

# SMALL BUSINESS EXCHANGE

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December 10, 2020

## How Construction Companies Can Overcome Barriers to Adopt AI & Robotics

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

By Markkus Rovito,

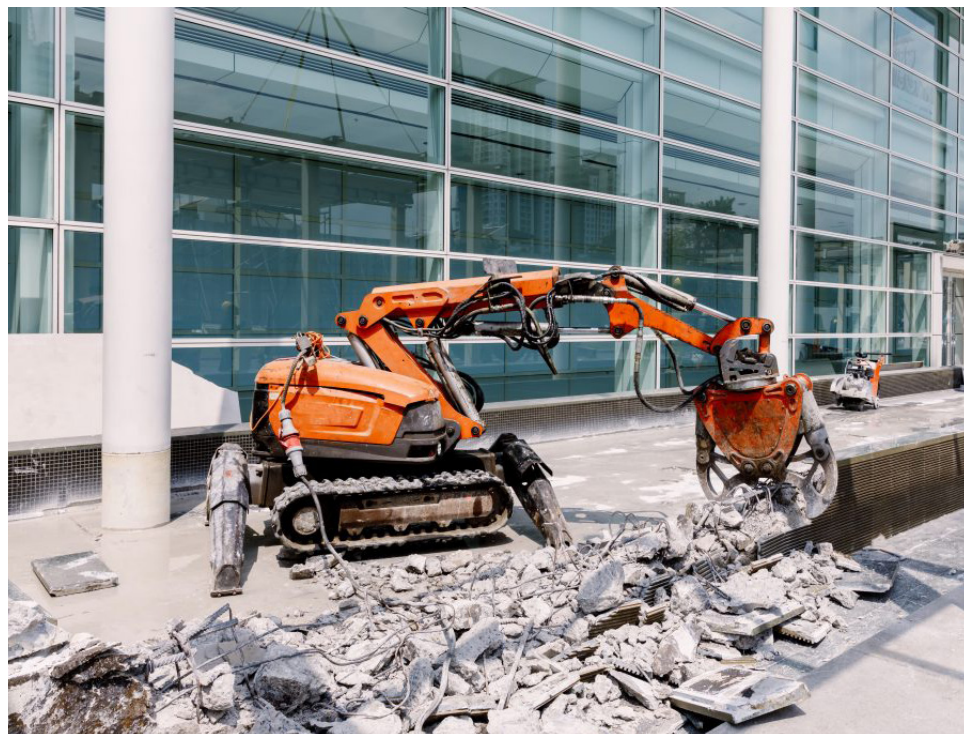
The pace of change in the construction industry is accelerating quickly. That requires knowing where the market is going and frequently examining business practices accordingly. While that presents a challenge, it also presents a chance to position oneself well for the work ahead. There are expected to be an additional 2 billion people on Earth by 2050. To meet those needs, humanity will need to build approximately 13,000 structures every day for 30 years.

Such a boom means unprecedented opportunities for AI and robotics to transform construction methods. The combined power of robotics with AI and machine learning data analysis and process automation has the potential to make construction much faster, less expensive, and less wasteful while making human jobs safer and less physically debilitating. Yet how should construction companies mired in

the economic realities of today gear up for the fast-paced demands of tomorrow?

MassRobotics, a Boston innovation hub for robotics/automation start-ups, launched more than five years ago to accelerate and scale the visions of robotics entrepreneurs. It now has more than 50 companies in residence at its shared office/lab space, fosters a cluster of 350 robotics companies on the East Coast, and has expanded to work with start-ups around the world. On November 12, 2020, MassRobotics, in collaboration with Autodesk Technology Centers, held the Robotics In Construction virtual summit to outline the state of construction technology innovation, pinpoint the needs of construction companies in the field today, and showcase some new solutions coming from some of the most promising construction technology start-ups. This confluence of industry knowledge suggested several ways for construction companies to break the barriers to AI and robotics adoptions, as well as ways for the technology providers to help them do it.

■ Continued on page 8



## Mayor Garcetti launches “LA Optimized” to strengthen local small businesses

[ Article was originally posted on [www.lamayor.org](http://www.lamayor.org) ]

Mayor Eric Garcetti launched LA Optimized, an initiative to help local small businesses recover from the pandemic by expanding their e-commerce capabilities and growing their online presence. The project will be overseen by the Mayor’s newly appointed 2021 Entrepreneur-in-Residence (EIR), Roberto Martinez.

“COVID-19 has changed everything — the way we communicate, work, socialize, and

shop — and our brick-and-mortar stores need to rapidly rethink how they reach their customers, market their goods, sell their products, and thrive when so much business is happening online,” said Mayor Garcetti. “Our small businesses are the backbone of our economic strength, and LA Optimized taps into the power of partnerships to equip local enterprises with a larger digital footprint and the tools necessary to gain a competitive edge and lead our pandemic recovery.”

LA Optimized is designed to help small businesses adapt to the rapid shifts in consumer behavior and technological advances by empowering them to boost their digital marketing, maximize their online business listings, create or optimize their websites, and increase their knowledge and presence in the e-commerce space - all at no cost to businesses. Through the help of dedicated partners, the Mayor’s Office plans to allocate over \$1.5 million to help provide these services.

This program will also partner with the ArtCenter College of Design and verynice to deliver up to \$500,000 in total to vetted creative professionals to provide \$500 worth of business and digital content services including branding, video, photography, and graphic design to struggling small businesses. In its first year, up to 1,000 small businesses will be able to access these services to increase their online visibility and engagement, and help them adapt to digital

marketing platforms in the wake of pandemic-related challenges.

While the pandemic has accelerated the surge of online sales this year, small and medium businesses have long faced digital challenges to compete with larger corporations. This year, California’s small business revenue dropped by 29.3%, and a September 2020 report found that Los Angeles has seen 15,000 closures, half of which are permanent.

LA Optimized will be open to active small businesses in the City of Los Angeles, with priority given to brick-and-mortar establishments located in or serving residents of low income communities. Businesses can enroll at [Coronavirus.LACity.org/LAOptimized](http://Coronavirus.LACity.org/LAOptimized).

This initiative will be led by the City’s Entrepreneur-in-Residence, Roberto Martinez, who brings more than 15 years of experience and expertise to this effort. As Founder of Braven Agency, he uses

■ Continued on page 7

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# Governor Newsom Announces Immediate Assistance for Businesses Impacted by COVID-19 Including Temporary Tax Relief and \$500 Million in Grants

[ Article was originally posted on [www.gov.ca.gov](http://www.gov.ca.gov) ]

*Billions in immediate, temporary tax relief will support businesses impacted by COVID-19, including an automatic three-month extension for taxpayers filing less than \$1 million in sales tax and interest-free payment agreements to larger companies with up to \$5 million in sales tax and expanded interest-free payment options for larger businesses particularly affected by significant restrictions on operations based on COVID-19 transmissions.*

*In partnership with the Legislature, California will provide \$500 million in new COVID-19 Relief Grant funding for small businesses.*

*Additional \$12.5 million added to the California Rebuilding Fund launched last week*

As the federal government fails to provide additional financial stimulus support to main street businesses, Governor Gavin Newsom today announced that California will provide temporary tax relief for eligible businesses impacted by COVID-19 restrictions. The temporary tax relief entails an automatic three-month income tax extension for taxpayers filing less than \$1 million in sales tax, extends the availability of existing interest and penalty-free payment agreements to companies with up to \$5 million in taxable sales and provides expanded interest free payment options for larger businesses particularly affected by significant restrictions on operations based on COVID-19 transmissions. The total tax relief, if fully utilized, is estimated to have billions in impact. These efforts are informed by recommendations made by the Governor's Task Force on Business and Jobs Recovery.

"California's small businesses embody the best of the California Dream and we can't let this pandemic take that away," said Governor Newsom. "We have to lead with health to reopen our economy safely and sustainably while doing all we can to keep our small businesses afloat. With this financial assistance

and tax relief, California is stepping up where the federal government isn't. By providing potentially billions in immediate relief and support, our small businesses can weather the next month as we continue partnering with the Legislature to secure additional funding and investments in small businesses in the new year."

Small businesses are drivers of economic growth – creating two-thirds of new jobs and employing nearly half of all private sector employees. California is home to 4.1 million small businesses, representing 99.8 percent of all businesses in the state and employing 7.2 million workers in California, or 48.5 percent of the state's total workforce.

The COVID-19 pandemic has presented a significant challenge to small businesses, employers and employees. An August Small Business Majority survey data found that 44% of small businesses are at risk of shutting down. Data released through the Census Current Population Survey found that minority-owned businesses are disproportionately impacted: the number of active businesses owned by African-Americans dropped by 41%, Latinx by 32%, Asians by 25%, and immigrants by 36%.

"California's small businesses continue to struggle as a result of COVID-19, and this latest round of action at the state level will help bridge the financial gaps that are vexing our state's mom-and-pop business owners and nonprofits while we wait for congressional action, and as we prepare for additional legislative action at the start of the year," said Senate President pro Tempore Toni G. Atkins (D-San Diego). "From widening access to grants, low-interest loans, and tax deferrals, to modifying fees incurred by restaurants and bars, these are critical supports for the small businesses and services that keep our communities going. Now, we need our federal partners to do their part and pass a federal stimulus so these businesses and nonprofits can survive 2020 and the year to come."

"While we wait for Congress and the White House to approve an economic relief package that responds to the current surge, California has a chance to help nonprofits, small businesses, and communities now," said Assembly Speaker Anthony Rendon (D-Lakewood). "I thank the Governor and the Senate for their partnership."

The announcements build on the state's ongoing business support throughout the pandemic, including the Main Street Hiring Tax Credit, which authorizes \$100 million in hiring tax credit for qualified small businesses. The credit is equal to \$1,000 per qualified employee, up to \$100,000 for each small business employer.

Building on the state's ongoing support throughout the pandemic, which can be found here, the Governor announced the following immediate support and relief:

#### Tax Relief for Businesses Impacted by COVID-19

In April 2020, the Governor, through Executive Order, allowed taxpayers to apply for penalty and interest relief for 90 days for any taxpayer reporting less than \$1 million in sales on their tax return. Through November 22nd, some 9,287 plans with almost \$149 million in tax relief have taken advantage of this program.

