

SMALL BUSINESS EXCHANGE

ENVIRONMENTAL EQUITY.....	2
ACCESS TO CAPITAL	3
CALIFORNIA SUB-BID REQUEST ADS	3-6
PUBLIC LEGAL NOTICE	9-10
SUCCESS STORIES	11
BUSINESS TOOLKIT	12

YEARS

Vol 36, Edition 34

Weekly Publication  889-M

November 19, 2020

Mayor Garcetti announces Delta Sky Way Terminal 18 months ahead of schedule

[Article was originally posted on www.lamayor.org]

Mayor Eric Garcetti announced the acceleration of the Delta Sky Way transformation project at the Los Angeles International Airport (LAX) – a \$1.86 billion project to modernize and upgrade Terminals 2 and 3.

“LAX is a central pillar of our economic strength — part of the connective tissue bringing our city to the rest of the world — and we remain focused on enhancing its infrastructure, strengthening our workforce, and transforming the traveler experience,” said Mayor Garcetti. “Even as we confront the immediate crisis of COVID-19, we are accelerating our work to devise a premier airport where visitors are greeted by reimagined terminals, workers land in good-paying jobs, and the city of the future truly takes off.”

The announcement came during a ceremony to celebrate the completion of phase one of the project. Lower passenger volumes at LAX have allowed for accelerated construction, which will allow the Sky Way to open a year-and-a-half early — in mid-2023 instead of late 2024.

“By working in close partnership and cooperation with Delta Air Lines, Los Angeles World Airports is leveraging opportunities to create efficiencies and deliver the project ahead of schedule by more than a year,” said Sean Burton, Board of Airport Commissioners President. “We are grateful to Delta and all our partners who are helping us build world class facilities worthy of our great city.”

The renovations will include a consolidated check-in lobby, security checkpoint, and baggage claim facility as soon as the first quarter of 2022. When fully complete, the state-of-the-art facility will offer expanded security screening capacity, automated security lanes, gate-area seating, and Delta’s largest Delta Sky Club. The terminal will also provide connectivity after security between Terminals 2 and 3, which is currently only accessible on foot or via a shuttle bus. By 2023, the improvements will provide better access to the LAX Automated People Mover.



Image credit by www.lamayor.org

Continued on page 8

Mayor London Breed Announces \$3.5 Million Expansion In Financial Relief For Small Businesses

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

Mayor London N. Breed announced a \$3.5 million expansion of the San Francisco Hardship and Emergency Loan Program (SF HELP). The program will provide zero interest loans of up to \$50,000 to approximately 80 small businesses as San Francisco continues on the road to economic recovery. Since the beginning of the COVID-19 pandemic, the City has identified nearly \$21 million in grants and loans for more than 1,150 local small businesses and their employees.

SF HELP promotes Mayor Breed’s focus on economic recovery. With thin margins and few reserves, many small businesses are relying on credit in order to bridge the reduced revenues that they have seen over the past several months. SF HELP fills a gap for very small businesses that lack meaningful access to credit. By offering a tool designed to sustain disadvantaged small businesses and give them the capital required to re-start their operations, SF HELP aims to advance recommendations from the City’s Economic Recovery Task Force to provide local economic stimulus, promote safe reopening, and pursue economic justice.

“I’m so glad that we’re able to provide another round of much-needed funding for San Francisco’s small businesses. COVID-19 isn’t over and as we begin the hard work of recovering as a city, we need to continue to be there for our businesses—especially those who have difficulty accessing other forms of credit or financial assistance,” said Mayor Breed. “These zero-interest loans will help our beloved neighborhood businesses and entrepreneurs reopen safely. Small businesses, like our neighborhood restaurants, corner markets, and hair salons, keep our commercial corridors thriving and provide employment for San Franciscans. Their survival and success will help us recover together.”

The \$3.5 million expansion of SF HELP will focus on private, for-profit low-income to moderate-income small businesses. The loans can be used to pay for payroll, rent, inventory, equipment, and other operating expenses businesses have as they gradually reopen. They are zero interest loans up to \$50,000, with a repayment term of up to six years. There are no loan fees, personal guarantees, or collateral requirements for the borrower.

SF HELP supports entrepreneurs and business owners who are the backbone of San Francisco’s economy, many of whom are people of color with limited access to traditional credit and affordable financing. SF HELP offers the bridge financing businesses need to make it through the pandemic and provides the financial support they need to reopen and recover. The program was created in April 2020 and since then has funded 227 small businesses with \$8.5 million in loans and programming. Of the 227 loans awarded, 74% are minority-owned small businesses and 52% are women-owned businesses; representing more than 20 different types of sectors such as bars, hair salons, dry cleaners, health services, restaurants, manufacturers, gyms, and child care, etc. in San Francisco. Altogether, these businesses were able to retain nearly 730 jobs. For more information on the impact of SF HELP and other financial relief for businesses, go to oewd.org/impact.

“The success of minority-owned businesses - who make up more than half of San Francisco’s

Continued on page 12

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

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

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



Environmental Equity

An Equity-First Approach to Congestion Pricing

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

By Hana Creger,

You may or may not have heard the phrase “congestion pricing,” but you will likely hear it more as society sorts through how the COVID-19 pandemic has impacted commuting and mobility, as well as the equity issues these changes raise.

Despite millions of people now working from home, congestion on our roads has once again been steadily building up since the days of the initial pandemic lockdown. At the same time, our public transit systems now operate on life support due to dwindling ridership and fare revenue -- despite evidence that public transit is not a major transmitter of COVID-19 and has been more or less restored in Europe and Asia.

More cars clogging our roads and a sustained drop in transit ridership would worsen air quality which could directly exacerbate health disparities and susceptibility to the virus -- consequently most harming communities of color. With growing car dependency, overwhelming traffic and pollution will just become a fact of life and will significantly lower quality of life across communities large and small. While some companies may encourage remote work indefinitely, -- based on current travel trends that's still not enough to completely curb traffic and pollution. If we hope to meet our public health, climate, and equity goals, we desperately need greater prioritization and resources for clean, healthy forms of mobility like public transit, biking and walking.

With looming government budget shortfalls, a sputtering economy, and the likelihood that car trips will increase and therefore expose us to more pollution and congestion, some argue for the adoption of congestion pricing. For years, cities such as London, Singapore, and Stockholm have aimed to create more livable cities through congestion pricing policies that charge drivers a fee to enter the downtown core during rush hour. These fees are intended to reduce vehicle trips and to incentivize people to carpool, take public transit, bike or walk

when possible. Congestion pricing can help get cars off the roads by making it more costly to take solo trips that could have otherwise been done by transit or other means.

In addition, this strategy can serve as a reliable stream of revenue to improve the quality of our sidewalks, bike lanes, and public transit systems and ensure that they're the most efficient, attractive, and cheapest way to get around. However, congestion pricing in the context of the United States' unrelenting car culture will have to be approached with careful considerations towards equity.

San Francisco: A Case Study in an Equity-First Approach

San Francisco is currently conducting various analyses and modeling to understand which congestion pricing scenarios will best meet the stated goals of 1) increasing safety, 2) improving travel times for people and goods, 3) cleaning the air and fighting climate change, and 4) advancing equity in underinvested communities. These four goals will be accomplished both by reducing the number of cars on the roads and by investing the revenue in safer streets and improving public transit. San Francisco also prioritizes designing a fee structure for its congestion pricing program that has discounts, subsidies, and incentives for low-income people in order to help maintain or lower their transportation costs.

One of the best-performing options defined so far would include a fee of \$10-\$12 to drive into the congestion pricing zone during rush hours with a fee exemption for very low-income drivers and a 50% discount for low-income drivers. This modeling scenario would also include a 20-25% increase in bus service to downtown compared to normal levels (which presently are reduced due to COVID-19).

What stands out about this equity strategy is that it was co-created through a robust, community-driven engagement strategy, which will be described in detail in a second blog post. This is important because the equity strategy for congestion pricing may vary greatly based on the specific needs of each community.



Photo by Denys Nevozhai via Unsplash

Everything from the fee structure to how the revenue will be distributed to how success will be measured is up for deliberation, and those most impacted by pollution, congestion, and poverty must be at the decision-making table to co-create that equity strategy. This equity approach has been co-created with residents from historically underinvested communities and a Policy Advisory Committee based on what would best work in San Francisco. What works in other communities can and will vary.

Second, what is unique about this strategy is how equity is built into 1) the fee structure and 2) the distribution of the revenue. To date, every city that has implemented congestion pricing has had flat fees regardless of income. While this approach may be reasonable in regions where low-income people primarily use transit instead of cars, in car-dependent regions, charging all drivers the same price disproportionately penalizes low-income drivers. This is an especially grim reality in the U.S., where low-income families are increasingly being displaced from transit-rich cities into car-dependent suburbs that are farther-flung

from access to jobs, education, and services.

In response to this reality, advocates have created resources that lay out potential equitable congestion pricing strategies such as fees scaled by income and prioritizing revenue distribution in low-income communities -- as seen in TransForm's Pricing Roads, Advancing Equity report. These types of strategies can mitigate the harm of congestion pricing on low-income drivers, reduce emissions and traffic -- with the added bonus of a consistent flow of cash to improve transportation infrastructure where it's needed most. A stated goal of San Francisco's congestion pricing program is that the revenue from the program will be targeted at improving street safety and the quality of public transit, with a specific emphasis on low-income communities and communities of color. When the time comes for conversations around how the funds should be distributed, we recommend applying our Greenlined Economy guidebook's six standards for equitable community investment

■ Continued on page 8

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

Managing Editor:
Valerie Voorhies
vv@sbeinc.com

Production Manager:
Nabil Vo
nvo@sbeinc.com

Diversity Outreach Manager:
Rosalie Vivanco
rvivanco@sbeinc.com

Graphics Design:
Domingo Johnson
domingo@mac.com

Webmaster:
Umer Farooq
umer@octadyne.com

Writer:
Cheryl Hentz
cheryl.hentz@gmail.com

SBE Northeast Manager:
Leslie McMillan
lmcmillan@sbeinc.com

Contact Info:

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

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

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

Copyright © 2020 Small Business Exchange, Inc.

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

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

ISSN 0892-5992



Access to Capital

Ready to Grow Your Business?

Can Crowdfunding Help Save American Small Businesses?

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

By Gerri Detweiler,

Treefort Music Fest, a popular music and arts festival in Boise Idaho, was set to open for its ninth annual event two weeks after the COVID-19 crisis hit full force. It was forced to postpone, initially until September 2020 and then until 2021. It could have meant the death of the iconic community event. But Treefort is still planning on moving forward next year thanks in part to a crowdfunding campaign that has brought in more than \$200,000 to date.

Unlike the more well-known versions of crowdfunding— rewards-based or donation-based— Treefort is utilizing “equity” or “investment” crowdfunding through the platform Wefunder to secure investment funding.

