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SMALL BUSINESS EXCHANGE

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Voice of Small, Emerging Diversity Owned Businesses Since 1984

• NEWS • INFO • BIDS

Why The Future Success of Our Economy Depends on the Expansion of U.S. Minority-Owned Business

By Brandon Andrews

Any armchair economist will tell you that entrepreneurship is central to a healthy economy. What they probably won't tell you is that the rate of entrepreneurship in the United States has significantly declined over the last several decades. Data from the U.S. Census Bureau shows that in the late 1970s, at least 15 percent of American businesses were startups. Despite the popularity of business-venture-themed TV shows such as ABC's Shark Tank, the number of new businesses has fallen to just 8 percent of all U.S. business operations.

The reasons are varied, with both new and historic challenges contributing to the problem. As you might imagine, the Great Recession of 2008-2010 has played no small role.

The constriction of global capital markets during the Great Recession exacerbated the perennial problem of entrepreneurs: accessing the capital needed to start or grow a business. This problem, like many other economic challenges in America, is more acute for women than for men and for communities of color than for white people. Now more than ever, addressing the need of businesses for capital is also an economic imperative.

That's where the U.S. Minority Business Development Agency comes in, offering more than 40 business centers across the country to assist minority entrepreneurs. Experts are available to help minority business owners find access to capital, contract opportunities and new markets needed to create jobs.

As our nation becomes more diverse and the economy continues to recover, the share of new businesses founded by Native, Hispanic, Asian and African Americans, as well as other marginalized communities, must increase. If this fails to happen, there will not be enough businesses led by Generation X and Millennial entrepreneurs to replace those closed by Baby Boomers as the latter exit the labor force.

I work with Values Partnerships to lead a nationwide casting tour for ABC's Shark Tank with

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The 'Entrepreneur Gap' Facing Women and Minorities



The small-business creation rate falls short of the average for women, Hispanics and African Americans, notes a new Center for American Progress (CAP) report. On a per-capita basis, these groups own significantly fewer small businesses than white males. That news may not come as a surprise, but what does appear to be unexpected is this: The entrepreneur gap doesn't vanish even after accounting for such factors as income, wealth and education. Kate Bahn is an economist at the CAP and lead researcher for the report, "A Progressive Agenda for Inclusive and Diverse Entrepreneurship." She joined the Knowledge@Wharton show on Wharton Business Radio on SiriusXM channel 111 recently to discuss what can be done to reduce the inequality in this key economic segment.

An edited transcript of the conversation follows:

Knowledge@Wharton: Please explain what the numbers in the report tell you.

Kate Bahn: The numbers I found — similar to what other researchers have found looking at some of these racial and gender differences — show that it appears

to be much harder for women and people of color to have a business... I not only looked at those overall lower rates — that's pretty well established — but I also looked at the likelihood of having a business in the household, even when we control for some of the things that are typically correlated with business ownership, like having high income, having high wealth, having more education. I found that even when you control for those things that tend to be correlated with having a business, women, African Americans and Hispanics are still less likely [to own one] Even with the same wealth, even with the same education, they're still less likely to have a business in their household.

Knowledge@Wharton: The numbers I saw varied from between 2.5% to 8% less likely, depending on the demographic. And a lot of people might say, "Well, that's not a big number." But when you think about the sizes of those specific demographics, and the number of small businesses across the United States, it ends up being a fairly significant amount.

Bahn: Yes. For example, African American households are 5% less likely to own a business, even when we control for things. But what sounds like a small amount after controlling for the variables actually explains why they have business ownership rates that are only about a third of what they are for white households. So that actually ends up being a lot fewer businesses owned by people of color.

Knowledge@Wharton: What are some of the reasons why they own so many fewer businesses?

Bahn: Certainly, the recession did not help. But it seems as though the recession had a bigger negative impact on white male-owned businesses than on African American-owned businesses, Hispanic-owned businesses, or women-owned businesses.

Those numbers were always low, and they stayed low after the recession.

What we're finding is that some of it is caused by wealth gaps, in particular. If you have less wealth, it's much harder to start a business, not only because it's hard to finance your own business, but also because you don't have collateral to get other business financing. But what I really think I found in this report is that there seem to be some structural barriers.

Even if you have education and money, if you don't have access to business networks, if you immediately are more likely to be discriminated against in the financial system, you can't get as much informal mentoring and training from other business owners. These things are the softer structural issues that make it more difficult to start a business, even when you have what we generally consider are the tools — which are education and wealth.

Knowledge@Wharton: When people think "small business," a lot of times they think startup or tech startup. But there are so many more small businesses that would fall into other categories.

Bahn: Yes. When we think of entrepreneurs, we often think of high-tech, high-gross Silicon Valley-type businesses, or even businesses in the Boston area. But what I tried to point out in this report is that really small businesses and Main Street small businesses, as well — these are also run by entrepreneurs. These are also people who are starting new businesses. When we think about our entrepreneurship policy, and we think about entrepreneurship issues, we should recognize Main Street small businesses as the backbone of American entrepreneurialism.

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Community Outreach

Mayor Lee Announces \$45 Million in New Markets Tax Credits to Support the Construction of Non-Profits and Businesses in Low Income Communities to Create Jobs

Mayor Lee announced the San Francisco Community Investment Fund was awarded \$45 million in New Markets Tax Credit allocation to support private investment in non-profits and businesses that directly serve San Francisco's most economically distressed, low-income communities.

"We must ensure that the city's emerging non-profits and businesses secure the financing they need to succeed to build and serve our communities," said Mayor Lee. "These tax credits allow these businesses and nonprofits to start, stay, and grow in San Francisco and create local jobs and opportunities that help our city thrive."

The \$45 million in newly awarded funding from the New Markets Tax Credit program will help San Francisco businesses access flexible financing to support areas of manufacturing, retail, healthcare, food security, and affordable community and non-profit spaces. This funding, as it is intended to be disbursed across various projects in the city, will serve as a catalyst for further private investments in these neighborhoods, create permanent local jobs, and provide greater access to community facilities and commercial goods and services. It will be allocated to projects in qualified neighborhoods throughout San Francisco over the next calendar year. The recent funding will build upon the existing projects and priorities of the SFCIF to address the critical needs of the city, create local and permanent jobs, and encourage investment in low income communities.

The New Markets Tax Credit program is a federal program administered by the U.S. Department of the Treasury in effort to attract targeted investment in historically underinvested communities, creating quality jobs and materially improving the lives of residents of low-income neighborhoods such as the Tenderloin, South of Market, Mission, Chinatown, Visitacion Valley, Bayview Hunters Point, and Treasure Island. The program targets construction and capital improvement projects in low-income neighborhoods that deliver strong community outcomes including job creation for low-income people, commercial and community services, healthy foods, environment sustainability, and flexible lease rates. In 2010, with the eventual loss of state redevelopment funds, the City's then-Redevelopment Agency established the San Francisco Community Investment Fund (SFCIF) to enhance the City's existing financial resources.