The Governor will direct the California Department of Tax and Fee Administration to do the following:

- Provide an automatic three-month extension for taxpayers filing less than \$1 million in sales tax on the return and extend the availability existing interest and penalty free payment agreements to companies (with up to \$5 million in taxable sales)
- Broaden opportunities for more businesses to enter into interest-free payment arrangements.
- Expand interest-free payment options for larger businesses particularly affected

by significant restrictions on operations based on COVID-19 transmissions.

#### \$500 Million for New COVID Relief Grant for Small Business

The Governor announced the creation of a \$500 million COVID Relief Grant administered by the California Office of the Small Business Advocate (CalOSBA) at the Governor's Office of Business and Economic Development for small businesses that have been impacted by COVID and the health and safety restrictions. Funds would be awarded to selected intermediaries with established networks of Community Development Financial Institutions to distribute relief through grants of up to \$25,000 to underserved micro and small businesses throughout the state by early 2021. Non-profits would also be eligible for these grants. CalOSBA is establishing the program and will make it available to small businesses as soon as possible – for updates on availability visit here.

#### Increase Funding for the California Rebuilding Fund by \$12.5 million.

Last week, the Governor announced the opening of the California Rebuilding Fund which makes available \$25 million to help impacted small businesses rebuild from the economic crisis and keep local economies strong. This program is built to be a resource in the market for the next year as businesses pivot and recover.

An increase of \$12.5 million would allow the Fund to be fully capitalized. The additional funding will help the 3rd party administrator of the fund raise \$125 million to make more low-interest loans to small businesses with less access to loans from traditional banking institutions.

#### SOURCE:

[www.gov.ca.gov/2020/11/30/governor-newsom-announces-immediate-assistance-for-businesses-impacted-by-covid-19-including-temporary-tax-relief-and-500-million-in-grants/](http://www.gov.ca.gov/2020/11/30/governor-newsom-announces-immediate-assistance-for-businesses-impacted-by-covid-19-including-temporary-tax-relief-and-500-million-in-grants/)

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ISSN 0892-5992



# Access to Capital

## Ready to Grow Your Business?

## How to Find and Apply for SBA Loans for Veterans Businesses?

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

By Gerri Detweiler,

Whether you're a veteran looking to launch a brand-new business, buy an existing company, or expand the one you already own, there are many financing options available through the Small Business Administration (SBA).

The Small Business Administration generally doesn't make loans directly— with the exception of loans within the Disaster Loan program. Instead, it guarantees loans made by lenders. SBA loans are designed to help small businesses that would have otherwise have trouble securing affordable access to capital. Here are SBA loan programs to consider:

### Current SBA Loan Programs

The Small Business Administration generally doesn't make loans directly— with the exception of loans within the Disaster Loan program. Instead, it guarantees loans made by lenders. SBA loans are designed to help small businesses that would have otherwise have trouble securing affordable access to capital. Here are several SBA loan programs to consider:

### Military Reservist Economic Injury Disaster Loan (MREIDL)

The MREIDL program falls under the SBA's Disaster Loan program. It provides a working capital loan of up to \$2 million to help the eligible small business meet its ordinary and necessary operating expenses that it could have met, but it

is unable to meet, because an essential employee was called-up to active duty in their role as a military reservist. MREIDLs are loans, not grants, and they carry low interest rates and repayment periods of up to 30 years.

There are some important guidelines to know. Collateral is required for loans above \$50,000 and borrowers will need to pledge available collateral, including home equity in some circumstances. Borrowers will be required to have appropriate insurance as well. The business must not be able to get similar funding elsewhere (this is often referred to as the "credit elsewhere" test). Don't let that discourage you from applying, though; the SBA finds that over 90% of disaster loan applicants don't have the resources to recover without this help.

Unlike most SBA loans, MREIDLs are not available through lenders. Instead, you apply for one of these loans through the SBA's Disaster Assistance portal.

### Economic Injury Disaster Loans

Most business owners hadn't heard of the Economic Injury Disaster Loan (EIDL) until the coronavirus crisis, even though this program has been around for a number of years. That's because these loans are made available to businesses located within a federally declared disaster which means they are often limited in availability. But the COVID-19 crisis is a national disaster that has made these loans available to qualified businesses negatively impacted by coronavirus across the U.S. or its territories.

■ Continued on page 6



## California Sub-Bid Request Ads



An Equal Opportunity Employer  
is requesting quotations from all qualified  
DBE

Professional services, sub-contractors, material suppliers and trucking for the following project:

Contract No. 04-0A7714

**CONSTRUCT PEDESTRIAN OVERCROSSING BRIDGE & RETAINING WALLS.**

FOR CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY IN BERKELEY FROM 0.6 MILE NORTH OF UNIVERSITY AVENUE OVERCROSSING TO 0.1 MILE SOUTH OF GIMAN STREET UNDERCROSSING.

Bid Closing Date: **JANUARY 13, 2021 @ 2:00 PM**

DBE GOAL: 14%

### CONTACT:

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

### PROJECT SCOPE:

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

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

- AC DIKE
- AGGREGATE BASE AND SUBBASE
- BAR REINFORCING STEEL
- CAST IN DRILLING HOLE CONCRETE PILING
- CLEAR & GRUB
- CONCRETE BARRIER RAIL
- CONSTRUCTION AREA SIGNS
- DRAINAGE
- ELECTRICAL
- EROSION CONTROL
- FENCE
- HOT MIX ASPHALT
- JOINT SEAL
- MBGR
- MINOR CONCRETE
- PAVEMENT MARKERS
- PERMANENT STEEL CASING
- PRE-STRESSING CAST IN PLACE CONCRETE
- REMOVE CONCRETE
- ROADSIDE SIGNS
- ROADWAY EXCAVATION
- RUBBERIZED HOT MIX ASPHALT
- SIGN STRUCTURES
- STRIPING
- STRUCTURE CONCRETE
- STRUCTURE EXCAVATION
- STRUCTURE STEEL
- SWPPP
- TRAFFIC CONTROL
- UNDERGROUND

For the complete list of the Actual Project Bid Items go to:  
<http://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=04-0A7714>

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

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

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

### 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:

**FILLMORE TURK MINI PARK RENOVATION**

BID NO. : CON21-0020

**BID DATE & TIME: 12/17/2020 2:30PM**

### PROJECT LOCATION:

**1140 Fillmore St., San Francisco, CA 94115**

Owner: City & County of  
S.F. Recreation & Parks Dept

**NBC Construction & Engineering Inc.**

850 South Van Ness Avenue  
San Francisco, CA 94110

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

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

Bidder is responsible for all shipping and handling fees. Documents and plans are available for viewing on the following site, <https://sfcitypartner.sfgov.org/> (click on "View Opportunities") or contact NBC Construction & Engineering, Inc. to obtain or view a copy of plans.

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, proposals  
can be faxed to (800)622-9144.

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

## BUILDGROUP

Build Group, Inc. is requesting subcontractor bids from all Certified / Qualified SBE subcontractors' and material suppliers for the following project:

**SCVTA Restroom Renovation at Chaboya Bldg**  
**Bid Date & Time: 12/18/20 at 2 PM**

### Scope of Work:

Renovation of existing men's and women's employee restrooms located in Building A at the Chaboya Division.

Email: [estimatingpw@buildgc.com](mailto:estimatingpw@buildgc.com)  
Fax: 415-366-1883

Contact: William Reuvekamp at 925-818-6937 if you have any questions

Please email ALL bids and questions to  
[estimatingpw@buildgc.com](mailto:estimatingpw@buildgc.com)



**Proven Management, Inc.**  
225 3rd Street, Oakland, CA 94607  
Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified and certified Small Business Enterprise (SBE) & Disabled Veteran Business Enterprise (DVBE) subcontractors, suppliers, and truckers for the following project:

**BETHANY DAMS RESTORATION & RODENT BURROW PREVENTION**

STATE OF CALIFORNIA,  
DEPT. OF WATER RESOURCES

SPECIFICATION NO. 20-20 /  
CONTRACT NO. C51612

**Bids: 12/16/2020 @ 4 PM**

**SBE PARTICIPATION GOAL - 25%**

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested DBE certified suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested DBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

We are an Equal Opportunity Employer



# California Sub-Bid Request Ads



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

#### SUBS/SERVICE PROVIDERS

Demo Minor, Fence, Minor Flat Conc, Erosion Control/SWPPP, Paving Asph, Stripe & Mark, Traffic Control, Trucking, Survey, & Shoring

#### SUPPLIERS

Aggregate, RIP RAP Mat'l, Ready Mix Conc., Traffic Control Supply, HDPE Materials, Shoring supplies

#### **BETHANY DAMS RESTORATION AND RODENT BURROW PREVENTION**

Location: Alameda County 10 Miles Northwest of Tracy

Spec No. 20-20 Contract No. C51612

25% SBE Goal and 3% DVBE Incentive

**BID DATE DECEMBER 16TH, 2020 at 4:00 p.m.**

All Quotes Due Prior

### **Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Robbie Zwick

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 Robbie Zwick 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



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

#### INVITATION TO BID

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

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

**Revised Bid Date: December 21, 2020**

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

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

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

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



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Contact: John Pottenburgh  
Email: [johnp@srco.com](mailto:johnp@srco.com) & [estimating@srco.com](mailto:estimating@srco.com)

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

**OWNER: DEL ORO WATER COMPANY  
RIVER ISLAND DISTRICT-WATER TREATMENT  
PLANT PROJECT- REBID  
LOCATION: PORTERVILLE, CA**

**REVISED BID DATE: JANUARY 5, 2021 @ 2:00 PM**

**\*\*ADDENDUM #2\*\***

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

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

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.

**Mike Prlich and Sons, Inc**  
5103 Elton Street, Baldwin Park, CA 91706  
Office: (626) 813-1700 • Fax: (626) 813-1770

**Project: Sun Valley Watershed  
Upper Storm Drain System-Phase 1  
Owner: Los Angeles County Public Works  
Bid Date: December 15th, 2020 at 11:00am.  
Location: Tujunga Ave & Penrose St,  
Los Angeles, CA 91605**

Mike Prlich and Sons, Inc is requesting Sub Contractors and Suppliers qualified under Community Business Enterprise (Minority/Women/Disadvantage/Disabled Veterans) owned firms to send quotes for the Sun Valley Watershed Upper Storm Drain System Phase 1 Project.

Qualified Sub Contractors Scope of Work:

**Traffic Control, Shoring, Survey, Asphalt and/or Concrete Paving, Fencing, Saw cutting, Drilling, Trucking.**

Requirements: Proof of CBE's qualifications, California Contractors License, Insurance, 100% Bonding of Subs prescribed work.