Investors in Treefort are able to purchase preferred stock, with no dividends or voting rights. The investor Q&As explain that, “Until the pandemic came, we (Treefort) were closing in on our best year yet and poised to take the next step of profitability to allow us to have more margin of cash flow for the rainy day fund, pay our team better living wages and to expand on the business model.”

“We really liked that people get ownership,” says Eric Gilbert, co-founder and festival director. “We’ve always had a level of transparency with our community. This allowed us to up the transparency and involve more of the community.”

3 Reasons to Consider Regulation Crowdfunding

Crowdfunding has been a bright spot in an otherwise often challenging fundraising and small business lending landscape dominated by gov-

ernment loan programs such as Paycheck Protection Program (PPP) and Economic Injury Disaster Loans (EIDL).

Even before the coronavirus crisis, many small businesses failed due to lack of access to capital and/or poor cash flow. “COVID has made it insanely difficult to access capital,” says Sherwood Neiss, cofounder of Crowdfund Capital Advisors, who maintains crowdfunding could be one of the best ways to get capital into the hands of small businesses that need it.

There are several types of crowdfunding. While rewards based crowdfunding (think Kickstarter) and donation-based crowdfunding (think GoFundMe) often get the most attention, Regulation Crowdfunding isn’t as well known or understood by small business owners.

Regulation Crowdfunding allows eligible companies to offer and sell securities through SEC-registered intermediaries (a broker-dealer or funding portal). Currently, companies may raise a maximum aggregate amount of \$1,070,000 through crowdfunding offerings in a 12-month period. “Regulation Crowdfunding allows startups and small businesses to raise capital by selling securities in their companies to the community” explains Abe Chu, CMO of NextSeed. “Those securities could be in the form of equity, debt, convertible notes, and other types.”

Equity crowdfunding is gaining momentum. For example, July of 2020, an historically low month for crowdfunding, “saw records for the highest number of offerings in a single month, the highest amount of commitments, as well as the high-

■ Continued on page 8



California Sub-Bid Request Ads



BAY CITIES PAVING & GRADING, INC.
1450 Civic Court | Concord, CA 94520
Office: (925) 687-6666 | Fax: (925) 687-2122

INVITATION TO BID

Bay Cities Paving & Grading, Inc. invites all certified DBE's to submit bids on the following project:

**SAN FRANCISCO BAY AREA RAPID TRANSIT DISTRICT
HAYWARD MAINTENANCE COMPLEX (PHASE 2) CIVIL GRADING
CONTRACT No.: 01RQ-102**

Bid Date: December 1, 2020

Sub-trades/suppliers/truckers needed for following work (but not limited to): Differing Site Conditions; District-Caused Delays; Partnering; Dispute Resolution Board; RWP Training; Watchperson; Mobilization (Includes Equipment); Demolition; Cut; Fill; Clearing and Grubbing - Haul-off; Aggregate Subbase, Class 3 Below Wall Footing; Drain Rock Aggregate; 16" Steel Casing; 6" PVC Sewer Lateral C900 Class 200 (5 Ft to 7 Ft Deep Trench); 4" PVC Sewer Lateral C900 Class 200(5 Ft to 7 Ft Deep Trench); 8" PVC Sewer Main C900 Class 200 (8 Ft to 10 Ft Deep Trench); Sanitary Sewer Manholes; 30" Reinforced Concrete Pipe; 24" Reinforced Concrete Pipe; 18" Reinforced Concrete Pipe; Storm Drain Manhole; Drainage Inlet - Type G2 caltrans - 36" x 36"; Bioretention Basin; 6" Perforated Plastic Pipe Underdrain; Hazardous Materials/ Waste Disposal; Structural Retaining Wall Rebar; Structural Retaining Wall Concrete; Structure Excavation; Structure Backfill; Sheet Pile Wall; 7 Ft CL Barrier Fence; 10 Ft Expanded Metal Fence with Razor Coil; Double 40 Ft Wide Cantilever Slide Gate; 15Ft Swing Gate; 20Ft Swing Gate; 8 Ft Chain Link Barrier with Barb Wire"; Golf Cart and Pedestrian Overcrossing Abutment Rebar; Golf Cart and Pedestrian Overcrossing Abutment Concrete; Overcrossing column and Drilled Concrete Shaft Rebar; Cart Overcrossing; Golf Cart and Pedestrian Overcrossing Abutment Excavation; Golf Cart and Pedestrian Overcrossing Abutment Ground Improvement; 72" Drilled Concrete Shaft Permanent Casing; 78" Drilled Concrete Shaft Permanent Casing; 72" Drilled Concrete Shaft; 78" Drilled Concrete Shaft; 12" Aggregate Base, Class 2"; 4" Asphalt Concrete; Caltrans Type 84 Curb; 24" Reinforced Concrete Pipe; 18" Reinforced Concrete Pipe; Storm Drain Manhole; Drainage Inlet - Type G2 caltrans - 36" x 36"; Bioretention Basin; 6" Perforated Plastic Pipe Underdrain; Hazardous Materials/ Waste Disposal; Structural Retaining Wall Rebar; Structural Retaining Wall Concrete; Structure Excavation; Structure Backfill; Sheet Pile Wall; 7 Ft CL Barrier Fence; 10 Ft Expanded Metal Fence with Razor Coil; Double 40 Ft Wide Cantilever Slide Gate; 15Ft Swing Gate 20Ft Swing Gate; 8 Ft Chain Link Barrier with Barb Wire"; Golf Cart and Pedestrian Overcrossing Abutment Rebar; Golf Cart and Pedestrian Overcrossing Abutment Concrete; Overcrossing column and Drilled Concrete Shaft Rebar; Cart Overcrossing; Golf Cart and Pedestrian Overcrossing Abutment Excavation; Golf Cart and Pedestrian Overcrossing Abutment Ground Improvement; 72" Drilled Concrete Shaft Permanent Casing; 78" Drilled Concrete Shaft Permanent Casing; 72" Drilled Concrete Shaft; 78" Drilled Concrete Shaft; 12" Aggregate Base, Class 2"; 4" Asphalt Concrete; Caltrans Type 84 Curb.

Plans and specifications for the Project are available for review at our office at 1450 Civic Court, Concord, CA 94520 or can be downloaded, please contact BCPG estimating department for assistance. 100% Performance, Payment Bonds by an admitted surety naming prime contractor as obligee, in the full amount of the subcontractors bid shall be required. Retention will be withheld if subcontractor fails to provide bonds. Bonding assistance is available, Bay Cities Paving & Grading, Inc., will pay bond premium up to 2%. Call Russ Olney or Robert Rosas at (925) 687-6666 for assistance with credit line, bonding, insurance, equipment, supplies and materials. Subcontractors will be required to enter into our standard contract. Items of work can be broken down to facilitate DBE and SBE participation. BCPG will make every effort to work cooperatively with all qualified firms seeking work on this project.

Please be advised, Contractors and Subcontractors must register with the D.I.R (Department of Industrial Relations) in order to bid on public works projects. Registration with the D.I.R. costs \$300 and covers the fiscal year (July 1 to June 30th). To verify the status of your D.I.R. number, please visit: <http://www.dir.ca.gov/Public-Works/Contractors.html>.

Bay Cities Paving & Grading is signatory to the following Unions: Operators, Laborers, Teamsters, & Cement Masons. Bay Cities Paving & Grading, Inc. is an Equal Opportunity Employer.



Is requesting quotes from certified and qualified
DBE (including MBE, WBE, SBE, SBRA, LSAF, HubZone)
Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Construction Stake, Demo Minor, Elect @ Pump Plant, Joint Seals, Landscape, Erosion Control, Masonry Building/Other, Mechanical - Building, Minor Conc Struct, Plane A C, Rebar, Struct Excavate Site, and Trucking Dirt Haul

SUPPLIERS

Aggregate, Conc Pumping, Equip Rent - Dirt/Gen, Equip Rent - Small only, Joint Seal ASM, Lumber & Timber, Misc Iron & Steel, Pipe - Steel, Pump Plant Equip, Ready Mix Conc, Struct Steel, and Security Guard Serv

**WATER RECLAMATION PLANT NO. 10 T-1 PUMP STATION
REPLACEMENT AND T-2 PUMP STATION MODIFICATIONS**

Specification No. 2020-34

BID DATE DECEMBER 10, 2020 at 2:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Eric Bodyfelt

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

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

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

Sukut Construction, LLC
An Equal Opportunity Employer



California Sub-Bid Request Ads

KJ Woods Construction, Inc.

is requesting quotes from certified LBE/DBE businesses for

City & County of San Francisco,
Wawona Area Stormwater Improvement
and Vicente Street Water Main Replacement,
Contract #WW-711

Bid Due 12/10/20 @ 2 PM

We are seeking subs/suppliers of Traffic Control, Paving, Grinding, Install Concrete Flatwork, Manholes & Junction Structures, Excavation, Shoring, Trucking, Saw Cutting, Install VCP Pipe, Sewer Bypass, TV Inspection, Jack & Bore, Micro-Tunneling and Water Main Excavation / Installation.

Payment & performance bonds may be required.

Subs are encouraged to contact Annette Andrade office@kjwoods.com / 415.759.0506 for info/assist with insurance reqs, bonding, lines of credit, equipment or instructions to obtain plans/specs at no cost



Kiewit

Kiewit Infrastructure West Co.

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

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

Brackish Water Desalination Project Project No. PW 694

Owner: City of Antioch

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

Subcontractor and Supplier Scopes are due

November 10, 2020 and Quotes

NO LATER THAN November 16, 2020 at 5 PM.

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

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

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

www.mbd.gov; www.epa.gov;
www.sba.gov; dot.ca.gov

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

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

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

Performance and Payment Bonds may be required for Subcontractors, and Supply Bond for permanent material Suppliers on this project. Please contact Kiewit for any assistance in bonding, insurance, equipment, materials and/or supplies.

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

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

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

CA Drinking Water State Revolving Fund (CASRF) applies

American Iron and Steel requirements apply

Davis-Bacon and California prevailing wage rates apply

An Equal Opportunity Employer

CA Lic. 433176

DIR #: 1000001147

McGuire and Hester
2810 Harbor Bay Parkway • Alameda, CA 94502
Phone: 510-632-7676 • Fax: 510-562-5209
Contact: Justine Cooper

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

Phase 2B Arden Service Area Pipe &
Meter Installation
Contract No. 4507

Location: Sacramento, CA

Bid Date: 12-10-20 @ 2 PM

McGuire and Hester is seeking qualified subcontractors in the following trades:
Traffic Control, Trucking/Hauling, Sawcutting, Fencing, Concrete, & Striping.

