

SMALL BUSINESS EXCHANGE

WORKFORCE DEVELOPMENT	2
ACCESS TO CAPITAL	3
CALIFORNIA SUB-BID REQUEST ADS.....	3-5
BUSINESS TOOLKIT	6
SUCCESS STORIES.....	7
PUBLIC LEGAL NOTICES.....	7-8

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The MEP National Network™ Connects with Minority Owned Manufacturers



[Article was originally posted on www.mbda.gov]

Earlier this year, the Minority Business Development Agency (MBDA), a part of the U.S. Department of Commerce, celebrated its 50th anniversary. The recognition is much deserved for an agency that has worked hard to strengthen minority owned businesses for over a half-century. Through a network of centers and partners not unlike our own Manufacturing Extension Partnership (MEP) National Network™, the MBDA works with minority owned businesses to create and retain jobs, build scale and capacity, and increase revenues. The drive to increase the competitiveness of underserved businesses by leveraging a network is something that connects the MBDA and the MEP Program.

In 1969, when President Nixon established the Office of Minority Business Enterprise (which became the MBDA in 1979), he stated that assisting minority businesses was a social and economic necessity. Today, as much as ever, President Nixon was right. Roughly 19% of U.S. firms with paid employees are minority owned firms and employ over 9 million Americans. But while minority owned businesses play a big role in U.S. industry, they are underrepresented in the U.S. manufacturing industry. Minority owned manufacturing firms represent only 12.8% of all U.S. manufacturing firms. Beyond the lower representation, minority owned manufacturing

firms are also smaller compared to non-minority firms: 84% of minority owned manufacturing firms have fewer than 20 employees compared with 74% for non-minority owned manufacturers. This is an area where the MEP National Network can play a role.

The MEP Advisory Board recently released a Performance Framework report to support the MEP National Network through its Performance and Research Development Working Group. As part of the Performance Framework report, the Working Group made several recommendations for how NIST MEP can improve its portfolio of data analysis and services for MEP Centers in the Network. One of the Working Group's recommendations was to bolster the Network's research on underserved segments of the manufacturing marketplace, which includes minority owned manufacturing companies. By better understanding what minority owned manufacturers need and how the MEP National Network has engaged these companies in the past, MEP Centers can increase the impact they have on this underserved segment of the manufacturing marketplace.

Over the last 3 years, the Network completed over 2,400 projects (accounting for about 6% of total projects) with just over 1,200 minority owned manufacturers (representing 7% of all manufacturing clients served). Over the same

■ Continued on page 5

Why Veterans Are Well-Suited to Become Business Owners—And the Lessons You Can Learn from Them

Entrepreneurship isn't for everyone. The average worker bee might complain about their lousy boss or the inefficiency of their company and muse on how much better things would be if they were in charge, but the fact is few people have the rare combination of energy, guts,

and determination to actually go out and create a business of their own. In short: most people would rather deal with a situation they hate than do what's necessary to become their own boss.

I understand why.

I've been my own boss for many years now, but the path to get here wasn't easy. For one thing, when I was starting out, I didn't know how to write a business plan. For another, managing a civilian staff is a far cry from managing other servicemen and women who must explicitly follow orders. And of course, when you're cooking on a military base or on a Navy warship, you're the only game in town. In the civilian world, folks who don't like your restaurant are welcome to eat elsewhere.

Nevertheless, my time in the British Royal Navy taught me plenty of valuable lessons that I was able to take with me into the civilian world and spin into a tale of success so broad that, quite honestly, I didn't see it coming all those years ago. In addition to the three restaurants that bear my name—including one at the Tropicana in Las Vegas and one within the walls of the Pen-

tagon—I have a protein bar and snack company (FitCrunch), a prepared food line (Robert Irvine Foods), a live stage show (Robert Irvine Live), a digital magazine, four published books, plus partnerships in dozens of other exciting projects.

None of this would have been possible without three foundational lessons I learned in the military. Anyone who served in any branch of the armed forces is already in possession of these lessons, but the good news for those who didn't serve is they're readily available to learn right now.

They are:

Work backward from the goal

Every soldier, sailor, and Marine approaches each mission with the same question, "What's

■ Continued on page 2

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Workforce Development

We Need More Women of Color Like My Mother in Health Care

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

By Liz Derias-Tyehimba,

My mother became a doctor in the midst of Egypt's June 1967 war with the state of Israel, caring for children harmed by bomb explosions, tank fire, and gunfire. She grew up in Egypt in the backdrop of sweeping African anti-colonial struggles of the 1950s and 1960s, and was inspired to become a doctor at a time when African nations – and women – began to assert their independence. But women doctors were still pretty rare.