Since its inception, the SFCIF has successfully received and deployed \$80 million in tax credit to businesses and non-profits such as College Track, a college-preparatory program for low-income high school students in Bayview, and the San Francisco Wholesale Produce Market, which supplies restaurants, businesses, and residents located throughout San Francisco with fresh and healthy produce. Over the past five years, the SFCIF has also deployed the funding to incentivize the construction of projects such as SF Jazz and the Boys & Girls Club San Francisco in Western Addition, and the ACT Strand Theatre on Central Market.

"This New Markets Tax Credits award will create a pathway for new grocery stores, childcare facilities, non-profit offices, and community centers in the San Francisco's most high-need neighborhoods," said Brian Strong, President of the SFCIF Board of Directors. "This additional resource will allow local businesses and non-profits to activate underutilized buildings in historically blighted ar-

reas of the city, create local jobs, and sustain community services that will last for decades." Mr. Strong also serves as the City's Director of Capital Planning Program, which reviews and prioritizes San Francisco's capital planning efforts across the City.

The recent funding will build upon the existing projects and priorities of the SFCIF to address the critical needs of the city, create local and permanent jobs, and encourage investment in low income communities.

For more information on the New Markets Tax Credit Program, go to: www.cdfifund.gov

SOURCE: <http://sfmayor.org>



Image credit: stories.wf.com



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Access to Capital



Geography, Race and Ethnicity Remain Barriers to Capital for Entrepreneurs

The U.S. Census Bureau, in partnership with the Minority Business Development Agency and the Ewing Marion Kauffman Foundation, has released its first-ever Annual Survey of Entrepreneurs (ASE). Approximately 290,000 employer businesses across all U.S. geographies and demographics participated in the survey during 2014. The results reveal that significant gaps in access to capital remain:

Race and ethnicity

Entrepreneurs across all racial backgrounds rely primarily on three sources of startup capital:

- Personal and family savings (63.9%)
- Business loans from banks (17.9%)
- Personal credit cards (10.3%)

Yet, different racial groups rely on these sources of startup capital to different extents. For example, 73% of Asian and Hispanic entrepreneurs rely on personal and family savings, and black entrepreneurs have the heaviest reliance on personal credit

cards (18%). Meanwhile, white entrepreneurs have the highest utilization (19%) of traditional business loans.

Geography

The business owners most likely to finance the startup or acquisition of their company through personal and family savings were in Colorado (49.6%), Minnesota (48.9%) and Oregon (48.6%). Those in Mississippi (36.0%) and West Virginia (36.4%) were the least likely to do so.

Entrepreneurs in California, Nevada, Florida and New York reported the least reliance on traditional bank loans (between 7.4% and 7.8%). Those with the highest utilization of business loans from a bank or financial institution were in South Dakota, North Dakota and Iowa (between 27% and 28.3%).

Camoin Associates has created two interactive maps that explore the startup capital by geography data in greater detail.

Changes in startup capital sourcing

The survey finds that today's firms are more reliant than ever on personal and family savings when starting or acquiring a business. An estimated 69% of firms less than two years old reported personal or family savings as an initial source of capital, up from 48% of firms started in 1998 or before. Additionally, today's businesses are more likely to rack up credit card debt in the startup phase than older firms.

Access to growth capital

Aside from startup capital, most businesses did not report the need for additional financing, nor are they actively seeking more funds. However, those who did need growth capital often cited two main reasons for not seeking it: the concern over taking on additional debt (63% of businesses), and the fear of being rejected by lenders (47%).

Native Hawaiian (60%) and Black (59%) business owners were the most likely to cite fear of rejection. The Kauffman Foundation finds this

fear is not altogether unwarranted. Black business owners, on average, have lower credit scores than white business owners. "Even those with the highest credit scores still fear being turned down," explains Alicia Robb, a senior fellow at the Foundation. "Across the board, black business owners have higher denial rates, even after controlling for credit and wealth," she added.

Learn more through ICIC's research, "Financing Growth: A Practical Resource Guide for Small Businesses," (April 2015).

Impact on Profitability

Business owners cited many factors influencing their business's profitability. Two of those factors were access to capital and cost of capital. Once again, minority-owned businesses were disproportionately impacted by the access and cost of capital:

- **Access to Capital:** An estimated 16.5% of minority-owned businesses reported profits being

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Northeastern's "Impact Lending" Program Shows How Universities can Support Inner City Businesses and Bolster Local Economy

Last month Northeastern University announced it was committing \$2.5 million in seed funding for a newly created "Impact Lending" program, offered in conjunction with LISC Boston. The seed money will capitalize a \$6.5 million revolving loan fund (RLF), and the RLF will enable LISC to provide \$1,000 to \$1 million loans to women- and minority-owned small businesses located in or around Northeastern University. The private university is located in Boston's Roxbury neighborhood—an inner city community that struggles to overcome persistently high rates of poverty.

Mirroring national trends, small business lending in Boston remains significantly lower at \$491 million in 2014, compared to the pre-recession \$605 million in 2007. The biggest decline has been in microloans. In 2014, there were 14,000 fewer microloans to Boston small businesses than there were in 2007, representing a 43% decline in total loan volume.

Northeastern and LISC's Impact Lending program aims to address this issue. In addition to underwriting these loans, LISC will provide businesses with the technical assistance they need to compete for larger contracts with the university. By combining direct loans with business advisory services the initiative hopes to serve 85 small businesses and create 330 jobs over the next two years alone. The partnership stands out for its hyper-local business focus and its provision of wraparound services that ensure their long-term success.

Northeastern Senior Vice President and General Council Ralph Martin explains, "If we can give them the opportunity through this loan fund with LISC to get capital, grow their businesses and



expand their capabilities [In the] long-term, that's going to have more impact than any donated or charitable effort that we could have."

As ICIC research shows, small businesses in low-income, majority-minority areas are less likely to receive traditional bank loans; and inner city business owners rely more heavily on personal credit, friends and family for capital than their peers outside of the urban core. "Not everyone has benefited equally from the recent economic up-

turn," said Bob Van Meter, LISC Boston executive director. "Our goal is to connect small businesses from low-income neighborhoods with the broader regional economy. In building up their capacity, local businesses will be able to take advantage of opportunities for business growth that were previously unavailable to them."

The loans can be used for a variety of business needs, including hiring new staff, purchasing new equipment or inventory, building renovations and/

or tenant improvements, real estate purchases and business debt refinancing. It will offer flexible, below-market rates (0% to 7%) and terms to meet the needs of small businesses that might not otherwise qualify for traditional bank financing.

The Impact Lending program is now accepting applications. To learn more and apply, visit: <https://www.northeastern.edu/impact-lending/>

SOURCE: <http://icic.org>

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: GARRY DAY
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:

TREASURE ISLAND STREET IMPROVEMENTS Sub-Phase 1B, 1C and 1E, San Francisco, CA
Small Business Enterprise Goal Assigned is 41%

OWNER:

TREASURE ISLAND COMMUNITY DEVELOPMENT, LLC
c/o FIVE POINT
1 Sansome Street, Suite 3200, San Francisco, CA 94104

BID DATE: DECEMBER 20, 2016 @ 2:00 P.M.