For questions or further information regarding the project, please contact Kevin Dowe at [Bids@mikeprlichandsons.com](mailto:Bids@mikeprlichandsons.com)

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

Sub Bids Requested From Qualified **MBE, WBE, DBE, DVBE** Subcontractors & Suppliers for **Phase 2B Arden Service Area Pipe & Meter Installation**  
Contract No. 4507  
Location: Sacramento, CA

**Revised Bid Date: 12-23-20 @ 2 PM**

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

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

An Equal Opportunity Employer

**W.A. Rasic Construction Company** is requesting bids from qualified and certified **Community Business Enterprise (CBE)** firms, including **Disadvantaged Business Enterprise (DBE), Women Business Enterprise (WBE)** and **Disabled Veteran Business Enterprise (DVBE)** Subcontractors and material Vendors / Suppliers for the following project:

**Sun Valley Watershed Upper  
Storm Drain System, Phase 1  
Project ID: FCC0001221  
Location: Los Angeles, Ca**

**Owner: Los Angeles County Public Works  
Bid Date: December 15, 2020 at 11:00 AM**

**Estimated Bid Value: \$9-14M**

**W.A. Rasic Construction is requesting quotes from certified firms above for subcontractors and suppliers for the following, but not limited to, scopes of work:**

Shoring Engineering, Survey, SWPPP Development, Video Recording of Existing Conditions, Trucking (Soil Disposal), CPM Scheduling, Aggregate Material Suppliers, Pipe Supplier, Precast Concrete, Asphalt Paving, Minor Concrete, Structural Concrete, Sawcutting, Fencing, Rebar, Miscellaneous Metals, Paintings & Coatings and Electrical

All Subcontractors must be licensed in the State of California at the time of bid and have a valid DIR Registration Number. W.A. Rasic is a Union Signatory Contractor to all Building Trades and thus any subcontractor must be signatory or willing to sign a project labor agreement. Subcontractors and suppliers are advised to submit their quotes 2 working days before the Prime's bid due date for evaluation and completion of all necessary forms to submit with our bid. Please use the following Drop Box link containing the Plans and Specifications which are available at no cost. <https://www.dropbox.com/sh/s2pg9z94jd7eatx/AAC1xb9Dw3KD9mwFqqkhhR8a?dl=0> Plans and Specifications are also available at no cost for review from 8:00 am to 4:00 pm, Monday through Friday at our office located at 4150 Long Beach Blvd., Long Beach, CA 90802. Assistance in obtaining bonds, lines of credit, insurance, equipment, supplies, materials or related services are available to all firms. W.A. Rasic is also willing to break any work items down into smaller categories or quantities and we can also arrange delivery schedules in order to facilitate maximum subcontractor and supplier participation. Please contact Mariah Medina via phone (562) 928-6111 or email ([mmedina@warasic.com](mailto:mmedina@warasic.com)) if you have any questions or require further assistance.



# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

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

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

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

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

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

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

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

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

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

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

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

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

## DESILVA GATES CONSTRUCTION

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

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

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

Disadvantaged Business Enterprise Goal Assigned is 28%

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

**REVISED BID DATE:  
 December 22nd, 2020 @ 2:00 P.M.**

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

**Bridge, Clearing and Grubbing/Demolition, Electrical, Erosion Control, Fencing, Minor Concrete, Minor Concrete Structure, Reinforced Concrete Pipe/Jacked Reinforced Concrete Pipe/Corrugated Metal Pipe, SWPPP Prep Water Pollution Control Plan Prepare, Tree Removal/Trimming, Underground, Trucking, Water Trucks, Street Sweeping, Imported Borrow, Class 2 Aggregate Base Material, Hot Mix Asphalt (Type A) Material.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 3855 N Freeway Blvd. Suite 100, Sacramento, CA 95834, or reviewed and downloaded from the DeSilva Gates ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd). Prospective Bidders or Interested Parties (including prospective Subcontractors of any tier) who are not currently registered on the BART Procurement Portal to do business with BART are required to register on the BART Procurement Portal on line at [www.suppliers.bart.gov](http://www.suppliers.bart.gov) in order to download the Contract Documents and then submit the completed Contract Documents' Order Form to the District Secretary's Office, San Francisco Bay Area Rapid Transit District, 300 Lakeside Drive, Oakland, California 94612.

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

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

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

## DESILVA GATES CONSTRUCTION

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

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

**CALTRANS ROUTE 880 - CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY IN SAN LEANDRO AT WASHINGTON AVENUE OVERCROSSING**

Contract No. 04-4J7304,  
 Federal Aid Project No. ACHSIM-8801(911)  
 Disadvantaged Business Enterprise Goal Assigned is 15%

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

**BID DATE: DECEMBER 15, 2020 @ 2:00 P.M.**

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

**CONSTRUCTION AREA SIGNS, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, HYDROSEEDING, K-RAIL SUPPLIER, LEAD COMPLIANCE PLAN, MINOR CONCRETE, OBJECT MARKERS, ROADSIDE SIGNS, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TESTING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

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

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

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

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

## DESILVA GATES CONSTRUCTION

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

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

**BETHANY DAMS RESTORATION AND RODENT BURROW PREVENTION  
 Contract No. C51612, Specification No. 20-20  
 Small Business Enterprise Goal Assigned is 25%  
 Disabled Veteran Business Enterprise  
 Participation Incentive is 3%**

**OWNER:  
 STATE OF CALIFORNIA  
 DEPARTMENT OF WATER RESOURCES  
 1416 Ninth Street, Room 418,  
 Sacramento, CA 95814**

**BID DATE: DECEMBER 16, 2020 @ 4:00 P.M.**

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

**CLEARING AND GRUBBING/DEMOLITION, CRACK SEALING, ELECTRICAL, EMULSION SUPPLIER, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, FENCING, GROUTING, HYDROSEEDING, MINOR CONCRETE, PAVEMENT MILLING, PILING, ROADSIDE SIGNS, ROCK SLOPE PROTECTION SUPPLIER, SAWCUTTING, SHORING, SLURRY SEAL, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TESTING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL/ENGINEER, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING.**

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site.

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

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

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

## With SBE you can:

**FIND**  
 Subcontractors, Vendors,  
 and Suppliers

**REACH**  
 Diverse Audiences

**ADVERTISE**  
 Sub-Bid Request Ad  
 Public Legal Notices  
 Job Listings

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



# 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:  
Contra Costa County Public Works Dept.  
255 Glacier Drive, Martinez, CA

Hayward Maintenance Complex (Phase 2)  
Civil Grading

San Francisco Bay Area Rapid Transit District  
Contract No. 01RQ-102

**REVISED BID DATE: December 22, 2020 @ 2:00 PM**

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

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

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



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

REQUEST FOR **DBE**  
SUBCONTRACTORS AND SUPPLIERS FOR:  
Roadway excavation, HMA, and modifying  
electrical systems

Hwy 880 San Leandro  
Caltrans #04-4J7304

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

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

Jason Martin (510-809-3432) jmartin@ocjones.com is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the 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: Greg Souder

REQUEST FOR **DBE**  
SUBCONTRACTORS AND SUPPLIERS FOR:  
Replace bridge deck and approach slabs  
Hwy 880 Fremont

Caltrans #04-0J5304

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

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

Greg Souder (510-809-3430) gsouder@ocjones.com is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the 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: Donat Galicz

REQUEST FOR **DBE**  
SUBCONTRACTORS AND SUPPLIERS FOR:  
Castro Ranch Road Rehabilitation Project  
Surface Transportation Program

City of Richmond

Federal Aid Project No.: STPL 5137(052)

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

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Clearing & Grubbing, Water Pollution Control, Traffic, Pedestrian, and Bicycle Control, Construction Area Signs, Changeable Message Boards, Adjust Utilities, Minor Concrete, HMA Swale Drainage Improvement, Storm Drain Inlet, Cold Milling Asphalt Pavement, Grind Asphalt Concrete, AC Dike, Striping and Markings, Paint Curb, Flexible Bollards, "Armado" Road Divider, Pavement Marker, Wood Retaining Wall, Midwest Guardrail System, Signs and Signposts, Rectangular Flashing Beacon, Landscaping, and Construction Materials

Donat Galicz (510-809-3498) dgalicz@ocjones.com is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. This contract is subject to "Buy America" requirements. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business [http://www.calbizfinance.org/cal\\_cert\\_biz\\_program.html](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.

SMALL  
**BUSINESS**  
EXCHANGE

## How to Find and Apply for SBA Loans for Veterans Businesses?

Continued from page 3

EIDLs for businesses impacted by COVID-19 are attractive as far as business financing goes. They carry an interest rate of 3.75% (2.75% for nonprofits) and an SBA loan payment period of up to 30 years.

In addition, the CARES Act added an EIDL grant (advance) of up to \$10,000 that does not have to be repaid. The grant has been administered as \$1000 per employee.

Collateral is required for loans of \$25,000 or more, and a personal guarantee is required for

financing of \$200,000 or more. There will be a personal credit check for all loans, and a business credit check for loans above \$20,000, and borrowers must have acceptable credit.

EIDLs are not available through lenders. Like MREIDLs, you apply for one of these loans through the SBA's Disaster Assistance portal. (Note that currently the portal for COVID-19 EIDLs is closed to new loan applications except for certain agricultural businesses. The SBA is processing existing applications on a first-come, first-served basis.)

However, if your business is located in a federally declared disaster area (unrelated to COVID-19), you may be eligible for a Disaster Loan or EIDL. Disaster loans may cover physical damage to the business. You'll find helpful information on SBA.gov, or your local Small Business Development Center (SBDC), Veteran Business Outreach Center (VBOC), or SCORE chapter can provide assistance to help you understand disaster loan programs available to your business.

### SBA 7(a) Loan Program

Whether you're a military-owned business or not, 7(a) loans are a popular form of funding. SBA 7(a) loans are available to qualified borrowers looking to secure up to \$5 million in funding for working capital.

