sub-bids from qualified DBE businesses for the following project:

**Agency: City of Santa Clarita**  
**Seco Canyon Road & Garzota Drive Traffic Modification**  
**C4014, HSIPL-5450(092)**  
**Location: Santa Clarita, CA**  
**BID DATE: November 21, 2017 @ 11:00 AM**

**Trades Seeking: Striping, Concrete**

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disadvantaged Business Enterprise subcontractors and suppliers for project participation.

Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

We Are An Equal Opportunity Employer



**BROSAMER & WALL, INC.**

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

**Contract No. 04-3G6034**  
**Pavement Rehabilitation and Ramp Metering**  
**STATE HIGHWAY 680 IN ALAMEDA COUNTY, IN FREMONT, FROM 0.15 MILE SOUTH OF SCOTT CREEK ROAD UNDERCROSSING**  
**TO AUTOMALL PARKWAY OVERCROSSING.**  
**Bid Closing Date: December 20, 2017 @ 2:00 PM**

**DBE GOAL: 12%**  
**We Encourage All DBEs To Attend The Mandatory Prebid Meeting Scheduled On November 15, 2017 At 10:00 A.M.**  
**In Order To Meet The B&W Team At The Caltrans Pleasanton Construction Office, 5675 B Gibraltar Dr., Pleasanton, Ca 94588.**

**CONTACT:**

**Brosamer & Wall Inc.**  
 1777 Oakland Blvd, Suite 300 • Walnut Creek, California 94596  
 PH: 925-932-7900 • FAX: 925-279-2269

**PROJECT SCOPE:**

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

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

Lead Compliance Plan, Progress Schedule, Construction Area Signs, Traffic Control System, Temporary Traffic Devices, Temporary Traffic Stripe (Paint), Temporary Railing (Type K), Prepare SWPPP, Storm Water Sampling And Analysis Day, Storm Water Annual Reports, Street Sweeping, Temporary Erosion Control Measures (Check Dams, Fiber Roll, Protect Inlets, Etc.), Remove Yellow Thermoplastic Traffic Stripe (Hazardous Waste), Treated Wood Waste, Temporary High Visibility Fence, Clearing And Grubbing, Structure Excavation, Structure Backfill, Pervious Backfill Material (Retaining Wall), Aggregate Base, Aggregate Subbase, Lean Concrete Base, Lean Concrete Base Rapid Set, Crack & Seal Existing PCC Pavement, Crack Treatment, Replace Asphalt Concrete Surfacing, Hot Mix Asphalt, Rubberized Hot Mix Asphalt, Geosynthetic Pavement Interlayer, Place Hot Mix Asphalt Dike, Tack Coat, Remove Asphalt Concrete Pavement, Remove Asphalt Concrete Dike, Cold Plane Asphalt Concrete Pavement, Precast Jointed Concrete Pavement, Individual Slab Replacement (RSC), Furnish Piling, Drive Pile (Class 90), 60" Cast In Drilled Hole Concrete Pile (Sign Foundation), Structural Concrete Retaining Wall, Structural Concrete, Minor Concrete, Fractured Rib Texture, Joint Seal, Bar Reinforcing Steel, Furnish Sign Structure (Truss), Remove Sign Structure, Underground Storm Drain Systems – Reinforced Concrete Pipe, Remove Concrete Channel, Culvert Slurry Cement Backfill, Sand Backfill, Concrete (Gutter Lining), Rock Slope Protection, Rock Slope Protection Fabric, Minor Concrete, Minor Concrete (Brushed Concrete), Frame & Grate, Remove Pavement Marker, Pavement Marker (Retroreflective), Barrier Marker, Object Marker, Remove Roadside Sign, Panel, Relocate Roadside Sign, Furnish Aluminum Sign Panels, Retroreflective Sheeting, Metal (Barrier Mounted Sign), Roadside Sign (One And Two Post), Midwest Guardrail System (Wood Post), Vegetation Control (Minor Concrete), Transition Railing, End Anchor Assembly, Alternative In Line Terminal System, Concrete Barrier, Remove Guardrail, Thermoplastic Pavement Marking (Enhanced Wet Night Visibility), Two Component Paint Traffic Stripe, Thermoplastic Traffic Stripe, Rumble Strip, Maintaining Existing Traffic Management System Elements During Construction, Modifying Existing Electrical System, General Trucking and Bulk Asphalt Oil Supply.