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

UNDERGROUND UTILITIES, DEMOLITION AND CLEARING, SHORING, MINOR CONCRETE, CONCRETE PAVING, JOINT TRENCH, GEOGRID REINFORCEMENT FABRIC, STRIPING AND SIGNAGE, TRUCKING, SWEEPING, WATER TRUCK RENTAL, LIGHTWEIGHT FILL, RETAINING WALLS, STREET LIGHTING, SURVEYING, PUMP STATIONS, TRAFFIC SIGNALS, LANDSCAPING AND IRRIGATION, SITE FURNISHINGS, FENCING.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the Dropbox site at https://www.dropbox.com/sh/i3m8elpfzdy9g4AAD80Ac_4GSV9R_zL0beU_bQa?dl=0

Information is also available on the City and County of San Francisco's website at <http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=11425>

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

If you need SBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services for this project call the Estimator at (925) 829-9220. DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/LBE goal.

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

DESILVA GATES CONSTRUCTION

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

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

OWNER:

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

BID DATE: DECEMBER 14, 2016 @ 2:00 P.M.

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

DESILVA GATES CONSTRUCTION

Estimator: Victor Le
Phone 925-829-9220 Fax: 925-803-4263

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

MCM CONSTRUCTION

Estimator: Ron Burch
Phone 916-334-1221 Fax 916-334-0562

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

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:7pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com> and password is [7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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

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

Kiewit

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

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the East Bay Municipal Utility District, Upper San Leandro Reservoir Tower Upgrade Project in Castro Valley, CA.

<http://www.dgs.ca.gov> / http://www.dot.ca.gov/hq/bep/find_certified.htm /

<http://www.acgov.org/auditor/sleb/> / <http://sf-hrc.org/> / <http://www.portofakland.com/srd>

Subcontractors and Suppliers for the following project:

Upper San Leandro Reservoir Tower Upgrade Project
Specification No. 2106

Owner: East Bay Municipal Utility District

Bid Date: December 21, 2016 @ 1:30 P.M.

Disadvantaged Business Enterprises (DBEs)

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

Aggregates, Asphalt Paving, Concrete, Concrete Forming, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Coatings, Precast Electrical Ducts & Manholes, Clear & Grub, Dewatering, Demolition, Electrical, Earthwork, Fencing & Gates, Grouting, Instrumentation & Controls, Metals, Piping, Valves & Gates, Pipe Welding, Portable Davit Crane & Hoist, Roof Hatches, Structural Steel, Street Sweeping, SWPPP, Surveying, Tie Backs, Trucking & Hauling, Water-Inflated Cofferdams, Water Truck.

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

Subcontractor and Supplier Scopes are due

December 16, 2016 and Quotes

NO LATER THAN December 20, 2016 at 5 P.M.

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

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

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

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

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DIR # 100001147

Kiewit

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 City of Larkspur, Bon Air Road Bridge Replacement Project in Larkspur, CA.

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

Subcontractors and Suppliers for the following project:

Bon Air Road Bridge Replacement Project
Federal Project No. BHL5-5166 (015)

Owner: City of Larkspur

Bid Date: January 18, 2017 at 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

wanted for the following scopes, including, but not limited to: AC Paving, Aggregates Supply & Install, Bridge Bearings, Minor Concrete, CIDH, Concrete Supply, Concrete Reinforcement, Concrete Structures, Prestressing Concrete, Precast Concrete, Concrete Pumping, Concrete Formwork, Concrete Barriers, Clear & Grub, Demolition, Earthwork, Electrical, Erosion Control, Fencing, Guard-rail, Joint Sealant, Landscaping, Metals, Piling, Pavement Markings, Pipe Supply, Pumping Equipment and Controls, Street Sweeping, SWPPP, Signage, Traffic Control, Trucking & Hauling, Water Truck.

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

January 13, 2017 and Quotes NO LATER THAN

January 17, 2017 at 5 P.M.

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

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company 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 may be required for subcontractors and a suppliers bond for suppliers.

Davis-Bacon Act applies.

Buy America Requirements apply.

An Equal Opportunity Employer

CA Lic. 433176

DIR # 100001147

CAHILL CONTRACTORS, LLC

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

CAHILL CONTRACTORS, LLC requests bids from Certified SBE Subcontractors and Suppliers EXCEPT for the following TRADES:
Piling / Exterior Building Maintenance / Solar (PV & Hot Water) / Fire Sprinkler

EDDY & TAYLOR – REMAINING TRADES
222 Taylor Street, San Francisco, CA 94102

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

BID DATE: 1/6/2017 @ 2PM

Voluntary Pre-bid Meeting:
12/1/16 @ 10AM, Cahill's Oakland Office
1111 Broadway, Suite 1340
Oakland, CA 94607

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Federal-Aid Project ACHSSTG-S076(030)E

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Contact: Matt Bahsen

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

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Nevada Irrigation District

For Bear River Siphon Replacement Project

1036 W Main Street, Grass Valley, CA 95945

Bid Date: January 10th, 2017 @ 2:00PM

Trades Solicited:

Rebar, Pipe railing, stairs & grating, Sealants & Coating, DI, Steel, & HDP Pipe & Fittings, Asphalt Paving, Valve & Valve Boxes, Slide Gates, Rebar, Trucking, Surveying SWPPP, Erosion Control, Concrete Saw Cutting, Scaffolding, Pipe railing, stairs & grating, Structural Steel, Misc. Metal, Cathodic Protection System, Equipment Rental, Drilling, Concrete.

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CONTACT: Kelsey Godfrey

Email: bid@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL CITY & COUNTY OF SAN FRANCISCO CERTIFIED LBE/MBE/WBE SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

ESER BOND 2010 - FIRE STATION NO. 5

CONTRACT NO. 7440A

CITY & COUNTY OF SAN FRANCISCO SAN FRANCISCO, CA

BID DATE: DECEMBER 16, 2016 @ 2:30pm

ESTIMATE: \$14,000,000

Trades needed but not limited to: Hazmat, Hazmat Soils Remediation, Structure Demolition, Grading and Paving, Site Utilities, Soil Anchors, Shoring and Underpinning, Building Concrete, Site Concrete, Rebar, Landscape and Irrigation, Polished Concrete Flooring, Cement Underlayment, Chain Link Fences and Gates, Structural and Misc. Iron, Decorative Metals, Metal Deck, Stainless Steel Countertops, Roof Edge Protection, Mechanical Equipment Screen, Self-Adhered Membrane Waterproofing, Crystalline Waterproofing, Insulation, Terra Cotta Rainscreen System, Composite Wood Siding, Roofing, Roof Pavers, Glass, Glazing and Aluminum, All Glass Shower Doors, Public Art Program, Motorized Four-Fold Doors, Elevator Smoke Door Assemblies, Hollow Metal Doors, Wood Doors, Finished Hardware, Signage, Casework/Millwork, Metal Casework, Fire Pole Assemblies, Gypboard and Metal Studs, Cement Plaster, Fluid Applied Membrane Air Barrier, Spray-On Fire Proofing, Tiling, Acoustic Ceilings, Resilient Flooring, Painting, HP Coatings (Tnemecc), Graffiti-Resistant Coatings, Electrical, Elevator, Sheet Metal, HVAC, Plumbing and Fire Sprinklers

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Why do black men earn less?

