

# Renew California's commitment to its innovation economy

[ Article originally appeared on [www.calmatters.org](http://www.calmatters.org) ]

By Matt Horton, CalMatters, Aaron Melaas, CalMatters

As California contemplates how to create more and better high-paying jobs, our dominance in high-technology industries provides a unique set of tools to provide residents with economic opportunity. But the Golden State risks squandering its advantages without new approaches to developing and retaining innovative talent, particularly as high-tech industries are drawn to incentives in other locations.

The foundation of knowledge-based economic development in California has long been bolstered by its research and development credit. First created in 1987, it provides firms conducting qualified research activities with a 15% tax credit on overall expenses and a 24% tax credit on basic research, including wages paid to employees engaging in or supervising R&D.

While the specific effects of the credit on investment are difficult to quantify, various studies have demonstrated the effectiveness of similar research credits, and local firms have cited its influence on their planning.

In 2015, the Milken Institute analyzed the effectiveness of the R&D credit in our report on "California's Innovation-Based Economy." Our report suggested benefits surrounding expanding the credit, particularly to help offset high local operating costs. As many of those costs have continued to rise, however, state leaders have prioritized short-term concerns at the expense of sustaining the state's long-term comparative innovation advantage.

When the state confronted a projected \$54 billion deficit during the early stages of the pandemic, leaders placed a three-year cap on business tax incentives, including the R&D credit. Despite protecting the state's fiscal outlook by increasing general fund revenues, this move increased cost uncertainty for businesses at a time when economic volatility was already high.

For three decades, this incentive had helped businesses lower the risks inherent to investing in product and process improvements, but the policy change signaled a diminished commitment to innovation-led growth.

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# Goldman Sachs 10,000 Small Businesses Voices Applauds Biden-Harris Procurement Improvements

[ Article originally appeared on [www.businesswire.com](http://www.businesswire.com) ]

Following months of advocacy from the Goldman Sachs 10,000 Small Businesses Voices (10KSBV) community, the Biden-Harris administration today announced important changes in how federal agencies utilize and engage with small businesses in procurement processes. The changes will allow small businesses to more fairly compete with larger businesses for federal contracts, a nearly \$700 billion industry.

Goldman Sachs 10,000 Small Businesses Voices National Leadership Council Chair Jessica Johnson-Cope, a small business owner, and Joe Wall, national director of the Goldman Sachs 10,000 Small Businesses Voices program, released the following statements on behalf of more than 10,000 U.S. small business owners.

"Small businesses don't want a handout; we want a fair shot. Opportunities for procurement help small businesses generate economic growth in communities across the United States. This is a big step toward leveling the playing field for

small businesses to compete for and win federal contracts," Jessica Johnson-Cope said. "On behalf of the 10,000 Small Businesses Voices community, we thank the Biden administration for hearing our call to modernize this outdated process."

"Obscure and burdensome regulations all too often serve as barriers to small business success when they are competing with bigger businesses for federal contracts," Joe Wall said. "This is a nearly \$700 billion industry, and reforms like this have a meaningful impact. Goldman Sachs 10,000 Small Businesses Voices is proud to have been a part of the advocacy efforts that led to this announcement and will continue to lead the way toward further reforms on behalf of small business owners."

A fact sheet provided by the Biden-Harris administration announcing reforms to increase equity and level the playing field for underserved small business owners can be found here.

## About Our Policy Work

Goldman Sachs 10,000 Small Businesses Voices and the Bipartisan Policy Center partnered over

the last year to identify ways to expand small business participation in federal contracting. Policy recommendations have been developed with input from small business owners about their experience in the federal procurement marketplace. According to the report, "the number of small businesses providing common products and services to the federal government shrank by 38% from 2010 to 2019. Even more dramatically, the number of small businesses entering the procurement marketplace as new entrants declined by 79% from 2005 to 2019."

GovExec recently reported that, "Representatives of the [10KSBV] initiative sent a letter to Congress and the Biden administration last month suggesting procurement reforms to better help small businesses in federal contracting, particularly those that are women- and minority-owned and located in economically distressed areas." As reported in The Hill, "The [10KSBV] initiative has also helped small business owners meet with Biden Cabinet officials, efforts that have already appeared to pay off. Biden's [re-

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PUBLISHED BY SMALL BUSINESS EXCHANGE, INC.  
1160 Battery Street East, Suite #100 • San Francisco, CA 94111

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



## PUBLIC POLICY

# Statement by Administrator Guzman on SBA-Proposed Reforms to Increase Equity in Federal Buying

[ Article originally appeared on [www.sba.gov](http://www.sba.gov) ]

U.S. Small Business Administration (SBA) Administrator Isabella Casillas Guzman released the following statement applauding major reforms being made by the Biden-Harris Administration to level the playing field for all contracting entrepreneurs through a more equitable federal procurement system and buying strategy:

“President Biden issued a powerful challenge in Tulsa earlier this year to harness the buying power of the U.S. government—the largest purchaser of goods and services in the world—to invest in equity and open doors of opportunity to America’s 32.5 million small businesses and innovative startups, including many more underrepresented entrepreneurs and small businesses in underserved communities,” said Administrator Guzman. “Today’s historic release of federal contracting data disaggregated by race, ethnicity, and geography, and our corresponding reforms to federal strategic sourcing strategies known ‘category management,’ will help guarantee greater transparency and accountability in feder-

al contracting and put more small businesses in a position to start doing business with the United States government.”

Among the key policy modifications recommended and advocated for by the SBA are changes to the government’s approach to encourage and score 24 federal agencies to bundle contracts. Over the last five years, this system, called Category Management, has favored major corporations and made far too many contracts out of reach for small businesses, which has a far-reaching impact on the U.S. economy. Today’s changes will help increase contracting opportunities for over 30,000 underserved small businesses and give America’s 32.5 million small businesses a seat at the table by making the SBA a voting member of the Category Management Leadership Council, the interagency governing body that oversees contract bundling activities.

In addition to changes to category management, the Administration is unveiling fiscal year (FY) 2020 disaggregated contracting data - analyzed by the SBA - which tracks the federal government’s contracting with small and minority-

owned firms and breaks that information down across several racial and ethnic categories - a move Administrator Guzman has consistently pushed for to create transparency and accountability in contracting. Under the previous Administration, more than 80 percent of small businesses - half of which were from historically disadvantaged socioeconomic groups - had been nearly left out of the federal contracting space, losing billions of dollars in opportunities every year.

“As a first step to creating meaningful change, the SBA and its Office of Government Contracting and Business Development have worked closely with the White House, the Office of Management and Budget, and the Department of Defense to lead the effort across all of government to reform category management, the federal government’s buying strategy for managing the purchase of goods and services,” added Bibi Hidalgo, Associate Administrator for SBA’s Office of Government Contracting and Business Development. “These reforms, which take place immediately, will ensure agencies are not docked for contracting with a socioeconomic

business and will begin to reverse the decline of our small business industrial contracting base. We know that small businesses are agile and innovative, and we must continue to widen the door of opportunity so that all federal agencies can take full advantage of the talents and ideas in every corner of the contracting community.”

### About the U.S. Small Business Administration

The U.S. Small Business Administration makes the American dream of business ownership a reality. As the only go-to resource and voice for small businesses backed by the strength of the federal government, the SBA empowers entrepreneurs and small business owners with the resources and support they need to start, grow or expand their businesses, or recover from a declared disaster. It delivers services through an extensive network of SBA field offices and partnerships with public and private organizations. To learn more, visit [www.sba.gov](http://www.sba.gov).

**SOURCE:** <https://www.sba.gov/article/2021/dec/02/statement-administrator-guzman-sba-proposed-reforms-increase-equity-federal-buying>

## Renew California’s commitment to its innovation economy

### Continued from page 1

There were already signs that California’s edge in high-tech employment was starting to diminish. In industries where R&D is a cornerstone of firms’ ability to compete for market share - such as information and computer science; architecture and engineering; life and physical sciences; and arts, entertainment, and media - the proportion of state residents employed in 2015 was 26% higher than it was nationwide (8.7% to 6.9%, respectively) according to the U.S. Bureau of Labor Statistics. By May 2020, California’s edge had dropped to 20% over the national average (8.9% to 7.4%). And since last year, several high-profile high-tech companies have announced their departures from the state.

California is now at an inflection point, with a projected surplus of \$31 billion but no clear

commitment to restore the R&D credit. The analysis in the Milken Institute’s new report: “Sustaining California’s Innovation Economy Through Investments in R&D” illustrates the continued value of R&D in terms of supporting high-wage jobs growth in California as well as providing the investment necessary to capture a broader range of innovation hubs.

By comparing the state’s R&D credit with similar incentives in other states, we also seek to promote a conversation about ensuring that innovation-oriented firms choose to pursue growth opportunities in the Golden State.

### Our new report provides three main suggestions for consideration by state leaders:

- Reintroduce the net operating loss provision. Relatively newer firms - including startups at the pre-revenue stage and

companies that have not yet turned a profit - don’t generate enough income for the credit to provide a clear incentive for investment in R&D.

- Offer refundable and tradeable R&D credits for small businesses. Small businesses create a disproportionate share of new jobs and can be major sources of innovation and entrepreneurship.
- Provide additional incentives to invest in basic research. Providing incentives for the private sector to invest in basic research - including sponsorship of academic research that can take longer to bear fruit commercially - helps reduce marginal research costs and provides job pathways for graduates.

As firms and businesses reorient to the realities of booming remote work and employees leaving the workforce, California cannot rest if it wants to maintain its competitive innovation advantage while minimizing the number of businesses expanding R&D operations elsewhere.

Through bold actions, state leaders can also send a clear signal of their commitment to support for the state’s most innovative firms. Not only will this restore competitiveness by providing incentives for in-state R&D, but these investments can also generate new assets - from jobs to patents and licensing income - that support more inclusive economic opportunities around the state.

**SOURCE:** <https://calmatters.org/commentary/2021/11/renew-californias-commitment-to-its-innovation-economy/>

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### CALIFORNIA CERTIFICATIONS

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ISSN 0892-5992



# ACCESS TO CAPITAL - READY TO GROW YOUR BUSINESS?

## Small Business Expansion Loans

[ Article originally appeared on [www.nav.com](http://www.nav.com) ]

By Susan Guillory,

Is your small business ready for growth? Maybe you can serve more customers if you open a second location or can increase revenues by expanding your product line.

Whatever your business needs for growth, you need the cash flow and capital to make it happen. Finding the right loan is key for the future success of your business.

### Is Your Business Ready for Expansion?

#### How can you know if it's time to expand your business?

Consider the market you're in. Have you saturated what you can do there, and is there a new market you want to conquer? Are you finding a new customer base that is drawn to your product

and know that, with a little marketing, you could successfully expand your reach?

Or maybe you've been considering a new product you could sell. All you need is the working capital to purchase inventory and turn around and sell it.

Maybe you have the opportunity to buy a competing business and take more market share. Or maybe you've gotten so busy you need to hire more help.

These are all signs that it's a good time to expand your business.

### How to Fund Business Expansion

Opportunities require investment, and not every business has the capital on hand to expand. Fortunately, there are several types of loans to help borrowers do just that.

The idea is that, by borrowing money to help your business grow, you'll bring in more money, which will make paying off the debt easy. It's an investment in your business' future!