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

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

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



**O.C. Jones & Sons, Inc.**  
 1520 Fourth Street • Berkeley, CA 94710  
 Phone: 510-526-3424 • FAX: 510-526-0990  
 Contact: Jean Sicard  
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REQUEST FOR SBE  
 SUBCONTRACTORS AND SUPPLIERS FOR:

**Richmond-San Rafael Bridge Access**  
**Improvement Project**  
**Package B-1**  
**Bay Area Toll Authority**  
**BID DATE: November 29, 2017 @ 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, Health & Safety Plan, Treated Wood Waste, Public Safety Plan, Adjust Utilities to Grade, Cold Plane AC, Polyester Concrete Overlay, Clearing & Grubbing, Develop Water Supply, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Rock Blanket, Soil Amendment, Planting & Irrigation, Imported Topsoil, Hydroseed, Erosion Control, AC Dike, Tack Coat, Grinding, Minor Concrete, Drill and Bond Dowel, Clean Expansion Joint, Roadside Signs, Underground, Construction Survey, Misc. Iron & Steel, Misc. Metal Bridge, Fencing, Midwest Guardrail System, Concrete Barrier, Crash Cushion, Striping & Marking, Electrical 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 SBE Participation. Plans & Specs are available for viewing at our office.



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REQUEST FOR DBE  
 SUBCONTRACTORS AND SUPPLIERS  
 FOR:

**Roadway Surfacing, Precast Joint C**  
**oncrete Pavement and Electricals**  
**Hwy 880 Alameda County**  
**Caltrans #04-4H5804**  
**BID DATE: December 13, 2017 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Temporary Fencing, Sweeping, Treated Wood Waste, Noise Monitoring, Clearing & Grubbing, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Ditch Excavation (Type Z-2 Aerially Deposited Lead), Imported Borrow, Relocate Valves & Assemblies, Weed Control Mat, Irrigation, Hydroseed, Compost, Lean Concrete Base Rapid Setting, Base Bond Breaker, High Friction Surface Treatment, Preparing Inertial Profiler, Prepaving Grinding, Prime Coat, AC Dike, Tack Coat, Cold Plane AC, Precast Jointed Concrete Pavement, Isolation Seal Joint, Structural Concrete, Approach Slabs, Minor Concrete, Paving Notch Extension, Clean Expansion Joint, Joint Seal, Pedestrian Barricade, Rock Slope Protection, Detectable Warning Surface, Pre/Post Construction Surveys, Misc. Iron & Steel, Inlet Grate, Fencing, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Transition Railing, Concrete Barrier, Striping & Marking, Rumble Strip, Electrical 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 SBE Participation. Plans & Specs are available for viewing at our office.

NBC Construction as a  
 "GENERAL CONTRACTOR" is requesting  
 Proposal on "ALL TRADES" from all qualified  
 subcontractors & suppliers, including  
 DVBE, LBE, DBE, SBE, MBE, WBE  
 firms for the following project:

**PROJECT TITLE:**  
**Rooftop Elementary School – Burnett Campus,**  
**2018 Relocatable Replacement Project**  
**SFUSD Project Number: 11877**  
**PROJECT LOCATION:**  
**Rooftop Elementary School- Burnett Campus,**  
**443 BURNETT STREET, San Francisco, CA 94131**  
**Owner: San Francisco Unified School District**  
**Bid Date: 11/28/2017**

**NBC Construction**  
 850 South Van Ness Avenue  
 San Francisco, CA 94110  
 Phone # 925-324-2727 • Fax # 800-622-9144

All Bidders are hereby notified that the District has a Labor Compliance Program (LCP) -Prevailing Wages in effect on this Project and all contractors and subcontractors bidding this project will be required to comply with the LCP. In addition, All the Certified Payrolls (CPR) must be reported through Elation System and DIR website. Plans are available for viewing and ordering at: [www.e-arc.com/ca/sanfrancisco/bryant](http://www.e-arc.com/ca/sanfrancisco/bryant); click on the Order from PlanWell/Public Planroom

"button" and search for project name and number.

