

SMALL BUSINESS EXCHANGE

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November 21, 2018

Embracing Technology and Remembering Our Roots



Photo Credit: www.acuity.com

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

By John Lack,

Like many industries, construction has changed quite a bit in the past 10 to 15 years. I remember the industry 40 years ago, when I started in it, and it looks nothing like the construction of today. When I talk to contractors who have been in the construction industry as long as I have, we end up reminiscing about how the industry was when we first began. There seems to be a connection as we share with each other how we used to do things—things that this generation today will never experience.

We can all agree that technology has and will continue to affect the construction industry in a huge way. This advancement has improved areas such as computers and software, building designs, materials and methods, management, estimating, communications, education, project efficiency, tools and equipment, security and safety, and more.

When I started in the construction industry as a carpenter, woodworking was not the only skill a carpenter had to know. During that time, carpentry included hanging doors from scratch, building stairs and cutting roofs, running equipment, shooting elevations, form and pour concrete, welding, roofing, and tile work. Basic drafting

skills were needed for drawing details when items needed to be fabricated. Daily job-site logs and time cards were filled out at the end of each day using paper. We knew we were high-tech when a pager was strapped to our tool belt. It was in 1985 when I got my first mobile phone, and it felt like I was in the space age era. That Motorola DynaTAC measured 13 x 1.75 x 3.5 inches and weighed 28 ounces. The inventors of the phone nicknamed it “The Brick.” Contractors relied on word of mouth and printed ads to increase sales.

Today, each one of those skill sets has been segmented for a person or contractor to specialize in. They can hone their skills and connect with associations and businesses to keep up on the latest technology and become an expert in that specific portion of the industry. The education and training aspect has shifted. Once someone knows the basics, we put a strong focus on the use of modern tools, equipment, materials, and procedures. The increase in pre-fabrication of building components has saved up to 20% in time on the job site with less material waste and increased efficiency and safety.

Computer skills and certifications of safety training are qualifications many employers are requiring from employees. More technology skills and

Continued on page 6

EPA Awards \$300K to California Small Businesses to Develop Innovative Technologies

The U.S. Environmental Protection Agency (EPA) announced \$300,000 in funding to three small businesses in California to develop new technologies that protect the environment while growing the American economy. About \$1.7 million was awarded to 16 small businesses nationwide.

“EPA is providing small businesses with financial support to develop innovative technologies that will address urgent environmental and pub-

lic health needs across the nation,” said EPA Acting Administrator Andrew Wheeler. “This year, we are encouraging the development of a variety of new technologies, including innovations to help address PFAS and improve water quality nationwide.”

The contracts announced today are funded through EPA’s Small Business Innovation Research (SBIR) program, which encourages the development and commercialization of novel

technologies that support EPA’s mission to protect human health and the environment. The small businesses that are being funded are working on a wide range of topics including water quality, air quality, land revitalization, homeland security, manufacturing, and construction materials.

EPA is awarding phase I contracts to the following three small businesses in California for up to \$100,000 for six months:

- Seacoast Science Inc., Carlsbad, Calif., to develop innovative broad-spectrum analysis methods for Per- and Polyfluoroalkyl Substances (PFAS) that will simplify PFAS analysis, reduce cost-per-sample, and allow portability to remediation sites.
- Altex Technologies Corporation, Sunnyvale, Calif., to create a process to produce renewable, toxic-free, low-energy, low cost bioplastics.

- Intelligent Optical Systems Inc., Torrance, Calif., to create greener, degradable plastics with a high heat tolerance, produced from bio-based feedstock.

Nationwide, EPA awarded 17 phase I contracts to 16 small businesses for up to \$100,000 for six months. Phase I recipients are eligible to apply for a phase II contract, which will help commercialize the technology that was conceptualized in phase I. A phase II contract can fund these companies with up to \$300,000 to develop their environmental technology for the marketplace.

For a full list of the SBIR contracts funded, please visit: https://cfpub.epa.gov/ncer_abstracts/index.cfm/fuseaction/recipients.display/rfa_id/644/records_per_page/ALL

More information about EPA’s SBIR program can be found at: www.epa.gov/sbir

SOURCE: Environmental Protection Agency

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Business Toolkit

What is a Call to Action and Why Do You Need One On Your Website

By Anita Campbell,

A Call to Action (CTA) on a website is an instruction to the visitor in order to encourage them to take some kind of action. A Call to Action might be simple instructional text, such as “call us now”, “find out more”, or “subscribe to our Newsletter”.

After devoting time, effort, and money into creating a website to promote your services and products, the last thing you want is your visitors to leave without taking any action. By encouraging the visitor to take action, rather than merely reading and leaving your site, Call to Actions are simple and effective ways to generate conversions and ultimately boost sales.

The simple task of placing concise and easy-to-read CTAs on your website comes with a number of benefits to your business.

Motivate Visitors into Deeper Engagement

Rather than merely reading a piece of content then leaving your site, CTAs motivate your visitors into deeper engagement with your brand. For example, placing a link to your social media platforms at the end of a blog with the text “Follow us on Facebook”, is likely to help gain more social media followers. With more followers on

Facebook, you can engage with customers and prospects and build your social media presence.

Boost Conversion Rates

Conversion rates are crucial for any business. Certain CTAs are designed to convert visitors into leads. For example, you could place a CTA on a landing page that encourages visitors to leave details such as their name, phone number, and email. It’s an effective way to get information you can use to build relationships with visitors and nurture leads.

Grow Your Email Subscribers

Getting more email subscribers is a key marketing objective of many businesses. Effective email marketing helps to generate and nurture leads, strengthen relationships with customers and clients, and help businesses acquire new customers.

The right CTAs can expand a business’ email database and list of contacts. As Hubspot notes, you can use these contacts and email subscribers to nurture and follow up with. Place Call to Action phrases and buttons on your website, blogs, and other content that encourages users to sign up for your email list.

Encourage People to Purchase Your Products or Services While ‘Stocks Last’!

One common and effective Call to Action is one that creates a sense of urgency and encourages user to act now or else miss out on an “unmissable” deal.

For example, if you’ve got tickets for an event you are trying to sell, placing CTAs on your homepage, landing pages, in blogs, social media posts, or other publicly-visible platforms will help you sell tickets.

“Hurry! Only five tickets left!” is a CTA that creates urgency and promotes immediate action that we’ve probably all clicked on at some point.

Encourage Customers to Add to Their Cart

Ecommerce sites rely heavily on CTAs to persuade customers to buy their products. Items left in shopping carts is a challenge many businesses that sell online face. The right CTAs can help businesses overcome the issue of consumers abandoning their shopping carts before they reach checkout and complete the transaction.