In this article, we'll look at your options for small business loans you can use to hire staff, pay for marketing, make renovations to your space, or even use for refinancing old debt.

### Small Business Loan Options for Business Expansion

Now let's look at your small business financing options, from working capital loans to credit cards. Keep in mind there are a variety of options available to you, no matter what your credit profile. Financial institutions like banks, credit unions, and online lenders all offer a variety of financing options.

### Term Loans

Established businesses with good credit may qualify for great loan terms with a traditional bank or credit union that offers term loans. Typically these offer among the lowest interest rates.

### SBA Loans

Some lenders are authorized to offer SBA loan programs like the SBA 7(a) loan and microloans. These loans, backed by the Small Business Administration, may be easier to qualify for than traditional loans and also offer low interest rates. SmartBiz is one such lender.

### Line of Credit

If you like the idea of having access to cash when you need it (rather than getting it all at once like with a loan), consider taking out a business line of credit. You only have to pay back what you

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## CALIFORNIA SUB-BID REQUEST ADS



300 South Grand Avenue, Los Angeles, CA, 90071  
Phone: 213 593 8100

Request for Community Business Enterprises (CBEs) for:  
County of Los Angeles Department of Public Works

Request for Proposal: On Call Architectural/Engineering and Support Services  
(Category 2 – General Services) / RFP No: BRC0000298  
**Bid Date: December 22, 2021**

**To be considered for this team,**  
please provide information no later than 4 pm, December 16, 2021

- 1) Letter of Interest
- 2) Copy of current certification(s)
- 3) Brief qualifications package (select resumes and experience)

AECOM is seeking interest from Community Business Enterprises (CBEs) for the following disciplines/areas of work:

- Architecture
- CASp
- Cost Estimating
- Mechanical Engineering
- Food Services Consultant
- Landscape Architecture
- IT/Low Voltage
- Security
- Surveying
- Building Commissioning
- Civil Engineering
- Electrical Engineering
- Environmental Engineering
- Hardware Consultant
- LEED Consultant
- Plumbing Engineering
- Specifications

Experience providing similar services to the County of Los Angeles is preferred. This proposal is in alignment with the County of Los Angeles CBE Program requirements and certified CBEs are encouraged to respond. The CBE Program includes business enterprises owned by disabled veterans, disadvantaged business enterprises and minority – and woman-owned businesses.

Interested business should email a brief overview of County of Los Angeles experience, along with CBE documentation by 4 pm, December 16, 2021 or before. Please send information to Danette Riddle at [danette.riddle@aecom.com](mailto:danette.riddle@aecom.com) AECOM will also provide copies of the RFP document on request. Be advised that an AECOM representative will contact qualified respondents and request additional information regarding this solicitation that will be due no later than 10:00 am December 19. Thank you for your interest in advance.

*Assistance is available in obtaining any necessary bonding, lines of credit or insurance, information related to the requirements for the work and necessary equipment, supplies, materials or related services.*

THE BUSINESS OUTREACH COMMITTEE (BOC)  
A CONSORTIUM OF BAY AREA TRANSPORTATION AGENCIES



## MEET THE BUYERS PROCUREMENT FORUM

Expand your business with public transit and transportation agencies

Meet BOC representatives, and BOC purchasing and contracting staff

Gain strategies for success

Learn about upcoming contracting opportunities

Share your Capabilities Statement  
[Click here](#) to upload files.



Thursday, December 16, 2021 | 11:00 a.m. – 12:00 p.m.  
Virtual Event – Zoom Platform

**Disadvantaged and Small Business Enterprises are highly encouraged to attend!**

[Register Here](#)

For questions, contact Artemisé Davenport, [adavenport@goldengate.org](mailto:adavenport@goldengate.org) or 415-257-4581.



The BOC serves the disadvantaged and small business communities. It is the policy of the member agencies participating in the Business Outreach Committee that small businesses owned and controlled by socially and economically disadvantaged individuals are provided equal opportunity to participate in the construction, professional service and procurement activities of their agencies.



# CALIFORNIA SUB-BID REQUEST ADS

## EVRA Construction, Inc.

We are requesting bid quotations from all subcontractors and suppliers and DVBE Subcontractors/Suppliers for the following  
**Primary School, Paving, Site Development, Storm Sewer,**  
375 7th St SAN FRANCISCO, CA 94103

**Bid Date: 12/16/2021 @ 2:00 pm.**

Please fax or e-mail us your Bid proposal at least 2 hours prior to the Bid Opening.

Please note: all Subs above \$150,000 might require bonds.

## EVRA Construction, Inc.

2227-26th Ave, San Francisco, CA 94116.  
Estimator: Alex Yunak  
Phone: 415-467-1336; Fax: 415-467-1356  
e-mail: [alex@evraconstruction.com](mailto:alex@evraconstruction.com)

## Con-Quest Contractors, Inc.

290 Toland Street • San Francisco, CA 94124  
Email: [bidday@cqcontractors.com](mailto:bidday@cqcontractors.com)  
Fax: 415-206-0528

### REQUEST FOR

**SMALL BUSINESS (SB) AND DISABLED VETERAN BUSINESS (DVB) SUBCONTRACTORS AND EBMUD PRE-QUALIFIED ELECTRICAL SUBCONTRACTORS**

**EAST BAY MUNICIPAL UTILITY DISTRICT HAPPY VALLEY AND SUNNYSIDE PUMPING PLANTS, AND HAPPY VALLEY PIPELINE PHASE 2 IMPROVEMENTS**

**Bid Date: January 12, 2022 at 1:30 p.m.**

**Quotes needed:** SWPPP, Quality Assurance / Control, Material Testing/Inspection, Environment Monitoring, Survey, Hazardous Material Abatement / Disposal, Traffic Control, Earthwork, Tree Removal, Soil Nail & Shotcrete, Pier Drilling, Asphalt Paving, Landscaping / Irrigation, Hydraulic Seeding, Roadway Traffic Striping, Concrete Hardscapes / Flatwork, Electrical, HVAC, Mechanical / Plumbing Structural Demolition, Rebar Fabrication / Installation, Structural and Miscellaneous Metals, Steel Decking, Fencing, Painting / Anti-Graffiti / Coatings, Flashings & Sheet Metal, Insulation, Roofing, Metal Studs / Drywall, Metal Doors / Frames / Hardware, Coiling Doors, Exterior Siding, Moisture / Weather Proofing, Roof Hatches, Glazing, Louvers, Cathodic Protection, Bridge Cranes, Concrete Pumping, Trucking, Crane / Hoisting Service, Sheeting & Shoring, Ready Mix Concrete, Aggregate Materials, Geotextile Materials, Pipe Materials / Valves / Appurtenances (HDPE, Mortar Lined Steel Pipe, DIP, etc.), Pumps & Controlled Low Strength Fill Material

### An Equal Opportunity Employer

In order to properly evaluate / coordinate vendor proposals with our final bid. Vendor scope letters and quotes should be submitted and received in a timely fashion by no later than **5:00pm January 11, 2022.**

**Please include your DIR Registration Number, CSLB License Number and DBE and/or SBE Certifications on your proposal.**

## Michael Baker

### INTERNATIONAL

#### REQUEST FOR CBE SUBCONSULTANT INTEREST

Michael Baker International is bidding on the following project as Prime Contractor:

**Owner: County of Los Angeles Department of Public Works**  
**Request for Proposals**  
**On-Call Environmental Compliance Services for The Flood Control Facilities**  
**Request for Proposal No: BRC000283**  
**Proposal due date is December 14, 2021 at 4 pm.**

Michael Baker is seeking qualifications from Community Business Enterprises (CBEs) for the following work:

Surveying of biological, ecological, cultural, and other environmental resources for soft-bottom channels, concrete-lined channel, debris basin, and other flood control facilities; biological monitoring, reporting, consultation; CEQA/NEPA environmental documentation; regulatory permitting services; environmental compliance services; mitigation documentation and reporting; native habitat restoration, non-native species control; and technical studies, including biological resources, cultural resources, air quality/greenhouse gas emissions, noise and vibration, and traffic.

Experience providing similar services to the County of Los Angeles for Flood Control Facilities is preferred. This proposal is in alignment with the County of Los Angeles CBE Program requirements and certified CBEs are encouraged to respond. The CBE Program includes business enterprises owned by disabled veterans, disadvantaged business enterprises, and minority- and women-owned business enterprises.

Interested businesses should email a brief overview of County of Los Angeles experience, along with CBE/DBE/MBE/WBE documentation to Kathy McMillan at [kathy.mcmillan@mbakerintl.com](mailto:kathy.mcmillan@mbakerintl.com).

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## SUKUT CONSTRUCTION

Is requesting quotes from certified and qualified DBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

### SUBS/SERVICE PROVIDERS/SUPPLIERS

Const. Area Signs, CSP, Concrete Barrier, Biologists, Traffic Control System, Traffic Flagger, Temp Railing (Type K), Plane Asphalt Concrete, Clearing & Grubbing. Highway Planting, Hydroseeding, Erosion Control, Temp. Erosion Control, Asphalt Concrete, Paving Asphalt (Asphalt Concrete), Place Asphalt, LEAD Compliance, SWPPP Planning, Reinforcing Steel, Roadside Sign, Rock Slope Protection, Metal Beam Guard Railing, Metal Railing, Metal Beam Barrier, Crash Cushion, Thermoplastic Traffic Striping & Marking, Traffic Striping & Marking, Bottom Dump Truck, Super 10 dump Truck, Flat Bed Trucking, Water Truck, End Dump Truck, Street Sweeping Truck.

**FOR CONSTRUCTION ON STATE HIGHWAY IN BUTTE COUNTY NEAR FOREST RANCH FROM 1.3 MILES SOUTH TO 1.1 MILES SOUTH OF CARPENTER RIDGE ROAD**

**Contract No. 03-0J7004**

**DBE GOAL 10%**

**BID DATE: DECEMBER 14, 2021 at 2:00 p.m.**

**All Quotes Due Prior**

**Sukut Construction, LLC**

**4010 W. Chandler Avenue, Santa Ana, CA 92704**

**Contact: Matt Bahnsen**

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

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

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

**Sukut Construction, LLC An Equal Opportunity Employer**

## B.E.A.M. Construction Enterprises, Inc..

We are requesting bid quotations from DVBE subcontractors:

**San Francisco Unified School District**

**Bret Harte**

**Temporary Portable Classroom Project #12268**

**Preparation of site for new temporary portable classrooms**

**Bid Date December 15, 2021 at 3:00 pm**

Please email your bid proposal at least 2 days prior to the bid date no later than 2:00 pm.

**B.E.A.M. Construction Enterprises, Inc**

**2127 25th Ave, San Francisco, CA 94116**

**Estimator: Brian Reilly**

**Tel: 415-317-3603**

**email: [info@beamconstructioninc.com](mailto:info@beamconstructioninc.com)**

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**Kiewit Shea Traylor Joint Venture (KSTJV) – Progressive Design-Build Project**

**Company Name:**

**Kiewit Shea Traylor Joint Venture (KSTJV)**

**Bid Title:**

**VTA's BART Silicon Valley Phase II Extension Program Contract Package 2 – Tunnel / Trackwork**

### Project Description:

Kiewit Shea Traylor Joint Venture (KSTJV) is preparing to respond to the Request for Proposals issued by the Santa Clara Valley Transportation Authority (VTA), to deliver Contract Package 2 Tunnel / Trackwork (CP2), of the BART Silicon Valley Phase II Extension (RFP No. V2021).