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

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**Bay Area CBTC Partners LLC**

Please join Bay Area CBTC Partners and Traffic Control Technology for a DBE Outreach meeting to learn about subcontracting opportunities related to BART's Communications Based Train Control Technology (CBTC) Project.

Bay Area CBTC Partners and Traffic Control Technology are looking for DBE partners who are qualified in the following areas:

- Print Circuit Board (and frames) manufacturing and testing
- Indoor and outdoor installation design
- Rolling Stock - Signaling mechanical and electrical interface design
- Assembly expert to assemble hardware and cabinets
- Consultant for U.S. design and Safety Standards
- Consultant for Buy America
- Proposal document translation from Mandarin Chinese to English
- Furnish, install, terminate & test fiber cable
- Furnish miscellaneous electrical raceway & hardware and install electrical racks & equipment furnished by others
- Receive electrical equipment by others, furnish racks, install equipment in racks, wire, test & ship to site
- Removal & transport to storage of legacy equipment
- Field construction scheduling services
- Field construction as-built verification & drawing production services
- Furnish & install wayside electrical raceway
- Radio/EMI testing services
- Coordinate/assemble required Operations, Maintenance & Training manuals
- Receive, stage & deliver to site equipment furnished by others

**Upcoming Meeting Dates and Locations**

**OAKLAND**

Wednesday, November 29<sup>th</sup>

4:00 pm – 6:00 pm

The Oakland Center R 1000  
Broadway

**SAN FRANCISCO**

Thursday, November 30<sup>th</sup>

10:00 am – Noon

SFPUC Contractor Resource Center  
150 Executive Park Blvd

For more information and to RSVP, please go to

<https://dbelbartloakland.eventbrite.com>

<https://dbelbartlosanfrancisco.eventbrite.com>

Questions? Email [veronica@lh4pa.com](mailto:veronica@lh4pa.com)

## Smaller Cities Are Getting Smarter About How They Buy Things

Continued from page 1

procurement from an order-and-payment function to a strategic one.”

Utilizing purchasing data that way would put Virginia Beach at the forefront of municipal purchasing efforts. In the 2017 Governing Institute “Equip to Innovate” survey, one-third of respondents said they are not using any form of evidence-based procurement to develop their own economic initiatives. Virginia Beach, along with other locales such as San Jose, Calif., are among a minority of cities adopting the practice.

“There’s not a great deal of precedent or references for us to follow within the market,” says Adams, “because there’s not a lot of cities that have done it this way.”

Even smaller cities are implementing electronic purchasing platforms. For example, the South Florida town of Tamarac—population 65,200—was testing a new e-procurement tool this fall and planned to fully implement it last month, according to purchasing manager Keith Glatz.

Generally, though, smaller cities have been slow to fully embrace e-procurement and purchasing analytics. Part of that is because it can be tough to know what to do with the data once you have it, says Joshua Steinfeld, the director of a public procurement and contract management certificate program at Norfolk, Va.’s Old Dominion University. “It’s one thing to have the data. It’s another thing to use the data in a meaningful way,” Steinfeld says. “That requires somebody who may have a masters in business or administration. And there’s not a lot of graduate programs in procurement and contracting, at least not in the U.S.”

Another hurdle for adopting performance-based contracts is that cities must be willing to make

tough choices when a contractor fails to meet performance targets, Steinfeld adds. “Local governments are always looking at how many jobs are created, and when you evaluate and find poor performing programs, are you going to terminate the contract? What will you do? How will you do it? And who will you blame or hold accountable for a program’s failure? I suspect that could be a reason why some cities may not want to get into this.”

Part of the reluctance to implement new procurement technology and methodologies is the fear that it might actually drive away some potential contractors. “There is sometimes the belief that procurement offices don’t have the expertise to use these tools,” says Michael Bevis, the purchasing agent for Arlington County, Va., and the former chief procurement officer for Naperville, Ill., where he oversaw efforts to better analyze the city’s purchasing. “There is always the concern that the more sophisticated you get, the more chances of driving away local businesses.”