“Add to Cart” or “Complete Purchase” CTAs help companies remind their customers to not

only add their products to their shopping cart, but to complete the purchase.

Persuade People to Share

It’s in every business’ interest to have users not only view and like its online content, but also share it. The more that users share content like blogs and social media posts, the more people will view it and engage with the brand, ultimately growing its online presence and following.

Placing a “Share Now” button or text CTA at the bottom of content will encourage readers to do exactly that — share your content.

Learn More About Your Products or Services

Want people to learn more about what you do, what you can offer, and what differentiates you from competitors? Simply place a “Learn More” Call to Action at the end of a page or article to encourage readers to click to a page where they can find out more about the product, services, or topic.

SOURCE: www.sba.gov



Smart Ways TO WORK

by Odette Pollar

Fireproofing Yourself

In these turbulent times, where security is fleeting to say the least, the more you can do to provide value to your boss, work group and organization the more secure you will feel. If you have a great job and you want to keep it there are some skills you can master that will help you stand out as “Keeper”.

1. **Be accountable for outcomes.** Take responsibility for results. Particularly now with organizations running so lean, every-

one counts and every action truly does have a reaction. Remove “it is not my job” from your vocabulary. If the results are not good do what you can to correct the situation if you did not cause it initially. If you are seen as a person who is willing to take responsibility and be accountable that is a highly sought trait.

2. **Have an active desire to learn new things.** Constantly upgrade your skills, learn new procedures, or volunteer to be crossed trained. Some of this learning can be gained at work in standard ways: a class, on the job training, or asking a colleague for a quick lesson. Don’t be limited to this. On your own time read a book or attend an evening class. Constant learning makes you more valuable to your current employer but also gives you more options in the wider work world.

3. **Be flexible.** If you are still working for the same employer that you were five years ago, chances are that you are not in the same position. Even if you happen to have the same job title, your day to day activities no doubt have transitioned. Being flexible, able and ready to shift gears is important. Transitioning because you must is a different feeling from changing and growing because you find that doing so is in your best interest.

4. **Think ahead.** Think continually about the next step in the process or the logical consequences of an action you are taking now. The more proactive you can be in anticipating questions, concern, problems or situations the more value you provide. Thinking through an event or process lets you address issues before they arise or at least bring it up at the next planning meeting.

5. **Keep your cool.** The more unflappable that you can be in new circumstances the more credible you are likely to appear. Bosses, clients and colleagues tend to admire the person who does not come unraveled in a crisis. When you are less emotional you are better able to assess a crisis situation and develop a workable plan for containing the problem. A reputation for having grace under fire is never a bad idea.

6. **Take yourself lightly.** There is enough gloom and doom in the workplace, much of it legitimate. Even so, if you can take yourself lightly and try to see humor in situations you will be easier to be around than someone who only sees the negative. This is not to say that you should be falsely positive or chipper as everything around is slowly sinking into the mire. But the daily irritations of life and work in the big city are amenable to attitude adjustments.

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Access to Capital

Credit Inquiries: What You Should Know About Hard and Soft Pulls

By Marco Carbajo,

Did you know every time someone, including you, reviews your credit report a credit inquiry is added to your report instantly?

A credit inquiry is a request that's made by a "legitimate business" to check credit report information on an individual from a credit reporting agency. There are two types of credit inquiries you should know about.

The first one is a hard inquiry also known as a hard pull. The second one is a soft inquiry also known as a soft pull. As you know credit inquiries are a major part of the underwriting process for all types of credit.

The good news is your personal credit report lists all of the inquiries, including some that are not seen by anyone else. All credit inquiries remain on your credit report for two years.

Let's break down each of these inquiries and how they impact your credit scores.

What are Hard Inquiries?

Hard inquiries get triggered when you apply for credit or other actions that may require a credit

check such as applying for cell phone service or renting an apartment. Your credit may also get checked when you apply for employment since many employers take it into consideration when hiring someone.

If you're a small business owner and establishing business credit for the first time, a card issuer will require a credit check but many suppliers and vendors may not.

This type of inquiry does affect your credit score and may even reduce your score up to five points. However, when you decide to go "rate shopping" for an auto loan or mortgage there is a built-in allowance for interest rate shopping. Most credit scoring models treat multiple inquiries for an auto loan or mortgage within a 30-day window as a single hard inquiry.

Each hard inquiry usually decreases your credit score for a short period of time. It's important to avoid a high number of hard inquiries in a short period of time because lenders interpret this as an attempt to expand available credit fast which creates a higher risk for a lender.

What are Soft Inquiries?

A soft inquiry happens when someone other than you, such as a lender or credit card issuer, checks your credit for promotional purposes. These are credit checks that you don't ask for so they don't have an impact to your credit scores.

Anytime you receive a pre-approved credit offer in the mail, it's from a bank that pulled your credit information for promotional purposes. Soft inquiries can also occur from banks, lenders and/or card issuers that you currently have a loan or line of credit with. This is typical during account reviews for credit limit increases and/or additional product offerings.

Bottom line, soft inquiries mostly occur without you even knowing about them. How you find out about them is when you check your personal credit report and review the inquiries section on your report. Remember, only hard inquiries can be seen by others who check your credit reports. They do not see the soft inquiries, only you do.

What about a Personal Credit Inquiry?

A personal credit inquiry occurs when you check your own personal credit report. This action has

no impact to your scores. You can check your credit anytime and it's a smart financial move that you should adopt prior to applying for credit.

You can request a personal credit report from all three major consumer credit reporting agencies for free once every 12 months at AnnualCreditReport.com

Checking your credit reports gives you time to review the information being reported to ensure it's accurate and up to date. If you uncover and mistakes or inaccurate information be sure to correct your credit report by visiting the credit reporting agency's website and initiate an investigation.

Remember, not all credit inquiries are the same; only a hard inquiry will impact your credit score. If you want to track changes to your credit reports and be alerted to new information, you may want to consider a credit monitoring service.

On a final note, credit literacy requires us to be diligent and forward thinking. It begins by educating our children and ourselves on sound credit and financial management principles.

SOURCE: www.sba.gov

California Sub-Bid Request Ads

Pankow

BID NOTICE MBE/DBE FIRMS

Pankow requests interest to bid from qualified and certified Minority and Disadvantaged Business Enterprise (MBE/DBE) firms for the Hollywood Park MU4 Project, located in the City of Inglewood, California, in the Hollywood Park Project Area. The project consists of constructing three core & shell structures – (1) seven (7) level office tower of approximately 395,000 SF; (1) two (2) level 46,000 SF Studio Support Space; and (1) 25,000 SF Studio building. All structures are constructed from concrete. The site consists of approximately 6 acres and will include approximately 76,000 square feet of landscaping, driveways, walkways, drive lanes, loading docks, trash enclosure as well as service yard and equipment.