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

An Equal Opportunity Employer

W.A. Rasic Construction Company

**REQUEST FOR QUOTES FROM QUALIFIED
DBE/MBE/WBE/OBE SUBCONTRACTORS AND
SUPPLIERS FOR THE FOLLOWING PROJECT:**

216th Street Replacement Trunk Sewer Phase 2

Location: Carson, California

Owner: Los Angeles County Sanitation

District No. 8

Prime's Bid Due Date: December 8th, 2020 2:00pm

Subcontractor/Supplier Proposal

Bid Due Date: December 7th, 2020 2:00pm

W.A. Rasic Construction is requesting quotes from qualified DBE/MBE/WBE/OBE subcontractors for the following, but not limited to, scopes of work:

Horizontal Boring & Jacking, Tunneling, Sequential Excavation Method, Traffic Signal Modifications, Traffic Control, Asphalt paving, Grind & Cap Pavement, Cast-in place Concrete Structures, Large Diameter Manholes, PVC lined Concrete Pipe, Fiber Reinforced Pipe, Slurry Backfill, Sewer Bypass, Inspection, Survey, Storm Water Pollution Prevention Plan, Scheduling, Trucking, Tunnel Instrumentation & Pressure testing.

Subcontractors and suppliers are advised to submit their quotes 1 working day prior to the Prime's bid due date for evaluation and completion of all necessary forms to submit with our bid. Plans and specifications are available for review from 8:00 am to 4:00 pm, Monday through Friday at our office located at 4150 Long Beach Blvd., Long Beach, CA 90807. Please contact Matthew Adams at (562) 928-6111 to make an appointment to view the plans and specifications. Plans and specifications are also available through Quest Construction Data Network (QuestCDN) for a non-refundable fee of \$15.00. This can be done via a link on the Districts' Listing of Advertised Construction Projects webpage <https://www.lacsd.org/opportunities/bid-spur/constrbids.asp> or by inputting Quest project number 7279577 through the QuestCDN website (www.questcdn.com)

Assistance in obtaining bonds, lines of credit, and insurance is available upon request to all DBE, MBE, WBE, and OBE subcontractors; as well as breaking large work items down into smaller categories or quantities. We can arrange delivery schedules to facilitate maximum participation where feasible per specifications. Please contact Matthew Adams via email if have any questions or if you require assistance in regards to bonds, lines of credit, and insurance.

W.A. Rasic Construction Co., Inc.

Matthew Adams - Estimator

4150 Long Beach Boulevard

Long Beach, CA 90807

Phone: 562.928.6111 ext. 2214

Fax: 562.928.7339

Email Address: madams@warasic.com

Ferma Corporation
6639 Smith Ave • Newark CA 94560
Contact: Jack Hesotian
Phone: 650-495-0949
e-mail: jhesotian@fermacorp.com

Request for bids for the following trades and supplies for the project referred to as
Seneca Property Sale/Seneca Reservoir Demolition
Owner: EBMUD

Bid Date: 11-25-2020

Seeking:

- Trucking of construction debris.
- Trucking of asbestos containing debris.
- Trucking of hazardous waste.
- Asbestos removal.
- Paving.
- Underground pipe installation and modifications.
- SWPP supplies.
- PPE and 6 mil plastic sheeting.

Ferma is signatory to Laborers and Operating engineers.

We are strongly encouraging DBE, MBE, WBE, DVBE subcontractors and suppliers to participate in this project by contacting Jack Hesotian to discuss your scope of work.

Performance and payment bonds may be required. Subcontractors will be required to sign Ferma Corporation standard subcontract which can be made available for review.

Ferma Corporation
is an equal opportunity employer.

NBC Construction & Engineering INC.

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

PROJECT TITLE:

10th and 11th Street Precast Concrete Islands

BID NO. PW 9698

BID DATE & TIME: 12/03/2020 @3:00PM

PROJECT LOCATION: 10th and 11th St

(Between E. Hedding St and I-280 Ramps)

San Jose, CA 95112

Owner: CITY OF SAN JOSE

NBC Construction & Engineering Inc.

850 South Van Ness Avenue

San Francisco, CA 94110

Phone # 925-324-2727 • Fax # 800-622-9144

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

In addition, if any assistance is needed in obtaining insurance, bonds, or lines of credits, please reach out to NBC Construction & Engineering, Inc. for information.

Please submit proposals to
estimatingnbcinc@gmail.com. If email is unavailable,
proposals can be faxed to (800)622-9144.

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



SYBLON REID
General Engineering Contractors
Providing Solutions to Difficult Projects

P.O. BOX 100 Folsom, CA 95763

Phone: (916) 351-0457 Fax: (916) 351-1674

Contact: John Pottenburgh

Email: johnp@src.com & estimating@src.com

Sub-Bids Requested From **DBE, MBE** and **WBE**
Subcontractors & Suppliers for:

OWNER: DEL ORO WATER COMPANY
**RIVER ISLAND DISTRICT-WATER TREATMENT
PLANT PROJECT- REBID**

LOCATION: PORTERVILLE, CA

BID DATE: DECEMBER 18, 2020 @ 2:00 PM

Scope of Work: The project includes but is not limited to the following elements: the construction of a surface water treatment plant to include the addition of a water treatment packaged modules, along with all associated chemical feed equipment, backwash system, backwash tank, transfer tank, pre-engineered metal building; piping, valving, booster pumps controls and electrical, the installation of a finished water mainline to connect to the existing Territory #1 service area; the installation of two new 500,000 gallon bolted steel finished water storage tanks; the installation of two new 60,000 gallon bolted steel backwash tanks, the installation of one 10,000 gallon backwash transfer tank, the installation of a raw water pipeline and canal turnout structure to divert raw water from the Pleasant Valley Canal to be treated; installation of two separate pipelines to future wells on the water treatment plant (WTP) site; installation of a pre-engineered metal building for storage and maintenance equipment; and an all-weather access road and onsite paving and fencing.

Trades Solicited: Traffic Control, Erosion Control, Demo, Clear and Grub, Earthwork, Trenching, Paving, Fence, Concrete, Pre-Cast, Metal, Door & Frames, Gypsum Board, Painting, Metal Building, Sign & Safety Equipment, Storage Tank, Pipe, Valve, etc, Pump Treatment System, Electrical, HVAC, Roofing, Overhead Door, Trucking, Rebar and Aggregate Supply.

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. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.

SMALL
BUSINESS
EXCHANGE

California Sub-Bid Request Ads

Owner: San Francisco Bay Area Rapid Transit District
Project: Hayward Maintenance Complex (Phase 2)
Civil Grading
Contract No.: 01RQ-102
Bid Date: December 1, 2020
Bid Time: 2:00 p.m.
Quote Due: December 1, 2020 by 12:00 p.m.
NTK Construction, Inc.
 501 Cesar Chavez St., Ste. 115
 San Francisco, CA 94124
415-643-1900 (phone) • 415-643-1300 (fax)
<http://www.ntkconstruction.com> (website)
Estimator: Tin Tran - ttran@ntkconstruction.com

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

Traffic Control, Structural Concrete, Rebar, Metals, Painting, Sanitary Sewerage, Clear and Grubbing, Steel Sheet Piles, Drilled Concrete Piers and Shafts, Asphalt Paving, Flatwork, Chain Link Fence and Gates, Sanitary Utility Distribution Piping, Storm Drainage Utilities and Wet Utilities.

The work includes: Site and civil improvements to the existing BART Hayward Rail Yard Storage Yard and due to underdeveloped land located north of the BART rail storage rack and east of the BART mainline tracks.

The estimated value of this Contract is 35,000,000 to 40,000,000

The following participation goals have been established for this contract:

Disadvantage Business Enterprise (MBE) 28%

The project plans and specifications may be viewed at our office (501 Cesar Chavez St., Suite 115, San Francisco, CA 94124) or may be obtained from BART, by downloading the Contract Documents Order Form from the BART Procurement Portal website. You can also obtain information by emailing bartprocurementsupport@bart.gov

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

WESTERN WATER (WW), is seeking quotes from qualified subcontractors and suppliers, including DBE and/or San Francisco (Local) Small & Micro LBE certified firms, for the construction of:

SEP New Headworks Construction - Scope III
Solicitation 7

Structural Steel (3-19) & Grit Tank Aluminum Covers (3-66)

Engineer's Estimate: N/A

Bid Date & Time: December 10th at 2:00 P.M.

Project Location: San Francisco, CA

Contracting opportunities for qualified subcontractors and suppliers on this project may include, but not be limited to, the following types of work: General Engineering (A), Structural Steel (C-51), Welding (C-60), Metal Products (D-24), and Siding and Decking (D-41).

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

For more information or to provide quotes, please contact:

Western Water, 707 Aviation Blvd, Santa Rosa, CA
Ken Leef, Project Procurement Manager
bids@westernwater.com, Phone: (707) 540-9640,
 Fax: (707) 540-9641

Subcontractors will be required to comply with all sub-contract insurance requirements, which include providing a waiver of subrogation endorsement to their worker's compensation insurance.

The City has a surety bond program, which assists LBE contractors in obtaining bonding and financing for contracts awarded by the San Francisco Public Utilities Commission. For further information contact: Jennifer Elmore at (415) 217-6578. The SFPUCC has adopted a Project Labor Agreement (PLA) which will apply to this Project. All contractors must sign a letter of assent, binding the contractor to the terms of the PLA. Interested subs and suppliers should complete and submit the attached solicitation form no later than 24 hours prior to bid.

WW is an AA/EEO/Veterans/Disabled Employer - CA License No. 188068



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
Replace bridge deck and approach slabs
Hwy 880 Fremont
Caltrans #04-0J5304

BID DATE: December 17, 2020 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Temporary Striping & Marking, Portable Radar Feedback Sign, Portable Changeable Message Sign, Temporary Alternative Crash Cushion, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis & Reports, Temporary Fencing - High Visibility, Sweeping, Temporary Creek Diversion System, Treated Wood Waste, Noise Monitoring, Hydromulch, Fiber Rolls, Hydroseed, Compost, AC Dike, Tack Coat, Cold Plane AC, Temporary Support System No. 1 & No. 2, Structural Concrete, Paving Notch Extension, Clean Expansion Joint, Joint Seal, Bonded Joint Seal, Bar Reinforcing Steel (Bridge), Refinish Bridge Deck, Core Concrete, Bridge Removal, Reconstruct Cable Restrainer, Reconstruct Hinge Bolt, Composite Girder Strengthening, Trash Net, Corrugated Steel Pipe, Misc. Iron & Steel, Pavement Marker, Treatment Best Management Practice Marker, Midwest Guardrail System, Vegetation Control (Minor Concrete), Concrete Barrier, Striping & Marking, Rumble Strip, Contract Stripe Paint, Maintain Existing Traffic Management System Elements, Modify Traffic Monitoring Station Systems, Modify Ramp Metering Systems, Modify Fiber Optic Cable Systems, and Construction Materials

Greg Souder (510-809-3430 gsouder@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertiser Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. OCJ is available to help obtain necessary equipment, material and/or supplies. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
Roadway excavation, HMA, and modifying electrical systems
Hwy 880 San Leandro
Caltrans #04-4J7304

BID DATE: December 15, 2020 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Temporary Striping & Marking, Portable Changeable Message Sign, Temporary Railing, Temporary Crash Cushion, Water Pollution Control Program, Sweeping, Treated Wood Waste, Clearing & Grubbing, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Subgrade Enhancement Geogrid, Hydromulch, Fiber Rolls, Hydroseed, High Friction Surface Treatment, Prime Coat, AC Dike, Tack Coat, Cold Plane AC, CIDH Concrete Piling, Structural Concrete, Adjust Inlet, Culvert Slurry-Cement Backfill, Minor Concrete, Misc. Iron & Steel, Signal & Lighting, Maintain Existing Electrical System, Delineator, Object Marker, Concrete Barrier Marker, Roadside Signs, Reusable Crash Cushion, Concrete Barrier, Striping & Marking, Temporary Lighting System, Maintain Existing Traffic Management System Elements, Temporary Ramp Metering Systems, Modify Lighting Systems, Modify Ramp Metering Systems, Modify Fiber Optic Cable Systems, and Construction Materials.