But Adams, the Virginia Beach procurement officer, says he’s confident that more sophisticated data will not only improve partnerships with small businesses in the community, but will even help the city better engage with women- and minority-owned enterprises by creating historical data points specific to those firms.

“Equitable and diverse spending is the reality of 2017, not just in the public sector but in the private,” he says. “Any performance metrics going forward will include that.”

Julian Wyllie joined Governing as a City Accelerator Fellow. This story was produced with support from City Accelerator, a joint initiative of the Citi Foundation and Living Cities.

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

## California Sub-Bid Request Ad

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DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:  
**CALTRANS ROUTE 880 – CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY IN FREMONT, UNION CITY, HAYWARD, SAN LEANDRO AND OAKLAND FROM 0.4 MILE NORTH OF FREMONT BOULEVARD OVERCROSSING TO HIGH STREET UNDERCROSSING**

Contract No. 04-4H5804,

Federal Aid Project No. ACIM-8801(081)E,

Disadvantaged Business Enterprise Goal Assigned is 14%

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

**BID DATE: DECEMBER 13th, 2017 @ 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, Clearing and Grubbing/Demolition, Cold Plane, Concrete Barrier, Construction Area Sign, Crash Cushion, Electrical, Erosion Control, Fencing, Hazardous Material, High Friction Surface Treatment, Landscaping/Irrigation, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, PCC Paving, Roadside Signs, Delineator, Markers, Rumble Strip, Striping, Survey/Staking, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Underground, Vegetation Control, Trucking, Water Trucks, Weed Control Mat, Street Sweeping, Class 2 Aggregate Base Material, Class 3 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Open Grade) Material, Rubberized HMA (Gap Grade) Material.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com)) 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 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 PREVALING WAGE JOB. DGC is an equal opportunity employer.

## American Indian and Alaska Native-Owned Businesses Move Past the Quarter-Million Mark



Continued from page 2

In Rhode Island, total population declined by 4,922 to 1.1 million, while the number of American Indian- and Alaska Native-owned firms rose by 278 to increase to 673 in 2012.

The sectors in which American Indian and Alaska Native-owned firms were most commonly found nationally span the economy: other services (43,573 firms); construction (35,969); and professional, scientific, and technical services (30,966). In addition, about half (48.0 percent) of these firms were owned by women in 2012, up from 40.8 percent in 2007.

This is just a small snapshot of data available from the Survey of Business Owners. These same

data are available at the more specific industry level (down to the six-digit NAICS), and are broken out by employer and nonemployer firms and include additional variables such as size of firms by receipts and employment levels. Drawing on a sample of 1.75 million employer and nonemployer businesses, the Survey of Business Owners publishes data on the number of firms, receipts, payroll and employment, as well as the gender, ethnicity, race and veteran status of firm owners. Geographic detail, down to the economic place, is also available. This survey is the most comprehensive source of economic data on businesses by demographic characteristics of the owners.

SOURCE: [www.mbda.gov](http://www.mbda.gov)

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# Public Legal Notices

## Lien Sale Notice

**2003 Kawasaki  
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at DUBBELJU Motorcycle Rentals  
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San Francisco, CA 94110**

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Newspaper and Newsletter



Request for Proposal

### Planning, Design, and Environmental Documentation and Permitting Support for Pacheco Reservoir Expansion Project

Santa Clara Valley  
Water District



**Topic:** Planning, Design, and Environmental Documentation and Permitting Support for the Santa Clara Valley Water District's Pacheco Reservoir Expansion Project.

**Who:** Santa Clara Valley Water District is the water resource management agency meeting watershed stewardship needs of and providing wholesale water reliability to Santa Clara County's more than 1.9 million residents.

The Santa Clara Valley Water District is soliciting proposals from consultant firms to provide services for planning, design, and environmental documentation and permitting support for the District's Pacheco Reservoir Expansion Project. The primary objectives of the Project are to 1) increase suitable habitat in Pacheco Creek for the federally threatened steelhead, 2) increase water supply reliability to help meet municipal and industrial (M&I) water demands in Santa Clara County during drought periods and emergencies, or to address shortages due to regulatory and environmental restrictions, 3) develop water supplies for environmental water management that support habitat management and other environmental water needs, 4) minimize supply interruptions when water is needed by increasing the certainty of meeting the requested delivery schedule throughout the year to south-of-Delta contractors dependent on San Luis Reservoir, and 5) reduce flood damages along Pacheco Creek.