Current subcontracting scopes of work are as follows:

****ALL APPLICABLE TRADES****

Pankow will be hosting a Pre-Bid Meeting on Thursday, November 28, 2018 from 9-11am. This meeting will be held at Rogers Park Auditorium, located at 400 West Beach Avenue in Inglewood.

Project Name: Hollywood Park MU4 Office-Studio Project

Estimated Cost: \$100,000,000

Participation Goal: 30% Minority Business Enterprise (MBE Certified) or Disadvantaged Business Enterprise (DBE Certified)

Local Hire Participation Goal: 30% of the labor hours for required journeyman and foreman positions for the construction

Developer: Wilson Meany

General Contractor: Charles Pankow Builders, Ltd.

Project Requirement: Hollywood Park Development Project Labor Agreement (PLA)

Project Duration: February 2019 through September 2020

Bid Interest Notice Due Date & Time: TBD

*** All bidders interested in bidding will need to participate in pre-qualification measures prior to receiving a formal invitation to bid.**

For information on the availability of plans, specifications, and the Bidder's policy, please submit a request to Pankow Estimating at HPMU4@pankow.com.

Pankow Builders is an Equal Opportunity Employer and encourages the participation of MBE/WBE firms.

Project: State Hwy near Wheeler Ridge Route 5/99 Separation

Project # 06-0T20U4

OWNER: CALTRANS – DBE GOAL 12%

BID DATE: DECEMBER 6TH, 2018 • BID TIME: 2:00 P.M.

****Please respond by 5:00 p.m., DECEMBER 5TH, 2018****

Coffman Specialties, Inc. (CSI) is requesting quotes from all qualified subcontractors and suppliers for the following items of work, including but not limited to:

- | | |
|--|---|
| • TRUCKING / IMPORT BORROW, BASES ASPHALT | • STREET SWEEPING |
| • EQUIPMENT RENTAL | • DISPOSAL OF SOILS, PAVEMENTS & DEBRIS |
| • LEAD COMPLIANCE PLAN / ADL WORK | • CONCRETE / MINOR CONCRETE |
| • SWPPP / WPC | • ASPHALT / ASPHALT PAVING / ASPHALT DIKE |
| • SURVEY / QC | • COLD PLANING / PULVERIZING |
| • CONSTRUCTION AREA & ROADSIDE SIGNS | • CLEAR & GRUB |
| • PAVEMENT MARKING / STRIPING | • ELECTRICAL |
| • TRAFFIC CONTROL | • LANDSCAPING |
| • WATER TRUCK | • AGGREGATE SUPPLY / AGGREGATE BASE |
| • EARTHWORK / GRADING / ROADWAY EXCAVATION | • CONCRETE BARRIER |
| • EROSION CONTROL | • REBAR |
| • METAL BEAM GUARD RAIL (MBGR) / FENCING | • DRAINAGE / PIPE SUPPLY |
| • CONCRETE SAWCUT & SEALING | |

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment/Materials and/or supplies. ****Subcontractors must provide a current contractor's license number and Department of Industrial Relations (DIR) current registration number with their quote.**

Plans and specs are available at no cost to interested firms. Please contact our office @ (858) 536-3100, email us: estimating@coffmanspecialties.com or you can visit our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

**Please send quotes via email to estimating@coffmanspecialties.com or via fax to (858) 586-0164

If you have any questions or need further information, please contact Gus Rios or Marty Keane @ (858) 536-3100



9685 Via Excelencia, Ste 200 • San Diego, CA 92126

Phone: (858) 536-3100 • Bid Fax: (858) 586-0164

e-mail inquiries to: estimating@coffmanspecialties.com



California Sub-Bid Request Ads



McCarthy Building Companies

Seeking SLBE and ELBE Subcontractors and Suppliers for:

CITY OF SAN DIEGO - PLAZA de PANAMA – BALBOA PARK – HARD BID
PARKING STRUCTURE – SITE IMPROVEMENTS & STRUCTURES – BRIDGE - PIPELINES

SLBE / ELBE Pre-bid Meeting: Monday November 19, 2018 at 1:00 pm

McCARTHY SAN DIEGO OFFICE – 9275 SKYPARK COURT #200, SAN DIEGO, CA 92123

RSVP via this link - <https://www.surveymonkey.com/r/6CZPXFm> or email kquintanilla@mccarthy.com

RFI Deadline: **Wednesday December 5, 2018 before 11:00 am**

Subcontractor Pricing Due: **Tuesday December 18, 2018 before 11:00 am**

McCarthy Building Companies is requesting bid proposals from qualified subcontractors and suppliers for this project. **Please submit your RFI's and proposals per above deadline.**

ADDENDA A, B, C & D HAVE BEEN ISSUED. PLEASE FOLLOW THE LINK BELOW.

This project includes a new parking structure, cast in place bridge and campus wide site work. Major trades include Shoring, Demolition & Earthwork, SWPPP, Site Utilities, Site Concrete, AC Paving, Pavers, Pavement Markings, Landscaping, Fountains, Structural Concrete, Reinforcing & PT, Masonry, Miscellaneous Metals, Rough Carpentry, Waterproofing, Sheetmetal, Doors, Frames & Hardware, Overhead Doors, Metal Studs & Plaster, Glazing, Painting, Parking Equipment, Elevators, Fire Protection, Plumbing, HVAC, and Electrical.

Assistance is available to **Small Local Business Enterprise (SLBE)** and **Emerging Local Business Enterprise (ELBE)** companies in obtaining necessary equipment, supplies & materials as well as in obtaining bonding, lines of credit, or insurance.

Please include your bonding company information and bond rate along with your company's EMR for the last 3 years. This is a **Prevailing Wage** job. Please hold your bid for 120 days.

Bidding Documents: The bidding documents can be viewed and downloaded for free - now through BuildingConnected and through the McCarthy Box webpage:

<https://mbc.box.com/s/snd4696f8e2mjs5q2ljhswiifpfz2lbs>

RFI's: RFI's are to be directed to Spencer Yoder, syoder@mccarthy.com

Please do not contact the owners or their consultants directly. Failure to follow this requirement may disqualify your proposal.

We are looking forward to receiving your proposal and encourage you to contact us with any questions or comments.



REDLANDS PASSENGER RAIL PROJECT MAINLINE CONSTRUCTION

IN SAN BERNARDINO AND REDLANDS

Invitation for Bids (IFB) 17-1001705

Bid Date: December 5, 2018 2:00 PM

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors, material suppliers, professional services, consultants and vendors; especially DBE subcontractors related to the scopes of work below for the Redlands Passenger Rail Project Mainline Construction in San Bernardino and Redlands.