Image Credit: <http://www.languagetesting.com>Image Credit: <http://www.hercampus.com>Image Credit: <http://www.languagetesting.com>

By Andrea Orr

EPI's new paper, *Whiter Jobs, Higher wages*, shows that many black workers earn considerably less than their white counterparts. In fact, in 2008 black men earned only 71% of what white men earned. The median hourly wage for black male full-time workers was \$14.90; for comparable white workers it was \$20.84.

Of course, a true wage comparison should account for multiple factors, from level of education to chosen field of study. EPI recently published two reports and on February 28 hosted the discussion *Understanding the low wages of black workers*, in an attempt to untangle the wage discrepancy and all the factors that may contribute to it.

EPI's research shows that educational and other differences can explain some, but not all of the discrepancy. "At the end of the day, it turns out that being black matters," said Algernon Austin, Director of EPI's program on Race, Ethnicity, and the Economy.

Darrick Hamilton, who co-authored the *Whiter Jobs, Higher Wages* paper with EPI's Austin and Duke University Professor William Darity, suggested at the February 28 event that "occupational segregation" plays a large role in the wage gap. "Nearly 90% of U.S. occupations can be categorized as racially segregated," Hamilton said, citing data from the *Whiter Jobs* paper. The paper shows that, in occupations where black men are underrepresented, the average annual salary is \$50,533; in occupations where black men are overrepresented, the average annual salary is \$37,005, more than \$13,000 less.

Notably, this trend of occupational segregation persists despite the jobs educational requirements. The paper shows, for example, that black men experience the most severe underrepresentation in the field of "construction, extraction, and maintenance," which tends to be low-education-credentialed but which pays wages that are significantly higher than in the service sector. Black men are overrepresented in the lower-paying service sector.

Another example of this occupational segregation can be found in upper management. The

paper shows that black men are "very underrepresented" as chief executives and legislators, although they tend to be "at least proportionally represented in a variety of managerial-type occupations."

"That black men have the skills needed to be financial managers, human resource managers, public relations managers, and a variety of other types of managers suggests they also have the skills needed to be chief executives and legislators, since these two positions draw on many of the skills needed in these other management fields," the paper notes. "Neither education nor skills are plausible explanations for the underrepresentation of black men."

The *Whiter Jobs* paper also presents research that suggests black men are not "self-selecting" into these lower paying professions. It compares the college majors of black men and white men and finds no meaningful difference in the chosen courses of study.

Other panelists at EPI's February 28 event attempted to isolate other factors that might explain some of the wage discrepancy. Pamela Loprest, Di-

rector of the Income and Benefits Policy Center at the Urban Institute, noted that black workers are less likely to hold jobs requiring "prior experience" or computer skills. But she said it was unclear whether that meant they had less access to certain skills or that employers were making certain assumptions about their skills. Another speaker, Patrick Mason, Professor of Economics and Director of the African American Studies Program at Florida State University, said the popular belief that black immigrants earn more than native black workers was false.

"Black immigrants do no better in the labor market than native-born blacks, and tend to do worse," said Mason, whose research is presented in more detail in the paper *The Low Wages of Black Immigrants*, co-authored by Austin. Those findings are significant, Mason said. "If (black) Caribbean males were doing better, it might suggest that this (wage gap) was not due to discrimination.... But there is no evidence to suggest that (black) immigrants (as a whole) do well."

SOURCE: <http://www.epi.org>

The 'Entrepreneur Gap' Facing Women and Minorities

Continued from page 1

Knowledge@Wharton: You said this shift started back in the 1990s. Did something back then that set this pattern of declines over the last 25 years?

Bahn: Yes. I think it's one of the big economic trends of our time: increasing inequality.

Not only income inequality, but also particularly wealth inequality, I think, explains the overall decline in entrepreneurialism.

Knowledge@Wharton: Is the level of security that people need before they can feel comfortable opening a business a big quality that's lacking as well?

Bahn: Definitely. It's pretty risky to open a business. So particularly if you're lower income, that risk is going to be even starker, because if you don't have income to fall back on, if you don't have wealth to fall back on, or don't have family support to fall back on, it's much riskier for you to attempt to start your own business.

Some of those things we're trying to think through here are, how we can support small business owners? There are a couple of different things we can do to make it less risky for them. Give them the sort of tools and education they need. Some of it might be stopping people from starting a business if they're not ready, if they're not able to take on that risk. Or some of it might be figuring out financial

support so that they can support themselves while taking on this risk.

Knowledge@Wharton: Getting the financing to open a business is obviously a bit harder in the wake of the financial crisis.

Bahn: I might be downplaying the role of the Great Recession a bit too much. It's true that the banking system is much less likely to lend to people right now. It seems really, really hard for people to get small business loans — both Small Business Administration loans and traditional small business loans. Banks just aren't as able to lend out to people, which is not fault of the banks, per se, but we definitely need to start thinking about ways in which we can add a little bit more flexibility to the system, so people are able to actually get financial services to help them start a business.

Knowledge@Wharton: One thing being focused on is wage growth. It's happening in the country in general, but obviously, it's been slow. However, if we continue on this path of economic growth, do you have hope that in another few years, there would be a rising potential for this trend to change?

Bahn: Yes, that's definitely true. What we've seen in the labor market for a while is a lot of jobless people. People aren't really willing to move around between jobs, wages haven't been going up, the labor market seems to just have a lot of slack in it.

But now finally, wages are starting to creep up, and what that means is that people are going to feel a little bit more secure. They're more likely to be willing to transition into a new job or into business ownership in general, and that's going to make the labor market much more dynamic. One thing I focus on in this report — and in my background as a labor economist — is that I see being a business owner as an occupational choice. It's a job you choose to have. So when we have a labor market that is tighter, with more wage growth in it, we're going to see people moving around, having more labor mobility. One of the things that they're going to transition into is business ownership, in addition to better-matched jobs for themselves.

Knowledge@Wharton: There's also the question of having the level of education required.

Bahn: That's one of the things we think through — that part of having really good small business supports or supports for entrepreneurs includes stopping people from doing it, if they're not ready to. That makes them less likely to fail and less likely to face the huge income or wealth drops that result if they try to start a business and aren't successful.

Knowledge@Wharton: Where do you think that support needs to come from? Here at Wharton, we have the Wharton Small Business Development

Center, which obviously does that type of work. But does that type of support need to come from the federal government, from institutions like the Wharton School and those types of like-minded entities, or elsewhere?