The full Request for Proposal (RFP) can be viewed at <http://cas.valleywater.org>. Please submit your proposals electronically to the District's Contract Administration System (CAS) by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "CV11" and add contact information as necessary.

**Contact:** If you need assistance with creating a CAS account, please call (408) 630-2992, or e-mail questions to [ContractAdministration@valleywater.org](mailto:ContractAdministration@valleywater.org).

In addition to submitting proposals electronically through the District's web portal, 10 hard copies of the proposal must be received by the proposal due date and time specified in the RFP Schedule. Please refer to the RFP for detailed hardcopy delivery instructions.

General questions regarding this solicitation will be accepted by email to Lydia Rossiter at [lrossiter@valleywater.org](mailto:lrossiter@valleywater.org).

11/2017 BA

## How to grow your construction firm in today's expanding economy

Continued from page 1

right employees is critical to any successful contractor growth initiative. So is holding onto these employees — the construction industry is notorious for employees jumping from job to job for more pay or better benefits, so make sure your compensation package is competitive.

### Cash Flow and Liquidity

Cash flow is another critical area to watch as you plan your growth strategies, because nothing consumes cash like growth. When they land a large job, contractors often front-load the billing, so they're flush with cash early on. But this cash must be carefully managed throughout the course of the job so expenses and subcontractors can be paid later and you're not "robbing Peter to pay Paul." While it's always wise to have a line of credit you can tap if necessary, the reality is that general contractors should rarely if ever have to use it if they are managing their cash properly.

Keep in mind that while banks in general have begun to relax their lending standards since the depths of the recession, financing can still be an issue for contractors due to regulatory action that increases banks' risk ratings for High Volatility Commercial Real Estate (HVCRE) loans. Builders must now contribute upfront 15 percent of the appraised value of a completed project in cash equity and leave this in the project for the life of the loan. This represents the profit margin of many jobs, so the regulators are essentially requiring contractors to put their profit into a job and not get it out until the job is complete. The most important financial key to success for contractors, however, is liquidity. History has shown that real estate always bounces back eventually, but contractors need to have enough liquidity to hold on until it does. In general, the contractors who survived the most recent recession and downturn and are now positioned for growth are the ones who made sure they had enough liquidity to carry them through the lean times.

Keeping fixed costs down is a key to maintaining strong cash flow and liquidity regardless of business conditions and activity. For example, do you really need to buy that expensive piece of equipment that is only going to be used on one job? Renting or leasing it might make more sense. Also, it's not uncommon for contractors and construction firm owners to live "high on

the hog" during boom times — buying luxury homes, vehicles, watercraft and private airplanes. These are the kinds of expenses, however, that can drag a firm down when cash gets tight.

### Find Your Firm's Sweet Spot

Before and during the recession, some contractors broadened their focus in order to bid on jobs that were outside their normal areas of expertise. For example, some builders of mid-priced tract homes moved up into higher-priced luxury homes — however, many didn't have the necessary expertise or access to subcontractors who could deliver the level of quality required at these price points. They also had to tie up a lot more capital in these homes than they were used to, which often led to cash flow and liquidity problems.

As you plan your growth strategy, it's a good idea to figure out in which markets you can be the most competitive and profitable and then stay focused in these areas. Build your staff and hire your subcontractors with these markets in mind — and don't give in to the temptation to chase jobs outside of your sweet spots if you're not sure you can do the work efficiently and earn a healthy profit. Also make sure you understand the contract and bonding requirements of any job before making a bid.

Finally, be sure you know why you want to grow your contracting firm. Some contractors want to grow just for growth's sake, even if growth isn't in their best interest right now.

Taking on a big contract or a job outside of your sweet spot that you aren't prepared for can cause long-term damage to your construction business.

### Formulate a Strategic Growth Plan

With the economy on relatively solid footing and both commercial and residential construction on the rebound in much of the country, now is the time to plan the future direction for your contracting firm.