All Quotes are due by Friday, November 30, 2018 by 5:00 pm so that all bids/proposals can be fairly evaluated.

Quotes requested include but are not limited to the following work categories:

Traffic Control Devices, Construction Area Signs, Signage, Striping, Equipment Rental or Lease, Safety Equipment, Surveillance Systems, Minor Concrete, Concrete Ditch, Electrical, Earthwork, Asphalt Paving, Asphalt Milling, Fence, Landscape, Handrail, Mechanical, Plumbing, Canopies, Site Furnishings, Masonry, Painting, Land Survey, Quality Control Testing, SWPPP, BMP Materials, Clear and Grub, Bridge Demolition, Aggregate Materials, Rip Rap, Reinforcing Steel, Ready-mix Concrete, Structural Steel, Precast Girders, Steel Piling, CIDH Piling, Waterproofing, Joint Seal Assembly, Bearing Pads, Cellular Concrete, Ground Improvement (Deep Soil Mix), Metal Decking, Miscellaneous Metals, MSE Wall Panels, Articulated Concrete Block, RCP, CMP, HDPE, Waterline Pipe and related.

Assistance: Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedules which will permit maximum participation when feasible. We will also review breaking out scope packages and adjusting schedules to assist permit maximum participation.

Plans and Specifications are available for view at our main office in Riverside (Please call or email for appointment). In order to view the documents for this project you must sign a **Sensitive Security Information (SSI) form must be signed and returned by Email: bids.social@skanska.com prior to being granted access to the plans and specifications.**

Once your signed SSI form is returned, you will receive a bid invitation via Building Connected.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured Endorsement, Primary Wording Endorsement, & a Waiver of Subrogation (GL & WC).

Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract.

Skanska is an Equal Opportunity/Affirmative Action Employer

EEO/AA/Vet/Disability Employer

Estimating Department - 1995 Agua Mansa Rd, Riverside, CA 92509

Phone (951) 684-5360, Fax: (951) 788-2449

Email: bids.social@skanska.com • Estimating Contact: Joe Sidor

TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE, VENTURA, CA 93003

Phone: (805) 642-0121 • Fax: (805) 644-1542

Contact: Arnold Tostado • Email: atostado@taftelectric.com

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

Agency: STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION
Install Traffic Signal, Metal Guardrail System, Signs & Striping

Contract # 07-4T8604 / 07-Ven-118-12.6/13.7

Location: Ventura County Near Somis and Moorpark at Various Locations

BID DATE: November 28, 2018

Trades Seeking: Lead Compliance Plan, Construction Area Signs, Traffic Control, Guardrails, Portable Changeable Message Signs, Job Site Management, Water Pollution Control Program, Temporary Concrete Washout, Striping Markings & Signage, Roadway Excavation, Vegetation Control (Minor Concrete)

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

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

We Are An Equal Opportunity Employer

Request For Qualified DBE
Subcontractors, Consultants and Suppliers For:

Caltrans Contract 04-4H0804

Place Temporary Support, Bridge Removal,

RSC Bridge and Miscellaneous Metal

In Alameda County Route 238, Route 580 at

Various Locations

Bid Date: November 29, 2018 at 2:00 PM

Requesting quotes for but not limited to:

Lead Compliance Plan, Construction Area Signs, Striping & Markers Portable Changeable Message Signs, Temporary Railing (Type K), Temporary Alternative Crash Cushion (TL-3), Prepare Water Pollution Control Program, Temporary Cover, Temporary Drainage Inlet Protection, Temporary Fiber Roll, Street Sweeping, Temporary Concrete Washout, Water Quality Sampling & Analysis, Remove Thermoplastic Traffic Stripe (Hazardous Waste) & Pavement Markers, Temporary Fencing, Erosion Control, Bar Reinforcing Steel (Bridge), Inject Crack (Epoxy), Miscellaneous Metal (Restrainer-Cable Type), Midwest Guardrail System, Minor Concrete, Concrete Barrier, End Anchor Assembly, Alternative In-Line Terminal System, Remove Guardrail, Materials & Supplies

CEC is willing to breakout any portion of work to encourage DBE participation.

Plans and specs are available for viewing at our Pleasanton office.

They may also be viewed and downloaded from the Caltrans Website:

<http://www.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php>

100 % Payment & Performance Bonds will be required from a single, treasury-listed surety subject to our approval.

CEC will pay bond premiums up to 1.5%. Subcontractors awarded on any project will be on CEC's standard form for subcontract without any modifications. Please call for assistance in bonding, insurance, lines of credit, technical info, equipment and supplies or if any other assistance is needed.

California Engineering Contractors, Inc.

20 Happy Valley Road, Pleasanton, CA 94566

Phone (925) 461-1500 Fax (925) 461-0510

Email: estimator@cecmain.com

Estimator-Jeff Holfelder

AN EQUAL OPPORTUNITY EMPLOYER



**Barnard Bessac Joint Venture
DBE Opportunities**

Barnard Bessac Joint Venture, an Equal Opportunity Employer, is seeking quotes from interested and qualified Disadvantaged Business Enterprises (DBE's) and other subcontractors and suppliers for the following:

PROJECT:

Gravity Pipeline Progressive Design Build Project

OWNER: Silicon Valley Clean Water

Initial Publish Date: August 30, 2018

Proposal Deadline: October 1, 2018

Firms that are certified by one of the following programs are qualified: Entities owned and/or controlled by socially and economically disadvantaged individuals, MBE, WBE, SBE, SBRA, LSAF and HUB.

OPPORTUNITIES INCLUDE

(For October 1, 2018 Deadline):

Shaft - Slurry wall; Jet Grout; Earth Pressure Balance Tunnel Boring Machine fabrication & delivery; Concrete foundations (flat work); Concrete demolition & off-haul (shallow structures); Site clearing & grading; Site fencing; Trucking (spoils off-haul & disposal); Office Janitorial services; Office Supplies; Security; Quality control testing and other laboratory testing services; Trucking of materials & equipment; Equipment rental (Loaders, Skidsteers, Excavators, Manlifts, Forklifts); Raw material supply (iron/steel, consumables, fluids); Fabrication; Jobsite supplies (PPE, tools, etc...); Printing services (plotting / signs / banners); Traffic control supply and/or services; Utility relocation; Trench excavation and shoring; Potholing; Geotechnical investigation (Borings, CPT's); Instrumentation & Monitoring; Pre-condition surveys (buildings, roadways, utilities); Rebar supply and/or installation; Ready-Mix concrete supply; Street sweeping / cleaning; Utility inspections; Water treatment systems; Concrete pumping and placing; and Dimensional lumber supply.