Jason Martin (510-809-3432 jmartin@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertiser Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. OCJ is available to help obtain necessary equipment, material and/or supplies. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
 Contra Costa County Public Works Dept.
 255 Glacier Drive, Martinez, CA

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

BID DATE: December 1, 2020 @ 2:00 PM

We are soliciting quotes for (including but not limited to):

Building Facilities Demolition, Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, RWP Training, Watchperson, Clearing & Grubbing, Sewer Pipe, Sanitary Sewer Manholes, Underground, Storm Drain Manhole, Drainage Inlet, Structural Retaining Wall, Structure Excavation, Structure Backfill, Sheet Pile Wall, Fencing, Gates, Chain Link Barrier, Overcrossing Abutment Rebar, Overcrossing Abutment Concrete, Overcrossing Column and Drilled Concrete Shaft Rebar, Overcrossing Column Concrete, Drilled Concrete Shaft Permanent Casing, Drilled Concrete Shaft, Minor Concrete, Hazardous Materials/Waste Disposal, Minor Concrete-Type B4 Curb, Structure Concrete, Structural Steel, Painting, Anti-Graffiti Coatings, Shoring, Jacking & Boring, Asphalt Emulsion Sealer, Pavement Markings, and Construction Materials

Jean Sicard (510-809-3411 jsicard@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. There is a Major Projects Project Stabilization Agreement in place for this project. This contract is subject to "Buy America" requirements. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. OCJ is available to help obtain necessary equipment, material and/or supplies. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

With SBE you can:

FIND
 Subcontractors, Vendors,
 and Suppliers

REACH
 Diverse Audiences

ADVERTISE
 Sub-Bid Request Ad
 Public Legal Notices
 Job Listings

Contact us at 800-800-8534 or sbe@sbeinc.com

California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

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

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

**BART - Hayward Maintenance Complex -
Phase 2 Civil Grading
Contract No. 01RQ-102**

**Disadvantaged Business Enterprise Goal
Assigned is 28%**

OWNER:

San Francisco Bay Area Rapid Transit District,
300 Lakeside Drive, 23rd fl., Oakland, CA 94612

Bid Date: December 1st, 2020 @ 2:00 P.M.

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

Bridge, Clearing and Grubbing/Demolition, Electrical, Erosion Control, Fencing, Minor Concrete, Minor Concrete Structure, Reinforced Concrete Pipe/Jacked Reinforced Concrete Pipe/Corrugated Metal Pipe, SWPPP Prep Water Pollution Control Plan Prepare, Tree Removal/Trimming, Underground, Trucking, Water Trucks, Street Sweeping, Imported Borrow, 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 3855 N Freeway Blvd. Suite 100, Sacramento, CA 95834, or reviewed and downloaded from the DeSilva Gates ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd). Prospective Bidders or Interested Parties (including prospective Subcontractors of any tier) who are not currently registered on the BART Procurement Portal to do business with BART are required to register on the BART Procurement Portal on line at www.suppliers.bart.gov in order to download the Contract Documents and then submit the completed Contract Documents' Order Form to the District Secretary's Office, San Francisco Bay Area Rapid Transit District, 300 Lakeside Drive, Oakland, California 94612.

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

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

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

DESILVA GATES CONSTRUCTION

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

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

**CALTRANS ROUTE 99 - CONSTRUCTION ON
STATE HIGHWAY IN MERCED COUNTY IN
MERCED FROM 0.2 MILE SOUTH OF CHILDS
AVENUE OVERCROSSING TO 0.2 MILE
SOUTH OF FRANKLIN ROAD OVERCROSSING**

**Contract No. 10-1C1704,
Federal Aid Project No. ACNH-P099(662)E
Disadvantaged Business Enterprise Goal
Assigned is 16%**

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

Revised Bid Date: January 6, 2021 @ 2:00 P.M.

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

CLEARING AND GRUBBING/DEMOLITION, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CHANNELIZERS, BARRICADES, OBJECT MARKERS, ELECTRICAL, EROSION CONTROL, ADL, HAZARDOUS MATERIAL, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PCC PAVING, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

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

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

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

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

Kiewit

Kiewit Infrastructure West Co.
10704 Shoemaker Ave., Santa Fe Springs, CA 90670
Tel: (562) 946-1816 • Fax: (562) 946-3823
Contact: Hugo Tejedajr
Email: hugo.tejedajr@kiewit.com

**Owner: Los Angeles County Public Works,
Construction Division
Project Name: Sun Valley Watershed Upper Storm
Drain System Phase 1;
Project ID No. FCC0001221
Location: Tujunga Ave at Strathern Street,
Los Angeles, CA 91605
Bid Date: December 15, 2020 at 11:00a.m.
Request for CBE, DBE, MBE, WBE, DVBE sub-quotes**

Kiewit Infrastructure West Co. (Kiewit) is seeking sub-quotes from qualified Community Business Enterprise (CBE) firms, including Disadvantaged Business Enterprises (DBE), Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Disabled Veteran Business Enterprise (DVBE) firms; and all other business enterprises to perform as Subcontractors and Material Vendors/Suppliers. CBEs must provide evidence of certification as a Community Business Enterprise by the County of Los Angeles Public Works.

The **Sun Valley Watershed Upper Storm Drain System Phase 1** Project is for the construction of 4,000 linear feet of reinforced concrete pipe storm drain and other appurtenant work.

Kiewit is requesting quotes for various areas of work listed in, but not limited to, the scopes of work below:

Land surveying, quality control, traffic control/MOT, shoring and underpinning, CCTV inspection, asphalt paving, cement concrete pavement, curb and gutter, fencing, concrete reinforcing, concrete drilling, sawcutting, trucking and electrical work.

Firms interested in providing a sub-quote for this project must contact Kiewit and responding firms will be issued an "Invitation to Bid" through Kiewit's electronic use of SmartBid system (at no cost to bidder) with project information and bid instructions. Plans and specifications are also available for review at Kiewit's office.

Responsive bidders must possess a valid California Contractor's license (as appropriate) and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Kiewit will reimburse bond premiums. Kiewit is signatory to collective bargaining agreements with the carpenters, laborers, cement masons, ironworkers, operating engineers and teamsters. Kiewit will consider quotes from any, and all bidders who demonstrate an ability to foster and maintain labor harmony on the Project.

Kiewit intends to conduct itself in good faith with all CBEs regarding participation on this project. For further information regarding this project, licensing, insurance, bonding, related assistance with equipment, supplies, and materials, or the project schedule, please contact our Lead Estimator.

"Kiewit Infrastructure West Co. is an Equal Opportunity Employer. Employment decisions are made without regard to race, color, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability, protected veteran status or other characteristics protected by law."

RCS Inc.

Kim Romero, President
kromero777@gmail.com
1-562-307-7734
www.rcsinc.info
SBE/DBE/MBE Certified
DIR Certified

**California Located
Servicing the Contractor with
Dedication and Professionalism**

Consulting Services

Baseline Schedule, Monthly Schedule Updates, Earned Value, Resource/Cost Loading, Cost Analysis, Change Order Review/Negotiation, Claim Assessment, Schedule Delay, Disruption, Impact and Acceleration Analysis, Settlement/Negotiation, Litigation Support, Arbitration Support, Expert Reporting and Testimony.



431 Payran Street, Petaluma, CA 94952
Phone: 707-835-2900 • Fax: 707-835-2994

Contact: Kelsey Godfrey
Email: bid@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL
STATE OF CALIFORNIA DGS CERTIFIED DVBE
SUBCONTRACTORS & SUPPLIERS
and ALL QUALIFIED SUBCONTRACTORS &
SUPPLIERS FOR ALL TRADES
FOR THE FOLLOWING PROJECT:

**TWIN CREEKS ELEMENTARY SCHOOL
MODERNIZATION
SAN RAMON, CA
SRVUSD#16-16**

**BID DATE: December 8, 2020 @ 2:00pm
ESTIMATE: \$8,500,000**

Trades needed but not limited to: Asbestos & Lead Report, Demolition, Concrete Framing & Accessories, Concrete Reinforcing, Cast in Place Concrete, Structural & Miscellaneous Steel, Metal Decking, Metal Fabrication, Rough Carpentry, Finish Carpentry, Architectural Wood Casework, Thermal & Moisture Protection, Roofing Repair, Thermal & Air Barrier Wall System, Weather Barriers, Asphalt Shingles, Fiber Cement Siding, Modified Bituminous Membrane Roofing, Sheet Metal Flashing and Trim, Roof Accessories, Joint Sealers, Expansion Joint Cover Assemblies, Hollow Metal Doors & Frames, Access Doors & Panels, Aluminum Windows, Door Hardware, Glazing, Louvers, Concrete Floor Moisture Content & PH Testing, Acoustical Ceiling, Resilient Flooring, Tile Carpeting, Wall Panels, Exterior Painting, Interior Painting, Visual Display Units, Signage, Toilet Accessories, Window Shade Systems, Countertops, Plumbing, HVAC, Energy Management System for HVAC, Electrical, Telecommunication System, Assisted Listening System, Fire Alarm System With Voice Evacuation, Site Preparation, Earthwork, Trenching, Backfilling & Compaction, Asphalt Concrete Paving & Base, Sanitary Sewage Pipe & Appurtenances, Site Drainage

All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. YOUR PROPOSAL WILL CONSTITUTE AN ACCEPTANCE OF OUR STANDARD SUBCONTRACT TERMS. OUR STANDARD SUBCONTRACT MAY BE FOUND ON OUR WEBSITE: WWW.ARNTZBUILDERS.COM. THE SUBMISSION OF YOUR PROPOSAL IS AN ACKNOWLEDGEMENT THAT YOU HAVE REVIEWED AND APPROVED OUR SUBCONTRACT TERMS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE
CARPENTER'S AND LABORER'S
COLLECTIVE BARGAINING AGREEMENTS
AN EQUAL OPPORTUNITY EMPLOYER



Innovating Through Immense Challenges: Celebrating the 2020 AEC Excellence Awards Winners



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

By Autodesk,

What Are the AEC Excellence Awards?