Visit this link for the full article:

[www.nav.com/blog/sba-loans-for-veterans-147533/](http://www.nav.com/blog/sba-loans-for-veterans-147533/)



# California Sub-Bid Request Ads



## Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601  
Phone: (510) 261-0466 • FAX (510) 261-0478  
Estimator: ERIC ALLRED  
Website: www.gallagherandburk.com

Gallagher & Burk, Inc. (GBI) is preparing a bid as a Prime Contractor for the project listed below:

### CASTRO RANCH ROAD REHABILITATION Federal Project No. STPL-5137(052)

Disadvantaged Business Enterprise Goal  
Assigned is 14%

OWNER: CITY OF RICHMOND,  
450 CIVIC CENTER PLAZA,  
RICHMOND, CA 94804

**BID DATE: DECEMBER 17TH, 2020 @ 2:00 P.M.**

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

AC DIKE, ADJUST IRON, CIR SUBCONTRACTOR, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, LANDSCAPING, MBGR, MINOR CONCRETE, ROADSIDE SIGNS, STRIPING, TESTING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, TRAFFIC CONTROL/ENGINEER, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25gallagherburk.com:f7pa55wd@pub.gallagherburk.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site [www.ci.richmond.ca.us/bids](http://www.ci.richmond.ca.us/bids).

Fax your bid to (510) 261-0478 to the attention of Estimator Eric Allred. If you have questions for the Estimator, call at (510) 261-0466. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (510) 261-0466, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). GBI is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

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



## Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601  
Phone: (510) 261-0466 • FAX (510) 261-0478  
Estimator: ERIC ALLRED  
Website: www.gallagherandburk.com

Gallagher & Burk, Inc. (GBI) is preparing a bid as a Prime Contractor for the project listed below:

### 19th STREET BART TO LAKE MERRITT URBAN GREENWAY PROJECT

Project No. 1003211

Federal Project No. ATPL-5012(144)

Disadvantaged Business Enterprise Goal  
Assigned is 11%

OWNER: CITY OF OAKLAND - 1 Frank H.  
Ogawa Plaza, Room 104, Oakland, CA 94612

**BID DATE: DECEMBER 17, 2020 @ 2:00 P.M.**

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

ADJUST IRON, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, LANDSCAPING, MINOR CONCRETE, PAVING STONE, ROADSIDE SIGNS, STRIPING, SURVEY/STAKING, TESTING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, TRAFFIC CONTROL/ENGINEER, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25gallagherburk.com:f7pa55wd@pub.gallagherburk.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site.

Fax your bid to (510) 261-0478 to the attention of Estimator Eric Allred. If you have questions for the Estimator, call at (510) 261-0466. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at [www.dir.ca.gov/Public-Works/PublicWorks.html](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (510) 261-0466, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). GBI is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

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



## GRANITE CONSTRUCTION COMPANY

Is requesting DBE quotes for the following Project:

Ninth Street Improvements From Beale Avenue To Ash Avenue

(Contract No. 116.481E)

Project Owner: City of Holtville

Estimator: Sibel Salazar • Phone: 760-391-6275 • Email: [Sibel.salazar@gcinc.com](mailto:Sibel.salazar@gcinc.com)

**Bid Date: 12/22/2020 at 2:00 PM**

Please Fax Quotes to: (760) 775-8229

**General work description:** Contract No. 116.481E - Installation of P.C.C. sidewalk, driveway, curb and gutter and cross gutter, ARHM pavement improvements and minor drainage facility improvements along Ninth Street from Beale Avenue to an approximate distance of 1,000 feet easterly within the City of Holtville.

Plans and specifications can be accessed at no cost at:

[https://holtgroupca-my.sharepoint.com/:f/g/personal/fumi\\_theholtgroup\\_net/EhKxRsWRwEFJhKXslUgvm4BT559XtP9M0mTWu7xObG5mw?e=35Hsbq](https://holtgroupca-my.sharepoint.com/:f/g/personal/fumi_theholtgroup_net/EhKxRsWRwEFJhKXslUgvm4BT559XtP9M0mTWu7xObG5mw?e=35Hsbq). Additionally, plans and specifications can be viewed at our office located at: 38000 Monroe Street, Indio, CA 92203. Please call to make an appointment.

Granite Construction Company (Granite) is requesting quotes from qualified Subcontractors and Suppliers including Certified DBE firms for the following items of work, including but not limited to: B1420 Crushed & Broken Stone, B1440 Sand & Gravel, C0624 Petroleum, Oil, Lubricants Supplier, C0625 Sand & Gravel Supplier, C0639 Asphalt Supplier, C0651 Concrete & Cement Supplier, C0685 Pavement Markers Supplier, C0700 Construction Staking Supplier, C0800 Traffic Striping, Marking And Traffic Control Materials Supplier, C1201 Traffic Control System, C1211 Traffic Flaggers, C1522 Reset, Adjust Roadway Items, C1531 Plane Asphalt Concrete, C1532 Remove Concrete, C1901 Roadway Excavation, C1910 Grading, C2066 Temporary Erosion Control, C2602 Aggregate Base, C3901 Asphalt Concrete, C3910 Paving Asphalt (Asphalt Concrete), C5620 Roadside Sign, C7301 Concrete Curb & Sidewalk - Misc, C7602 Saw Cutting, C8405 Thermoplastic Traffic Striping & Marking, C8406 Painted Traffic Striping & Marking, C8407 Remove Pavement Marking & Traffic Stripes, C8501 Pavement Marker, C8723 Materials Testing Services, C8760 Land Surveyor, C9601 Super Dump Truck 4-Axle, C9602 Bottom Dump Trucking, C9603 Transfer Dump Truck, C9604 Super 10 Dump Truck, C9606 Water Truck, C9607 End Dump Truck, C9608 Asphalt Oil Tankers, C9609 Street Sweeping Truck, C9670 Truck Rental, C9771 Truck Broker, C9774 Trucker, C9980 Demolition, C9982 Construction Staking (Surveying).

Granite is an Equal Opportunity Employer and will work with any interested subcontractor to identify opportunities to break items into any economically feasible packages. We welcome quotes from qualified Minority Business Enterprise (MBE), Women Business Enterprises (WBE), Small Business Enterprises (SBE), Disadvantaged Businesses and other entities defined as socially and/or economically disadvantaged.

Assistance in obtaining bonding, insurance, equipment, materials and/or supplies is available upon request. Additionally, please contact us if you require any technical assistance. Quotations must be valid for same duration as specified by Owner for contract award. Granite intends to work cooperatively with all qualified firms seeking work on this project.

This project has a 13% DBE goal. In addition to request for participation from Certified DBE subcontractors and suppliers, Granite requests Non-DBE subcontractors to provide lower-tier DBE subcontractor and/or supplier participation. Bidders are encouraged to indicate lower-tier DBE participation, as it will be evaluated as part of their quote.

### Please include your Contractor License Number and DIR Registration Number on your quote

Granite Construction Company is signatory to Operating Engineers, Laborers, Cement Masons Teamsters and Carpenters unions. Granite may require 100% performance and payment bonds for the full amount of subcontract price. Granite Construction will assist with bonding costs for subcontractors. Additionally, The US Small Business Administration may also assist you in obtaining bonding, for more information please visit them at <http://www.sba.gov/content/contractors#>. Subcontractors must possess a current contractor's license, insurance and worker's compensation coverage meeting Granite's requirements and will be required to sign the standard Granite Subcontract Agreement. A copy of the insurance requirements and subcontract agreement are available upon request. The full agreement can be obtained by contacting Granite. Subcontractors must also be registered with a current DIR number.

### Granite Construction Company

38000 Monroe Street • Indio, CA 92203 • Phone (760) 775-7500 • Fax (760) 775-8229

Julia Hays • Email: [DCR.estimated@gcinc.com](mailto:DCR.estimated@gcinc.com)

## Mayor Garcetti launches "LA Optimized" to strengthen local small businesses

### Continued from page 1

digital marketing tools and strategies to scale diverse small businesses and organizations — bridging the digital divide and providing businesses owned or run by people of color with the ability to compete against the titans of industry. As Google's Digital Coach for the Los Angeles metropolitan area, Martinez enlists some of the city's most accomplished business minds to build stronger industries across the City.

"I am honored and privileged to be the next Entrepreneur-in-Residence for the City of

L.A.," said Martinez. "Now more than ever there is a need to bridge the digital divide to help small businesses. I'm excited to work with Mayor Garcetti's administration to spearhead programs that leverage partnerships with various tech, NGO, and community actors to assist our local businesses in growing and prospering regardless of the economic climate."

First launched in 2014, the EIR program is made possible with support from Ernst & Young LLP and the Mayor's Fund for Los

Angeles. It enlists business executives and expert entrepreneurs to work with the City to create exciting and powerful solutions that will lead to thoughtful policy, a growing workforce, and a stronger economy.

"We're proud to support the Entrepreneur-in-Residence program and this year's initiative to help provide small business owners with the knowledge and skills needed to thrive in the digital age," said Patrick Niemann, EY Greater Los Angeles Managing Partner. "This is a pivotal time for our fel-

low Angelenos, and we believe that digital transformation can unlock human potential and accelerate new and better ways of working to drive equitable economic growth."

Martinez began his EIR appointment on Friday, December 4th.

### SOURCE:

[www.lamayor.org/mayor-garcetti-launches-%E2%80%9C9C1a-optimized%E2%80%9D-strengthen-local-small-businesses](http://www.lamayor.org/mayor-garcetti-launches-%E2%80%9C9C1a-optimized%E2%80%9D-strengthen-local-small-businesses)

# How Construction Companies Can Overcome Barriers to Adopt AI & Robotics

■ Continued from page 1

## First Things First

Regardless of a firm's size, a construction company wanting to take its first steps into AI and robotics can start with some of the more mature technologies that are available. For example, using drones for aerial inspection of roofs, pipes, and more has become somewhat typical according to Jay Connolly, President and CEO of the construction management, developer, and planning and design company Connolly Brothers, and a speaker at the Robotics In Construction event. Although Connolly calls it a small company, Connolly Brothers has operated for 140 years in the industry, in part for its willingness to adapt over time, he says.

Another event speaker, Dan Linscott, Field Division Manager of the Boston-area commercial real estate company Cummings Properties, calls drone inspections a "game changer" for inspections. "You can get them in places you could never get a helicopter," he says.

A second opportunity is to adopt the offsite prefabrication of pieces to be installed on the jobsite, which can save time and cost, as well as increase worker safety because the prefabrication takes place in a controlled environment. In the Robotics In Construction keynote, Jim Lynch, Vice President & General Manager of Autodesk Construction Solutions, explained that this is part of the "industrialization of construction," which applies advanced manufacturing techniques to creating built environment elements. As such, it takes advantage of the efficiencies, precision, and data collection of robotics from technologies such as additive manufacturing and automating tasks like welding.