Please contact either of the following names to get you name on the bidders list:

Shannon Cozino:

shannon.cozino@barnard-inc.com (site office)

Brittany McNamee:

brittany.mcnamee@barnard-inc.com (HQ office)

SMALL
BUSINESS
EXCHANGE

California Sub-Bid Request Ads



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:

Construct 3 Roundabouts
Hwy 29 Napa
Caltrans #04-2J1004

BID DATE: December 13, 2018 @ 2:00 PM

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

Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Delineator, Portable Changeable Message Signs, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Biologist, Temporary High-Visibility Fence, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Structure Excavation, Structure Backfill, Cellular Concrete Lightweight Embankment Material (Class II), Subgrade Enhancement Geotextile, Rock Blanket, Planting & Irrigation, Hydroseed, Compost, AC Dike, Tack Coat, Cold Plane AC, Concrete Pavement Grinding, CIDH Concrete Piling, Structural Concrete, Minor Concrete, Textured Asphalt, Concrete Surface Texture, Bar Reinforcing Steel, Furnish & Install Signal Pole, Pedestrian Barricade, Underground, Adjust Utilities to Grade, Culvert Slurry-Cement Backfill, Rock Slope Protection, Minor Concrete Curb & Gutter, Detectable Warning Surface, Pre/Post Construction Surveys, Booster Pump, Misc. Iron & Steel, Pedestrian Activated Warning Beacon System, Electrical, Stacked Rock Slope Protection, Survey Monument, Obliterate Surfacing, Fencing, Delineator, Pavement Marker, Milepost Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Chain Link Railing, Cable Railing, Transition Railing, Alternative In-Line Terminal System, Concrete Barrier, Thermoplastic Striping & Marking, Painted Striping & Marking, and Construction Materials

An Equal Opportunity Employer

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

CAHILL CONTRACTORS LLC
requests bids from Certified SBE
Subcontractors and Suppliers for the
following select DESIGN BUILD TRADES ONLY:

Fire Sprinklers / Solar /
Exterior Building Maintenance /
Fire Alarm (Design Only) / ERRCS (Design Only)

MACEO MAY -
DESIGN BUILD BID - SELECT TRADES
Ave C & 5th St, Treasure Island, CA

This is an SFCMD project with construction
workforce and prevailing wage requirements.

BID DATE: 12/18/18 @ 2 PM

BID DOCUMENTS:

Please contact Colby for access to documents
on BuildingConnected.

CONTACT:

Colby Smith at estimating@cahill-sf.com.
(415) 677-0611.



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:

Install Single Lane Roundabout
Hwy 12 Rio Vista
Caltrans #04-4G5604

BID DATE: December 18, 2018 @ 2:00 PM

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

Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Delineator, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Temporary Hydraulic Mulch, Temporary Silt Fence, Temporary Gravel Bag Berm, Sweeping, Treated Wood Waste, Clearing & Grubbing, Roadway Excavation, Structure Excavation, Structure Backfill, Subgrade Enhancement Geotextile - Class B1, Rock Blanket, Precast Concrete Panel, Electrical, Erosion Control, Hydromulch, Hydroseed, Compost, Lean Concrete Base, Tack Coat, Jointed Plain Concrete, Structural Concrete, Architectural Treatment, Bar Reinforcing Steel, Pipe Culvert, Minor Concrete, Misc. Iron & Steel, Pavement Marker, Roadside Sign, Vegetation Control (Minor Concrete), Transition Railing, Guard Rail, Concrete Barrier Transition, Grated Line Drain, Striping & Marking and Construction Materials

An Equal Opportunity Employer

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



Fisher Development, Inc.

We are requesting bids from LBE certified subcontractors and suppliers for the Tenant Improvement of 25,000 sqft of existing office space for the 440 Turk Street project, Contract 10000009329. Scope of work includes finish carpentry, doors, glazing, drywall, flooring, painting, toilet accessories and residential appliances. Construction is approximately from 1/15/19 thru 4/31/2019.

Subcontractors are required to include a minimum of 30% Local Hire and prevailing wage requirements.

Bids due: November 29, 2018 @ 2:00 PM

Fisher Development, Inc.
601 California Street, Suite 300
San Francisco, CA 94108

Phone: 415-228-3060 / Fax: 415-228-3028

Contact Mia Lee at mlee@fisherinc.com or
call (415) 228-3043 to access bid documents.



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

Requests sub-bids from qualified California Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Construction of Downtown/Riverfront Streetcar Civil, Track, Structures, Stations and Systems Project in Sacramento.

<http://www.dot.ca.gov/obeo/index.html>

Subcontractors and Suppliers for the following project:

Sacramento Streetcar Project
Bid Document No: S030.08.01
Control No: 2018094

Owner: Sacramento Regional Transit District
Bid Date: December 20, 2018 at 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

wanted for the following scopes, including, but not limited to:

Aggregates, AC Paving, AC Milling/Cold Plane, Bus Shelter/Canopy, Cathodic Protection, CIDH, Clearing and Grubbing, Concrete Pumping, Concrete Reinforcement, Concrete Supply, Cast in Place Concrete Structures/Pavement, Demolition, Detectable Warning Surface, Earthwork, Electrical & Communications, Erosion Control, Equipment Rental, Fencing & Gates, Flashbutt Welding, Grind Existing Bridge Deck, Grind Existing Concrete Pavement, Groundwater Treatment, Guardrail, Hydraulic Mulch and Dry Seed, Joint Seal, Landscaping, Lighting, Message Signs, Minor Concrete, Misc. Metals, OCS/TPSS, OCS Foundations, Pavers Brick & Granite, Painting & Coating, Pavement Markings, Piping & Valve Supply, Precast Concrete, Quality Control, Movable Bridge Balancing, Traffic Control, Traffic Signals, Track Rail & OTM, Special Track, Steel Ties & Encapsulation, Sawcutting/Coring, Security, Signage/CMS, Site Furnishings, Sheet Metal, Shoring, Slurry Seal, Structural Steel, SWPPP, Survey, Trucking & Hauling, Temp Facilities, Sweeping, Utilities, Utility Bypassing, Utility Locating, Vehicle Maintenance & Storage Facility, Wayside Signaling & Highway Rail Road Crossing Warning Systems, Wood Ties, Water Trucks.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested certified, DBE suppliers and subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

Subcontractor and Supplier Scopes are due
December 14, 2018 and Quotes
NO LATER THAN December 19, 2018 at 5 PM.

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

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company and to be able to receive bidding information, view plans and specifications.

You can view the plans in our office during regular business hours by appointment.