Now in its ninth year, the AEC Excellence Awards program honors the most innovative architecture, engineering, and construction projects around the world. Talent is at the heart of these awards, as the competition recognizes both the projects and people shaping the industry's future. Presented in partnership with Informed Infrastructure and the Society for Marketing Professional Services, the annual awards highlight teams' innovative solutions that bring groundbreaking projects to life and inspire other professionals to test the limits of what's possible in the construction industry.

Announcing the AEC Excellence Awards 2020 Winners

This year's AEC Excellence Awards winners have shown a truly remarkable dedication to innovation. From a field of 216 entries spanning 35 countries, an independent panel of judges created a shortlist of incredible projects. The winners were selected across three categories: infrastructure design, building design, and construction. The list includes small, medium, and large-sized projects with budgets ranging from less than \$1 million to more than \$4 billion, highlighting the fact that industry-transforming work is happening at every scale and in every part of the world.

We're also excited to announce the winner of this year's Innovator of the Year award, which honors AEC practitioners reimagining the design and construction practice through the use of technology. The 2020 Innovator of the Year, Wajdi Mereb, leads digital transformation at Dubai's Road and Transport Authority (Dubai RTA), using BIM to plan and design massive projects including a 15-km-long extension of the Dubai Metro to the Expo 2020 site.

And now: on to the winners! Here are the projects and teams taking on the challenge of reimagining during extraordinary times.

Infrastructure Design

Infrastructure Design – Small Project (less than \$100 Million)

Winning project: Chandrawal Water Supply Project – 477 MLD Advanced Water Treatment Plant

RWS & UWWM-EDRC, WWW SBG, WET-IC, L&T Construction, India

This 477 MLD plant utilizes modern technologies including ozonation and granular activated carbon dual media filters.

Infrastructure Design – Medium Project (\$100 Million – \$500 Million)

Winning project: Route E39, The Coastal Highway

Norconsult, Norway

This \$490-million-dollar transportation project includes the largest balanced concrete cantilever bridge in the world.

Infrastructure Design – Large Project (over \$500 Million)

Winning project: City Rail Link

Link Alliance, New Zealand

This rail project allows twice as many people to live within 30 minutes of Auckland's Central Business District.

Building Design

Building Design – Small Project (Less than \$20 Million)

Winning project: Vigentina 9

Lombardini22 S.p.A, Italy

This project is a refurbishment of an existing building in a dense urban area in the city center of Milan, Italy.

Building Design – Medium Project (\$20 Million – \$200 Million)

Winning project: WILD

Katrina Urbanik AS, Norway

The core of this ambitious development is three living units on a floating island, with farms and green public spaces.

Building Design – Large Project (over \$200 Million)

Winning project: South Beach Psychiatric Center New In-patient Building

STV – Architectural Resources, United States

This new 221,000-square-foot, 262-bed behavioral health facility was rapidly adapted for emergency COVID-19 support.

Construction

Construction – Small Project (Less than \$100 million)

Winning project: Kallang Polyclinic and Long Term Care Facility

Tiong Seng Contractors Pte Ltd, Singapore

A hybrid healthcare development, this complex includes a wide range of clinical centers and a long-term care facility.

Construction – Medium Project (\$100 Million – \$500 Million)

Winning project: Multinational Data Center, Malmö

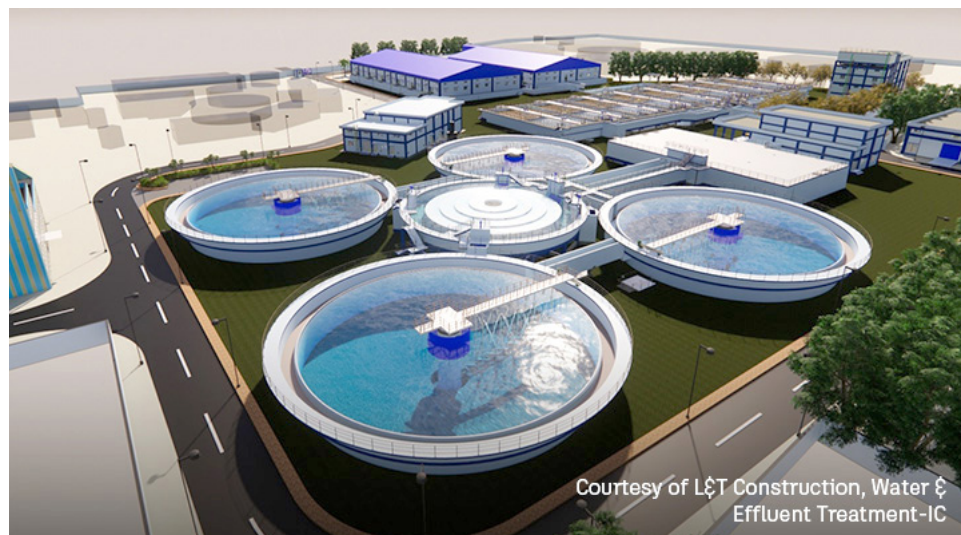
John Sisk & Son, Sweden

Supported by complex underground infrastructure, this large-scale data center project is built for future expansion.

South Beach Psychiatric Center New Inpatient Building STV – Architectural Resources United States



Chandrawal Water Supply Project 477 MLD Advanced Water Treatment Plant RWS & UWWM-EDRC, WWW SBG, WET-IC, L&T Construction India



Courtesy of L&T Construction, Water & Effluent Treatment-IC

Construction – Large Project (Over \$500 Million)

Winning project: Chengdu Phoenix Mountain Sports Park

China Construction Eighth Engineering Division Corp. Ltd, China

This modern sports complex is a new landmark, occupying 43.67 hectares with 2 stadiums, landscape and buildings.

Innovator of the Year

Wajdi Mereb, BIM Manager, RTA, United Arab Emirates

Wajdi Mereb, leads digital transformation at Dubai's Road and Transport Authority (Dubai RTA), using BIM to plan and design massive projects including a 15-km-long extension of the Dubai Metro to the Expo 2020 site.

Continuing to Celebrate Innovation in Construction

At Autodesk, we make recognizing industry-shaping work in architecture, engineering, and construction a top priority. This year has left us with no shortage of projects and professionals to honor that have embodied innovation and excellence, and since 2020 is not over yet, there are still a number of opportunities to recognize outstanding leaders in construction. In late November, we'll be announcing who made the list for 40 Under 40: Construction Champions of 2020. Our 40 Under 40 program honors young innovators in the construction industry, both established and up-and-coming talent. To learn more about the people making a big impact in architecture, engineering, and construction across the globe this year, subscribe to our blog for updates.

SOURCE:

<https://constructionblog.autodesk.com/aec-excellence-awards-winners/>

Can Crowdfunding Help Save American Small Businesses?

■ Continued from page 3

est number of investors” according to Crowdfund Capital Advisors data. And “80% of (that) capital comes from friends, family, customers and followers.”

1. Customers become advocates

One of the biggest advantages of Regulation Crowdfunding is the relationship founders build with supporters.

Winner of MasterChef Season 3, Chef Christine Ha opened her first full restaurant space Xin Chao along with her two partners – her husband John Suh (marketer and partner in their current chef’s hall concept The Blind Goat) and Chef Tony Nguyen, an experienced chef and restaurateur.

Their campaign on NextSeed raised its targeted \$107,000 from 93 investors within the first 2 hours. The money raised is in the form of a loan which they have started to repay despite the challenging environment for restaurants.

“We’ve had to rethink what consumers are looking for these days,” Ha explains. The restaurant has a large patio, which helps, and they’re offering more affordable bar bites. “We’ve had to keep adapting and shifting, but our long-term vision is still the same,” Ha explains.

When asked about her crowdfunding experience, Ha repeatedly points to the fact that backers want to see the business succeed. “I think the

more intrinsic value is having the team of people who invest in your business to really want to help you foster that business and help you get the word out,” she says.

Gilbert agrees: “These are going to be owners of our company,” he says. “I think this brings a higher level of commitment. They are going to be more apt to care about it deeply into the future.”

2. It’s surprisingly diverse

Regulation crowdfunding isn’t just for unique retail products or sophisticated biotech firms. A wide variety of businesses are raising money this way.

Crowdfund Capital Advisors research revealed that “in 2019 the top industry groups were entertainment, application software, consumer packaged goods, restaurants, alcoholic beverages, real estate, biotechnology, computer hardware, education, utilities, personal services, advertising and marketing services, autos, consulting and banks.”

That’s a pretty wide swath of businesses, many of which would be unlikely to land angel funding or venture capital. They could also have trouble getting traditional business financing without strong revenues, at least two years in business, and solid credit scores.

3. It can be cost effective

Raising money through a Regulation crowdfunding campaign ends up costing, on average,

about 5.3% of the amount raised says Neiss. Costs can include the campaign video, company disclosures, marketing costs, plus legal and accounting fees. Once successful, a platform will take on average a 6% success fee, he adds.

In addition, investors will expect some sort of return. Some campaigns offer equity, others make loans or offer convertible notes. The Xin Chao campaign offered investors a gross annualized interest rate of 17% to be paid monthly over four years.

Still, it can be less expensive than other types of fundraising and you won’t give up as much control as you may using angel funding or venture capital. “If you were to do a comparable offering via Regulation A you could easily spend \$100,000 on the same fees,” Neiss explains. “Reg CF scales down to the size of the offering. Other types of fundraising have fixed costs that are much higher,” he adds.

With Regulation CF crowdfunding, “Main street businesses are raising around \$100,000,” Neiss observes, and “the average amount across the board is about \$250,000.”

Can The US Crowdfund the Next Stimulus?

By the end of August 2020, Yelp reports 163,735 total U.S. businesses on Yelp have closed since the beginning of the pandemic (observed as March 1, 2020). And 60% of those are permanent closures. That’s nearly 100,000 businesses

on Yelp alone that have closed and do not plan to reopen. More will likely join their ranks if there is not another round of stimulus.

Nearly a decade ago, Neiss walked the halls of Congress to advocate for Regulation crowdfunding which became legal though the JOBS Act in 2012. Now he’s a driving force behind the proposed Main Street Recovery Co-Investment Fund which would provide a model for the government to match 100% of funds (up to \$250,000) raised from communities via these platforms. This approach would replicate a successful program in the U.K. and engages local communities to support businesses they believe in.