Construction firms can also use the Autodesk Construction Cloud to digitize, integrate, and optimize processes, Lynch says, and bring together workflows from designing and planning to building and operation. Doing so enables the platform's cloud computing AI to perform predictive analytics and risk mitigation.

## The Strategic Approach to AI

Skanska and Suffolk Construction, the two largest construction firms represented at the Robotics In Construction event, have enacted strategies to identify and evaluate robotics, AI, and other technology solutions, as well how best to implement them.

Skanska is a global construction management and development company headquartered in Sweden. Event speaker Mike Zeppieri, Director of Innovation Services, Skanska USA, works in the group that brought BIM and VDC (virtual design and construction) to Skanska as part its effort to drive the company's digitalization strategy. Zeppieri's group now explores all the various technologies disrupting construction, such as data analytics, reality capture, industrialized construction, drones and robotics. He says they are particularly interested

in robotics that can enforce some of Skanska's core values, such as safety, care-for-life, and sustainability. These would include for example exoskeletons and any other robotics that would not replace workers, but rather enhance their expertise and abilities by decreasing the physical toll on their bodies.

Raja Ghawa, Investment Associate of Suffolk Construction, a \$4 billion general contractor headquartered in Boston, explained that the company explores new technologies through several branches they call "pillars of innovation." The first of these, Suffolk CoLabs, has seven directors in seven cities across the US who collaborate with operational staff at more than 100 jobsites to find out their pain points and consider possible solutions to them. Suffolk CoLabs is tracking more than 60 technological solutions—many of them in the robotics and AI space—quantifying their results and measuring which of them will scale.

Suffolk's process with CoLabs has given the company enough practical insight to start Suffolk Technology, a corporate venture capital practice that by the end of 2020 will have invested in nine companies providing construction technology as a way for Suffolk to have "skin in the game" and share in the upside of some of the best solutions that Suffolk CoLabs has identified. For its latest effort, called Boost, Suffolk solicited applications from ConTech start-ups who wanted their most urgent challenge solved and chose five finalist companies to work with a Suffolk senior operational leader for a months to solve that problem. Those companies included Canvas, which uses robotics to automate drywall finishes, and Diamond Age, a robotic construction company that 3D prints homes.

## Connect and Collaborate

Construction companies that are interested in robotics and AI but don't like what they see in the marketplace can also try just asking for what they'd rather have. Virtually all the parties involved at the Robotics In Construction event encouraged increased dialog between construction companies, robotics companies, and software providers like Autodesk to pinpoint how robotics and AI solutions can best address the specific needs of the construction industry, so that these automated systems are not "technology in search of a problem," as Zeppieri put it.

He and Ghawa both cited a strong ROI position as a major factor holding up the adoption of robotics and AI in construction. Robotics creators could begin to alleviate that concern by making specialized construction systems. For example, instead of offering to put robots on scissor lifts, which Zeppieri said are part of the safety problem, why not replace the scissor lifts altogether with a rail system and many smaller robots swarming along the rails performing tasks?

Linscott also presented several very specific opportunities for jobsite robots, such as a ro-

bot for auto-welding corrugated metal decking for roofs and floors, a slab saw cutting machine, a line painter for parking lots, and a robot washer for exterior facade glass.

In general, Connolly recommended that ConTech companies break down all the disparate processes of construction, such as site work, concrete, steel, drywall, plumbing, electrical, etc. and look for ways to standardize and improve the process for safety, efficiency, cost reduction, and ease of labor. He says that has already worked for subcontractors in the concrete foundation industry, a field formerly very entrenched in old methods that now is roboticized and takes a fraction of the time to complete.

Connolly encouraged ConTech firms to work with companies like his on their ideas. In fact, Connolly Brothers already collaborates with one of the many start-ups that presented their technology at Robotics In Construction: Human Dynamics, which makes tele-operated Drobot drones for accessing any high places and performing gripping and manipulation tasks.

The other presenting start-ups are also pursuing human-enhancing or task-specific applications for construction sites:

- Ascend Robotics makes autonomous precision coating and spray painting systems.
- Dephy makes industrial exoskeletons for assisting repetitive lifting and power tool operation.
- FLX Solutions' snake-like, one inch in diameter FLX BOT is designed to access spaces that people and other robots cannot to perform customizable actions and inspections.
- Hyperion Robotics provides automated concrete 3D printing with an eye toward sustainability.
- NeXtera Robotics created an operating system for industrial robots, as well as construction robots for panelization, dry wall installation, and laser scanning and layout.
- Vita Inclinata's Load Stability System (LSS) gives crane operators safe, adaptive, and self-contained rotational and swing control of all types of suspended loads, even in adverse weather conditions.
- Watertower Robotics aims to save wasted water with its soft robots that inspect water pipes.

With the continued cooperation and collaboration between the start-up community, construction companies, and software developers, the construction industry can continue to take advantage of the massive potential of AI and robotics where it's needed most.

## SOURCE:

<https://constructionblog.autodesk.com/adopt-ai-robotics-construction/>

# Coca-Cola Commits \$500M to Black-Owned Businesses

[ Article was originally posted on [www.suppliertynews.com](http://www.suppliertynews.com) ]

The Coca-Cola Company has committed to spending at least \$500 million with Black-owned businesses over the next five years. The company aims to provide growth and economic empowerment opportunities to Black entrepreneurs and innovators.

According to Vice President of Global Supplier Diversity Terrez Thompson, enabling a spirit of resilience is part of the Coca-Cola DNA. He also said the events of 2020 motivated them to exponentially expand what they do to help Black-owned businesses.

The financial commitment will primarily be used to support the National Minority Supplier Development Council's (NMSDC) "In This Together" campaign. The initiative includes providing minority business enterprises (MBEs) with direct access to Payroll Pro PPP funds, eliminating the startup capital and racial wealth gap, supporting MBEs impacted by the COVID-19 pandemic, establishing the NMSDC Academy and accelerating the NMSDC Business Consortium Fund.

In addition to its commitment to the "In This Together" campaign, Coca-Cola expanded its Women of Color initiative. Also, its participants in its Supplier Development training program that helps diverse suppliers competitively pursue business opportunities has increased from five to 19.

## SOURCE:

<https://suppliertynews.com/2020/09/08/coca-cola-commits-500m-to-black-owned-businesses/>

SMALL BUSINESS EXCHANGE

## BUSINESS

If you have articles or press release you want to publish in our newspaper. You can email Nabil Vo at [nvo@sbeinc.com](mailto:nvo@sbeinc.com)



Visit link below for moer articles and press release  
<http://www.sbeinc.com/resources/news.cfm>



# Public Legal Notices



## CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

**Contract No.: 1000015751**  
**Sourcing Event ID No.: 000002757**  
**PW SAFER TAYLOR ST**  
**Safer Taylor Street**

Bids shall be submitted online via ShareFile until **2:30:00 p.m. on January 13, 2021**, after which the bid opening will be conducted live online via Microsoft Teams. Contract Administration will email the Microsoft Teams meeting information to all Plan Holders approximately 24 hours prior to Bid opening. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at <https://bsm.sfdpw.org/ContractAdmin/Login.aspx>. Please visit the Contracts, Bids and Payments webpage at <https://stgint.sfdpw.org/Pages/Contract.aspx> for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located along Taylor Street from Turk Street to Ellis Street and at the intersection of Geary Street and Taylor Street in San Francisco, California, and consists of pavement renovation, curb ramp and bulb-out construction, sewer replacement, environmental, structural, subsidewalk basement, electrical, traffic signal, street and pedestrian lighting, landscape, streetscape, traffic control, and all related work. The time allowed for completion is 720 consecutive calendar days. The Engineer's estimated cost is approximately \$10,500,000. For more information, contact the Project Manager, at 628-271-2446 or 415-290-8929 or [Flora.Law@sfdpw.org](mailto:Flora.Law@sfdpw.org).

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

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

This Project shall incorporate the required partnering elements for Partnering Level 3. Refer to Section 01 31 33 for more details.

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

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits contracting in states with laws that allow discrimination. The City is prohibited from entering into any contract with a Contractor that has its United States headquarters in a state on the Covered State List or where any or all of the work on the contract will be performed in any of those states on the Covered State List. Administrative Code Chapter 12X and a list of states on the Covered State List can be found at: <http://sfgsa.org/chapter-12x-anti-lgbt-state-ban-list>.

The Specifications include liquidated damages. Contract will be on a Unit Price basis. Progressive payments will be made.

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

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 25%. Contact Selormey Dzikunu at 415-939-9339 or [Selormey.Dzikunu@sfdpw.org](mailto:Selormey.Dzikunu@sfdpw.org) for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Par-

ticipation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid meeting will be held by conference call on Thursday, December 10, 2020 starting at 11:00 a.m.

Refer to Section 00 21 13 Appendix B for a guide to joining a Microsoft Teams meeting. Microsoft Teams meeting Join on your computer or mobile app Click here to join the meeting [https://teams.microsoft.com/dl/launcher/launcher.html?url=%2F\\_%23%2F1%2Fmeetupjoin%2F19%3Ameeting\\_Yjk0OWQ0YzgtMGU4Ny00ZDM3LWJmZDgtZWYzYzU0M2E3OGUw%40thread\\_v2%2F0%3Fcontext%3D%2527b%2522Tid%2522%253a%25222d5c2cf-ce3e-443d-9a7fdffc0231f73f%2522%252c%25220id%2522%253a%25225b76e256-e24f-4930-86c7-e905119fe732%2522%257d%26anon%3Dtrue&type=meet-up-join&deeplinkId=fbfed1f4-1c07-4722-bd61-8cf0cf073b67&directDI=true&msLaunch=true&enableMobilePage=true&suppressPrompt=true&promptSuccess=true](https://teams.microsoft.com/dl/launcher/launcher.html?url=%2F_%23%2F1%2Fmeetupjoin%2F19%3Ameeting_Yjk0OWQ0YzgtMGU4Ny00ZDM3LWJmZDgtZWYzYzU0M2E3OGUw%40thread_v2%2F0%3Fcontext%3D%2527b%2522Tid%2522%253a%25222d5c2cf-ce3e-443d-9a7fdffc0231f73f%2522%252c%25220id%2522%253a%25225b76e256-e24f-4930-86c7-e905119fe732%2522%257d%26anon%3Dtrue&type=meet-up-join&deeplinkId=fbfed1f4-1c07-4722-bd61-8cf0cf073b67&directDI=true&msLaunch=true&enableMobilePage=true&suppressPrompt=true&promptSuccess=true)

Or call in (audio only) +1 415-906-4659, 938820359# United States, San Francisco Phone Conference ID: 938 820 359#

For information on the City's Contractor Development Program, call (415) 986-3999 or email [bond@imwis.com](mailto:bond@imwis.com).