We are seeking to encourage firms certified (or eligible for certification) as Disadvantaged Business Enterprise (DBE) by the California Unified Certification Program (CUCP), or Small Business Enterprise (SBE) by VTA or the California Department of General Services to contact KSTJV if interested in learning more about opportunities to participate on the project.

The CP2 project will include a broad range of design sub-consultant and construction subcontracting opportunities starting in 2022. Design scopes will include civil, structural, mechanical, and electrical in addition to other professional services. Early construction work will include grading, utilities, maintenance of traffic, flatwork, trucking, environmental, and temporary site installations. Over the full duration of the project, additional opportunities will be available for firms interested in participating on the project. KSTJV will strive to assist certified small and disadvantaged firms through aligning scopes of work with local resources including providing economically feasible bid packages.

**Interested firms are encouraged to visit our website at [www.buildsv2withKSTJV.com](http://www.buildsv2withKSTJV.com) for a full list of anticipated scope opportunities, information about outreach events, and to access a link to join our database.**

Once bid packages become available, KSTJV will utilize BuildingConnected for vendor communications regarding plans/specs/addenda distribution. Please email [KSTJV@Kiewit.com](mailto:KSTJV@Kiewit.com) for more information.

KSTJV is an Equal Opportunity Employer

## Con-Quest Contractors, Inc.

290 Toland Street • San Francisco, CA 94124  
Email: [bidday@cqcontractors.com](mailto:bidday@cqcontractors.com)  
Fax: 415-206-0528

**REQUEST FOR CERTIFIED SMALL BUSINESS (SB) AND DISADVANTAGED BUSINESS ENTERPRISE (DBE) SPECIFICALLY MINORITY BUSINESS ENTERPRISE (MBE) AND WOMEN BUSINESS ENTERPRISE (WBE) SUBCONTRACTORS AND SUPPLIERS**

**SAN FRANCISCO BAY AREA RAPID TRANSIT DISTRICT (BART)**

**MILLBRAE TAIL TRACKS EXTENSION**

**Bid Date: January 11, 2022 at 2:00 p.m.**

**Quotes needed:** SWPPP, Quality Assurance / Control, Material Testing/Inspection, Environment Monitoring, Survey, Hazardous Material Abatement / Disposal, Traffic Control, Earthwork, Pier Drilling, Asphalt Paving, Landscaping / Irrigation, Hydraulic Seeding, Roadway Traffic Striping, Concrete Hardscapes / Flatwork, Electrical, Mechanical / Plumbing, Rebar Fabrication / Installation, Structural and Miscellaneous Metals, Fencing, Painting / Anti-Graffiti / Coatings, Moisture / Weather Proofing, Cathodic Protection, Concrete Pumping, Trucking, Crane / Hoisting Service, Sheeting & Shoring, Ready Mix Concrete, Aggregate Materials, Geotextile Materials, Pipe Materials / Valves / Appurtenances, Low Strength Fill Material, Trackwork Materials (i.e. Rail, Ties, Fasteners, Special Trackwork, etc.), Track Third Rail Materials / Appurtenances, Aggregates, Track Ballast, Track Systems / Electrical

### An Equal Opportunity Employer

In order to properly evaluate / coordinate vendor proposals with our final bid. Vendor scope letters and quotes should be submitted and received in a timely fashion by no later than **5:00 pm January 10, 2022.**

**Please include your DIR Registration Number, CSLB License Number and DBE and/or SBE Certifications on your proposal.**

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





# CALIFORNIA SUB-BID REQUEST ADS

## FLATIRON

### REQUEST FOR CERTIFIED DBE SUBCONTRACTORS AND SUPPLIERS

Caltrans Contract 03-3F0604  
Construction on State Highway Rte 162 in Glenn County at Butte City, CA  
Remove & Place Structural Concrete Bridge and CISS Pile  
DBE Goal 15%

**REVISED Bid Date: December 16th, 2021 at 2:00 PM**

**\*\*This is an Electronic bid submittal\*\***  
**\*\*Quotes not received by 11:00 AM on bid day may not be reviewed/evaluated\*\***

Flatiron West, Inc. requests DBE subcontractor/supplier/service participation for the following items of work, but not limited to: CAS/Roadway Signs, Bridge Demo, Clear & Grub, Erosion Control, AC Paving, Cold Plane AC, AC Dike/Curbs, Clean out Pile, Joint Seal Assembly, Post Tensioning, Rebar, Steel Painting, Fencing, Metal Railing, MBGR, Striping & Markings, Electrical, Welding, Aggregates, Ready Mix, Concrete Pumping, Steel Pipe Pile, Misc. Metals, SWPP Plan, SWPP Materials, Lead Compliance Plan, PTFE Bearings, Traffic Control, Hydro Acoustic Monitoring, Asbestos Monitoring (Abatement), QC Testing, Biologist and Storm Water Sampling.

**Non-DBE Subs/Suppliers:** You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request.

To view and download projects docs for FREE from the Caltrans website you will need to "Create an Account" with Caltrans Connect. Use the following link <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php> to enter the Advertised Projects page and scroll to Contract number: 03-3F0604. Sign in is required to access project plans.

To access FREE project documents from our Flatiron BOX ftp site, please send an email request to [NorCalBids@flatironcorp.com](mailto:NorCalBids@flatironcorp.com)

You will be provided with a BOX link to view & download plans and specs for FREE from our BOX.com ftp site. Due to Covid-19 & social distancing requirements still in place in some areas, we are not currently scheduling appointments to review project docs or meet with estimators in our office. When all pandemic restrictions are lifted, we will offer these services again in our office by appointment only. Thank you for your understanding.

Please email ALL Scopes/Quotes to: [NorCalBids@flatironcorp.com](mailto:NorCalBids@flatironcorp.com)

Flatiron West, Inc.  
2100 Goodyear Rd Benicia, CA 94510  
Phone 707-742-6000 Bid Fax 707-746-1603  
An Equal Opportunity Employer  
Contractor License 772589

## FLATIRON

### REQUEST FOR CERTIFIED DBE SUBCONTRACTORS AND SUPPLIERS

Caltrans Contract 01-0E0904  
Construction on State Highway Rte 20 in Mendocino County near Ukiah, CA  
Construct New Bridge, Remove Two Bridges, Earthwork & Paving  
DBE Goal 19%

**Revised Bid Date: December 15, 2021 at 2:00 PM**

**\*\*This is an Electronic bid submittal\*\***  
**\*\*Quotes not received by 11:00 AM on bid day may not be reviewed/evaluated\*\***

Flatiron West, Inc. requests DBE subcontractor/supplier/service participation for the following items of work, but not limited to: CAS/Roadway Signs, Bridge Demo, Clear & Grub, Erosion Control, Landscaping/Irrigation, AC Paving, Cold Plane AC, AC Dike/Curbs, Paving Oil, Joint Seal Assembly, Post Tensioning, Rebar, Painting/Concrete Stain, Fencing, MBGR, Bridge Concrete Barrier, Striping & Markings, Electrical, Trucking & Aggregates (CL2 Agg Base & RSP), Ready Mix, Concrete Pumping, Steel H Pile, Welded Steel Pipe, Misc. Metals, Iron & Steel, SWPP Plan, SWPP Materials, Lead Compliance Plan, Geotextile Materials, PTFE Bearings, Bridge Bearings, Formliner, Traffic Control, Hydro Acoustic Monitoring, Biologist, and QC Testing.

**Non-DBE Subs/Suppliers:** You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request.

To view and download projects docs for FREE from the Caltrans website you will need to "Create an Account" with Caltrans Connect. Use the following link <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php> to enter the Advertised Projects page and scroll to Contract number: 01-0E0904. Sign in is required to access project plans.

To access FREE project documents from our Flatiron BOX ftp site, please send an email request to [NorCalBids@flatironcorp.com](mailto:NorCalBids@flatironcorp.com)

You will be provided with a BOX link to view & download plans and specs for FREE from our BOX.com ftp site. Due to Covid-19 & social distancing requirements still in place in some areas, we are not currently scheduling appointments to review project docs or meet with estimators in our office. When all pandemic restrictions are lifted, we will offer these services again in our office by appointment only. Thank you for your understanding.

Please email ALL Scopes/Quotes to: [NorCalBids@flatironcorp.com](mailto:NorCalBids@flatironcorp.com)

Flatiron West, Inc.  
2100 Goodyear Rd Benicia, CA 94510 • Phone 707-742-6000 Bid Fax 707-746-1603  
An Equal Opportunity Employer  
Contractor License 772589

## Kiewit

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

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

**Standby Power Generation System  
Upgrade Project  
Project No. 800-452**

**Owner: Union Sanitary District**

**Revised Bid Date: December 16, 2021 @ 11:00 AM**

**Subcontractor and Supplier Scopes are due**

**December 9, 2021 and Quotes**

**NO LATER THAN December 15, 2021 at 5 PM.**

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

Asphalt Paving • Aggregates • Concrete Pumping • Concrete Supply • Demolition • Dewatering • Electrical • Electrical Supply • Erosion Control • Hazardous Material Remediation • HVAC • Mechanical Equipment • Metal Building Systems • Miscellaneous Metals • Overhead Coiling Door • Painting & Coating • Piping & Valves • Quality Control • Rebar • Trucking & Hauling • Unit Masonry

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

[www.mdba.gov](http://www.mdba.gov); [www.epa.gov](http://www.epa.gov);  
[www.sba.gov](http://www.sba.gov); [dot.ca.gov](http://dot.ca.gov)

Plans are available for viewing through SmartBidNet (SBN). All companies already registered in our SBN database will receive an invitation to bid. Please email [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com) to have your company added to our SBN database to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors, and Supply Bond for permanent material Suppliers on this project. Bond requirement can be waived on a case by case basis. Please contact Kiewit for more information. Bond premiums are reimbursable by Kiewit.

Interested firms may contact Kiewit for any assistance in bonding, insurance, equipment, materials and/or supplies.

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

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

California Clean Water State Revolving Fund (CWSRF) applies

US Environmental Protection Agency (USEPA) grants

American Iron and Steel requirements applies  
Davis-Bacon Act and California prevailing wage requirements applies

Disadvantages Business Enterprises (40 CFR Part 33) applies

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

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

Invites sub-bids from qualified DBE businesses for the following project:  
**Traffic Signal Modifications Project**  
**Specification No. PW19-98**  
**Federal Project No. HSIPL-5129(095)**  
**Location: City of Oxnard**  
**BID DATE: 12/21/2021 @ 2:00 PM**

**Scope of work/Trades:**  
Storm water pollution control plan (SWPPP), Traffic Control, Excavation, AC Pavement, Concrete (Sidewalks, ramps, curb & gutters), Tree removal, Striping & signing.

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified **Disadvantaged Business Enterprise (DBE)** 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

**W.A. Rasic Construction Company**  
Our firm is preparing a bid for the following project as a prime contractor and we are interested in receiving subcontractor quotations for items of work or materials required below from interested Disadvantaged Business Enterprise (DBE).