“What is happening on Wall Street is not the same as Main Street,” Neiss warns. “Community businesses are facing the worst economic crisis in decades and are closing their doors. The stimulus programs the government has created for Main Street are failing. The money they allocated is still there. This program would allow the government to deploy capital immediately to businesses that need it to survive using policy and regulation that already exists, technology platforms that are ready to scale and real-time data feedback that will allow the government to see how the program is working.”

SOURCE:

[/www.nav.com/blog/can-crowdfunding-help-save-american-small-businesses-740275/](http://www.nav.com/blog/can-crowdfunding-help-save-american-small-businesses-740275/)

An Equity-First Approach to Congestion Pricing

■ Continued from page 2

which include: 1) Emphasize race-conscious solutions, 2) Prioritize multi-sector approaches, 3) Deliver intentional benefits, 4) Build community capacity, 5) Be community-driven at every stage, and 6) Establish paths towards wealth-building.

Congestion Pricing Strategies for Ride-Hailing Companies

San Francisco’s strategy will also include some form of congestion pricing for ride-hailing services like Uber and Lyft, which is to be determined following additional outreach. This is particularly important given that Uber and Lyft worsen traffic in cities around the world, and are responsible for up to 14 percent of all vehicle miles traveled in some cities. Equally concerning is that ride-hailing trips generate 70 percent more pollution than simply driving your own car, due to the additional miles of aimless driving waiting for the next ride.

However, congestion pricing fees should not be pushed onto the drivers -- who already suffer from low wages and poor working conditions. In addition to strongly opposing Prop 22, which would allow ride-hailing companies to continue exploiting drivers, Greenlining believes that ride-hailing companies should absorb this cost of doing business as opposed to passing off the fees to drivers. Congestion

pricing strategy must not overlook ride-hailing, given its harmful impact on traffic, pollution, and labor practices and how this disproportionately impacts low-income people and people of color. We must ensure that the design of congestion pricing fees on ride-hailing trips centers equity, to avoid further straining the livelihoods of drivers.

San Francisco will now continue to lead further rounds of co-creation workshops, outreach, modeling and analysis to inform the final congestion pricing recommendations. This type of thoughtful, community-driven equity strategies can provide guidance for other cities that are experimenting with congestion pricing. Furthermore, the lessons learned can also be applied to other pricing policies, such as Portland’s mobility pricing project, low and zero-emission zones, and distanced-based road pricing. In this day and age of a converging public health, climate, and economic crises, we need bold transportation policies that center equity at every step of the way. In the next installment, I’ll go into more detail about just how to do that.

SOURCE:

<https://greenlining.org/blog-category/2020/equity-congestion-pricing/>

Mayor Garcetti announces Delta Sky Way Terminal 18 months ahead of schedule

■ Continued from page 1

“If there’s a silver lining to fewer people flying right now, it’s that we have an opportunity and a team with the know-how to pull the future forward on infrastructure projects like Sky Way at LAX, which will deliver an exceptional experience much faster than planned for our customers and employees,” said Mark Pearson, Delta Vice President – Corporate Real Estate. “This is all possible thanks to the incredible support of LAWA, the City of Los Angeles and our construction partners who are aligned with our vision, and our employees who continue to be nimble in supporting customers throughout each phase of construction.”

“As we reimagine Los Angeles International Airport, the modernization of Terminals 2 and 3 is an example of how we are realizing our goal to be one of the top international airports in the world by creating new facilities and passenger experiences that are modern, streamlined and built on a framework of advanced technology,” said Justin Erbacci, Chief Executive Officer, LAWA. “The new headhouse will be a new front door for Delta Air Lines guests, create a key linking point for the north terminals and provide easy access to the Automated People Mover train when it begins operations in 2023.”

Since taking office, Mayor Garcetti has guided forward a more than \$14 billion transformation of LAX that began in 2009. The Mayor’s histor-



Mayor Mark Garcetti

ic infrastructure investments have strengthened working families and the middle class. The Delta Sky Way project is estimated to create roughly 14,000 jobs in the L.A. region, and it will help generate over \$2 billion in economic output when completed.

SOURCE:

<https://www.lamayor.org/mayor-garcetti-announces-delta-sky-way-terminal-18-months-ahead-schedule>



Public Legal Notices

UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

ANNOUNCEMENT TO PREQUALIFIED PROPOSERS

Subject to conditions prescribed by the University of California, Irvine Medical Center ("UCIMC"), sealed proposals for a brief design build contract are invited from prequalified proposers for the following work:

B63, Energy Efficiency Retrofit, Project No. 997605

Description of Work: UCIMC is soliciting proposals from qualified Design Build (DB) teams for the execution of the Building 63 Energy Efficiency Retrofit project. This project will be delivered as an energy brief design-build (EBDB) project. The DB team should anticipate participating in the full project timeline, with responsibilities to include compiling a complete project design package that meets the performance parameters outlined for each energy efficiency measure. The energy efficiency measures include chiller replacement, installation of a dedicated HVAC system, interior/exterior lighting improvements, retro-commissioning, new variable speed motors, and controls upgrade.

Procedures: Proposal documents will be available at 4pm, Friday, December 4, 2020, and will be emailed to prequalified proposers.

The following design builders have been prequalified to submit proposals on this project: **Siemens**, Cypress, CA, (714) 761-2200; **Trane U.S. Inc.**, Brea, CA (917) 297-5637; **CEG Sustainability Construction**, Arlington, VA, (703) 294-5600.

PROPOSALS DUE: Technical Proposal and Lump Sum Base Price (packaged separately) **1/8/21, 2PM** received only at UCIMC Planning Administration, Building 27, Rm. 136, 101 The City Drive South, Orange, CA 92868.

Mandatory Pre-Proposal Conference & Site Visit. A mandatory pre-proposal conference will be conducted on **Wednesday, December 9, 2020 promptly at 10AM**. Only proposers who participate in the pre-proposal conference, in its entirety, will be allowed to propose on the project. Participants must arrive at or before 10AM. Persons arriving later than 10AM will not be allowed to submit proposals as design builder on the project. Participants shall meet in the 200 Manchester Building, Room 212, 200 S. Manchester Ave., Orange, CA 92868. For further information, contact the University's Representative, Kim Kerwin at 714-456-5735 or khou@uci.edu.

Proposal Security in the amount of 10% of the Lump Sum Base Proposal, excluding alternates, shall accompany each bid. The surety issuing the Bid Bond shall be, on the bid deadline, an admitted surety insurer (as defined in the California Code of Civil Procedure Section 995.120)

All insurance policies required to be obtained by Design Builder shall be subject to approval by University for form and substance. All such policies shall be issued by a company rated by Best as A- or better with a financial classification of VIII or better, or have equivalent rating by Standard and Poor's or Moody's.

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

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

No design builder or subcontractor, regardless of

tier, may be listed on a Bid for, or engage in the performance of, any portion of this project, unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5 and 1771.1.

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

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

The successful proposer will be required to have the following California contractor's license at the time of the proposal opening:

C-10 - Electrical Contractor &

C-20 - Warm-Air Heating, Ventilating and Air Conditioning Contractor

Maximum Acceptance Cost: \$700,000

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California, Irvine Medical Center
November 17, 2020

OAKLAND UNIFIED SCHOOL DISTRICT

Department of Facilities Planning
and Management
955 High Street Oakland CA 94601

REQUEST FOR QUALIFICATIONS AND PROPOSALS (RFQ/P) LEASE-LEASEBACK CONSTRUCTION SERVICES RFP issued November 18, 2020

Oakland Unified School District ("District") is seeking proposals from qualified persons, firms, partnerships, corporations, associations, or professional organizations to provide constructability review, value engineering, master scheduling, site logistic planning, cost estimating, budgeting and construction services for the development and construction for the Central Administrative Center at Cole Campus ("Project") in accordance with the lease-leaseback structure set forth in Education Code section 17406 et seq. The Project includes the demolition of all existing structures (a 42,643 s.f. two-story main building, a 5,118 single-

story cafeteria and a 836 s.f. single-story portable), construction of a new 56,176 s.f. 2-story office building and a new 3,690 s.f. single-story multi-purpose building, and site development of the 2.56 acre site.

The Request for Qualifications and Proposals ("RFQ/P"), which includes instructions for its completion, is available at the District website (www.ousd.org) for your consideration. According to the specifications contained in this RFQ/P, Respondents to this RFQ/P shall submit a completed Statement of Qualifications ("SOQ") along with its Proposal (collectively "RFQ/P Packet").

Respondents must mail or deliver five (5) bound copies, one (1) unbound wet-signed original, and one (1) PDF version on a flash drive of the RFQ/P Packet conforming to the requirements of this RFQ/P to:

OAKLAND UNIFIED SCHOOL DISTRICT
Attn: Tadashi Nakadegawa, Acting Deputy Chief
955 High Street, Oakland, CA 94601

ALL RESPONSES ARE DUE BY 2:00 PM, ON DECEMBER 23, 2020.

Due to the circumstances caused by the Covid-19 pandemic, the District will accept electronic Proposals sent via email in lieu of hard copies. Proposals received by the District no later than 2:00 PM (Pacific Standard Time) on December 23, 2020 via email will be accepted.

Oral, telegraphic, facsimile or telephone RFQ/P Proposal Packets will not be accepted. RFQ/P Packets received after the dates and times indicated above will not be accepted and returned unopened. The District reserves the right to waive any informalities or irregularities in the RFQ/P Packets, to reject any and all RFQ/P Packets, and to negotiate contract terms with one or more Respondents.

A virtual ("Zoom") non-mandatory informational meeting will be conducted on **DECEMBER 3, 2020 at 10:00 AM**. Interested parties shall request an invite no later than November 30, 2020 to participate in this virtual meeting.

Questions regarding this RFQ/P may be directed to Tadashi Nakadegawa, Acting Deputy Chief at tadashi.nakadegawa@ousd.org with a copy ("cc:") to Kenya Chatman (kenya.chatman@ousd.org) and Colland Jang (colland.jang@ousd.org). All questions must be submitted by **DECEMBER 9, 2020**.

Respondent identifies the firm or partnership submitting as the entity to enter into the terms of the Agreements included in Exhibit B. All Respondents must have already been

prequalified by the District in accordance with the Public Contract Code section 20111.6. The Respondent is not required to identify electrical, mechanical and plumbing subcontractors but if such subcontractors are identified, they are also subject to the prequalification requirements as required by Public Contract Code section 20111.6.