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

Class "A" license required to bid.

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

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with Administrative Code Chapter 12P, Minimum Compensation Ordinance. In addition, the San Francisco Citywide Project Labor Agreement (PLA) became effective on July 14, 2020. This Contract is a Covered Project and Bidders are advised that the PLA is incorporated into the contract documents. More information about the PLA can be found at: <https://sfgov.org/olse/citywide-project-labor-agreement>.

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

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

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

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

12/10/20  
CNS-3421798#  
SMALL BUSINESS EXCHANGE

## OAKLAND UNIFIED SCHOOL DISTRICT

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

### REQUEST FOR STATEMENT OF QUALIFICATIONS AND FEE PROPOSALS (RFQ/P) SITE SURVEY SERVICES

**For the Laurel Child Development Center located at  
3825 California Street, Oakland, CA 94619  
And various Measure Y Bond Program School Sites  
RFP issued December 9, 2020**

The Oakland Unified School District ("District") is requesting proposals from experienced firms, partnerships, corporations, associations, persons or professional organizations ("Consultants") to provide site survey services associated with the construction of a new child development building and site improvements at the Laurel Child Development Center and to create a pre-qualified pool of surveyors for future Measure Y Bond Program school projects.

The District educates approximately 36,000 students at eighty-three (83) school sites located in the City of Oakland; in addition there are 13,300 students in Oakland public charter schools with 33 charter schools in District authorized facilities. Voters within the District have overwhelmingly supported the modernization and reconstruction of the District's schools. The District is about to commence the capital program as a part of the Measure Y Bond ("Measure Y Program") passed in November 2020 and has ongoing need for assistance with the planning, pre-design, design and construction phases of work on major renovation/reconstruction of its elementary, secondary and high schools. Attached to this Request for Qualifications/Proposals ("RFQ/P") is the District's List of Bond Projects as reflected in the approved bond measure that highlights the scopes and estimated costs of Measure Y Program projects (see Attachment 1).

Interested firms are invited to submit a completed Statement of Qualifications ("SOQ") along with the Fee Schedule Proposal (collectively "RFQ/P Packet") as described below, with one (1) unbound wet-signed original, five (5) bound copies and a PDF version on a flash drive of requested materials to:

Oakland Unified School District  
Tadashi Nakadegawa, Acting Deputy Chief  
Department of Facilities Planning and Management  
955 High Street, Oakland, CA 94601

Oral, telegraphic, facsimile or telephone RFQ/P Packets will not be accepted. RFQ/P Packets received after this date and time will not be accepted and returned unopened. The District reserves the right to waive any informalities or irregularities in the RFQ/P Packets. The District also reserves the right to reject any and all RFQ/P Packets.

Due to the circumstances caused by the Covid-19 pandemic, the District will accept electronic Proposals sent via email in lieu of hard copies. Proposals received by the District no later than 2:00 PM (Pacific Standard Time) on January 6, 2021 via email will be accepted.

If you have any questions regarding this RFQ/P and/or submitting proposal electronically, please email Kenya Chatman at [kenya.chatman@ousd.org](mailto:kenya.chatman@ousd.org) and cc: to Coland Jang at [coland.jang@ousd.org](mailto:coland.jang@ousd.org).

### LOCAL, SMALL LOCAL AND SMALL LOCAL RESIDENT BUSINESS ENTERPRISE

PROGRAM The Local Business Utilization Policy requires that there is a mandatory fifty percent (50%) LBU participation with a 25% or less Local Business (LBE) participation and a 25% or more Small Local or Small Local Resident Business (SLBE/SLRBE) participation for all capital program/construction-related contracts and professional services agreements. The full version of OUSD's latest Local, Small Local and Small Local Resident Business Enterprise Program can be found by going to the OUSD home page: [ousd.org](http://ousd.org)> Offices and Programs> Facilities Planning & Management Department> For Contractors and Developers> Bids and Requests for Proposals> Bid Information> 2014 Amendment to Local Business Participation Policy.

## DEPARTMENT OF MOTOR VEHICLES (DMV)

**Project No. 20-183 – Roof Replacement at  
the San Mateo DMV Field Office**

Provide the Dept of Motor Vehicles (DMV) all labor, tools, materials, equipment, and travel necessary to perform removal and installation of a new roof at the San Mateo DMV Field Office. The Contractor is responsible for field verifying all dimensions and existing site conditions pertinent to this Agreement.

Mandatory pre-bid conference at 425 North Amphlett Blvd., San Mateo, CA 94401, on January 5, 2021 at 10:00 a.m. Contractors are to meet at DMV's flag pole. Contractor must possess a valid C-39 license issued by the California Dept. of Consumer Affairs, Contractors State License Board (CSLB). Successful bidder shall furnish all applicable bonds (e.g. Bidder's Bond) and must pay prevailing wages. Awarded contractor shall be required to provide Payment Bond (estimate \$314,000).

**Final Date for Bid Submission: January 26, 2021  
at 3:00 p.m.**

**Bid Opening: January 27, 2021 at 10:00 a.m.**

Contact: To obtain a bid package, please download the bid package from <http://www.caleprocure.ca.gov>.

12/10, 12/17/20  
CNS-3422718#  
SMALL BUSINESS EXCHANGE

## SANTA VALLEY WATER DISTRICT (VALLEY WATER)

**NOTICE TO PROSPECTIVE PROPOSERS  
REQUEST FOR PROPOSALS (RFP)  
CAS FILE NO. 5165**

### DEFERRED COMPENSATION PLAN FINANCIAL ADVISOR

Santa Valley Water District (Valley Water) is seeking proposals from qualified consulting firms to provide on-going Financial Advisor support for the Deferred Compensation Plan Financial Advisor Project. Parties interested in obtaining a copy of this RFP may do so by accessing the Valley Water's web portal at <http://cas.valleywater.org/>. All parties are asked to register on the Contract Administration System (CAS), to be automatically notified of any changes to the RFP document. Proposals are due by 2:00 p.m. on January 5, 2021 as specified in the RFP Schedule. All questions regarding this solicitation must be submitted by email to Diana Ruiz Ramirez at [druiz@valleywater.org](mailto:druiz@valleywater.org) no later than the date specified in the RFP Schedule.



## 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

**Download OUTREACH ORDER FORM:**  
[www.sbeinc.com/services/diversity\\_outreach.cfm](http://www.sbeinc.com/services/diversity_outreach.cfm)



# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391946

Fictitious Business Name(s):  
**Berkeley Academy of Music**  
Address  
671 Ashbury Street, San Francisco, CA 94117  
Full Name of Registrant #1  
**Kimiyo Naomi Sanchez**  
Address of Registrant #1  
671 Ashbury Street, San Francisco, CA 94117

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-15-2020**

Signed: **Kimiyo Naomi Sanchez**

This statement was filed with the County Clerk of San Francisco County on **11-30-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**11-30-2020**

12/03/20 + 12/10/20 + 12/17/20 + 12/24/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391974

Fictitious Business Name(s):  
**DL Management Properties**  
Address  
437 Hyde Street, San Francisco, CA 94109  
Full Name of Registrant #1  
**Kevin Luu**  
Address of Registrant #1  
215 Red Rock Way, J208, San Francisco, CA 94131

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **04-15-2020**

Signed: **Kevin Luu**

This statement was filed with the County Clerk of San Francisco County on **12-02-2020**

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

Filed: **Maribel Jaldon**  
**Deputy County Clerk**  
**12-02-2020**

12/03/20 + 12/10/20 + 12/17/20 + 12/24/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391878

Fictitious Business Name(s):  
**Dragonbird Consulting**  
Address  
400 Beale Street, Apt #1505, San Francisco, CA 94105  
Full Name of Registrant #1  
**Judy Yuxiao Chen**  
Address of Registrant #1  
400 Beale Street, Apt #1505, San Francisco, CA 94105

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-01-2020**

Signed: **Judy Yuxiao Chen**

This statement was filed with the County Clerk of San Francisco County on **11-17-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**11-17-2020**

11/25/20 + 12/03/20 + 12/10/20 + 12/17/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391938

Fictitious Business Name(s):  
**Lord Stanley**  
Address  
2065 Polk Street, San Francisco, CA 94109  
Full Name of Registrant #1  
**Mottainai LLC (CA)**  
Address of Registrant #1  
1811 Pierce Street #2, 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 **06-11-2015**

Signed: **Carrie Blease**

This statement was filed with the County Clerk of San Francisco County on **11-24-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**11-24-2020**

12/03/20 + 12/10/20 + 12/17/20 + 12/24/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391948

Fictitious Business Name(s):  
**Rise Chiropractic**  
Address  
425 Divisadero Street, Suite 205, San Francisco, CA 94117  
Full Name of Registrant #1  
**James Chae Park**  
Address of Registrant #1  
1640 Golden Gate Avenue #2, San Francisco, CA 94115

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-15-2020**

Signed: **James C. Park**

This statement was filed with the County Clerk of San Francisco County on **11-30-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**11-30-2020**

12/10/20 + 12/17/20 + 12/24/20 + 12/31/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391918

Fictitious Business Name(s):  
**Smart Property Photography**  
Address  
965 Teresita Blvd., San Francisco, CA 94127  
Full Name of Registrant #1  
**Jesse Coleman**  
Address of Registrant #1  
965 Teresita Blvd., San Francisco, CA 94127

This business is conducted by **A General Partnership**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-25-2020**

Signed: **Jesse Coleman**

This statement was filed with the County Clerk of San Francisco County on **11-19-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**11-19-2020**

11/25/20 + 12/03/20 + 12/10/20 + 12/17/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391945

Fictitious Business Name(s):  
**The Garden**  
Address  
3638 Sacramento Street, San Francisco, CA 94118  
Full Name of Registrant #1  
**Anne Haskett Miller**  
Address of Registrant #1  
1020 Shotwell Street, San Francisco, CA 94110