**City of Torrance**  
**Van Ness Water Wells Transmission Main, I-145**  
**B2021-51**

**Bid Date: December 15, 2021 @ 3:00 PM**

**Engineer's Estimate:**  
**\$12 Million - \$13 Million**  
**Outreach: DBE**

**Senior Estimator: Ben Sebat Phone:**  
**(562) 928-6111**

**Email: [bsebat@warasic.com](mailto:bsebat@warasic.com)**

**W.A. Rasic is requesting bids for the following trades and/or material supplies:**

AC Cold Milling, Asphalt Cap Paving, Traffic Signals / Loop Detectors, Minor Concrete, Pre-Construction Video, Sawcutting, Potholing, Striping, Furnish HDPE / DIP Pipe, Furnish Valves & Appurtenances, Furnish Sand & Gravel, Furnish CSLM and Asphalt, Traffic Control Signs & Equipment, Cathodic Protection, Trucking, SWPPP Development, Traffic Control Plans, Shoring Equipment, Surveying, Chlorination, Bore & Jack

Plans and Specifications are available at no cost to interested firms by either contacting W.A. Rasic Construction or downloading from the City's website at: <https://www.torranceca.gov/our-city/public-works/civil-and-traffic-engineering/capital-improvement-projects/van-ness-water-i-145>

W.A. Rasic will assist in obtaining bonds, lines of credit, insurance, equipment, supplies and materials upon request. W.A. Rasic will consider each DBE, MBE, and WBE quote, including those that are broken down into economically feasible units as well as arrange delivery schedules to facilitate and encourage maximum bidding participation. W.A. Rasic also encourages a consortium of DBE / MBE / WBE firms when a contract portion is too large to handle individually. Subcontractors must have a valid California Contractors License and must be registered with the Department of Industrial Relations (DIR) as required by Section 1725.5 of the Public Contract Code. Subcontractors will be required to execute W.A. Rasic's standard subcontract agreement and general insurance requirements. A copy of our subcontractor agreement and insurance requirements is available in electronic format upon request. W.A. Rasic reserves the right to require each subcontractor to provide payment and performance bonds in the amount of 100% of the subcontractors bid. Bond Premium will be reimbursed up to a cost not to exceed 2.5%.

W.A. Rasic is an equal opportunity employer and Union signatory Contractor.

SMALL  
**BUSINESS**  
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# CALIFORNIA SUB-BID REQUEST ADS



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

**REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:  
CIP bridges, construct roadway, retaining walls, and modify electrical  
Hwy 101 Novato, Marin County  
Caltrans #04-264724**

**BID DATE: January 5, 2022 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Develop Water Supply, Construction Area Signs, Traffic Control System, Stationary Impact Attenuator Vehicle, Type III Barricade, Portable Radar Speed Feedback System, Temporary Crash Cushion, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis, and Annual Report, Temporary Fencing, Sweeping, Temporary Active Treatment System, Water Quality Monitoring Report, Temporary Creek Diversion Systems, Temporary Reinforced Embankment, Asbestos Compliance Plan, Electrical Equipment Containing Hazardous Material Disposal, ADL Burial Location Report, Treated Wood Waste, Noise Monitoring, Temporary High Visibility Fence, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Structure Excavation, Structure Backfill, Subgrade Enhancement Geotextile Class B2, Crack Treatment, Data Core, AC Dike, Tack Coat, Cold Plane AC, Soil Nail, Steel Casing, CIDH Concrete Piling, Precast Concrete, Micro-Surfacing, Segment Corrections, Material Testing, Prestressing Cast-in-Place Concrete, Structural Concrete, Manhole, Fractured Fin Texture,

Dry Stack Rock Texture, Drill and Bond Dowel, Bar Reinforcing Steel, Structural Shotcrete, Asphalt Membrane Waterproofing, Sign Structure, Public Safety Plan, Bridge Removal, Column Casing, Underground, Concrete Backfill, Imported Biofiltration Soil, Gross Solids Removal Device Linear Radial Type LR-2(6), Trash Net, Geocomposite Drain, Adjust Utilities, Cap Inlet, Sand Backfill, Small-Rock Slope Protection, Gravel Filter, Slope Paving, Rock Slope Protection, Slope Paving – Brick Pavers, Demolition, Minor Concrete, Misc. Iron & Steel, Lighting (City Street), Anti-Graffiti Coating, Obliterate Surfacing, Fencing, Delineator, Pavement Marker, Object Marker, Roadside Signs, Vegetation Control (Minor Concrete), Chain Link Railing, Single Thrie Beam Barrier, Guardrail, Transition Railing, Alternative In-Line Terminal System, Concrete Barrier, Thermoplastic Striping & Marking, Painted Striping & Marking, Traffic Stripe Tape with Contrast, Lighting Systems, Modify Ramp Metering Systems, Modify Traffic Monitoring Stations, and Construction Materials

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



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

**REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:  
Construct vegetation control and place HMA  
Hwy 51 Sacramento County  
Caltrans #03-2H15U4**

**BID DATE: January 6, 2022 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Radar Feedback Sign System, Portable Changeable Message Sign, Alternative Temporary Crash Cushion, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis, and Annual Report, Sweeping, Treated Wood Waste, Clearing & Grubbing, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Landscape & Irrigation, Bonded Fiber Matrix, Compost, AC Dike, Tack Coat, Access Gate, Concrete Pipe, Slope Paving, Minor Concrete, Misc. Iron & Steel, Fencing, Delineator, Pavement Marker, Object Marker, Roadside Sign, Mid-west Guardrail System, Vegetation Control (Minor Concrete), Alternative In-Line Terminal System, Max-Tension Median Terminal System, Striping & Marking, Locating & Mapping Underground Facilities, Modify Electrical Systems, and Construction Materials

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



1395 Evans Avenue, San Francisco, CA. 94124  
Phone: (415)227-1040 Fax: (415)227-1046

Contact: Don Hart – [dhart@mitchell-engineering.com](mailto:dhart@mitchell-engineering.com),  
Scott Tilley – [stilleym@mitchell-engineering.com](mailto:stilleym@mitchell-engineering.com) or  
Kathy Streblov – [kstreblov@mitchell-engineering.com](mailto:kstreblov@mitchell-engineering.com)

All Qualified AND/OR Certified Disadvantaged Business Enterprise (DBE) including WBE & MBE are invited to forward bids/quotes. All Subcontractors, Truckers and Material/Equipment Suppliers are requested to forward their bids/quotes for the following Project:

**Delaware Street Relief Sewer, City Project No.: 46S003-46S17-0553-46320  
Location: San Mateo, California Revised Bid Date: January 18, 2022, at 2:00 PM**

**The project is also subject to have all subcontractors listed in the bid with a DIR Number.**

Mitchell Engineering is seeking qualified subcontractors and suppliers for the following:  
Trucking/Hauling, SWPPP, Traffic Control, PVC Material, Micro-tunneling, Geotechnical Instrumentation & Monitoring, Manholes, CCTV Inspections and Sidewalks.

Plans and specs are available at no cost to interested firms. Please contact our office @ (415)227-1040 or email: [stilleym@mitchell-engineering.com](mailto:stilleym@mitchell-engineering.com)



300 S. Grand Avenue, 8th Floor, Los Angeles, CA 90071 T 1-213-593-8100

**REQUEST FOR CBE SUBCONSULTANT INTEREST**

**AECOM is bidding on the following project as Prime Contractor:**

**Owner: Los Angeles County Public Works  
Request for Proposal No. BRC0000283  
On-call Environmental Services for the Flood Control Facilities, BRC 0000283  
Proposal due date: Tuesday, January 4, 2022**

AECOM is seeking qualifications from Community Business Enterprise (CBE) companies for the following supporting services:

All subcontractor staff must have graduated from an accredited university with a major in urban and regional planning, environmental sciences, environmental management, environmental engineering, biological sciences, transportation planning, or other related major and have a minimum of 5 years' experience in a field described below:

- Regulatory permitting services, as necessitated by routine maintenance or construction projects within various flood facilities;
- Environmental Permit Compliance Services, such as conducting pre-construction surveys/reports; conducting sensitive species protection/avoidance planning; environmental documentation, monitoring and reporting (e.g., air quality, biological, cultural, water quality, hiring tribal monitors) of construction activities; post-construction environmental documentation/monitoring/reporting;
- Preparation of technical environmental impact analysis and studies in the areas of traffic/transportation, air quality/greenhouse gas emissions, energy, biological resources, hydrology/water quality, cultural/paleontological/tribal resources, and noise and vibration;
- Preparation of CEQA/NEPA documentation; including conducting public outreach/public meetings, prepare outreach materials and public participation plans, and handle logistics of community meetings;
- Experience in native habitat restoration, monitoring, and reporting, arborists and landscape managing, and landscaping with southern California native species, within flood control district facilities in Los Angeles County.

Experience providing similar services on On-call Environmental Services for the Flood Control Facilities for the County of Los Angeles is preferred. This Proposal is in alignment with the County of Los Angeles CBE Program requirements and certified CBEs are encouraged to respond.

Interested businesses should email a brief overview of County of Los Angeles or similar experience, along with CBE documentation by **Thursday, December 16, 2021** to Erica Moss at [erica.moss@aecom.com](mailto:erica.moss@aecom.com).

## With SBE you can:

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Contact us at 800-800-8534 or [sbe@sbeinc.com](mailto:sbe@sbeinc.com)



## CALIFORNIA SUB-BID REQUEST ADS

### PLANT



#### ALL POTENTIAL SBE/LBE SUBCONTRACTORS

Plant Construction Company, L.P. is requesting bids from SBE/LBE subcontractors for the following project:

**Pier 22 Bayfront Park**

**Plant Project Number: 2021136**

**Owner: City of San Francisco**

**Bidding Starts on 11/18/21 and bids are due on 12/16/2021**

**Project Description:** Construction of a Bayfront park along the San Francisco Bay between 16th Street and Pier 54 directly behind the new Chase Center along Terry Francois Blvd.

The work includes earthwork, site preparation, demolition, grading/subgrade improvements, storm drainage, sewer system low pressure water, electrical distribution system complete including light poles, tree uplifts, bay bridge street lighting, LED strip lights at wood decking, landscaping and irrigation system, hardscape and surface treatments including cast-in-place concrete paving, AC paving, Asphalt block pavers, cobble paving, gravel mulch, tip rap stone paving, boulders, expansion joints, sawcut joints, rolled curb, site furnishings including trash and recycling receptacles, picnic tables, BBQ's, wood benches, signs, wood deck, wood deck wall including concrete foundations, cantilevered overlook complete including cast-in-drilled hole (CIDH) foundations, pile caps, structural beams, flange beams, S-I Bridge Steel, grating, structural soil, rip rap, Weathered Steel Walls including Steel Headers, Bridge Steel Sun Shade Cables, cleaning, preparing reclaimed bay bridge steel and anchors for encapsulating coatings and anti-graffiti coatings, miscellaneous Bay Bridge Steel improvements including wood end seat surfaces, weathered steel sleeves, footings, end plates attachments, stiffeners, brackets, cables and replacement of existing Pump Station Control Room fencing.

Seeking SBE/LBE subcontractors for (but not limited to) the following trades:

01-10-01 - Surveying	26-00-50 - Site Electrical
01-14-00 - Risk Management Plan/SWPP	31-00-50 - Earthwork
02-14-00 - Dewatering	31-40-00 - Cast-In-Drilled Holes (CIDH)
03-30-00 - Structural & Site Concrete	32-12-10 - Unit Pavers
05-12-00 - Structural Steel	32-12-10 - A.C. Paving
06-40-13 - Exterior Architectural Woodwork - Deck Framing & Finish	32-30-00 - Site Improvements
09-91-00 - Painting	32-31-00 - Fences & Gates
10-14-00 - Signage	32-88-00 - Landscaping & Irrigation
	33-00-50 - Site Utilities

The documents are already on building connected. Please send me an email for an invite into the project.