Performance Bond and Payment Bonds will be required for subcontractors

Davis-Bacon Act Applies

Buy America Requirements Apply

An Equal Opportunity Employer

CA Lic. 433176

DIR # 1000001147



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

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

CALTRANS ROUTE 580 ON
STATE HIGHWAY IN ALAMEDA COUNTY FROM
ROUTE 580/ROUTE 238 SEPARATION TO
BOSTON AVENUE UNDERCROSSING
CONTRACT NO. 04-270104

Federal Aid Project No. ACSB11M-580-1(076)E
Disadvantaged Business Enterprise Goal
Assigned is 18%

OWNER

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

BID DATE: December 11th, 2018 @ 2:00 P.M.

DGC is soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to: **AC Dike, Clearing and Grubbing/Demolition, Cold Plane, Concrete Barrier, Construction Area Signs, Electrical, Erosion Control, Fencing, Hazardous Material, Landscaping / Irrigation, Lead Compliance Plan, Metal Beam Guardrail, Minor Concrete, Minor Concrete Structure, PCC Grinding, LCB, RSC Paving, Roadside Signs, Rumble Strip, Sign Structure, Striping, Survey/Staking, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Traffic Control System, Underground, Vegetation Control, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Gap Grade) Material.**

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

Fireproofing Yourself

■ Continued from page 2

- Be assertive.** If you have a situation that cannot be done or a new task which will knock another out of the queue don't expect your boss to remember all of your responsibilities. If you are not sure about what is more important than the other, before you shuffle your priorities make sure you ask. Bosses hate surprises.
- Make your boss shine.** It never hurts to put your boss in the best possible light.

Making your direct superior look good will also make you look good. How you interact with others, address problems and provide service reflects on your department or workgroup and by extension on your boss. The more professional you can be the better. And these are all skills that you take with you and makes you more employable in case you find yourself looking, for whatever reason, for a new position.

Odette Pollar is a nationally known speaker, author, and consultant. President of the management consulting firm, Smart Ways to Work based in Oakland, CA, her most recent book is *Surviving Information Overload*. Email to share your comments, questions and suggestions: odette@SmartWaysToWork.com.

Visit us at:

www.smartwaystowork.com
call: 1-800-599-8463.

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383623-00

Fictitious Business Name(s):
All Ears
Address
219 Leavenworth Street, San Francisco, CA 94102
Full Name of Registrant #1
Amelia Lindbergh
Address of Registrant # 1
6743 Westover Drive, Oakland, CA 94611

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/05/2018**

Signed: **Amelia Lindbergh**

This statement was filed with the County Clerk of San Francisco County on **10/17/2018**

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

Filed: **Mariedyne L. Argente**
Deputy County Clerk
11/9/2018

11/8/2018 + 11/15/2018 + 11/22/2018 + 11/29/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383854-00

Fictitious Business Name(s):
FONFRÈGE
Address
100 Pine Street, Suite 1250, San Francisco, CA 94111
Full Name of Registrant #1
Soleilleux Holding LLC (CA)
Address of Registrant # 1
100 Pine Street, Suite 1250, San Francisco, CA 94111

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: **Brian Valmonte**

This statement was filed with the County Clerk of San Francisco County on **11/2/2018**.

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
11/02/2018

11/8/2018 + 11/15/2018 + 11/22/2018 + 11/29/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383737-00

Fictitious Business Name(s):
Happy Cow Creamery & Tea
Address
2291 33rd Street, San Francisco, CA 94107
Full Name of Registrant #1
Katz Foods, LLC (CA)
Address of Registrant # 1
2291 33rd Street, San Francisco, CA 94107

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 **N/A**.

Signed: **Alex Leung**

This statement was filed with the County Clerk of San Francisco County on **10/25/2018**.

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

Filed: **Maribel Jaldon**
Deputy County Clerk
10/25/2018

11/1/2018 + 11/8/2018 + 11/15/2018 + 11/22/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383926-00

Fictitious Business Name(s):
Home Made Love Doula
Address
2252 Fulton Street #2, San Francisco, CA 94117
Full Name of Registrant #1
Michele Anne Cooke
Address of Registrant # 1
2252 Fulton Street #2, San Francisco, CA 94117

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/1/2018**

Signed: **Michele Anne Cooke**

This statement was filed with the County Clerk of San Francisco County on **11/09/2018**

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

Filed: **Mariedyne L. Argente**
Deputy County Clerk
11/9/2018

11/15/2018 + 11/22/2018 + 11/29/2018 + 12/06/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383875-00

Fictitious Business Name(s):
JD Durst Enterprises/Foremast Jack Creations
Address
989 Chenery Street, San Francisco, CA 94131
Full Name of Registrant #1
John Durst
Address of Registrant # 1
989 Chenery Street, San Francisco, CA 94131

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/03/2008**

Signed: **J.D. Durst**

This statement was filed with the County Clerk of San Francisco County on **11/06/2018**

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

Filed: **Fallon Lim**
Deputy County Clerk
11/06/2018

11/8/2018 + 11/15/2018 + 11/22/2018 + 11/29/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383777-00

Fictitious Business Name(s):
Luna's Services
Address
680 8th Street, Suite 263A, San Francisco, CA 94103
Full Name of Registrant #1
Antonio Luna-Moran
Address of Registrant # 1
255 Fremont Street Apt #310A, San Francisco, CA 94105

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/1/2018**

Signed: **Antonio Luna-Moran**

This statement was filed with the County Clerk of San Francisco County on **10/29/2018**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
10/29/2018

11/21/2018 + 11/29/2018 + 12/6/2018 + 12/13/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383824-00

Fictitious Business Name(s):
1.) SFRE Solutions
2.) SF Real Estate Solutions
Address
215 West Portal Avenue, San Francisco, CA 94127
Full Name of Registrant #1
Intellimove Realty Group, Inc. (CA)
Address of Registrant # 1
2282 Market Street, San Francisco, CA 94114

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/15/2011**

Signed: **Christopher Sprague, CEO/President**

This statement was filed with the County Clerk of San Francisco County on **11/1/2018**

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

Filed: **Mariedyne L. Argente**
Deputy County Clerk
11/1/2018

11/8/2018 + 11/15/2018 + 11/22/2018 + 11/29/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383934-00

Fictitious Business Name(s):
Stained Glass DIY
Address
1246 Sacramento Street #7, San Francisco, CA 94108
Full Name of Registrant #1
Sarakit Chariyasatit
Address of Registrant # 1
1246 Sacramento Street #7, San Francisco, CA 94108

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/09/2018**

Signed: **Sarakit Chariyasatit**

This statement was filed with the County Clerk of San Francisco County on **11/09/2018**

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
11/9/2018

11/15/2018 + 11/22/2018 + 11/29/2018 + 12/06/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383829-00

Fictitious Business Name(s):
The Love Tribe Company
Address
230 Jones Street, San Francisco, CA 94102
Full Name of Registrant #1
The Rich Are Sons, LLC (CA)
Address of Registrant # 1
230 Jones Street, 3rd Floor, San Francisco, CA 94102