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-01-2020**

Signed: **Anne Haskett Miller**

This statement was filed with the County Clerk of San Francisco County on **11-30-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**11-30-2020**

12/10/20 + 12/17/20 + 12/24/20 + 12/31/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391789

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

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

Signed: **Vance Tuneberg**

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

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

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

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

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391848

Fictitious Business Name(s):  
**Trinity Roots Wellness**  
Address  
3638 Sacramento Street, San Francisco, CA 94118  
Full Name of Registrant #1  
**Danielle L. Shields**  
Address of Registrant #1  
109 Columbia Avenue, Mill Valley, CA 94941

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: **Danielle L. Shields**

This statement was filed with the County Clerk of San Francisco County on **11-12-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**11-12-2020**

11/25/20 + 12/03/20 + 12/10/20 + 12/17/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391949

Fictitious Business Name(s):  
**Living Healthy Physical Therapy**  
Address  
970 Duncan Street, Apt #305F, San Francisco, CA 94131  
Full Name of Registrant #1  
**Kylie Rowe**  
Address of Registrant #1  
970 Duncan Street, Apt #305F, San Francisco, CA 94131

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-17-2018**

Signed: **Kylie E. Rowe**

This statement was filed with the County Clerk of San Francisco County on **11-30-2020**

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**11-30-2020**

12/10/20 + 12/17/20 + 12/24/20 + 12/31/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391982

Fictitious Business Name(s):  
**Tru Piscean Candle Company**  
Address  
50 Reardon Road Apt #311, San Francisco, CA 94124  
Full Name of Registrant #1  
**Patrice Crowell**  
Address of Registrant #1  
50 Reardon Road Apt #311, San Francisco, CA 94124

This business is conducted by **An Individual**  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-23-2020**

Signed: **Patrice Crowell**

This statement was filed with the County Clerk of San Francisco County on **12-03-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**12-03-2020**

12/10/20 + 12/17/20 + 12/24/20 + 12/31/20

## FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391854

Fictitious Business Name(s):  
**#1. Last Minute Gear**  
**#2. Drill Me Now**  
Address  
563 Sutter Street, San Francisco, CA 94102  
Full Name of Registrant #1  
**Catchbright, LLC (CA)**  
Address of Registrant #1  
563 Sutter Street, San Francisco, CA 94102

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

Signed: **Shuyu Dong**

This statement was filed with the County Clerk of San Francisco County on **11-12-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**11-12-2020**

12/03/20 + 12/10/20 + 12/17/20 + 12/24/20

## FICTITIOUS BUSINESS NAME STATEMENTS

### FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391932

Fictitious Business Name(s):  
**Kelsy Marie Design**  
Address  
**949 Brussels Street, San Francisco, CA 94134**  
Full Name of Registrant #1  
**Kelsy Marie Harms**  
Address of Registrant #1  
**949 Brussels Street, San Francisco, CA 94134**

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

Signed: **Kelsy Harms**

This statement was filed with the County Clerk of San Francisco County on **11-24-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**11-24-2020**

12/10/20 + 12/17/20 + 12/24/20 + 12/31/20

### FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0391917

Fictitious Business Name(s):  
**Borderless Wine Alliance**  
Address  
**450 Vicksburg Street, San Francisco, CA 94114**  
Full Name of Registrant #1  
**Borderless Wine LLC (CA)**  
Address of Registrant #1  
**450 Vicksburg Street, San Francisco, CA 94114**

This business is conducted by **An Individual**.  
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08-01-2020**

Signed: **Peter Weltman**

This statement was filed with the County Clerk of San Francisco County on **11-19-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**11-19-2020**

11/25/20 + 12/03/20 + 12/10/20 + 12/17/20

### FICTITIOUS BUSINESS NAME STATEMENT File No. 2020-0392012

Fictitious Business Name(s):  
**Noriega Mortgage**  
Address  
**1643 Noriega Street, San Francisco, CA 94122**  
Full Name of Registrant #1  
**Jake Ng**  
Address of Registrant #1  
**916 Ortega Street, 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 **Not Applicable**

Signed: **Jake Ng**

This statement was filed with the County Clerk of San Francisco County on **12-08-2020**

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

Filed: **Giselle Romo**  
**Deputy County Clerk**  
**12-08-2020**

12/10/20 + 12/17/20 + 12/24/20 + 12/31/20



# California Sub-Bid Request Ads

## REQUESTING SUB-BIDS

From All Qualified **Small Businesses** (**SBE, \*WBE, VOSB, SDVOSB and HUBZone**) Subcontractors/Sub-consultants/Suppliers/Vendors registered as a small business for:  
**N62473-16-D-1852 X023, Repairs to the NOTS Pier and Timber Rail on the Wilson Cove Pier on SCL**

Owner: NAVFAV Southwest

Period of Performance is 225 calendar days for NOTS Pier & 255 calendar days for Wilson Cove Pier

Reyes Construction is requesting quotes from **Subcontractors:** Barges, Divers and Quality Control

**Vendors/Suppliers:** Misc. Stainless Steel, Temp Fence, BMP, Misc. Marine Supplies (Bumpers, Cleats), Friction Collars

**BID DATE: December 18th at 2PM**

### REYES CONSTRUCTION, INC.

State License Number 507561  
1383 South Signal Drive, Pomona, CA 91766  
Phone: 909-622-2259 • Fax: 909-622-3053  
Contact: Estimating Mon-Fri 8am-5pm

Assistance will be available for obtaining Bonds, Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

\*Women owned businesses must register on SAM.GOV as a WOSB before being issued a subcontract.

Plans and Specifications can be obtained via iSqt or Sharefile, send your requests to Brenda Martinez at

[estimating@reyesconstruction.com](mailto:estimating@reyesconstruction.com)

Please email quotes to

[estimating@reyesconstruction.com](mailto:estimating@reyesconstruction.com)

## BCCI Construction LLC

An Equal Opportunity Employer, is requesting quotations from all qualified **SBE** subcontractors and material suppliers for the following project:

**Lawrence Livermore National Laboratory**

**New B321G Manufacturing Facility**

**Owner: Lawrence Livermore National Security**

Description of Work

321G manufacturing building is a new building and an expansion of the existing manufacturing building. B321G is approximately 8,638 SF High Bay Building, housing manufacturing adjacent to an approximate 1,486 SF connector to the northwest of existing B321C and approximately 1130 SF utility enclosure, housing mechanical, electrical and fire riser rooms. The building as envisioned is a 1 story slab on grade structure with a raised slab to align with 321C Building slab elevation. Utility upgrades are required to support the new building and addition. Site improvements include new pathways, landscaping, parking area with EV Charging station, site lighting, and on site bio swale type rain water treatment.

**Bid Due Date:**

**BCCI is requesting Subcontractor bids on 12/23/20**

The GC bid is due Tuesday, January 5, 2021 at 9:00am. BCCI may not be able to process and accept sub bids turned in just before the final bid date.

We are requesting bids from certified SBE Subcontractors and suppliers for the following trades:

Underground Site utilities, Underground Distribution Systems, Underground Fire Line, Earthwork, AC Paving & Striping, PCC Paving, Landscape & Irrigation, CIP Concrete/Reinforcing, Structural Precast, Structural Steel, Metal Deck, Misc. Fab. & handrail, Rough Carpentry, Casework, Insulation, Waterproofing, PVC Roofing, Sheet Metal/Rainscreen/skylights/Arch., Louvers, Sealants, Doors & Frames, Access panels, Glazing/Storefront/mirrors, Drywall/Metal Stud Framing, Ceramic Tile, Acoustical Ceilings, Resilient/Carpet/Flooring, Painting, Signage, Toilet Part./Access., Fire Extinguishers/Cabinets, HVAC (Wet&Dry), Automatic Fire Sprinkler System, Plumbing, HVAC, Electrical, Fire Alarm, Tel/Data/Communications

Note that BCCI is signatory with the Carpenters' and Laborers' Unions.

Please email Mirna Zappin [mirna.zappin@bcciconst.com](mailto:mirna.zappin@bcciconst.com) for access to documents on Building Connected.

For scope related questions, please email Estimator Derryl Bagalay [Derryl.bagalay@bcciconst.com](mailto:Derryl.bagalay@bcciconst.com)

Small Business Enterprises (SBE): SBE status will be considered in the award of this work.

Please provide your SBE Certification letter with your bid. Please list the involvement of any suppliers or lower tier subcontractors that may be included in your bid as well as their SBE status. We are also accepting proposals from SB (Small Disadvantaged Business), WOSB (Women Owned Small Business) HZSB (Hubzone Small Business), VOSB (Veteran Owned Small Business, and SDVOSB (Service Disabled Veteran Owned Small Business). All SBE subs must also be registered with System for Award Management (SAM) database. [www.sam.gov](http://www.sam.gov)

## BCCI Construction LLC

1160 Battery Street, Suite 250 • San Francisco, CA 94111  
Phone: (415) 817-5146 Fax: (415) 995-6026



# Success Stories

## When Life Gives you Lemons, Make a Lemonade Start-up!



**andrea's**  
HEALTHY KITCHEN

Tatiana Pacheco had reached a fork in the road. She had been laid off and decided to take control of her financial future. Pacheco saw a need for healthier food options in her local community and decided to answer the call. Her home kitchen became her entrepreneurial headquarters for a thriving healthy food delivery service. With the SBDC's help, Pacheco Prepared Foods evolved into Andrea's Healthy Kitchen (AHK) – the first pressed juice bar in the city of El Monte.

### Challenges

Tatiana started her entrepreneurial adventure with a \$100 loan from her brother. With a lot of hard work, self-learning, and motivation, she transformed this small loan into a thriving home business. Soon, Tatiana realized she needed to move from Pacheco's home kitchen into a commercial-grade kitchen. Tatiana realized moving into a brick and mortar meant contracts, permits, business plans, and insurance. Pacheco needed wasn't sure how to proceed, and reached out to LA Small Business Development Center Business Advisors Claudia Shah and Karie Armstrong for help.

### Solutions

Shah was able to help guide Tatiana through the process from start to finish – by helping develop a business plan and translating numbers into options. What was the best long term solutions for the business? Karie Armstrong, SBDC Advisor with expertise in commercial leases, helped Tatiana understand whether she should rent or buy, and how to get the required permits.

### Results

Tatiana Pacheco can now add property owner and business owner to her list of accomplishments. With the SBDC's support, AHK is now a thriving local business in the city of El Monte. The business has been exponentially profitable over the last three years. AHK has repaid all personal loans and is currently investing in upgrades such as a Point of Sale system, refrigerators, and electronics to further enhance the experience of the customer.