Please state the scope you are interested in.

To be added to our Subcontractor List for this and other project opportunities subcontractors are requested to contact

Plant Construction Company, L.P.'s Workforce Development Liaison:

Richard Mak at (415) 550-5952 or by email at [richardm@plantco.com](mailto:richardm@plantco.com)

Plant Construction Company, L.P. is an equal opportunity employer.

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:

### THE PROGRESSIVE DESIGN-BUILD OF THE OCEANSIDE MESA GARRISON FORCE MAIN, EL CORAZON LIFT STATION, MISSION AVENUE LIFT STATION FORCE MAIN REPLACEMENT, AND LAND OUTFALL REPLACEMENT

**Owner: City of Oceanside**

**Location: Oceanside, CA**

**Bid Date: January 13, 2022 @ 4:00 P.M.**



667 Brea Canyon Road, Suite 30 • Walnut, CA 91789

Phone: (909) 595-4397, Fax: (909) 444-4268

Contact: Lori Olivas, [lori.olivas@jfshea.com](mailto:lori.olivas@jfshea.com)

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/subconsultants for the following work items: **Tunneling, Surge Analysis, Geotechnical Engineering, and Survey**

You may obtain RFP Documents at the following link: <https://www.ebidboard.com/public/rfps/index.asp?mbrguid=CD8E6065-FD73-44DC-BC9D-CB916727D896>.

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

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

**PROJECT TITLE: BESSIE CARMICHAEL ELEMENTARY SCHOOL MITIGATION OF WATER INTRUSION - BID NO. : 12257**

**BID DATE & TIME: 12/16/2021 @ 2:00 PM**

**PROJECT LOCATION: 375 7th St, San Francisco CA 94103**

**Owner: San Francisco Unified School District**

All Bidders are hereby notified that provisions of the Labor Code of the State of California, regarding prevailing wages shall be applicable to the work performed under this contract. Pursuant to Labor Code Section 1773 the general prevailing wage rates have been determined by the Director of the

California Department of Industrial Relations and appear in the California and Federal Prevailing Wage Rates, which can be found at <https://www.dir.ca.gov/OPRL/DPreWageDetermination.htm>. Future effective wage rates which have been predetermined and are on file with the CA DIR are referenced but not printed in such publication.

The Bid and Contract Documents are available at the location stated above during standard working hours (8:00AM-4:30PM) for a non-refundable fee per set. Checks or credit card transactions are to be made payable to ARC Northern California. Bidder is responsible for all shipping and handling fees. Plans are available for viewing at [www.earc.com/location/san-francisco-hooper-street](http://www.earc.com/location/san-francisco-hooper-street). Click on the Order from PlanWell/Public Planroom "button" and search for project name and number. Or please contact NBC Construction & Engineering, Inc.

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

Please submit proposals to [estimatingnbcinc@gmail.com](mailto:estimatingnbcinc@gmail.com).  
If email is unavailable, proposal can be faxed to 800-622-9144.  
For more information, please call Mike Schalchi at 925-322-7473.

## Small Business Expansion Loans



### Equipment Loans

#### Continued from page 3

borrow. OnDeck offers a great line of credit option.

### Equipment Loans

If you're looking to expand by purchasing new equipment, an equipment loan is ideal. The machinery or vehicle you're purchasing serves as the collateral for the loan, which can help you get lower rates. Check out LendSpark for affordable terms.

### Commercial Real Estate Loans

Maybe expansion looks like adding a new location to your business. In that case, a commercial real estate loan can be helpful. These have long repayment terms (25-30 years, usually) and low interest. SmartBiz is an option worth looking into.

### Short-Term Loans

Maybe you just need a quick injection of cash to purchase inventory or supplies and know you could pay it back within a few months. If you don't have the high credit scores required to get a longer term loan, consider short-term loans like those offered by LendSpark.

### Business Credit Card

If you just want a way to pay for purchases when you make them, consider a business credit card. Look for one with an introductory 0% APR and rewards.

### Is a Business Expansion Loan Right for Your Business?

Small business owners that have the opportunity to expand their businesses may not do so if they don't have the capital on hand. But that shouldn't limit you, since there are so many loan options available.

Ask yourself whether the investment you'd need to make (hiring help, marketing, buying inventory) would bring in enough profit to cover the loan debt. If the answer is yes, a business expansion loan could be a smart idea.

### What to Consider When Choosing a Small Business Expansion Loan

There are many types of loans you can use for small business expansion, and each of the lenders in this space will have different criteria for qualifying small businesses for financing.

What's your credit situation, including both your business and personal credit scores? If you have stellar credit, you may be able to get low interest rates, which will keep your cost of financing and monthly payments down. If your credit isn't great, the cost of the loan you get may be higher than the profit it could help you realize.

How long have you been in business? A startup that's been operating for less than two years may not qualify for an SBA or bank loan and may need to instead look at a short-term loan.

Carefully consider the loan amount you want to apply for. It could be tempting to take out more than you need, but will you be able to afford the repayment terms if your monthly payment is high?

Something else to be aware of: some loans will require a down payment or collateral. Do you have cash or assets available for this?

Also, look into any potential fees a loan might have that aren't obvious. For example, are there prepayment penalties if you want to pay off the loan early? Late fees if you miss a payment deadline? These can add to the cost of the loan.

### How to Prepare for a Small Business Expansion Loan

Once you know your eligibility, you can narrow down the types of financing you qualify for.

What you'll need for the application process will vary, depending on the type of loan you're applying for. A traditional loan or SBA loan may require you to provide a business plan and financials, while an online application may only want to know what your annual revenue is.

Plan to apply long before you really need the funds, since some loans—particularly those offered by banks or the SBA—may take weeks to process and fund.

What could an injection of cash do for your business? What dreams could you make come true if only you had the capital? A small business expansion loan could make those dreams a reality!

### SOURCE:

<https://www.nav.com/blog/small-business-expansion-loans-1127507/>

# Edwards Unlimited LLC presents a Holiday Gift



Edwards Unlimited is an award-winning media production company ([thejaniceedwards.com](http://thejaniceedwards.com))

dedicated to producing television show and videos and to providing media training for corporations, entrepreneurs, and non-profit organizations to help them celebrate their success with the world. Janice Edwards is an award-winning talk show host and Emmy-nominated producer, an in-demand MC, a media coach, an internationally best-selling published co-author, and an acclaimed contributor to community empowerment through her media work. Her more than 1200 interviews include Oprah, Dr. Deepak Chopra, Ryan Reynolds, Jerry Seinfeld, Rita Moreno, Reverend Jesse Jackson, Robert Redford, Idris Elba, Whoopi Goldberg, Chris Pine, Vietnamese Superstar Dan Truong, John Krasinski, Maya Rudolph, Kerry Washington, Emile Hirsch, Bruce Willis, Dwayne “The Rock” Johnson, John Cena, Renel, and Barack Obama. This week, Edwards Unlimited has a special gift

within this article to support all SBE subscribers with stepping into their brilliance and is offering custom designed Presentation Packages, Strategic Communication & Media Packages, MC and Virtual Event Packages and Video Production Packages at special holiday 2021 rates for customers who mention SBE when contacting the team. You may reach them at [care@thejaniceedwards.com](mailto:care@thejaniceedwards.com) or by calling 866.433.8658.

“It’s one thing to show up on Zoom, do a presentation, write copy for your website, your newsletter, or create a video because you have to do it, and it is entirely different experience to work with someone who helps you connect and authentically and strategically align your message and your spirit,” says Janice Edwards, President & CEO of Edwards Unlimited. “We revel in helping people stop hiding in plain sight and actually enjoying the experience of expanded visibility and impact.”

At a time, when LinkedIn, Instagram, Tik Tok, YouTube and Facebook have made it clear that video is a critical part of visibility, Edwards Unlimited has responded by creating packages designed for small business owners, executives, influencers, athletes, and other leaders who need the unique level of expertise that Janice Edwards and her team provide, based on her acclaimed success. The “Janice Edwards Step into Your Brilliance Experience” is among the many products in high demand. You may read what others say [here](#).

Janice’s Five Keys to Being the Star in the Reality Show of Your OWN Life lays a great foundation for expanding your impact, and as special gift to SBE readers, Janice has included the first key below:

When it comes to connecting through broadcast or video, I have discovered that there are keys to help you shine at your absolute best level.

Whether you like talk shows and reality shows, or skip them on media, when it comes to you, there is a long running reality show, and it is your life. Sometimes it’s scripted or unscripted; it may be public or private, but you are on this earth for a reason, and you make choices about that daily. When it is time for the spotlight, my five keys can help you show up feeling fantastic about being on camera and the processes of preparation.

## Key # 1. Connect to Your Passion and Purpose

I began working at television stations after finishing graduate school in journalism when I was 24. I felt clear that featuring unique talk show guests and creating and reporting stories, especially those for people who did not have a voice or vehicle for sharing, was part of my purpose. One day, I was at the station getting ready for a show. As a producer, I had written my scripts and stacked the show, as a host, I was present and ready for my guests to talk about their amazing work. The guests were in the green room, ready

to go out on set. I got a phone call. My mother had had a stroke and was in the hospital. I was reassured that she was conscious and expected to survive. I dashed to the hospital. Mom’s face lit up when she saw me. I kissed her, hugged her gingerly and while holding her hand, began to sing one of her favorite songs.

That night, I realized that I was clear about my purpose of being a devoted daughter and fierce advocate for my mother as long as she had breath in her body and also clear about my purpose of sharing amazing stories of people who have important impact and imprint in the world. I wanted to find a way to have more flexible time for family and still be able to do work that was part of my calling. That ultimately played a role in my creating my company Edwards Unlimited. When you connect to your passion and your purpose, what you want to share with the world about your business will be very clear. I believe that is the first key to crafting your media message. Now let me ask you this question...

What are you truly passionate about?

We invite you to reach out to our Edwards Unlimited team at [care@thejaniceedwards.com](mailto:care@thejaniceedwards.com) or by calling 866.433.8658.

For the other four Keys to Being the Star in the Reality Show of Your OWN Life, download it at [thejaniceedwards.com](http://thejaniceedwards.com).

Happy Holidays!



## BUSINESS TOOLKIT

# 10 Leadership Strategies to Improve Your Business

By Tracie Johnson,

As a manager or CEO, you work extremely hard to keep your business afloat. You put in countless hours of work, make risky decisions, and endure endless meetings to better your company. This often results in stress and frustration with management tactics that can create unnecessary obstacles for workers. The good news is that there are dozens of ways you can improve your business.

## 1. Open Door Policy

As the boss, it is important to listen to what your employees are saying. This includes telling you when they do not like working for you or what they feel should be done differently. The only way to effectively improve your company is through constructive criticism, which happens when you listen and understand why employees are feeling this way.

## 2. Get Rid of Unnecessary Meetings

It is easy to fall into the trap of having meetings all the time. This is a prime example of an obstacle that can harm your workers, as this will take away from your employees’ valuable time. If you feel that a meeting must be held, notify everyone ahead of time and be sure to keep it short and to the point. If you do not have anything important to discuss at a meeting, cancel it. This will allow all of your employees the time and energy to work on their tasks.