Without a plan, you'll be tempted to chase after whatever jobs might look attractive on the surface. A strategic growth plan will help you focus your attention and resources in the areas that promise the highest potential return for your construction firm.

SOURCE: JLK Rosenberger, LLP,

## AISC Raises Fairness Issues Over Buy Clean California Act

Continued from page 1

said Cross. "Developing the rules is going to be a real challenge," he adds, noting that there are several questions that need attention.

One question is whether the process of establishing the global-warming potential is focused at the mill step or the fabricator step of the supply chain. Another is how DGS will take into account the impact of uncertainty in determining global-warming effects, said Cross.

AISC is also concerned about the identification of each product category's rules to ensure environmental product declarations are comparable. Further, the group wants DGS to address the treatment of end-of-life credits.

AISC "would welcome the opportunity" to discuss its misgivings with the DGS technical team, said Cross. "We want to make sure the rules are developed in an equitable manner," he said.

On the materials front, the team for the permitted Framework project—a 148-ft-tall, mass-timber multi-use building designed for a Portland, Ore., site—announced it is delaying construction, originally expected to begin earlier this year, until early next year. The new goal is to complete the project, which received its construction permit in May, by mid-2019—at least a year later than planned.

Visit link below for the full article:

[http://www.sbeinc.com/cms.cfm?fuseaction=news\\_detail&articleID=2192&pageId=25](http://www.sbeinc.com/cms.cfm?fuseaction=news_detail&articleID=2192&pageId=25)

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# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378299-00

Fictitious Business Name(s):

**TJ Builder**

Address

**400 Clementina Street #322, San Francisco, CA 94103**

Full Name of Registrant #1

**Cheng You Ye**

Address of Registrant # 1

**400 Clementina Street #322, San Francisco, CA 94103**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/6/2017**

Signed: **Cheng You Ye**

This statement was filed with the County Clerk of San Francisco County on **11/6/2017**.

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: **Natalie I. Salgado**  
Deputy County Clerk  
11/3/2017

11/9/17 + 11/16/17 + 11/22/17 + 11/30/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378100-00

Fictitious Business Name(s):

**Computing-Cat Company**

Address

**1607 40th Avenue, San Francisco, CA 94122**

Full Name of Registrant #1

**Computing-Cat Company (CA)**

Address of Registrant # 1

**1607 40th Avenue, San Francisco, CA 94122**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/17**

Signed: **Gary Wu, CEO**

This statement was filed with the County Clerk of San Francisco County on **10/20/2017**.

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  
10/20/2017

10/26/17 + 11/2/17 + 11/9/17 + 11/16/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378097-00

Fictitious Business Name(s):

**Express Careworks Inc.**

Address

**729 Sacramento Street #6, San Francisco, CA 94108**

Full Name of Registrant #1

**Express Careworks Inc. (CA)**

Address of Registrant # 1

**729 Sacramento Street #6, San Francisco, CA 94108**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/2017**

Signed: **Gary Wu, CEO**

This statement was filed with the County Clerk of San Francisco County on **10/20/2017**.

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  
10/20/2017

10/26/17 + 11/2/17 + 11/9/17 + 11/16/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378098-00

Fictitious Business Name(s):

**Gobi Treehouse Inc.**

Address

**730 Commercial Street, San Francisco, CA 94108**

Full Name of Registrant #1

**Gobi Treehouse Inc. (CA)**

Address of Registrant # 1

**730 Commercial Street, San Francisco, CA 94108**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/2017**

Signed: **Chi Chun Chan, CEO**

This statement was filed with the County Clerk of San Francisco County on **10/20/2017**.

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  
10/20/2017

10/26/17 + 11/2/17 + 11/9/17 + 11/16/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378107-00

Fictitious Business Name(s):

**Grand Pacifica Consulting**

Address

**729 Sacramento Street #6, San Francisco, CA 94108**

Full Name of Registrant #1

**Henry Hu and Associates Inc. (CA)**

Address of Registrant # 1

**2558 32nd Avenue, San Francisco, CA 94116**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/2016**

Signed: **Henry Hu, CEO**

This statement was filed with the County Clerk of San Francisco County on **10/20/2017**.