When my family emigrated to the United States in 1982, they settled in Los Angeles. Although my parents weren't living in a time of armed conflict, as they had in Egypt, they entered a new country wrought with explicit white supremacy, institutional racism, xenophobia and a declining, trickle-down economy fueled by the recessive policies of Ronald Reagan. She turned her energies towards raising my brother and me. My mother always longed to return to medicine, and at the age of 60, she graduated from Villanova University in Philadelphia as a registered nurse. Although she did not go on to practice as a nurse, she proved that women health care work-

ers are an amazing breed of love, determination, passion and service.

To my surprise, last August, CNN broadcast story about immigrant doctors who aren't able to practice medicine in the U.S. for various reasons. The article highlighted the intersection between gender, health care and immigration, emphasizing the "...long, costly road to getting a medical license in the United States" for immigrant doctors. For the first time, I finally understood the scale and scope of my mother's experience when I saw it reflected in this article. As I did more research, I found a 2013 New York Times article, which described the prevalent problem of the U.S. health care worker shortage and the barriers for well-trained international doctors who could fill that shortage. The article states:

"The process usually starts with an application to a private nonprofit organization that verifies medical school transcripts and diplomas. Among other requirements, foreign doctors must prove they speak English; pass three separate steps of the United States Medical Licensing Examination; get American recommendation letters, usually obtained after volunteering or working in a hospital, clinic or research organization; and be permanent residents or receive a work visa

(which often requires them to return to their home country after their training). The biggest challenge is that an immigrant physician must win one of the coveted slots in America's medical residency system, the step that seems to be the tightest bottleneck."

These barriers demonstrate U.S. public policy's proclivity to cut off its nose to spite its face — that is, to enact immigration policies that not only limit the number of immigrants who can come to this country, but make their life (and ours) substantially harder. Thousands of well-trained immigrant doctors, nurses, technicians, etc., could help address the dire shortage of health care workers in several regions across the country, if not for these barriers. Understanding the system's propensity helps one to understand that xenophobia and racism are driving factors in U.S. policy. Similar to the experiences of international doctors, U.S.-born Black people and people of color lack opportunities to pursue jobs or careers in the health and medical fields because of insufficient STEM (science, technology, engineering, math) programs in middle and high schools, exorbitant fees associated with applying to medical school, restrictive licensing procedures, or few and highly competitive phy-

sician residency programs. As a result, women of color make up only 11.7 percent of active M.D. physicians in the U.S. while all women comprise 51 percent of the total population.

In the face of the growing gap between rich and poor, climate change, and other growing crises, people of color – especially immigrants – must play a leading role in improving health outcomes. Given the health care sector is the nation's largest employer, we need well-trained women doctors, immigrant doctors, and other health care professionals and leaders, like my mother. In the era of #SayHerName, Black Lives Matter, #MeToo, and other sweeping movements, we may be witnessing a renewed interest in building a world with, for, and led by girls and women of color.

My mother's perseverance gives me hope, not just for the women of color who aim to be physicians or health care professionals, but for the girls and women who will lead the future. I am proud to do this work, inspired by my mother's example, and fueled by the many and countless other women who will come.

SOURCE: <http://greenlining.org/blog/2018/we-need-more-women-of-color-like-my-mother-in-health-care/>

Why Veterans Are Well-Suited to Become Business Owners—And the Lessons You Can Learn from Them

■ Continued from page 1

the objective?" Once they have the answer to that, they can work backward on how to get there, create a mission plan, and follow it. But all of it starts with using the power of imagination to see a future success that is not yet real. You can do this, too. Begin by visualizing every aspect of what success looks like for you. If you're creating a brick-and-mortar space, imagine exactly what that looks like. Draw pictures or collect images from magazines or the Internet, and cut them out to make a little vision board for yourself. If it's an online business, picture your ideal website and how easy it would be to use. Write all this information down and every single morning, look at it. Constant reminders will guide your decision-making toward the desired outcome. And once you have that clear vision in your head, then creating the plans you need to get there become that much easier to do. Today's

self-help experts typically refer to this as manifestation; in the military, it's simply how you set goals and execute them as a unit.

Control "mission creep"

This is military term used to describe a gradual broadening of the initial objective. For example, a brief security deployment that turns into a long-term commitment and requires more than double the manpower and resources originally thought. In the restaurant world, this can take the form of a brunch café suddenly offering dinner or otherwise bloating its menu and costs, and exponentially increasing the amount of inventory it's required to keep. Outside of the restaurant world, no business is immune to the pressures of increasing product offerings that fall outside the scope of their expertise. Have the discipline not to impulsively react to this pressure, and only expand the original mission if you have the req-

uisite data—R&D, customer feedback, market studies, and so forth—to back up the decision. When in doubt, remember that businesses that can do one thing exceptionally well often find a permanent place in the hearts of their customers.