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 **10/31/2018**

Signed: **Wayne Richardson, Manager**

This statement was filed with the County Clerk of San Francisco County on **11/01/2018**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
11/1/2018

11/8/2018 + 11/15/2018 + 11/22/2018 + 11/29/2018

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0383807-00

Fictitious Business Name(s):
Miranda Tree Care
Address
601 Alabama Street, Unite 104, San Francisco, CA94110
Full Name of Registrant #1
Marcelo Miranda
Address of Registrant # 1
601 Alabama Street, Unite 104, San Francisco, CA94110

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/15/2018**

Signed: **Marcelo Miranda**

This statement was filed with the County Clerk of San Francisco County on **10/31/2018**

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

Filed: **Susanna Chin**
Deputy County Clerk
11/9/2018

11/21/2018 + 11/29/2018 + 12/06/2018 + 12/13/2018

Embracing Technology and Remembering Our Roots

Continued from page 1

less manually based skills are preferred in many areas in the industry. The young equipment operators are becoming as well versed in using GPS for cuts, slopes, and grades as they are in using it in their car. Software has taken management systems for administrative activities to levels of increasingly detailed accuracy and productivity. Technology has provided instant and accurate communications to all involved. Cameras are used on more job sites for business owners to view site conditions, production, and security at any given time. The world of social media has become a strong focus in networking and marketing.

Seeing what this new generation is capable of doing and creating in the construction industry is quite amazing to me.

Most of us have adjusted to technology quite well, as it has made our lives much easier. Even with so much change, our roots in the industry still carry a special place in our hearts. That may be why our transit, stair buttons, or that Lincoln buzz box mean a bit more to us now than a tool back then.

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

For more construction business tips visit:
acuity.com/contractor-focus



Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

Contract No. 1000009388
750 BRANNAN STREET
STORAGE FACILITY

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on December 5, 2018**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpublishworks.org/biddocs. Please visit the Contracts, Bids and Payments webpage at www.sfpublishworks.org for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work to be done under this contract is located at 750 Brannan Street, San Francisco, California, all as shown on the drawings and as specified in these Specifications. Scope of work to include limited demolition and the installation of new mechanical units and new mobile storage units. Work to include minor interior and exterior upgrades to support the mechanical and storage units, including electrical work. Work also includes the enhancement of building access through a concrete ramp and equipment pads for new mechanical units. The time allowed for completion is 180 consecutive calendar days. The Engineer's estimate is approximately \$1,600,000. For more information, contact the Project Manager, **Julia Groat** at 415-557-4613.

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

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

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

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

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state with laws that perpetuate discrimination against LGBT populations ("Covered State") or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

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

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

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 5%. Call Lupe Arreola at 415-558-4059 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids,

except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on **November 19, 2018 at 1:00 p.m.** at 750 Brannan Street, San Francisco, CA 94103.

For information on the City's Surety Bond and Finance Program, call 415-986-3999 or bond@imwis.com.

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

Class "B" license required to bid.

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

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

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

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

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

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

11/22/18

CNS-3194947#

SMALL BUSINESS EXCHANGE

NOTICE OF SALE BY RECEIVER

Prospective bidders should refer to Sections 701.510 to 701.680, inclusive, of the California Code of Civil Procedure for provisions governing the terms, conditions, and effect of the sale and the liability of defaulting bidders.

PLEASE TAKE NOTICE THAT, Greyhound IP LLC, solely in its capacity as the Court appointed receiver (the "Receiver") for Dr. Aleksandra Yufa, pursuant to pursuant to California Code of Civil Procedure § 567 for Case No. 09-01315 KAW entitled Yufa v. TSI Incorporated US District Court for the Northern District of California (the "Court"), to sell U.S. Patents Nos. 7,573,573 (expired); 7,439,855; 6,346,983; 6,034,769 (expired); US5,946,091 (expired) and 5,767,967 (expired) relating to optical particle counting, (collectively, the "Optical Particle Patents"), and U.S. Patent No. 5,969,665 relating to vessel collision risk detection (the "Vessel Collision Patent") (collectively, the "Yufa Portfolio"). Documents relevant to the sale are available in the virtual data room at the following link, <https://www.dropbox.com/s/2of1hntuf4tmp4m/Yufa%20Portfolio%20PSA%202018-11-06.docx?dl=0> or by contacting Receiver's representative (identified below).

The Receiver received a bid from a judgment creditor in the amount of \$165,525.88 (the "Stalking Horse Bid") for the Yufa Portfolio. Pursuant to the Auction Procedures (defined below), all subsequent bids must exceed \$165,525.88.

Terms and Conditions of Sale. The Receiver will sell the Yufa Portfolio, pursuant to the Order Granting Defendant's Second Renewed Motion To Compel Assignments Of Patents To Receiver by the Court. The Yufa Portfolio shall be transferred on an "AS IS," "WHERE IS," and "WITH ALL FAULTS" basis. THE RECEIVER MAKES NO REPRESENTATIONS OR WARRANTIES AS TO CONDITION OR FITNESS OF USE FOR OF THE PROPERTY. THE RECEIVER EXPRESSLY DISCLAIMS ALL EXPRESS AND IMPLIED WARRANTIES WITH RESPECT TO THE SALE ASSETS, INCLUDING, WITHOUT LIMITATION, THE WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. The winning bidder will be required to execute a patent sale agreement substantially in the form provided in the virtual data room (identified above).

The Receiver expressly reserves the right, upon notice to those parties that have demonstrated an interest in bidding on the Yufa Portfolio, to: (a) modify, waive or amend the Auction Procedure with respect to any or all potential bidders, (b) impose additional terms and conditions with respect to any or all potential bidders, and (c) cancel the sale without further notice. All inquiries regarding the Yufa Portfolio or the Auction Procedures should be directed to the auction representative for the Receiver, Kevin Mulroy, Intellectual Property Trade Pte Ltd, (415) 418-3148 (telephone), kevin@iptrade.net (email).

Auction Procedure. Parties interested in participating in the telephonic auction should provide notice by email to kevin@iptrade.net before 5:00 pm PST on December 18, 2018 to receive detailed bidding instructions. For those parties providing notice, the auction will be held via a conference call on December 20th at 9:00 am PST.

5 Ways CEOs Can Change Their Behaviors To Lead More Efficiently

By Mark Green,

In business, the adage "it starts at the top" can prompt an uncomfortable question: "Can the boss finish what he or she started?"

Many CEOs and entrepreneurs wrestle with this challenge, with both short- and long-term implications. Meanwhile, a disconnect develops between the CEO's initial big-picture vision for the company and its seemingly sporadic execution toward those goals.