OAKLAND UNIFIED SCHOOL DISTRICT

Department of Facilities Planning
and Management
955 High Street Oakland CA 94601

REQUEST FOR QUALIFICATIONS/PROPOSALS PROGRAM MANAGEMENT SERVICES MEASURE Y BOND PROGRAM NOVEMBER 18, 2020 (ISSUED)

The Oakland Unified School District ("District") is requesting qualified persons, firms, partnerships, corporations, associations, or professional organizations to perform the planning, coordination and program management services through the completion of the District's Measure J and commencement of Measure Y Bond Programs. Services may include any or all of the following: planning, coordination, and program management; and; District staff augmentation for program management services. Responders submitting proposals shall identify the precise experience level with capital program management. The District may also consider retaining more than one firm.

The District educates approximately 36,000 students at eighty-three (83) school sites located in the City of

Oakland; in addition there are 13,300 students in Oakland public charter schools with 33 charter schools in District authorized facilities. Voters within the District have overwhelmingly supported the modernization and reconstruction of the District's schools. The District is about to commence the capital program as a part of the Measure Y Bond ("Measure Y Program") passed in November 2020 and has ongoing need for assistance with the planning, pre-design, design and construction phases of work on major renovation/reconstruction of its elementary and secondary schools. Attached to this Request for Qualifications/Proposals ("RFQ/P") is the District's authorized expenditure plan ("Spending Plan") that highlights the timing, delivery and size of Measure Y Program projects. Due to the timing and complexity of the projects slated to start construction in 2021, responder's experience and proficiency in major capital program transition planning is critical.

Responders should also take cognizance that District Projects are constructed using Design-Bid-Build, Lease Leaseback and Design Build delivery methods as well as traditional design, bid, build. During the initial stages of preparing for a capital construction project, District Program/Construction Management consultants and facilities staff consider factors to determine which method of

project delivery will best match the District's overall construction objectives, including: Project size; Project duration; Staff capacity and specific construction experience; ability to meet the District's mandatory local business objectives; available funding sources, and; a construction method's influence on project planning, design and phasing. Responder's experience with each delivery method is expected.

Respondents to this RFP should mail or deliver five (5) bound copies, one (1) unbound wet-signed original and one (1) PDF version on a flash drive of their Proposal, as further described herein, to:

Oakland Unified School District
Attn: Tadashi Nakadegawa, Acting Deputy Chief
955 High Street, Oakland, CA 94601

ALL RESPONSES ARE DUE BY 2:00 PM, ON DECEMBER 23, 2020. (FAX RESPONSES WILL NOT BE ACCEPTED)

Due to the circumstances caused by the Covid-19 pandemic, the District will accept electronic Proposals sent via email in lieu of hard copies. Proposals received by the District no later than 2:00 PM (Pacific Standard Time) on December 23, 2020 via email will be accepted.

The District will conduct a virtual ("Zoom") non-mandatory informational meeting regarding this RFP at **10:00 a.m. on December 2, 2020**. Interested parties shall request an invite no later than November 30, 2020 to participate in this virtual meeting.

All questions regarding this RFQ/P and requests for clarification must also be submitted via email by December 9, 2020 to Tadashi Nakadegawa (tadashi.nakadegawa@ousd.org) and cc: to Kenya Chatman (kenya.chatman@ousd.org) and David Colbert (david.colbert2@ousd.org).

All proposals must be preceded by an email by the December 9, 2020 deadline to these same addressees notifying the District of your interest (i.e., Letter of Interest) in presenting a proposal including the contact name, email, phone, and address of the firm or team contact.

This is neither a formal request for bids, nor an offer by the District to contract with any party responding to this request. The District reserves the right to reject any and all proposals.

Thank you for your interest in working with the Oakland Unified School District.

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391803

Fictitious Business Name(s):
Coastal Glow Skincare
Address
3638 Sacramento Street San Francisco, CA 94117
Full Name of Registrant #1
Amanda Borgonovo
Address of Registrant #1
409 Kehoe Avenue, Half Moon Bay, California 94019

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-1-2020**

Signed: **Amanda Borgonovo**

This statement was filed with the County Clerk of San Francisco County on **11-04-2020**

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

Filed: **Sonya Yi**
Deputy County Clerk
11-04-2020

11/12/20 + 11/19/20 + 11/25/20 + 12/03/20

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391781

Fictitious Business Name(s):
Hmongster Foods
Address
3455 Pierce Street, Apt #303, San Francisco, CA 94123
Full Name of Registrant #1
Por Shoua Thao
Address of Registrant #1
3455 Pierce Street, Apt #303, San Francisco, CA 94123

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-18-2020**

Signed: **Por Shoua Thao**

This statement was filed with the County Clerk of San Francisco County on **10-29-2020**

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

Filed: **Sonya Yi**
Deputy County Clerk
10-29-2020

11/05/20 + 11/12/20 + 11/19/20 + 11/25/20

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391805

Fictitious Business Name(s):
Splendid Holistic
Address
2143 Golden Gate Avenue, San Francisco, CA 94118
Full Name of Registrant #1
Julie Osborne
Address of Registrant #1
2143 Golden Gate Avenue, San Francisco, CA 94118

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-25-2020**

Signed: **Julie Osborne**

This statement was filed with the County Clerk of San Francisco County on **11-04-2020**

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

Filed: **Sonya Yi**
Deputy County Clerk
11-04-2020

11/12/20 + 11/19/20 + 11/25/20 + 12/03/20

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391789

Fictitious Business Name(s):
Tre Kroner
Address
895 Sutter Street #508, San Francisco, CA 94109
Full Name of Registrant #1
Vance Tuneberg
Address of Registrant #1
895 Sutter Street #508, San Francisco, CA 94109

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

Signed: **Vance Tuneberg**

This statement was filed with the County Clerk of San Francisco County on **11-02-2020**

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

Filed: **Giselle Romo**
Deputy County Clerk
11-02-2020

11/19/20 + 11/25/20 + 12/03/20 + 12/10/20

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391694

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

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

Signed: **Joseph Curran**

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

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

Filed: **Giselle Romo**
Deputy County Clerk
10-06-2020

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391700

Fictitious Business Name(s):
Trotzi Records
Address
32 Rebecca Lane, San Francisco, CA 94124
Full Name of Registrant #1
Michael James Aguayo
Address of Registrant #1
32 Rebecca Lane, San Francisco, CA 94124

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

Signed: **Michael James Aguayo**

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

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

Filed: **Sonya Yi**
Deputy County Clerk
10-06-2020

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391651

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

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

Signed: **Carly Buck**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391689

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

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

Signed: **Cameron Holl**

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

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

Filed: **Giselle Romo**
Deputy County Clerk
10-05-2020

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391642

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

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

Signed: **William Dow**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391661

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

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

Signed: **Jarret Weis**

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

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

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

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

CHANGE OF NAME

CHANGE OF NAME

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

PETITIONER OR ATTORNEY

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

TO ALL INTERESTED PERSONS:

Sun I Merritt
for a decree changing names as follows:

Sun I Merritt
changed to
Sun I Park

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

NOTICE OF HEARING

Date: **December 10, 2020** Time: **9:00 AM**
Dept: **103N** Room: **103N**

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

**SUPERIOR COURT OF CALIFORNIA,
COUNTY OF SAN FRANCISCO**
400 MCALLISTER STREET, ROOM 509
SAN FRANCISCO, CA 94102

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

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

Success Stories

SBDC Helps Family-Owned Tile Company Thrive Through Economic Downturn

Arto Brick
15209 S. Broadway St.
Gardena, CA 90248
310-768-8500
www.artobrick.com

Launched in the 1960s by Egyptian-born Arto Alajian, ARTO Brick started out hand-making and installing custom ceramic tiles and brick veneers for residential use. When the energy crisis of the 1970s made producing ceramics difficult, Arto developed innovative concrete tiles whose luxury appearance elevated the company's prestige. Arto's sons, Vod and Armen, grew up working in the business, and in the 1990s Armen expanded the business still further by switching from B2C sales and installation to a B2B model. Between 2000 and 2010, sales nearly tripled and in 2005, with his sons at the helm, Arto moved to an advisory role as Chairman of the Board.

Challenges

In 2008, two major blows struck ARTO Brick: the Great Recession hit, and Arto suffered a severe stroke. "I've been through a lot of recessions, and in past recessions, we had grown," Armen says. "The rich spend more in a downturn, and in other recessions, people could buy homes cheap and flip them. But this recession involved panic." With even upscale customers closing their pocketbooks, and their father no longer able to advise them, the brothers wanted to do everything possible to control costs and keep the company on the right path. Seeking a new

sounding board, Armen visited the Small Business Development Center hosted by El Camino College.

Best Advice

Business Advisor Starleen Van Buren saw ARTO Brick's potential for growth and encouraged Armen to apply for the Goldman Sachs 10,000 Small Businesses program, offered in partnership with the SBDC. The hands-on, 11-week course provides one-on-one advice and intensive classes that teach leadership and management skills. "I learned about everything from top-line sales to bottom-line metrics and dealing with employees," says Armen. He also connected with a powerful network of small business owners and experts.

Know Where You're Going

Despite 20-plus years in the family business, Armen viewed himself more as a steward than a leader. "The first day in class, they asked us, 'Where are you going?' We had to decide if we were going to die in the business, grow it or sell it," Armen recalls. "By choosing a destination, we could make a road map to get there."

To graduate from the program, Armen had to write a business plan and give a three-minute presentation about it to his classmates and teachers. "We'd never had a business plan before," he says, "and presenting it to people in a short, concise way was new." Tough questions from the audience helped him fine-tune his goals.

Expand Your Horizons

Vod and Armen agreed the business had to grow in order to survive. "We needed more products, more customers and more distribution [channels]," Armen says. The Goldman Sachs program showed him how to use metrics to set goals and measure results, so he could see exactly how and when acquiring more dealers would pay off. ARTO Brick already had a strong network of Southern California distributors; now the company's salespeople began reaching out to tile stores, building yards and other distributors nationwide.

The Goldman Sachs program expanded Armen's horizons in other ways, too. During the course, the opportunity arose for ARTO Brick to inexpensively acquire two vendors; one makes clay pavers and the other, high-end decorative tiles. "[Goldman Sachs] gave me the confidence to pursue [the purchase]," says Armen.

Hone Your Niche

Arto's handmade tiles, unique use of cement and attention to craftsmanship had made ARTO Brick a luxury brand, but some of the company's local distributors didn't reflect that image. The Goldman Sachs program showed Armen the importance of consistent branding. "We realized we can't use discount stores [as distributors] because they don't see the value in costly tile," he says. "We also changed some of our display materials and our brochure [to reflect the luxury brand]."

Learn From Others

One of the most valuable aspects of Goldman Sachs program was the chance to interact with and learn from other small business owners facing similar challenges. "In the past, I didn't have peers to talk to," Armen says. "This program put me in a room with 19 different people who also had to make payroll." Talking to other entrepreneurs helped calm his worries. "There's comfort in numbers, and talking to someone in worse shape than you—or in better shape than you—gives you confidence."