## 3. Implement Policies and Procedures

There are several policies and procedures can be put in place to improve your company. They can include having policies in place for when you need to meet, make phone calls, and handle complaints about the business. These rules will help keep everything running smoothly and prevent any problems from occurring. It will also give your employees an idea of what is expected of them.

## 4. Positive Reinforcement

When you are in management, it is important that you steer everyone in the right direction when you feel that something is not being done correctly. The only way to improve your company is through positive reinforcement. This means setting firm ground rules and staying happy with your employees.

## 5. Eliminate Office Gossip

When you are the boss, it is important to eliminate office gossip. It may seem harmless to talk about your workers behind their backs, but anything that can harm the morale and productivity of your company should be dealt with. If employees find out that you are talking about them behind their backs, this will destroy morale and make it more difficult for the workers to trust the boss. Instead, if you have a problem with one of your employees, work things out directly with them. This will allow them to feel comfortable enough to approach you when they feel an issue.

## 6. Be Available

It is important for you to be available to your employees. When they have a problem with something in the office or their personal lives, they will need someone to turn to for help. If you are not available, this will make it more difficult for your workers. When you are available, it shows that you care enough about your company to help your employees with their problems.

## 7. Allow Employees to Be Independent

As a manager, you mustn’t micromanage employees. This means that you should trust them and allow them to handle the issues they encounter on their own instead of doing everything for them. When employees learn to be independent, they will become more confident and capable, making them better workers. Some ways to allow your employees to be independent is by allowing them to make decisions on their own instead of giving them a list of rules to follow and letting them make their own mistakes without you coming in and telling them what they should or should not do.

## 8. Get Rid of Unnecessary Mistakes

Many bosses believe that there are necessary to be mistaken for a company to grow. This is not true. The more mistakes made, the more you will strain your employees, as they will become frustrated with you for making their job more difficult at times. For instance, technology has provided

ways to help streamline activities and minimize mistakes, you can use software such as Office 365 org chart to manage some of the business activities, keep track of work, share vital information, and keep everyone in the loop.

## 9. Eliminate Petty Tension

Many bosses believe that it is important to harbor petty tension between employees. This can be a source of stress and frustration, resulting in poor attitudes and decreased morale. It is best to deal with conflicts respectfully rather than getting angry when you are frustrated. When you respond appropriately, this will decrease petty tension.

## 10. Improve the Work Environment

When it comes to management, you must make sure that your workers feel comfortable. This means creating an open and friendly work environment. When employees feel comfortable during their workday, this will help improve the entire company’s morale.

## Conclusion

It is important to remember that you do not have to be perfect when it comes to improving your company. Instead, work hard and try your best every day. By working hard, you will impress your employees and create an environment where they can thrive.



**PUBLIC LEGAL NOTICE  
ADVERTISEMENTS**



**GOLDEN GATE BRIDGE  
HIGHWAY & TRANSPORTATION DISTRICT**

**NOTICE INVITING BIDS**

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for Contract No. Contract No. 2021-F-080, Scheduled Drydocking and Capital Improvements for the M.S. Marin. Interested Bidders must submit bids by way of upload to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com> by January 3, 2022, at 2:00 p.m., PT, at which time bids will be publicly opened and read.

Requests for approved equals, modifications or clarifications of any requirement must be submitted in writing by **December 10, 2021, at 4:00 p.m., PT.**

The Bid Documents are available for download on the District's Procurement Portal. In order to download and respond to posted solicitations, Proposers will need to register. Once registered, to download the documents:

- 1) Go to the District's Procurement Portal: <https://ggbhtd.bonfirehub.com>.
- 2) Under "Action" column of "Open Public Opportunities" page, click on "View Opportunity" next to desired Project.
- 3) Scroll down to "Supporting Documentation" section to download documents.

For general questions regarding this Contract, please contact Aida Santiago at [asantiago@goldengate.org](mailto:asantiago@goldengate.org) or (415) 923-2229.

/s/ Aida S. Caputo, Contracts Officer  
Dated: 12/02/21  
12/9/21  
CNS-3534664#  
SMALL BUSINESS EXCHANGE

# Mayor Breed Launches Annual "Shop And Dine in the 49" Campaign to Support Local Businesses

Mayor London N. Breed and the Office of Economic and Workforce Development (OEWD) launched the eighth year of the "Shop and Dine in the 49" campaign, promoting shopping and dining within the 49 square miles of San Francisco this holiday season. As the City emerges from the COVID-19 pandemic and continues its economic recovery, the campaign aims to encourage residents to support small businesses.

"San Francisco's diverse small business community is what makes our City the special place we all know and love," said Mayor Breed. "As we continue our economic recovery this holiday season, it is more important now than ever before to shop local and support your favorite entrepreneurs and family-owned stores."

This year, the Shop and Dine in the 49 campaign promotes shopping at small businesses and neighborhood corridors throughout San Francisco. Beginning on Wednesday, December 1, in partnership with neighborhood merchant associations, a trolley car with Shop and Dine in the 49 decor will bring holiday festivities to different neighborhood shopping districts throughout the City over three weekends. OEWD's City Hall Holiday Pop-Up will also return on December 7 from 11:00 a.m. to 3:00 p.m., featuring over 35 local artists and makers in partnership with the San Francisco Arts Commission.

A schedule of the trolley tour, as well as a calendar of holiday-related events, activities, and promotions planned by local businesses and neighborhood shopping districts, can be found at [www.shopdine49.com](http://www.shopdine49.com).

"The Holidays are a critical season for small retailers, restaurants, local manufacturers and artists, and the people they employ," said Kate So-

fis, Director, Office of Economic and Workforce Development. "As San Franciscans begin their holiday shopping this season, we're encouraging residents and visitors alike to shop local by visiting our neighborhood corridors or by ordering online from local retailers. Our diverse merchants are the bedrock of our communities and our economy. By directing our spending locally, we will ensure this Holiday Season will be an important milestone for our City's economic recovery from the impacts of COVID-19."

To support the promotion of the Shop and Dine in the 49 campaign, San Francisco introduced legislation sponsored by Supervisor Stefani to waive permit fees for businesses seeking to conduct sidewalk retail sales between December 4th and 5th and December 11th and 12th, two of the busiest shopping weekends during the holidays.

"Small businesses are an essential part of what makes San Francisco such a vibrant and desirable place to live, work and visit," said District 2 Supervisor Catherine Stefani. "As we emerge from the pandemic, we must do everything we can to support our local, small businesses to ensure they fully recover. I urge every single San Franciscan to join me and Shop and Dine in the 49 this holiday season."

Additionally, the Shop and Dine in the 49 campaign will partner with BART to promote local businesses accessible by public transit. BART-able, a website dedicated to promoting BART-accessible activities, will feature information on independently-owned businesses within a six-block radius of a BART station and provide promotional offers to riders.

"It's important for us to uplift local businesses, especially during this challenging time," said Rodney Fong, President and CEO of the San

Francisco Chamber of Commerce. "Local businesses make our merchant corridors the unique and vibrant streets that we all love so much and keep our economy healthy. That's why The San Francisco Chamber of Commerce is proud to support Shop & Dine in the 49."

San Francisco is home to more than 90,000 small businesses that create thousands of jobs that employ local residents. Currently, San Francisco residents spend hundreds of millions of dollars annually at out-of-town and online retailers. This number increased during COVID-19 when nationally, online retail sales increased from 11% to 14% of all retail according to the U.S Department of Commerce. Despite loosening restrictions, online sales for the third quarter of 2021 remain 13% of all sales nationally, with projections that this trend is more pronounced in California and San Francisco due to the frequency of online shopping in California as compared with other states.

"I believe that our economy in San Francisco is well on its way to recovery and the Shop and Dine in the 49 Campaign will help bring holiday shoppers into our businesses," said Maryo Moggannam, President of the San Francisco Council of District Merchants Association. "Directing consumer dollars to small businesses is critical to local jobs and our economic recovery. Shifting even one percent of our spending from online retailers to local retailers would generate millions of dollars for the San Francisco economy."

**Visit the link below for the full article:**  
<https://sfmayor.org/article/mayor-breed-launches-annual-%E2%80%9Cshop-and-dine-49%E2%80%9D-campaign-support-local-businesses>



## DIVERSITY OUTREACH

- Advertise
- ITB to Targeted (NAIC/SIC/UNSPSC) Certified Business
- Telephone Follow-up (Live)
- Agency/Organization Letters
- Computer Generated Dated/ Timed Documentation
- Customized Reports Available

Visit this link for the  
OUTREACH ORDER FORM:  
[www.sbeinc.com/services/diversity\\_outreach.cfm](http://www.sbeinc.com/services/diversity_outreach.cfm)

# CHANGE OF NAME ADVERTISEMENT

**CHANGE OF NAME**

**ORDER TO SHOW CAUSE FOR CHANGE OF NAME**  
CASE NO. CNC 21-556740

PETITIONER OR ATTORNEY  
**Anne Haskett Miller**  
1020 Shotwell Street  
San Francisco, CA 94110

TO ALL INTERESTED PERSONS:  
**Anne Haskett Miller**  
for a decree changing names as follows:

**Anne Haskett Miller**  
changed to  
**Anne Haskett Woods**

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

**NOTICE OF HEARING**  
Date: **December 28, 2021** Time: **9:00 AM**  
Room: **103**

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

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

**SAMUEL K. FENG, Judge of the Superior Court  
DATED - November 15, 2021**

**11/18/21 + 11/24/21 + 12/02/21 + 12/09/21**

**CHANGE OF NAME**

**ORDER TO SHOW CAUSE FOR CHANGE OF NAME**  
CASE NO. CNC 21-556763

PETITIONER OR ATTORNEY  
**Jiequan You**  
153 Ledyard Street  
San Francisco, CA 94124

TO ALL INTERESTED PERSONS:  
**Jiequan You**  
for a decree changing names as follows:

**Jiequan You**  
changed to  
**Jie Quan Yaw**

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

**NOTICE OF HEARING**  
Date: **January 06, 2022** Time: **9:00 AM**  
Dept: **103N** Room: **103N**

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

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

**SAMUEL K. FENG, Judge of the Superior Court  
DATED - November 24, 2021**

**12/02/21 + 12/09/21 + 12/16/21 + 12/23/21**

**CHANGE OF NAME**

**ORDER TO SHOW CAUSE FOR CHANGE OF NAME**  
CASE NO. CNC 21-556780

PETITIONER OR ATTORNEY  
**Rider Tarik**  
PO Box 881302  
San Francisco, CA 94188

TO ALL INTERESTED PERSONS:  
**Rider Tarik**  
for a decree changing names as follows:

**Rider Tarik**  
changed to  
**Ride Ride**

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

**NOTICE OF HEARING**  
Date: **January 18, 2022** Time: **9:00 AM**  
Room: **103N**

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

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

**KAREN VALDES, Deputy Clerk  
DATED - December 2, 2021**

**12/09/21 + 12/16/21 + 12/23/21 + 12/30/21**



# FICTITIOUS BUSINESS NAME STATEMENT

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395644

Fictitious Business Name(s):  
**Amal's Deli**  
Address  
**1416 Haight Street**  
**San Francisco, CA 94117**  
Full Name of Registrant #1  
**Hope of the Haight Inc (CA)**  
Address of Registrant #1  
**1138 Masonic Avenue**  
**San Francisco, CA 94117**