The Global Leadership Forecast 2018 highlights issues of greatest concern to CEOs; among them is a lack of alignment among senior leaders. The last problem any CEO wants is an inability to get everyone on the same page, aligned and executing their strategy.

"I've witnessed CEOs struggle with this question: 'Why is it so difficult to execute what I already know I should be doing?'" says Mark E. Green, a speaker, coach to CEOs and author of *Activators: A CEO's Guide to Clearer Thinking and Getting Things Done* (www.Activators.biz). "They and their teams generally know what to do and how to get it done. But they avoid the decisions and actions they know could advance their success."

"All roads lead back to obstacles within your mind. New behaviors leading to execution require new ways of thinking."

Green lists five ways for CEOs to change behaviors that obstruct them from leading their company efficiently and effectively:

- **If/when, then.** Green points to a study on influencing behavior by German researchers, who found that formulating an "if/when, then" plan – stating a specific time to accomplish a task – provided a cue to provoke the desired response. "I've worked with many CEOs who were not classically trained in accounting and finance and are overwhelmed by numbers," Green says. "Such fears drove them to avoid financial information and reports. Making an if/when, then statement compels them to change the behavior."
- **Relate and repeat.** To change, one needs to believe that change is possible. "Cultivate relationships with those who can help you see that the change you desire is attainable," Green says. "Then repeat by testing out the new behavior or thought pattern and seeking feedback."
- **Know when to say no.** As the company leader, being a giver is important – but not to the point where sacrifice damages your own performance. "Credible research shows that high-performing givers knew when to say no," Green says. "Track your yes-to-no ratio. It's the only way to protect your time, energy, and focus as a leader."

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California Sub-Bid Request Ads

TAFT ELECTRIC COMPANY
1694 EASTMAN AVENUE, VENTURA, CA 93003
Phone: (805) 642-0121 • Fax: (805) 644-1542
Contact: Arnold Tostado • Email: atostado@taftelectric.com

Invites sub-bids from qualified DVBE businesses for the following project:
Agency: STATE OF CALIFORNIA • DEPARTMENT OF TRANSPORTATION
Construction on State Highway in La County - Rinaldi St/Amigo Ave & Rt 118
CALTRANS #07A4613
Location: Los Angeles County
BID DATE: December 6, 2018

Scope of work/Trades: Construction Area Signs, Traffic Control, Portable Changeable Message Signs, Job Site Management (Spill Prevention "Oil", Material Management, Waste Management & Disposal, Non-Storm Water Management and Dewatering Activities), Water Pollution Control Program, Roadside Signs, Striping, Markings & Signage, Fencing (Contractor), Concrete ramps, sidewalk, curb, gutter improvements (Contractor)

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

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

We Are An Equal Opportunity Employer



Requests quotes from qualified
San Francisco Small & Micro-LBEs and SFPUC-LBEs
(Firms certified by SF Contract Monitoring Division)
Subcontractors and Suppliers for the following (but not limited to) work:

Reinforcing Steel CN004, Carpentry CN010, Pipeline CN015, Fencing CN016, Backhoe CN018, Sanitation Systems CN019, Landscaping CN028, General Engineering CN032, Earthwork & Paving CN033, Traffic Control CN045, Concrete CN046, Const. Clean-Up CN050, Trucking & Hauling CN005, Concrete Supplier & Mfr. EQ031, Traffic Safety & Control Devices EQ077, Pipes, Valves & Fitting Supplies EQ129, Const. Equip. Sales & Rental EQ130, Surveying AE015, Solid Waste Mgmt. Services PS055

CITY & COUNTY OF SAN FRANCISCO
PUBLIC UTILITIES COMMISSION
INFRASTRUCTURE DIVISION

TURNER DAM SPILLWAY AND POND F3 EAST EROSION REPAIR
Sunol, Alameda County, California
Contract No. WD-2855

BID DATE DECEMBER 13, 2018 @ 2:00 p.m.

Sub & Vendor Bids Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Dave Grattan

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

Contract Documents are subject to a non-disclosure agreement.

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

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of 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

DESILVA GATES
CONSTRUCTION

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

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

CALTRANS CONTRACT NO. 04-3K6004 - FOR CONSTRUCTION ON STATE HIGHWAY IN SANTA CLARA COUNTY IN SAN JOSE FROM 0.2 MILE SOUTH OF CAPITOL EXPRESSWAY UNDERCROSSING TO 0.2 MILE NORTH OF CURTNER AVENUE UNDERCROSSING
DVBE GOAL: 5%

OWNER

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

BID DATE: December 6th, 2018 @ 2:00 P.M.

DGC is soliciting quotations from certified Disabled Veterans Business Enterprises and Small Business Enterprises, for the following types of work and supplies/materials including but not limited to: Cold Plane, Construction Area Sign, Construction Site Management, Crack Sealing, Electrical, Emulsion Supplier, Erosion Control, Fabric/Geosynthetic Pavement Interlayer, Roadside Signs, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Traffic Control Systems, Traffic Control Material Supplier, Traffic Control /Engineer, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material.

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

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

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

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

Visit www.sbeinc.com to download the latest SBE Newspaper and Newsletter



5 Ways CEOs Can Change Their Behaviors To Lead More Efficiently

Continued from page 7

- **Forget perfectionism.** Green says perfectionism is a waste of time and energy for a CEO. He references the 80/20 Rule – also known as the Pareto principle, first articulated by Italian economist Vilfredo Pareto – which holds that roughly 80 percent of the effects come from 20 percent of the causes. “The 80/20 Rule also applies to perfectionism – the majority of the value in any endeavor comes from a small amount of the overall effort,” Green says. “Perfectionism frequently limits our progress and fuels our fears. If you can keep the 80/20 Rule in mind, you can reduce your fears and accomplish more.”
- **Hold yourself accountable.** One way CEOs and entrepreneurs can judge their performance is by asking themselves self-assessment questions daily. “You need accountability strategies that require you to evaluate your progress and focus on the importance of your goals,” Green says.

“Often, the best way to modify a behavior is just to jump in,” Green says. “Seek out examples of the behaviors you want to employ, embrace some discomfort, and emulate them until they begin to feel natural.”

About Mark E. Green

Mark Green, author of *Activators: A CEO's Guide to Clearer Thinking and Getting Things Done* (www.Activators.biz), is a speaker, strategic advisor and coach to CEOs and executive teams worldwide. He has addressed, coached and advised thousands of business leaders, helping them unlock more of their potential and teaching them how to do the same for their teams. He is a Core Advisor to Gravitat Impact Premium Coaches (formerly Gazelles International), a mentor to coaches worldwide, and an active contributor to programs and content for their global ecosystem.