Andrea's Healthy Kitchen is also a big supporter of small businesses. Pacheco pays it forward by helping other small vendors to showcase their merchandise at her location. She knows how hard it can be to start a small business and wants to help uplift her local community in any which way she can. Tatiana always implores them to reach out to the SBDC.

"We would call, and there was always a solution. There was never a no," is how Pacheco describes working with the SBDC and Claudia Shah.

### SOURCE:

<https://smallbizla.org/stories/when-life-gives-you-lemons-make-a-lemonade-start-up/>



# Business Toolkit

## 5 AI Trends Profoundly Benefiting Business Bottom Lines

Expert cites machine learning advancements creating immediate, actionable value to drive data literacy, elevate cognitive insights and increase profitability in kind

By Merilee Kern, MBA,

In today's tumultuous business-scape amid increasingly intricate, and often vexing, marketplace conditions, curating and mining data to drive analytics-based decision making is just no longer enough. For competing with maximum, sustained impact and mitigated opportunity loss, it's rapidly monetizing data that's now the name of the game—particularly when spurred by artificial intelligence (AI). Indeed, emerging AI methodologies are helping forward-thinking companies achieve and sustain true agility, fuel growth and compete far more aggressively than ever before.

AI is critical as a means toward those ends and also certainly with respect to aptly predicting, preparing and responding to prospective crises as with the COVID-19 pandemic the globe is currently immersed in. In fact, Gartner recently cited the need for "smarter, faster, more responsible AI" as its No. 1 top trend that data and analytics leaders should focus on—particularly those looking to "make essential investments to prepare for a post-pandemic reset." Novel coronavirus matters aside, Gartner underscored just how impactful AI will become, predicting that, "by the end of 2024, 75% of enterprises will shift from piloting to operationalizing AI, driving a 5X increase in streaming data and analytics infrastructures."

"To innovate their way beyond the post-COVID-19 world, data and analytics leaders require an ever-increasing velocity and scale of analysis in terms of processing and access to succeed in the face of unprecedented market shifts," said Rita Sallam, Distinguished VP Analyst, Gartner.

However, employing AI techniques like machine learning (ML) and natural language processing (NLP) to glean insights and render projections is simply no longer "enough" to get the job done—especially for organizations seeking to compete efficiently on a national, multi-national or global scale. Today's organizations must endeavor toward a culture of AI-driven data literacy that directly and positively influences their top and bottom lines.

"To help data monetization-minded enterprises better future-proof their operations and asset-amplify their data value chain, there are a few key ways to implement and elevate machine intelligence so that it's far smarter, faster and more accountable than protocols past," said Microsoft alum Irfan Khan, founder and CEO of CLOUD-SUFI—an AI solutions firm automating data supply chains to propel and actualize data monetization.

Below, Khan details five benefits of leveraging AI data-driven insights and technology in a way that will create actual and actionable value right now—the kind of insights that enable new and evolved business models and empower companies to increase both revenue and profitability.

### Manifesting new market opportunities

Today's machine learning capabilities allow people to sift through data that previously could not be accessed, all at speeds faster than ever before. Present technology offers the opportunity to wholly analyze image, spoken or written inputs rather than just numerical, helping companies better find connections across these diverse data sets. This generates and maximizes value in a number

of ways. Relative to the bottom and top lines, not only can it significantly reduce expenses, but it can also create new market opportunities. With COVID-19 as one recent example, algorithms speedily sifted through an extraordinary amount of data to identify diseases and potential cures that presented as similar, which allowed those methodologies to be readily tested against the coronavirus.

Machine learning advancements also help companies better monetize their data and establish new revenue streams. In the above example, of course patient information would not be shared or sold in any way, but other highly valuable data points can be gleaned. This includes determining that a certain drug is only effective on women between certain ages—critical insights for pharmaceutical developers and physicians.

Emerging AI data processing protocols are far more rapid than prior iterations of machine learning technology, as are the resulting solutions, discoveries and profit-producing results thereof.

### Reconcile emotions with actualities

Data generates value, which leads to the generation of money. It's that simple. Previously, it was difficult, if not humanly impossible, to sift through mass amounts of data and pinpoint relationships. There existed very rudimentary tools like regression and correlation, but today's analytics call for gaining a true understanding of what extracted data actually means. How do you convert data into a story you can actually tell? Often, decisions are made based on emotional foundations. Leaders are using data to either validate their gut or disagree with their instincts. Now, they are getting quicker insights that decisively validate or invalidate their thinking, while also prompting them to ask new questions. So, garnering meaning out of a company's own data provides tremendous advantages.

"Human nature is such that unless we can see it touch it feel it, it's hard to understand it," Khan says. "We as data scientists haven't done a really great job of explaining AI-driven data technology in simple terms. Telling a story with data or demonstrating actual results is where real power and understanding lies."

### Scale statistical models for actionable models

We often separate our data as factuals, asserting "this is what happened." Neural networks connect the "human decision-making process" to those factuals—a simulation practice that helps us make better decisions. Previously, we would look at data sets like demographics, customer behaviors and such in silos. But when these multiple data sets are connected, it becomes quite evident that no two humans—or customers—are exactly alike.

Technology is now allowing us to understand trends on a factual level and then project outward. In the health realm, some companies are using this key learning to project whether or not a person is likely to suffer a certain affliction. It's also allowing for far more efficacious "if this then what?" scenarios. If a diabetic person takes insulin controls, then their diet the treatment protocol will change. This is enabling highly personalized medicine. But the same processes, principles and benefits hold true in non-health categories as well—encompassing all industries, across the board.

### Future-proof, anti-fragile data supply chains

From data connectors to pipelines; data lakes to statistical models; AI to Quantum; visual storyboards to data driven automation; ML to NLP to Neural Networks and more, there are highly effective methods for future-proofing your data value chain. The data supply chain is quite complex and, to make it future-proof and non-fragile, it requires thoughtful processing from the point of creation to the point of consumption of actionable insights.

It starts with data acquisition—garnering a wide variety and volume of data from a number of internal and external sources where data is being generated by the millisecond. Once the data is identified and ingested, it needs to be brought to a central point where it can be explored, cleansed, transformed, augmented and enriched and finally modeled for use toward a purpose. Then comes statistical and heuristic modeling. These models can be of different types using different algorithms yielding different levels of accuracy in different scenarios. Models then need to be tuned and provided an environment for continuous feedback, learning and monitoring. Finally, is the visualization of outcomes—an explanation demonstrated by drawing cause-effect relationships that highlight where the most impact happens. This leads to a conclusion on how a set of problems can be solved or opportunities uncovered.

"Most organizations have some data and drive different levels of business process improvement and strategic decisions with it," Khan notes. "However, few use data to the fullest. The right approach to data valuation and monetization can uncover limitless possibilities, including customer-centricity, operational efficiency, competitive advantage, strategic partnerships, efficient operations, improved profitability and new revenue streams."

### Multimedia monetization

Up to now, we have been able to write algorithms, generate immense amounts of numerical or written data and make sense of it. However, there is a significant amount of data that comes as images or voice, which has not been easy to process and manage until recent developments. The applications for the processing of visual and auditory inputs are endless. In fact, retail and finance industries have been early adopters of this technology—and with good reason. They've seen costs go down, engagement go up, sales increase and benefitted from other highly substantial points of monetization.

Now, a large department store can digitize their video data every night and determine that "X" amount of people saw "X" number of jeans, but they had to walk further to get to it. As a result, the department store can put those items closer to the door and walkways to determine if sales increase in kind.

Even the education realm is tapping AI-driven data. The technology is tracking retina movement to discern if kids are engaged amid the remote learning paradigm ushered in by the pandemic. They're exploring how to measure the retina to determine whether or not a child is actually engaged in the lesson.

In radiology, they are starting to convert visual data and track it to gain a deeper understanding of digital images and video. MRIs are better able

to track brain tumors—whether they are growing or shrinking and at what rate and if they are getting darker or lighter in terms of the regions. This kind of AI-driven learning is helping doctors better detect cancer and treat it more rapidly. Video data processing of the human eye can also be used to determine if a person is drunk, fatigued or even has a disease. Voice machine learning has also keenly evolved. Originally, voice recognition was being utilized to discern if a person was actually suicidal, which could be accurately predicted by inflection points in a person's voice. Now, if that person can be captured on video, it is deemed to be about 20 times more accurate.

"All of this possibly had previously demanded a hefty price tag using systems and solutions of yore," Khan notes. "Today, integrating multiple processes across hybrid multi-cloud environments has made data processing and analytics much more accessible and outsourceable. This negates the need for companies to purchase cost-prohibitive servers and other machine hardware."

As one of the world's leading experts on building transparency into supply chains, Khan doesn't just talk the talk, he's walked the walk. As a revered marketplace change agent, he's known for driving business transformation and customer-centric turnaround growth strategies in a multitude of environments. In addition to engineering partnerships with MIT, Khan has successfully led organizational changes and process improvement in markets across the Americas, Europe, Middle East and Asia.

"New AI solutions and trends will eliminate patchwork processes that cause data, and interpretations thereof, to get lost in translation or, even worse, remain entirely undiscovered," Khan says. "Next-Gen platforms are solving such problems by executing all functions required to create and govern AI products—single-source systems that pull data, transform, model, tunes and recommend actions with cause-effect transparency."

For niche players, today's leading-edge AI technology also aptly provides for vertical industry specialization. "Emerging solutions enable common data models, compliance and interoperability requirements that, in turn, accelerate model validation, refinement and implementation that's specific to a given sector or marketplace," notes Khan. "All of this ultimately drives speed to insights on previously unsolved problems, which reveals untapped opportunities and automates workflow integrated cognitive solutions."

"Overall, AI is ushering in a new and more sophisticated era of data literacy," he continues. "It's a new paradigm founded on automated, comprehensive and holistic data discovery, which is fostering elevated cognitive insights and actionable strategies that positively impact the top and bottom line."

Perhaps the future mandate for AI should not only focus on becoming smarter, faster and more accountable than predecessors, but actually bridge the gap between human intuition and data-backed decisions. Doing so will assuredly advance an organization's ability to transact with utmost trust.

**SOURCE:** <https://www.gartner.com/smart-erwithgartner/gartner-top-10-trends-in-data-and-analytics-for-2020/>