Client Impact

Today ARTO Brick sells a full line of custom ceramics, tiles and hand-painted murals, along with its signature concrete products. Since Armen completed the course, sales have doubled, and the company has expanded from 28 employees and 100 regional dealers to 72 employees and 400 dealers nationwide. With finances firmly on track, in 2013 ARTO Brick purchased a third building for its Gardena campus.

Armen still relies on classmates and instructors from the Goldman Sachs program as sounding boards for new ideas. Short-term objectives include continuing to develop innovative products, improve administrative efficiency and expand the distributor network.

SOURCE: <https://smallbizla.org/stories/sbdc-helps-family-owned-tile-company-thrive-through-economic-downturn/>

Ware Malcomb Wins Sustained Growth Award from Association for Corporate Growth



Kenneth Wink

Ware Malcomb, an award-winning international design firm, today announced it has won the Sustained Growth award at the 25th Annual Association for Corporate Growth (ACG) Orange County Awards competition held virtually this month.

ACG's Orange County Chapter supports the growth of middle-market companies in Orange County and the Inland Empire. The ACG Orange County Awards recognize the highest performing companies in the region as evaluated by top academic and business professionals. More than 140 companies were nominated for the awards this year, 30 finalists were selected, and 10 category winners were announced at the 2020 ACG Orange County Awards competition.

In winning the award in the Sustained Growth category, Ware Malcomb was recognized for its consistent revenue growth, geographic expansion across North America, and industry leadership in offering in-

novative design services for commercial and corporate real estate clients.

"We are excited to be recognized as one of the region's highest performing companies by the Association for Corporate Growth," said Kenneth Wink, Chief Executive Officer of Ware Malcomb. "Innovation has always been a key component of Ware Malcomb's corporate culture and approach to client work, and I believe it is the impetus behind our successful and sustained growth over the years. I look forward to working with our team of talented professionals across North America as we continue to grow and expand our business through innovation."

Ware Malcomb was previously a finalist in the Corporate Responsibility category at the 2019 ACG Orange County Awards.

About Ware Malcomb (waremalcomb.com)

Established in 1972, Ware Malcomb is a contemporary and expanding full service design firm providing professional architecture,

planning, interior design, civil engineering, branding and building measurement services to corporate, commercial/residential developer and public/institutional clients throughout the world. With office locations throughout the United States, Canada and Mexico, the firm specializes in the design of commercial office, corporate, industrial, science & technology, healthcare, retail, auto, public/institutional facilities and renovation projects. Ware Malcomb is recognized as an Inc. 5000 fastest-growing private company and a Hot Firm by Zweig Group. The firm is also ranked among the top 15 architecture/engineering firms in Engineering News-Record's Top 500 Design Firms and the top 25 interior design firms in Interior Design magazine's Top 100 Giants. For more information, visit <http://www.waremalcomb.com/news> and view Ware Malcomb's Brand Video at youtube.com/waremalcomb.

SOURCE: waremalcomb.com



Business Toolkit

3 Reasons to Add Integrated Estimating Tools

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

By Conley Smith,

Whether you're a roofing or concrete contractor, your bidding process likely involves lots of moving parts. While you may already be using a digital takeoff tool to eliminate paper blueprints, your estimating workflow may still include a mixed bag of supplier and vendor spreadsheets. Inevitably, this can make bid day a mad scramble—especially if you're juggling last-minute addenda and change orders.

In this case, you would never want a key-stroke error to kill your profit or cause you to lose a potentially profitable project. Even so, many construction pros still lean on workflows that include manual processes like spreadsheets or dedicated software that doesn't integrate with other software and estimating programs.

Bidding Workflows Rely on Spreadsheets

Is it true that estimators still lean on spreadsheets? The 2019 JBKnowledge ConTech Report took a deep dive into the workflows the construction industry uses as part of their efforts to gauge whether tech is gaining momentum and traction. As usual, the same construction occupations—estimators, accountants, project, and bid management participants—continue to hold onto their spreadsheets and manual entry.

But the overall number of those in construction who rely on spreadsheets dropped by 1% compared to 2018. Even so, the number of estimators using spreadsheets as part of their workflow increased to 64.9% from 63.2% in 2018; accounting also increased to 53.6% from 51%; project management fell to

44% from 45.6%; and bid management fell to 38.7% from 39.7%.

Of those construction workflows who reported using dedicated software, the 2019 report showed:

- Accounting/ERP: 85.7%
- Project Management: 57.5%
- Estimating: 54.6%
- Project Scheduling: 46.6%
- CAD/BIM: 40.3%
- Takeoff: 37%
- Bid Management: 32.4%
- Client Relationship: 28.9%

Contractors Resist Investing in Tech Tools

It's no secret that many in the construction industry don't like to invest in technology—whether it involves estimating software or drones for mapping jobsites. For example, many estimators still use colored pencils and blueprints to quantify and create takeoffs.

Even when contractors invest in technology, they are only willing to do so sparingly. Once again, the 2019 ConTech Report found that most companies reported spending less than 1% of their annual sales volume on IT (46.7%). Of those surveyed, 51% reported having a dedicated IT department. But these teams tend to be small with 49% maintaining their department size from 2018 with an average of only 1-5 employees (58%).

As in past years, the 2019 ConTech Report reflected a lack of integration when it comes to choosing software and apps. As a result, workflows, departments, and cross-functional teams continue to struggle with integrated technology. There is plenty of room for im-

provement as firms begin to embrace tools that provide a seamless exchange of data, which would reduce manual entry and redundancies.

70% Lack Technology Roadmap

It is also interesting that the 2020 FMI Industry Report found that 70% of AEC respondents don't have a technology roadmap. This study found that contractors are not taking advantage of existing technology that could help their businesses.

For example, while 52% said that maximizing productivity was important, only 40.5% reported using productivity software. Hiring and retaining employees was also cited as critical in the FMI report, but only 25.6% of those respondents said they use technology solutions to achieve their employment goals.

In addition, many contractors felt they weren't capable of drawing insights from the data generated by the technology they use. Additionally, 65% said their firms did not have a "stated point of view" about technology.

Save Time and Money with Integrated Tools

When it comes to sharing files and collaborating with others on takeoffs and estimates, some contractors still print sheets because their estimating software lacks a file management and sharing utility. As a result, they end up struggling to email files, which can be a severe preconstruction speed bump if your email server has size and attachment restrictions.

By comparison, life is much easier when an estimator can open a project and see what another estimator is working on or visually show or explain their takeoff with co-workers or even clients. Consider all the data generated on a project. If the data is siloed, each stakeholder only has a limited view of a project.

As a result, contractors who embrace integrated tools realize major gains in speed, accuracy, and efficiency. Here are examples of why contractors should invest in integrated tools:

1. Gain a Competitive Advantage

For many contractors, being able to highlight, measure, record, assemble, summarize, price, submit, track, and manage all projects right from their laptops can be a big competitive advantage. Changes during the preconstruction and design phases are also easier to make with integrated tools. Being able to customize and save assemblies in libraries for future projects means it is easier to handle any last-minute changes or requests.

2. Improve Bid Accuracy

Starting a new project bid or budget is much easier when you create databases where all material pricing, production rates, and more are stored – rather than searching through spreadsheets. Since much of what contractors do is very repetitive, being able to pull information with the click of a button is a game-changer.

3. Track Productivity and Protect Profits

Multiple change orders can turn into a lot of extra work and rework, resulting in cost overruns and turning profits into losses. With integrated tools, you can have a plan to track labor production, hours, and costs so you can correct overages on the spot. This means you can easily add alternate pricing for items the client may want to see as an add or deduct.

SOURCE:

<https://www.constructconnect.com/blog/3-reasons-to-add-integrated-estimating-tools>

Mayor London Breed Announces \$3.5 Million Expansion In Financial Relief For Small Businesses

Continued from page 1

small business communities - is essential for an equitable recovery and our City's ongoing cultural and economic vitality. SF HELP has been a lifeline for those small businesses hardest hit by this pandemic, including our women-owned businesses, providing access to the capital they need to operate, pay their rent and keep their employees," said Joaquín Torres, Director of the Office of Economic and Workforce Development. "We're grateful for the partnerships that expand SF HELP and allow our most vulnerable San Francisco small businesses impacted by COVID-19 to feel some relief. Together with the Mission Economic Development Agency and the State's IBank, we're making the most of the City's philanthropic contributions to provide easy access to the funds that will bridge small businesses as they reopen, rehire employees, and bring back the economic activity and community services that our neighborhoods need."

SF HELP is a result of public and private partnerships that leverage various resources, including the City's General Fund and donations to the Give2SF COVID-19 Response and Recovery Fund. This expansion of SF HELP was developed in collaboration with the Mission Economic Development Agency (MEDA), a non-profit partner that works to provide and support small businesses with technical assistance and other services to help them reopen and recover. MEDA used \$1 million from Give2SF and the City's General Fund and a finance tool from the California Infrastructure and Economic Development Bank (IBank) to leverage and expand the loan program by \$2.45 million.

"The reality for small businesses in our City has changed dramatically since March 2020. Most small businesses have a vastly diminished customer base, if they are able to continue operating at all. Many have had to lay off their workers, and even if they received a PPP loan, those funds

have been long since spent," said Luis Granados, Chief Executive Officer, MEDA. "MEDA's Fondo Adelante, a Community Development Financial Institution (CDFI), is proud to partner with Mayor Breed, OEWD and the California I-Bank to put into action SF HELP -- an equitable solution for quickly deploying stopgap, no-cost capital during this crisis."

"The SF HELP loan gave us a sense of security," said Natalia Bartrom of Infinite Beauty. "I now have confidence that I can stay in business instead of closing down."

"The SF HELP loan helped my business with the capital it needed to stay afloat during COVID-19. It would have been very difficult to survive without this program," said Ariel Lowis Balam-Diaz of Mi Yucatan. "I am using the funds to pay past due rent, hire an employee to help me as we reopen, and to purchase inventory."

"Our business has not been the same since we had to shut down because of the pandemic," said Abdul Alrammah of Yemen Kitchen. "We've lost about 75% of our business. Our SF HELP loan will help us pay some of our back rent – we're 5 months behind – and pay our 2 employees."

The loans can be used for payroll, rent, other fixed costs and inventory. Small businesses interested in applying for SF HELP can visit link.oewd.org/zeroloan. The deadline to apply is November 25 at 11:59 p.m. MEDA will then hold a lottery to determine which businesses will be invited to submit a formal application; this lottery will include a preference for low- to moderate-income-owned businesses throughout the city.

SOURCE:

<https://sfmayor.org/article/mayor-london-breed-announces-35-million-expansion-financial-relief-small-businesses-0>