Expect the unexpected

Adversity awaits every entrepreneur, but it comes in so many varieties that it's impossible to know exactly what form it will take. Unfortunately, the specific kind you'll face likely won't reveal itself until you're knee-deep in the launch process with tens of thousands of dollars already committed to R&D, breaking ground, or marketing. You may find out that you need to spend a lot more than anticipated to bring your building up to code, change a product's ingredients or manufacturing process in order to be accepted into a particular retail chain, or lose critical funding at the last minute. As I said, you can't

prepare for the specifics. But maintaining the mindset that something is bound to go sideways allows you to avoid despair and instead greet setbacks with a smile and say, "Ah! There you are. I've been expecting you." Then you can roll up your sleeves and get to work on solving the problem. So much of success comes back to belief. If you have a great idea, are willing to work at it, and believe you're destined to make it no matter what you encounter, then there's nothing the world can throw at you to hold you back.

In parting, I would wish you good luck, but instead I'll just remind you that you make your own. And always remember the motto I live by: Nothing is impossible.

For information about SBA's resources for veterans, visit www.sba.gov/veterans.

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Access to Capital

Ready to Grow Your Business?

How to Build Business Credit Quickly: 5 Simple Steps

By Marco Carbajo,

Building business credit plays a crucial role in your company's funding ability. Whether you operate as a limited liability company or corporation, your business has the ability to establish a credit file separate from you as an individual.

When you register a business (LLC, LLP or corporation) it becomes recognized as a separate legal entity with the ability to enter into contracts. It's treated as a separate being from you as an individual.

If you operate as a sole proprietorship, it's important to understand there is no legal or financial separation between you and your business. If that's the case, when you obtain credit or apply for funding, all activity will be solely tied to you as an individual and reflected on your personal credit reports.

To keep your business and personal finances separate, the first step is to start building credit in your company's name. If you want to build business credit quickly here are five simple steps.

Step 1 – Choose the Right Business Structure

To make your business a distinct legal entity requires that you select a business structure such as an LLC, LLP or corporation. Remember, sole proprietorships do not create a separate business entity.

Once you form your business entity, the next step is to register your business. This particular step is dependent on your structure and where your business is located.

For additional support on choosing the right structure for your company and registration be sure to check out SBA's Business Guide.

Step 2 – Obtain a Federal Tax ID Number (EIN)

You can apply for a federal tax ID for free using the IRS assistance tool. This is a nine-digit number assigned to your company which you will use for things such as filing company tax returns, opening a business bank account, applying for licenses and permits, and applying for business credit.

Step 3 – Open a Business Bank Account

Once you have your federal tax ID, you'll want to open a business bank account for your company. This is a mandatory step in creating a clear separation between your business and personal expenses.

Your banking relationships play an important role in your company's funding potential. Not only does your business bank account serve as a bank reference on credit applications, it also allows provides key data that lenders use during a funding review.

Step 4 – Establish Credit with Vendors/Suppliers Who Report

One of the easiest ways to build business credit is to apply for net terms with vendors and suppliers. As you buy supplies, inventory, or other materials on credit, those purchases and payments get reported to business credit reporting agencies.

This activity creates your company's credit profile and business credit report. After your company has several trade lines reporting, a business credit rating (score) is generated.

Remember, it's important to select vendors and suppliers that report to a business credit reporting agency. Each relationship you have also serves as a trade reference that can be used on future credit applications as well.

Continued on page 4



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. 03-3F5404

FURNISH PRECAST PRESTRESSED CONCRETE SLAB & PLACE STRUCTURAL CONCRETE

CONSTRUCTION ON STATE HIGHWAY IN SACRAMENTO COUNTY NEAR GALT ON ROUTE 99 FROM NORTH MINGO ROAD TO SOUTH OF ARNO ROAD OVERCROSSING AND IN SACRAMENTO ON ROUTE 160 AT AMERICAN RIVER BRIDGE.