Bahn: The thing about trying to help people start businesses is it seems pretty unique to the local geography people are in, the local city, the local industries. It helps a lot to have policies that are very place-specific policies, focused on the local environment. Small Business Development Centers are operated traditionally out of universities in the local communities, so they do have a tie to the local community. I think there's also space for federal policy to give the resources to municipalities or states to operate programs, but it really helps when they are spearheaded by a state or municipality or a local grassroots organization, because they're really going to understand the needs of the local market and the culture of the local economy.

Visit link below for the full article:
www.sbeinc.com/resources/cms.cfm?fuseaction=news_detail&articleID=1834&pageID=25

SOURCE: <http://knowledge.wharton.upenn.edu>

Workforce Development

U.S. Deputy Secretary of Commerce Bruce Andrews Delivers Keynote Remarks on Tech Workforce Development at Urban Alliance Event

U.S. Deputy Secretary of Commerce Bruce Andrews delivered keynote remarks at an event hosted by the Urban Alliance on “Young People, Tech and the Future of Work.” The event brought together leaders in government, business, and academia to collaborate on creating opportunities for young people and the business community to train, prepare, and leverage the skills of the next-generation of workers and innovators.

During his remarks, Deputy Secretary Andrews highlighted the Department of Commerce’s partnerships with industry to help close the nation’s talent gap through the Skills for Business agenda. The Commerce Department and the Obama Administration are working closely with private sector partners to increase the capacity of our workforce to innovate and compete globally through the creation of talent pipelines in fields like IT and cybersecurity, which are critical to the future of our digital economy. As an example of this collaborative model, President Obama launched TechHire in March 2015, a public-private program to fill more than 600,000 open technology jobs. In closing, the Deputy Secretary underscored the critical importance of preparing the nation’s young people to succeed in the high-tech jobs of the 21st century.

Remarks as Prepared for Delivery

Good morning, and thank you for that warm introduction, Sarah. I am delighted to be here today. Let me start by thanking Airbnb and the Urban Alliance for teaming up to host this event. Today’s conversation couldn’t be more important to our country’s future.

It’s a conversation about how digital technology is transforming the way we live, learn, work, and do business. About our nation’s future in a global economy that is increasingly interconnected. And it’s about harnessing the potential of America’s most precious resource: the talent of our people, and especially our young people.

From the invention of the lightbulb to the deployment of lightning-fast broadband, innovation has always fueled our economy. The entrepreneurial spirit and industriousness of our people helped build the most prosperous and innovative economy ever known. Yet we cannot take our success for granted. Not in the 21st century.

Consider that just two decades ago, fewer than 500 million people worldwide had access to the Internet. Today, over 3.2 billion people are connected, and we’re on track to reach five billion by 2020. As more people access the Internet’s vast



storehouse of knowledge, anyone with a network connection can be an entrepreneur. And game-changing innovations can come from any corner of our country and the world.

Today, a technology startup in Austin may hire programmers in Singapore to support a manufacturing client in Germany using cloud servers in North Carolina.

In today’s global economy, the competition has never been steeper. The pace of innovation has never been faster. And preparing Americans for the jobs of the future is more important than ever. We all know how far we’ve come since 2009, when President Obama took office and we were losing more than 700,000 jobs a month.

Since 2010, the private sector has added 15.6 million new jobs and the unemployment rate has dropped to 4.6 percent. That’s the lowest we’ve seen since August 2007. Our steady economic recovery has created jobs for millions of people. But we have also seen anxiety over the changing nature of work become a major issue of debate in our society. This anxiety stems from a simple fact: while our economy continues to grow, many Americans have yet to feel the gains. And forces like digitization, automation, and globalization are transforming our world in profound ways.

Many jobs being created in 2016 are different from those we lost in 2008. Companies are increasingly looking to hire data scientists, web developers, engineers, cybersecurity analysts, and other highly-skilled workers. As the private sector drives astounding innovations in new areas like autonomous vehicles, artificial intelligence, and advanced manufacturing, we must ensure that more Americans share in our economic gains. That starts with equipping the workers of today and of tomorrow with the skills needed for the jobs of the future.

As Deputy Secretary of Commerce, I have met with countless business leaders concerned about our nation’s shortage of highly-skilled workers. For the United States to remain the global leader in innovation and to continue out-competing the rest of the world, we must build a workforce prepared to succeed in the 21st century.

To address this challenge, Secretary Pritzker and I have made workforce development a top priority for the first time in the Department of Commerce’s history. Our “Skills for Business” initiative focuses on equipping workers with the skills needed by today’s employers. We have formed a partnership between the Departments of Commerce and Labor to ensure our workforce policies are truly jobs-driven. We have invested in regional pipelines of talent in fields like cybersecurity and

IT. And we are working with local governments, economic development organizations, colleges and companies to ensure community workforce development programs reflect the needs of the region’s employers.

Take for example the Department of Commerce’s National Initiative for Cybersecurity Education, or NICE. Led by our National Institute for Standards and Technology, NICE is engaging academic experts and private sector leaders to develop best practices for cybersecurity education. This fall, we issued the first-ever federal grant funding for community-based cybersecurity training. For example, Cin-Day Cyber is a local partnership between universities in the Cincinnati-Dayton region, where the Department of Defense’s cyber operations have spurred a growing cybersecurity industry. But with an estimated 300,000 cybersecurity-related job openings nationwide, we must rapidly recruit more Americans into these positions.

Visit link below for the full article:

<http://www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1833&pageID=25>

SOURCE: www.commerce.gov

Geography, race and ethnicity remain barriers to capital for entrepreneurs

Continued from page 3

negatively impacted by lack of access to capital, versus only 9.7% among nonminority firms. Of the minority groups, black entrepreneurs were almost three times as likely (28.4%) to have profits negatively impacted by access to capital than their white peers (10.1%)

- **Cost of Capital:** Similarly, an estimated 16.4% of minority firms expressed that the cost of capital was having a negative impact on business profits, versus only 10.4% of nonminority firms. Firms owned by black entrepreneurs were again more heavily impacted than other

minority groups, being twice as likely (22.6%) as white-owned firms (10.6%) to report having business profits negatively impacted by the cost of capital.

Why does this data matter?

Small businesses (or those with less than 250 employees) are the backbone of our national economy. Recent research conducted by ICIC’s Research and Advisory Practice provides compelling evidence that small businesses rival – and often exceed – the impact of large businesses when it comes to job creation. In four of the five cities studied, the addition of only about one new job

per small business would completely eliminate urban unemployment.

The vitality of employment opportunities, particularly in inner city neighborhoods where good jobs are needed most, undoubtedly relies on small business. In turn, the vitality of small business depends on inclusive access to startup and growth capital. The ASE findings echo what ICIC has learned through its own research and network of thousands of inner city businesses: persistent gaps in the access to capital remain for entrepreneurs in certain geographies and demographics.