This business is conducted by **A Corporation**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **05-09-2018**

Signed: **Rana Bayyadi**

This statement was filed with the County Clerk of San Francisco County on **12-02-2021**

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**  
**12-02-2021**

**12/09/21 + 12/16/21 + 12/23/21 + 12/30/21**

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395591

Fictitious Business Name(s):  
**Azari PM**  
Address  
**246 2nd Street #1304, San Francisco, CA 94105**  
Full Name of Registrant #1  
**The Azari Group Real Estate, Inc. (CA)**  
Address of Registrant #1  
**246 2nd Street #1304, San Francisco, CA 94105**

This business is conducted by **A Corporation**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11-01-2021**

Signed: **Manzar Azari**

This statement was filed with the County Clerk of San Francisco County on **11-23-2021**

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**  
**11-23-2021**

**12/09/21 + 12/16/21 + 12/23/21 + 12/30/21**

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395548

Fictitious Business Name(s):  
**California Handwoven**  
Address  
**1 Clarendon Avenue, San Francisco, CA 94114**  
Full Name of Registrant #1  
**Laura Stein**  
Address of Registrant #1  
**1 Clarendon Avenue, San Francisco, CA 94114**  
Full Name of Registrant #2  
**Susan Robinson**  
Address of Registrant #2  
**601 Sausalito Blvd., Sausalito, CA 94965**

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

Signed: **Laura Stein**

This statement was filed with the County Clerk of San Francisco County on **11-19-2021**

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**  
**11-19-2021**

**11/24/21 + 12/02/21 + 12/09/21 + 12/16/21**

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395638

Fictitious Business Name(s):  
**Chez Nguyen**  
Address  
**132 Bush Street**  
**San Francisco, CA 94104**  
Full Name of Registrant #1  
**Kim Chuyen Nguyen**  
Address of Registrant #1  
**217 Valencia Drive**  
**Millbrae, CA 94030**

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: **Kim Chuyen Nguyen**

This statement was filed with the County Clerk of San Francisco County on **12-02-2021**

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**  
**12-02-2021**

**12/09/21 + 12/16/21 + 12/23/21 + 12/30/21**

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395429

Fictitious Business Name(s):  
**1.) Eighteen Trucking Inc.**  
**2.) Eighteen Trucking Co.**  
**3.) 18 Trucking Inc.**  
**4.) 18 Trucking Co.**  
Address  
**Pier 96 Administration Bldg., Suite 300A**  
**San Francisco, CA 94124**  
Full Name of Registrant #1  
**Eighteen Trucking Inc.**  
Address of Registrant #1  
**Pier 96 Administration Bldg., Suite 300A**  
**San Francisco, CA 94124**

This business is conducted by **A Corporation**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-28-2007**

Signed: **Gustavo De Leon Jr.**

This statement was filed with the County Clerk of San Francisco County on **11-09-2021**

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**  
**11-09-2021**

**11/18/21 + 11/24/21 + 12/02/21 + 12/09/21**

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395499

Fictitious Business Name(s):  
**For The Record**  
Address  
**2120 Greenwich Street**  
**San Francisco, CA 94123**  
Full Name of Registrant #1  
**Highfield Hospitality (CA)**  
Address of Registrant #1  
**75 Palm Avenue, Apt 4**  
**San Francisco, CA 94118**

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

Signed: **Barry John Walsh**

This statement was filed with the County Clerk of San Francisco County on **11-16-2021**

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**  
**11-16-2021**

**11/18/21 + 11/24/21 + 12/02/21 + 12/09/21**

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395311

Fictitious Business Name(s):  
**Health Link Hospice**  
Address  
**868 Brannan Street, Suite #308**  
**San Francisco, CA 94103**  
Full Name of Registrant #1  
**Health Link Hospice Services (Corp, CA)**  
Address of Registrant #1  
**868 Brannan Street, Suite #308**  
**San Francisco, CA 94103**

This business is conducted by **A Corporation**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-08-2016**

Signed: **Boris Reykhel**

This statement was filed with the County Clerk of San Francisco County on **10-28-2021**

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: **Lynn Khaw**  
**Deputy County Clerk**  
**10-28-2021**

**12/09/21 + 12/16/21 + 12/23/21 + 12/30/21**

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395398

Fictitious Business Name(s):  
**Little LYNC Child Care LLC**  
Address  
**501 Connecticut Street**  
**San Francisco, CA 94107**  
Full Name of Registrant #1  
**Little LYNC Child Care LLC (CA)**  
Address of Registrant #1  
**501 Connecticut 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 **10-06-2011**

Signed: **Timberly Hughes**

This statement was filed with the County Clerk of San Francisco County on **11-05-2021**

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**  
**11-05-2021**

**12/02/21 + 12/09/21 + 12/16/21 + 12/23/21**

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395501

Fictitious Business Name(s):  
**Live Joyfully Design**  
Address  
**1630 Jones Street #7**  
**San Francisco, CA 94109**  
Full Name of Registrant #1  
**Eunice Moon**  
Address of Registrant #1  
**1630 Jones Street #7**  
**San Francisco, CA 94109**

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

Signed: **Eunice Moon**

This statement was filed with the County Clerk of San Francisco County on **11-16-2021**

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**  
**11-16-2021**

**11/24/21 + 12/02/21 + 12/09/21 + 12/16/21**

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395336

Fictitious Business Name(s):  
**Los Portales Medical & Dental Center**  
Address  
**2480 Mission Street Suite 108**  
**San Francisco, CA 94110**  
Full Name of Registrant #1  
**33 Grant LLC**  
Address of Registrant #1  
**2200 Pacific Avenue #5A**  
**San Francisco, CA 94115**

This business is conducted by **A Limited Liability Company**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/14/2021**

Signed: **Hagan Choi**

This statement was filed with the County Clerk of San Francisco County on **11-01-2021**

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**  
**11-01-2021**

**11/18/21 + 11/24/21 + 12/02/21 + 12/09/21**

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395643

Fictitious Business Name(s):  
**RAIGEN**  
Address  
**3739 Balboa Street, Suite 104**  
**San Francisco, CA 94121**  
Full Name of Registrant #1  
**Evan Hsieh**  
Address of Registrant #1  
**6479 Cedar Blvd.**  
**Newark, CA 94560**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12-02-2021**

Signed: **Evan Hsieh**

This statement was filed with the County Clerk of San Francisco County on **12-02-2021**

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**  
**12-02-2021**

**12/09/21 + 12/16/21 + 12/23/21 + 12/30/21**

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395526

Fictitious Business Name(s):  
**Studio Read Interior Design**  
Address  
**1453 14th Avenue**  
**San Francisco, CA 94122**  
Full Name of Registrant #1  
**Mary M. Read**  
Address of Registrant #1  
**1453 14th Avenue**  
**San Francisco, CA 94122**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11-15-2021**

Signed: **Mary Read**

This statement was filed with the County Clerk of San Francisco County on **11-17-2021**

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**  
**11-17-2021**

**1/24/21 + 12/02/21 + 12/09/21 + 12/16/21**

**FICTITIOUS BUSINESS NAME STATEMENT****FICTITIOUS BUSINESS NAME STATEMENT**  
File No. 2021-0395544

Fictitious Business Name(s):  
**The LABORATORY auto cosmetics**  
Address  
**2663 45th Avenue**  
**San Francisco, CA 94116**  
Full Name of Registrant #1  
**Matthew B. Malvar**  
Address of Registrant #1  
**2663 45th Avenue**  
**San Francisco, CA 94116**

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-15-2021**

Signed: **Matthew B. Malvar**

This statement was filed with the County Clerk of San Francisco County on **11-19-2021**

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**  
**11-19-2021**

11/24/21 + 12/02/21 + 12/09/21 + 12/16/21

**FICTITIOUS BUSINESS NAME STATEMENT**  
File No. 2021-0395628

Fictitious Business Name(s):  
**Pet Camp Canine Enrichment Center**  
Address  
**1360 Fairfax Avenue**  
**San Francisco, CA 94124**  
Full Name of Registrant #1  
**Pet Camp LLC (a CA LLC)**  
Address of Registrant #1  
**525 Phelps Street**  
**San Francisco, CA 94124-1440**

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 **11-02-2021**

Signed: **Mark Klaiman**

This statement was filed with the County Clerk of San Francisco County on **12-02-2021**

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**  
**12-01-2021**

12/09/21 + 12/16/21 + 12/23/21 + 12/30/21

**FICTITIOUS BUSINESS NAME STATEMENT**  
File No. 2021-0395315

Fictitious Business Name(s):  
**Life Warrior Training**  
Address  
**2527 Anza Street, San Francisco, CA 94118**  
Full Name of Registrant #1  
**David B. Quigley**  
Address of Registrant #1  
**2527 Anza Street, 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 **01-01-2020**

Signed: **David B. Quigley**

This statement was filed with the County Clerk of San Francisco County on **10-28-2021**

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: **Lynn Khaw**  
**Deputy County Clerk**  
**10-28-2021**

11/10/21 + 11/18/21 + 11/24/21 + 12/02/21

**SUCCESS STORIES****Mariatu Browne, Tu Organics Salon & Spa**

[ Article originally appeared on  
<https://cameonetwork.org> ]

Mariatu “Tu” Browne discovered her passion for hair at the early age of 9. She used to braid hair in her home country of Sierra Leone. Fast forward to California in 2006, where a generous investment from a friend helped her open her first salon, Tu’s Studio Hair Design. A series of personal hardships, coupled with the onset of an economic downturn, forced her to close her doors.

**Honing her skills**

Tu did not give up; she had bigger plans. She continued to improve her cosmetology skills by working at other salons, and went back to school. Tu obtained an AS in business management from Chaffey College. Later, she earned two bachelor’s degrees with concentrations in Entrepreneurial Management and Marketing from California State University San Bernardino.

In the fall of 2015, Tu enrolled in the Inland Empire Women’s Business Center’s “It’s Your Time: Entrepreneurial Training Program for Women” (IYT). Tu was always positive, generous with support to other participants, and keenly focused on achieving her goals. She completed the pro-

gram in December 2015 placing second place in the business plan competition.

**Hard work pays off**

In pursuit of her goal, Tu began searching for a space in Rancho Cucamonga where she could open an organic hair salon. With a small start-up loan, she persuaded a salon owner who wanted to close to sell her a shop. Tu Organics Salon and Spa opened in October of 2016.

Tu Organics prides itself in offering a non-toxic salon experience. They work with the world’s first professional hair color, care and styling line with biodynamic, organic and fair-trade ingredients.

The single mom worked to overcome significant handicaps in her effort to develop a business plan, organize the funds, and implement the plan to have her own salon. She struggled through all the difficulties that a new business owner must overcome to reach success while balancing work, family, and school.

**Website:** <https://tuorganics.com/>

**SOURCE:** <https://cameonetwork.org/success-story/mariatu-browne-tu-organics-salon-spa/>



Mariatu “Tu” Browne

**Ivellisse Morales, bombilla**

[ Article originally appeared on  
<https://cameonetwork.org> ]

For a decade, Ivellisse Morales has been an expert in marketing as a force for good, helping brands of all sizes with the power of creativity. In 2018, she decided to leave her career in corporate responsibility to start her dream company.