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: **Natalie I. Salgado**  
Deputy County Clerk  
10/20/2017

10/26/17 + 11/2/17 + 11/9/17 + 11/16/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378099-00

Fictitious Business Name(s):

**Henry Hu and Associates**

Address

**2558 32nd Avenue, San Francisco, CA 94116**

Full Name of Registrant #1

**Henry Hu and Associates Inc. (CA)**

Address of Registrant # 1

**2558 32nd Avenue, San Francisco, CA 94116**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **7/1/2017**

Signed: **Henry Hu, CEO**

This statement was filed with the County Clerk of San Francisco County on **10/20/2017**.

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  
10/20/2017

10/26/17 + 11/2/17 + 11/9/17 + 11/16/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378208-00

Fictitious Business Name(s):

**1.) Jade Bazaar****2.) Anita Jewelry****3.) Jade Mountain Inc.**

Address

**480 Grant Avenue, San Francisco, CA 94108**

Full Name of Registrant #1

**Jade Mountain Inc. (CA)**

Address of Registrant # 1

**480 Grant Avenue, San Francisco, CA 94108**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/13/2007**

Signed: **Anita Chan, CEO**

This statement was filed with the County Clerk of San Francisco County on **10/27/2017**.

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: **Maribel Jaldon**  
Deputy County Clerk  
10/27/2017

11/2/17 + 11/9/17 + 11/16/17 + 11/23/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378391-00

Fictitious Business Name(s):

**Leo Pride Designs**

Address

**3618 Lyon Avenue, Oakland, CA 94601**

Full Name of Registrant #1

**June Areesa Lee**

Address of Registrant #1

**3618 Lyon Avenue, Oakland, CA 94601**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/10/2017**

Signed: **June Areesa Lee**

This statement was filed with the County Clerk of San Francisco County on **11/10/2017**.

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  
11/10/17

11/16/17 + 11/22/17 + 11/30/17 + 12/7/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378219-00

Fictitious Business Name(s):

**On Track Cleaners**

Address

**716 Pla Playa Street, San Francisco, CA 94121**

Full Name of Registrant #1

**Soap Box Cleaners (CA)**

Address of Registrant #1

**3526 Geary Blvd, San Francisco, CA 94118**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/27/2017**

Signed: **Jonathan Kwan**

This statement was filed with the County Clerk of San Francisco County on **10/27/2017**.

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: **Natalie I. Salgado**  
Deputy County Clerk  
10/27/2017

11/02/17 + 11/09/17 + 11/16/17 + 11/23/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378238-00

Fictitious Business Name(s):

**Sonderby Design**

Address

**219 Clayton Street, San Francisco, CA 94117**

Full Name of Registrant #1

**Jennifer L. Sonderby**

Address of Registrant #1

**219 Clayton Street, San Francisco, CA 94117**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/31/2017**

Signed: **Jennifer Sonderby**

This statement was filed with the County Clerk of San Francisco County on **10/31/2017**.

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  
10/31/2017

11/02/17 + 11/09/17 + 11/16/17 + 11/23/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378169-00

Fictitious Business Name(s):

**Tax Office SF**

Address

**513 Valencia Street Suite #4, San Francisco, CA94110**

Full Name of Registrant #1

**Steven J. Axelrod Inc. (CA)**

Address of Registrant # 1

**513 Valencia Street Suite #4, San Francisco, CA94110**

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

Signed: **Richard Snow**

This statement was filed with the County Clerk of San Francisco County on **10/25/2017**.

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: **Mariedyne L. Argente**  
Deputy County Clerk  
10/25/2017

10/26/17 + 11/2/17 + 11/9/17 + 11/16/17

## FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0377994-00

Fictitious Business Name(s):

**Verde Garden Service**

Address

**301 Congdon Street, San Francisco, CA 94112**

Full Name of Registrant #1

**Silvio Robleto**

Address of Registrant # 1

**301 Congdon Street, San Francisco, CA 94112**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/13/17**

Signed: **Silvio Robleto**

This statement was filed with the County Clerk of San Francisco County on **10/13/17**.

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

Filed: **Sonya Yi**  
Deputy County Clerk  
10/13/2017

10/19/17 + 10/26/17 + 11/2/17 + 11/9/17