To create inclusive small business growth for these geographies and demographics, the availability and access to capital must be expanded, and the costs to attain it must be reduced. Seeking to understand how trends in capital sourcing, such as those presented in the ASE study, affect different minority groups and geographic areas will help policymakers, capital providers and economic development agencies craft appropriate strategies to cultivate that inclusion.

SOURCE: <http://icic.org>

Technology

Los Angeles named America's top Digital City

Los Angeles has been named America's top digital city by the Center for Digital Government, a national research and advisory institute on best practices and policies for information technology.

L.A. took first place among cities with a population over 500,000 in the 2016 Digital Cities Survey — an honor the City also won in the 2014 edition of the annual survey. The Center commended Los Angeles for “empowering innovation and engaging its citizens through digital services” driven by directives from Mayor Eric Garcetti in such areas as sustainability, collaboration, mobility, cybersecurity and open government.

“Openness and innovation are inseparable from democracy and good government in the 21st century, and digital technology has opened a world of new possibilities for Los Angeles,” said Mayor Garcetti. “We are seizing every opportunity to transform our public services — using technology to keep our streets clean and safe, help residents and visitors get around town, and address complaints more efficiently.”

L.A.'s digital accomplishments include:

- The MyLA311 mobile app, which has been downloaded more than 80,000 times and receives about 300,000 service requests annually
- The GoLA app, for easy access and route planning using all forms of transportation available in Los Angeles
- Cleanstat, a data-driven system that assesses the cleanliness of every street and alley in Los Angeles, making L.A. the first city in the country to collect and act on comprehensive data about trash and cleanliness
- The Performance Dashboard on the City's open data portal, where all City departments publish open financial data
- GeoHub, a portal that shows public resources at any location in the city.

L.A.'s growing digital profile has attracted wide notice. The Economist recently featured the booming Silicon Beach startup economy, and TechCrunch called Los Angeles a “transportation tech powerhouse.”

Los Angeles and other top-ranked cities are being honored today at an awards ceremony during the National League of Cities' annual conference in Pittsburgh.

About the Center for Digital Government

The Center for Digital Government is a division of e.Republic, publisher of GOVERNING magazine and the nation's only media and research company focused exclusively on state and local government.

About TechLA

For the last century, the City of Los Angeles has been a technological leader. From cultivating the nascent film industry and the development of aerospace technologies to the invention of email, the inventiveness of Angelenos has shaped the world. We continue that legacy as the most entrepreneurial city in America with companies founded every day and as a platform where both start-ups and global brands find an ecosystem where new ideas can take hold.

SOURCE: www.lamayor.org

Los Angeles: First place / 500,000 or more population

For L.A., it's not enough to simply deliver city services. The city also wants to engage citizens and the community. And, with 4 million residents and 48,000 employees across 42 different departments, L.A. needs technology to accomplish that task.

“For most residents, city government is not foremost on their mind,” said Ted Ross, general manager and CIO of the city's Information Tech-



nology Agency. “However, city services are often very important to them. For us, digital is the means to engage and serve our community — and we try to do this in a variety of different ways. We believe in promoting openness through open data; we believe in mobile and providing access to citizen services anytime, anywhere; and we want to be focused and energetic in applying technology to make life better for the average Angeleno.”

The city recently built an extensive open data portal including a variety of APIs available to developers or businesses, as well as a plethora of GIS data. Both Code for America and the Sunlight Foundation have identified L.A. as the No. 1 open data city in the country.

“I think open data is a very important facet for how we engage our community,” said Ross. “We are proud of our openness and transparency — our ability to show and disclose who we are, what we are doing and how we're doing it.”

L.A. leaders also believe in collaboration with businesses, education and nonprofits. Toward that end, L.A. uses its open data portal to create new relationships, partnerships and projects. One current partnership includes 11 universities that are analyzing data to determine ways to make L.A. a “smarter” city.

Ross said he plans to rely heavily on technology as he prepares for massive changes in the city's workforce. About 50 percent of Ross' IT staff of 450 are eligible to retire in the next two years.

“That poses quite a challenge when it comes to delivery of services,” he said. “We are therefore doing a lot of work around using technology to find efficiencies. We are also looking at the shift as an opportunity to promote gender diversity and equity in our workforce. We're working hard to promote parity and to employ an IT workforce that represents the diversity of our community.”

Ross said he often hears people comment that because L.A. is a big city, it can accomplish its technology goals more easily than smaller cities. But Ross says that's simply not true.

“My department has 40 percent less people than it did in 2008,” he said. “It's not about having a lot of people; it's about identifying technology opportunities and then making investments in the right areas. Sometimes small investments can yield amazing results.”

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

Why The Future Success of Our Economy Depends on the Expansion of U.S. Minority-Owned Business

Continued from page 1

the goal of bringing more diverse ideas and voices to the Emmy-winning show. In 2016, we held casting calls in nine U.S. cities, engaging thousands of entrepreneurs. I have seen firsthand thousands of black, brown, and veteran entrepreneurs who already have incredible businesses, bring innovative ideas and have the talent to become highly successful contributors to society and the economy.

But according to MBDA, minority-owned firms are less likely than non-minority firms to receive the loans often needed to make their business goals a reality: They are more likely to receive lower loan amounts, pay higher interest rates or be denied funding altogether. To help minority entrepreneurs overcome this barrier to growth, MBDA has developed programs and partnerships with private industry to provide them with alternative sources of capital. Just one example is my work with MBDA to identify minority-owned firms to compete on Shark Tank. Although MBDA focuses primarily on growing medium-sized firms, they have recently also started supporting entrepreneurs with the potential to succeed in the industries that will drive the U.S. economy in the future.

The latest Survey of Business Owners data show that fully 70 percent of U.S. firms are owned by white men. While the number of minority-owned firms continues to grow (by 38 percent between 2007 and 2012, for example), as M&A activity leads to sector consolidation and non-minority businesses close, minority-owned firms in Southeast Washington, DC; South Bronx, New York; and other communities will strain to make up the difference. According to the Survey of Small Business Finances, however, the dollar amount of equity investments received by minority-owned firms is, on average, only 43 percent of what non-minority firms receive. If minority-owned firms cannot access the capital needed to start or grow their businesses, the economic and social benefits of entrepreneurship — employment, community investment, and innovation — will not be realized.

This is why the work of the MBDA is so important. It is the only federal agency dedicated to the growth and expansion of minority-owned firms. Their work is integral to the continued growth of the U.S. economy. You can find an MBDA business center near you by logging onto www.mbda.gov.