That’s how bombilla was born – a mission-driven creative agency that aims to respond to the realities of today’s world. Through branding and design, bombilla emphasizes community, collaboration, and boundless creativity.

Despite her endless passion, Ivellisse needed help to navigate the ups and downs of being a business owner. While browsing the City of San Francisco’s Freelancer web portal, she came

across Uptima Business Bootcamp and immediately signed up. After an initial call with Lead Instructor/Mentor Rani Langer-Croager, she started on her first course.

Since September 2018, Ivellisse has taken four courses with Uptima: Creating a Business Roadmap, Building Operational Capacity, Funding a Business Course, and Create Good Jobs. She credits Uptima for helping her develop the knowledge, skills, community, and accountability necessary to bring her business to the next level.

**Website:** <https://bombilla.co/>

**SOURCE:** <https://cameonetwork.org/success-story/ivellisse-morales-bombilla/>



Ivellisse Morales

**Goldman Sachs 10,000 Small Businesses Voices Applauds Biden-Harris Procurement Improvements**

■ Continued from page 1

cent] executive order...directs federal agencies to ‘promote greater competition through their procurement and spending decisions’ to give a boost to small businesses.” Goldman Sachs 10,000 Small Businesses Voices regularly releases surveys on the economic state of small businesses in the United States to help inform policymakers. The survey “found a widening gender gap for contracts at the federal level that shows how women-owned small businesses have been shut out from the largest contracts,” reported The 19th News.

**About Jessica Johnson-Cope**

Jessica Johnson-Cope is Chair of Goldman Sachs 10,000 Small Businesses Voices National

Leadership Council. She is the owner and president of Johnson Security Bureau, Inc., a third-generation, family-owned security services firm based in the Bronx, New York that employs more than 150 people. Johnson-Cope proudly serves as a small business advocate, particularly promoting issues that are critical to minority and women entrepreneurs. She is a member of Women Impacting Public Policy (WIPP) and has spoken at forums for the White House Office of Engagement, the New York Times “She Owns It” business group blog, Black Enterprise, and Inc. Magazine. She graduated from the inaugural class of the Goldman Sachs 10,000 Small Businesses initiative at LaGuardia Community College in 2010.

**About 10,000 Small Businesses Voices**

Goldman Sachs 10,000 Small Businesses Voices is an initiative for program participants to organize and advocate for policies that matter to them. It builds on Goldman Sachs 10,000 Small Businesses, which over the past decade has provided access to education, capital, and support services to more than 10,000 small business owners across all 50 states, Puerto Rico, and Washington, D.C.

**SOURCE:** [www.businesswire.com/news/home/20211202005712/en/Goldman-Sachs-10000-Small-Businesses-Voices-Apprals-Biden-Harris-Procurement-Improvements](http://www.businesswire.com/news/home/20211202005712/en/Goldman-Sachs-10000-Small-Businesses-Voices-Apprals-Biden-Harris-Procurement-Improvements)



## WORKFORCE DEVELOPMENT

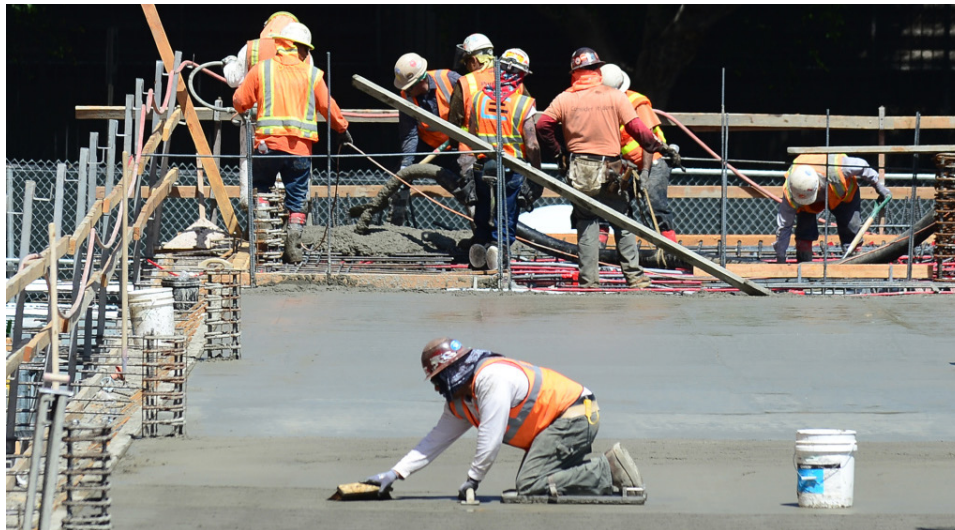
# Two-Thirds Of Metro Areas Add Construction Jobs From October 2020 To October 2021, But Pandemic And Supply Chain Woes May Limit Gains

[ Article originally appeared on [www.agc.org](http://www.agc.org) ]

Nearly two out of three U.S. metro areas added construction jobs between October 2020 and October 2021, according to an analysis by the Associated General Contractors of America of government employment data released today. Association officials noted that the job gains would likely have been larger and more widespread if firms weren't dealing with the twin challenges of supply chain problems and labor shortages.

"While it is heartening that construction is recovering from the lows of 2020 in much of the country, the pandemic is still causing major supply-chain problems and is keeping some workers from seeking employment," said Ken Simonson, the association's chief economist. "Those impediments threaten to limit construction employment gains in many metros."

Construction employment increased in 236 or 66 percent of 358 metro areas over the last 12 months. Sacramento--Roseville--Arden-Arcade, Calif. added the most construction jobs (6,800 jobs, 9 percent), followed by Boston-Cambridge-Newton, Mass. (6,600 jobs, 9 percent); Orlando-Kissimmee-Sanford, Fla. (6,400 jobs, 9 percent);



Seattle-Bellevue-Everett, Wash. (5,500 jobs, 5 percent); and Pittsburgh, Pa. (5,200 jobs, 7 percent). Worcester, Mass. had the highest percentage increase (20 percent, 2,000 jobs), followed by Sioux Falls, S.D. (19 percent, 800 jobs); Beaumont-Port Arthur, Texas (19 percent, 3,200 jobs); Atlantic City-Hammonton, N.J. (16 percent, 800 jobs) and Sierra Vista-Douglas, Ariz. (15 percent, 500 jobs).

Construction employment declined from a year earlier in 72 metros and held steady in 50. Nassau County-Suffolk County, N.Y. lost the most jobs (-6,700 or -8 percent), followed by New York City (-5,500 jobs, -3 percent); Orange-Rockland-Westchester counties, N.Y. (-3,600 jobs, -8 percent); Dallas-Plano-Irving, Texas (-2,800 jobs, -2 percent) and Calvert-Charles-Prince George's

counties, Md. (-2,600 jobs, -8 percent). The largest percentage declines were in Evansville, Ind.-Ky. (-17 percent, -1,700 jobs); Altoona, Pa. (-13 percent, -400 jobs); Watertown-Fort Drum, N.Y. (-11 percent, -200 jobs); and Gary, Ind. (-10 percent, -1,700 jobs).

Association officials urged the Biden administration to continue working to reduce tariffs on key construction materials, and to take additional steps to ease supply chain problems at ports and other shipping facilities. They added that the association was working to recruit more people into the construction industry, and the recently enacted Bipartisan Infrastructure Bill should send a positive message to many workers about the expanding career opportunities in construction.

"Firms are struggling to source materials for projects, coping with rising prices for those materials, all while eagerly searching for workers to put those materials in place," said Stephen E. Sandherr, the association's chief executive officer. "We are eager to work with public officials to address supply chain challenges even as we work to recruit more people into high-paying construction careers."

**SOURCE:** <https://tinyurl.com/2p8ay4y9>



## BIL FUNDING

# EPA Announces over \$600 Million in Water Infrastructure Funding for California Through the Bipartisan Infrastructure Law, Calls for Prioritizing Underserved Communities

The "Bipartisan Infrastructure Bill" (BIB) became BIL (Bipartisan Infrastructure Law) on November 15, 2021 with the signature of President Joe Biden. SBE will publish updates on the business opportunities and jobs that this legislation will create.

[ Article originally appeared on [www.epa.gov](http://www.epa.gov) ]

U.S. Environmental Protection Agency (EPA) Administrator Michael S. Regan announced funding that states, Tribes, and territories will receive in 2022 through the Bipartisan Infrastructure Law. This funding, provided through EPA's State Revolving Fund (SRF) programs, will create jobs while upgrading America's aging water infrastructure and addressing key challenges like lead in drinking water and per- and poly-fluoroalkyl substances (PFAS) contamination. In a letter sent to Governor Newsom today, the Administrator encouraged California to maximize the impact of water funding from the law – an unprecedented nationwide total of \$50 billion investment – to address disproportionate environmental burdens in historically underserved communities across the country.

"With President Biden's leadership and congressional action, the Bipartisan Infrastructure Law has created a historic opportunity to correct longstanding environmental and economic injustices across America," said EPA Administrator Michael S. Regan. "As leaders, we must seize this moment. Billions of dollars are about to start flowing to states and it is critical that EPA partners with states, Tribes, and territories to ensure the benefits of these investments are delivered in the most equitable way."

"Water infrastructure needs are a top concern across the Pacific Southwest," said EPA Pacific Southwest Acting Regional Administrator Deborah Jordan. "We look forward to partnering with California in its work to ensure that important infrastructure investments are made to meet the water quality and public health goals, particularly in disadvantaged communities throughout the state."

EPA will allocate \$7.4 billion to states, Tribes, and territories for 2022, including over \$600 million to assist California address the high SRF demands which have historically exceeded

available funding. As of February 2021, the State received applications requesting over \$10 billion in funding from its Clean Water and Drinking Water SRFs. The Bipartisan Infrastructure Law provides much-needed financial relief to communities that want to improve their water infrastructure, promote water reuse, increase their drought resilience, and implement proactive wildfire resilience projects.

Nearly half of the total funding is available as grants or principal forgiveness loans that remove barriers to investing in essential water infrastructure in underserved communities across rural America and in urban centers. The 2022 allocation is the first of five years of \$43 billion in dedicated EPA SRF funding that states will receive through the Bipartisan Infrastructure Law. For more than 30 years, the SRFs have been the foundation of water infrastructure investments, providing low-cost financing for local projects across America. However, many vulnerable communities facing water challenges have not received their fair share of federal water infrastructure funding. Under the Bipartisan Infrastructure Law, states have a unique opportunity to correct this disparity.

Administrator Regan recently completed a "Journey to Justice" tour across the American South where he heard from families and advocates about their struggles with exposure to water pollution in their communities. For children, exposure to lead can cause irreversible and life-long health effects, including decreasing IQ, focus, and academic achievement. At the same time, families that live near high levels of contaminants such as PFAS or "forever chemicals" are at risk to develop adverse health outcomes.

The implementation of the Bipartisan Infrastructure Law calls for strong partnership, and EPA stands ready to work with states to ensure that communities see the full benefits of this investment.

For more information, including state-by-state allocation of 2022 funding, and a breakdown of EPA funding by SRF program, and additional funding available through the Bipartisan Infrastructure Law, please visit: <https://www.epa.gov/infrastructure>.

**SOURCE:** <https://www.epa.gov/newsreleases/epa-announces-over-600-million-water-infrastructure-funding-california-through>