SOURCE: <http://www.mbda.gov>



Fictitious Business Name Statement

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373536-00

Fictitious Business Name(s):
37mott
Address
1 Hawthorne Street, Unit 22C, San Francisco, CA 94105
Full Name of Registrant #1
Wendy Chin
Address of Registrant #1
1 Hawthorne Street, Unit 22C, 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 **10/10/2016**

Signed: **Wendy Chin**

This statement was filed with the County Clerk of San Francisco County on **11/18/2016**

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

Filed: **Melvin Galvez**
Deputy County Clerk
11/18/2016

11/23/16 + 12/01/16 + 12/8/16 + 12/15/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373365-00

Fictitious Business Name(s):
Ana Maria House Cleaning
Address
2087 46th Avenue, San Francisco, CA 94116
Full Name of Registrant #1
Ana Maria Beltran
Address of Registrant #1
2087 46th Avenue, San Francisco, CA 94116

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/7/16**

Signed: **Ana Maria Beltran**

This statement was filed with the County Clerk of San Francisco County on **11/7/16**

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

Filed: **Susanna Chin**
Deputy County Clerk
11/7/16

11/17/16 + 11/23/16 + 12/01/16 + 12/8/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373504-00

Fictitious Business Name(s):
Judy Kim Fashion Design
Address
833 Cole Street Apt. 4, San Francisco, CA 94117
Full Name of Registrant #1
Yong Jeong Kim-Harrison
Address of Registrant #1
833 Cole Street Apt. 4, 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 **11/16/16**

Signed: **Yong Jeong Kim-Harrison**

This statement was filed with the County Clerk of San Francisco County on **11/16/16**

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

Filed: **Sonya Yi**
Deputy County Clerk
11/16/16

11/23/16 + 12/01/16 + 12/8/16 + 12/15/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373618-00

Fictitious Business Name(s):
Ninety9
Address
500 Los Palms Drive, San Francisco, CA 94127
Full Name of Registrant #1
Ninety9 (California)
Address of Registrant #1
500 Los Palms Drive, San Francisco, CA 94127

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

Signed: **S. Scott**

This statement was filed with the County Clerk of San Francisco County on **11/29/16**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
11/29/2016

12/01/16 + 12/8/16 + 12/15/16 + 12/22/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373509-00

Fictitious Business Name(s):
Nob Hill Associates
Address
930 Sutter Street, San Francisco, CA 94109
Full Name of Registrant #1
The Pharoah/Nob Hill Associates, A California Limited Partnership
Address of Registrant #1
1201 Fulton Street, San Francisco, CA 94117

This business is conducted by **A Limited Partnership**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/17/2016**

Signed: **Albert T. Johnson**

This statement was filed with the County Clerk of San Francisco County on **11/17/16**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
11/17/16

11/17/16 + 11/23/16 + 12/01/16 + 12/8/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373665-00

Fictitious Business Name(s):
1.) Skillshot
2.) Skillshot Pinball
3.) Skillshot Pinball & Bar
4.) Skillshot Pinhall
Address
1000 Cortland Avenue, San Francisco, CA 94110
Full Name of Registrant #1
Skillshot LLC (CA)
Address of Registrant #1
316 Bocana Street, San Francisco, CA 94110

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

Signed: **Christian Gainsley**

This statement was filed with the County Clerk of San Francisco County on **11/30/16**

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

Filed: **Fallon Lim**
Deputy County Clerk
11/30/2016

12/01/16 + 12/8/16 + 12/15/16 + 12/22/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373743-00

Fictitious Business Name(s):
Brendan Malone, Esq.
Address
2950 Fulton Street #11, San Francisco, CA 94118
Full Name of Registrant #1
Brendan E. Malone
Address of Registrant #1
2950 Fulton Street #11, 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 **Not Applicable**

Signed: **Brendan E. Malone**

This statement was filed with the County Clerk of San Francisco County on **12/6/2016**

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

Filed: **Fallon Lim**
Deputy County Clerk
12/6/2016

12/8/16 + 12/15/16 + 12/22/16 + 12/29/16

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373342-00

Fictitious Business Name(s):
Caffe Capriccio
Address
2200 Mason Street, San Francisco, CA 94133
Full Name of Registrant #1
Jose J. Cardenas Gomez
Address of Registrant #1
7401 Weld Street, Oakland, CA 94621

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/1/2016**

Signed: **Jose J. Cardenas Gomez**

This statement was filed with the County Clerk of San Francisco County on **11/4/16**

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

Filed: **Fallon Lim**
Deputy County Clerk
11/4/2016

11/10/16 + 11/17/16 + 11/24/16 + 12/01/16

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

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

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

Signed: **Aqeelah Muhammad**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373664-00

Fictitious Business Name(s):
1.) Skillshot
2.) Skillshot Pinball
3.) Skillshot Pinball & Bar
4.) Skillshot Pinhall
Address
1000 Cortland Avenue, San Francisco, CA 94110
Full Name of Registrant #1
Skillshot LLC (CA)
Address of Registrant #1
316 Bocana Street, San Francisco, CA 94110

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

Signed: **Christian Gainsley**

This statement was filed with the County Clerk of San Francisco County on **11/30/16**

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

Filed: **Fallon Lim**
Deputy County Clerk
11/30/2016

12/01/16 + 12/8/16 + 12/15/16 + 12/22/16

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

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

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/7/2015**

Signed: **Roy C. Leggitt III**

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

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

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

1.) 2B Private Transportation
Located at **1554 Jones Street, San Francisco, CA 94109**

This fictitious business name was filed in the County of San Francisco on **10/7/2014** under file **2014-0360801**

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

Full Name of Registrant #1
Cuaresma & Rossi LLC (CA)
1554 Jones Street, San Francisco, CA 94109

This business was conducted by a
A LIMITED LIABILITY COMPANY

Signed: **Marianito Cuaresma Jr.**

This statement was filed with the County Clerk of San Francisco County on **11/16/16**.

Filed: **Fallon Lim**
Deputy County Clerk
11/16/16

11/23/16 + 12/1/16 + 12/8/16 + 12/15/16

Public Legal Notices

SAN JOSE STATE UNIVERSITY

NOTICE TO CONTRACTORS SAN JOSE STATE UNIVERSITY ELEVATOR MODERNIZATION PROJECT, PROJECT NUMBER (SJSU-339) SAN JOSE STATE UNIVERSITY One Washington Square, San Jose, CA 95192-0010

The Trustees of the California State University will receive sealed bid proposals in the 1st Floor Conference Room, Facilities Development and Operations Building, located in 404 East San Fernando Street, San Jose, CA 95112, for furnishing all labor and materials for construction of the **SAN JOSE STATE UNIVERSITY ELEVATOR MODERNIZATION PROJECT**, Project Number (SJSU-339), for the **SAN JOSE STATE CAMPUS**.

Proposals will be received in the above-mentioned room until **2:00 p.m. on December 20, 2016** in accordance with the contract documents, at which time the proposals will be publicly opened and read.

In general, the project includes modernization of the following: Engineering Building – 3 Hydraulic Elevators, Duncan Hall – 3 Geared Traction, 3 Gearless Elevators, Clark Hall – 3 Traction Elevators, Dining Commons – 1 Hydraulic Elevator, and Hammer Theater – 1 Hydraulic Elevator. Construction Cost Estimate: \$2,200,000.

SPECIFICATIONS are available in PlanNet Bids. Interested parties should register at the San Jose University Vendor Portal website at: <http://www.planetbids.com/portal/portal.cfm?CompanyID=15275#>. Once registration is completed, login into planetbids.com at: <http://www.planetbids.com/hub/hub.cfm> and search for "San Jose State University Modernization Project."

Each bidder offering a proposal must comply with bidding provisions of Article 2.00 et seq. in the Contract General Conditions, and should be familiar with all the provisions of the Contract General Conditions and Supplementary General Conditions, especially Article 2.02, regarding the necessity to prequalify with the Trustees ten (10) business days prior to the bid date. The Contract General Conditions can be downloaded from the internet at http://www.calstate.edu/cpd/CM/cgcs_majors/2016_cgcs_dbb_major.pdf.

Bidders must be prequalified with the Trustees. Contractors shall register and log in to "PlanetBids" to apply for prequalification at http://www.calstate.edu/cpd/cm/contractor_prequal_bidders.shtml.

This project is a public works project and is subject to prevailing wage rate laws (see Contract General Conditions, Article 4.02-c). All contractors and all tiers of subcontractors bidding on this project shall register to bid public works projects with the Department of Industrial Relations (DIR), and main-

tain current this registration pursuant to Labor Code Section 1725.5. Please go to <http://www.dir.ca.gov/Public-Works/PublicWorks.html> for more information and to register.

A pre-bid walkthrough has been scheduled for **December 1, 2016 at 10:00AM**. Interested bidders should assemble at the above address, 2nd Floor Conference Room on the campus. It is strongly recommended that contractors attend this walkthrough, as it may be the only time bidders can walk through the project area with the Engineer.

SMALL BUSINESS PREFERENCE (SB):

Preference will be granted to bidders properly approved as Small Business' in accordance with Section 1896 et seq. of Title 2 of the California Code of Regulations, See Section 2.11 of the Contract General Conditions or for bidders who commits to subcontracting at least 25% of its net bid amount with one or more certified small business. Bidders must include their Small Business Certificate or Reference numbers with their proposal. The SB Preference is 5% (up to \$50,000).

DVBE PARTICIPATION GOAL/DVBE INCENTIVE

The Trustees require Disabled Veteran Business Enterprise (3%) participation. Failure to comply with this requirement would make your bid deemed non-responsive. Bidders may contact the Trustees' DVBE Advocate: Luis Garcia, at (408) 924-1559, email: luis.garcia@sjsu.edu or Sylvia Sosa, at 408-924-2246, email: sylvia.sosa@sjsu.edu, for information and guidance. To find a list of DVBE's and/or SB subcontractors, go to the following web link:

<https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx>, under "Certification Type" check the DVBE (or SB) box, under "Keywords" type the trade (Example: electrical) then "Search". The Trustees are granting a DVBE participation bid incentive for this project for bid evaluation purposes only. The DVBE Incentive is up to 5% and may be claimed in combination with SB incentive. When used in combination with the Small Business Preference, the cumulative adjustment amount shall not exceed \$100,000.

It will be the responsibility of each bidder to obtain a bid proposal package in sufficient time to fulfill requirements therein. Bid proposal packages are obtainable only by prequalified contractors, licensed in the State of California with a C11 – Elevator Contractor license, and registered with the DIR to bid public works projects. The bid packages must be requested from the Trustees via Email: sylvia.sosa@sjsu.edu, Phone No. 408-924-2246.

Request for proposals

On-Call Pipeline Rehabilitation Engineering Services

Santa Clara Valley
Water District 

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

What: The District is soliciting proposals from consulting firms to provide pipeline engineering services on an on-call basis for a variety of large diameter water transmission pipeline inspection, assessment, rehabilitation, replacement and seismic upgrade projects.

This solicitation is for two (2) separate Requests for Proposals (RFP). Consulting firms may submit proposals for either or both of the following RFPs:

1. On-Call Engineering and Analysis Services for Large Diameter Pipelines – RFP#4776
2. On-Call Pipeline Engineering Analysis and Rehabilitation Services – RFP#4775

Proposals will be evaluated with regard to the services specified in each RFP.

The successful firm(s) will assist District staff with existing infrastructure condition assessment and project planning, design and implementation efforts.

You are invited to submit a proposal based on your qualifications in performing large diameter water transmission pipeline assessment and rehabilitation engineering services. Full Requests for Proposals can be viewed at <http://cas.valleywater.org>.

Please submit your proposals electronically to the District's Contract Administration System (CAS) by the date and time specified in the RFP Schedules. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "WS10 – Water Supply Infrastructure and Reliability" and add contact information as necessary.

Contact: If you need assistance with creating a CAS account, please call (408) 265-2607, ext. 2992, or e-mail questions to ContractAdministration@valleywater.org.

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

General questions regarding the On-Call Engineering and Analysis Services for Large Diameter Pipelines solicitation will be accepted by email to **Tony Ndah**, Senior Engineer, at tndah@valleywater.org.

General questions regarding the On-Call Pipeline Engineering Analysis and Rehabilitation Services solicitation will be accepted by email to **Joel Jenkins**, Senior Engineer, at jjenkins@valleywater.org.

Questions must be submitted no later than the date specified in the RFP Schedules.

Treasure Island in San Francisco

Opportunity to Construct Treasure Island Street Improvements

Fivepoint is requesting qualified, interested construction firms to respond to a public request to perform Street Improvements on Treasure Island.

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=11425>

Treasure Island Development Authority (TIDA) has established the 41% Small Business Enterprise (SBE) Participation goal for construction firms.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Conference:

November 29, 2016 @ 10:00 AM
One Avenue of the Palms, Suite #216
San Francisco, CA 94130

Proposals must be submitted by
December 20, 2016 @ 2:00 PM (PST).

Yerba Buena Island – Opportunity to Provide Architectural Consultant Services

Treasure Island Community Development, (TICD), master developer of the Treasure Island Redevelopment Project is requesting qualified, interested architecture firms to respond to a request for proposals. Information is available through the City and County of San Francisco's Treasure Island Development Authority (TIDA) website (see Bid Number TICD-16-05):

<http://sftreasureisland.org/contracting-treasure-island-community-development-ticd>

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Meeting (non-mandatory):

Date & Time:

Thursday, December 8, 2016 @ 10:00 a.m.

Location:

The San Francisco Public Library
100 Larkin Street. (At Grove)

Koret Auditorium, located on the
Library's lower level

Enter 30 Grove Street. Proceed down stairs

Proposals must be submitted by
4:00 p.m. January 6, 2017.

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



SBE PROJECT PARTNERS IN BUSINESS & COMMUNITY OUTREACH

- 32 years of history in connecting Primes, Corporations and Agencies with Small, Minority-Owned, Women-Owned, Disabled Veteran-Owned and DBE firms.
- “Vetted” Database including businesses certified by federal, state or local jurisdictions
- National trade / focus publications to community businesses and stakeholders
- Expertise in Diversity Outreach to identify firms, promote outreach events, and handle registration details.
- Archived search results

LINK TO OUTREACH ORDER FORM:

http://e8.octadyne.net/clientFiles/8023/SBE_Diversity-Outreach-Form.pdf

For more information contact:

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