Bid Closing Date: JANUARY 8, 2020 @ 2:00 PM

DBE GOAL: 17%

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 ASPHALT PAVING
- BIOLOGIST
- CIDH
- CLEAN & GRUB
- CONCRETE BARRIER
- CONSTRUCTION AREA SIGNS
- DEMOLITION
- DRAINAGE PIPES
- DRILL AND BOND DOWELS
- EARTHWORK/ROADWAY/STRUCTURAL EXCAVATION
- ELECTRICAL
- EROSION CONTROL
- FENCE
- JOB SITE MANAGEMENT
- JOINT SEAL
- LEAD COMPLIANCE PLAN
- METAL BEAM GUARD RAIL
- NOISE MONITORING
- PERMANENT STRIPING
- PILE DRIVING
- PRECAST CONCRETE
- ROADSIDE SIGNS
- ROCK SLOPE PROTECTION
- SCHEDULING
- STREET SWEEPING
- STRUCTURE CONCRETE
- SWPPP
- TEMPORARY CREEK DIVERSION
- TRAFFIC CONTROL
- TRUCKING

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=03-3F5404>

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 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

Shimmick Construction Company Inc.

8201 Edgewater Drive, Suite 202 • Oakland, CA 94621
Phone (510) 777-5000 • Fax (510) 777-5099
An Equal Opportunity Employer

LSB and M/WBE Subcontractor/Supplier Bids Requested For:

San Francisco Bay Area Rapid Transit
Concord Yard Wheel Truing Facility Project
Contract No. 03QJ-110
BID DATE: January 7, 2020

Fax all quotes to 510-777-5099 or email to northwest.estimated@shimmick.com

Requesting certified LSB and M/WBE Subcontractor and Supplier Quotes on:

Architectural, Concrete-Building, Contaminated Soil, Demo, Earthwork Electrical, Erosion Control, MBGR, Mechanical, Paint-Stain, Paving, Railroad, Rebar, Roofing, Shoring, Signs, Steel-Erection, Stripes-Markers, Survey, Trackwork, Trucking, Utility Work, Welding, Aggregate, Doors, Fabric, Misc. Metal, Pipe-PVC, Pipe-Steel, Precast-Utility, Railroad Products, Ready Mix, Steel-Fab, Trench Shoring, Utility Pipe-Steel, Valves & Fittings

Please visit www.bart.gov/about/business/procurement for more information.
You may also contact Natasha Ingliis at ningliis@shimmick.com for access to the documents.

Subcontractors and Suppliers interested in this project may contact Jerry Blazek by email at jblazek@shimmick.com.

100% Performance and Payment bonds with a surety company subject to approval of Shimmick Construction Company, Inc. are required of subcontractors for this project. Shimmick Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. Shimmick Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Shimmick Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Scott Fairgrieve at (510) 777-5000.

With SBE you can:

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Subcontractors, Vendors,
and Suppliers

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



California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

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

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

**CALTRANS ROUTE 174 - CONSTRUCTION ON
STATE HIGHWAY IN NEVADA COUNTY
NEAR PEARDALE FROM MAPLE WAY
TO YOU BET ROAD**
Contract No. 03-4F3704,
Federal Aid Project No. ACHSST-P174(014)E
Disadvantaged Business Enterprise Goal
Assigned is 18%

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

BID DATE: DECEMBER 17, 2019 @ 2:00 P.M.

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

AC DIKE, BIOLOGIST CONSULTANT, CLEARING AND GRUBBING/DEMOLITION, CONSTRUCTION AREA SIGNS, DEVELOP WATER SUPPLY, ELECTRICAL, EROSION CONTROL, FENCING, HYDROSEEDING, K-RAIL SUPPLIER, LEAD COMPLIANCE PLAN, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, MISC. IRON AND STEEL, ROADSIDE SIGNS, ROADWAY EXCAVATION, COLORED HOT MIX ASPHALT, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL, ASPHALT OIL BINDER.

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

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

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

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

SUKUT CONSTRUCTION

Date: October 29, 2019 - December 18, 2019

Requests quotes from qualified and certified City of San Diego SLBE-ELBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

221310 Water Supply and Irrigation Systems; 237110 Water and Sewer Line and Related Structures Construction; 237310 Highway, Street, and Bridge Construction; 237990 Other Heavy and Civil Engineering Construction; 238110 Poured Concrete Foundation and Structure Contractors; 238120 Structural Steel and Precast Concrete Contractors; 238140 Masonry Contractors; 238190 Other Foundation, Structure, and Building Exterior Contractors; 238210 Electrical Contractors; 238910 Site Preparation Contractors; 238990 All Other Specialty Trade Contractors; 332312 Fabricated Structural Metal Manufacturing; 332323 Ornamental and Architectural Metal Work Manufacturing; 423320 Brick, Stone, and Related Construction Material Merchant Wholesalers, 423610 Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers, 423990 Other Miscellaneous Durable Goods Merchant Wholesalers, 484110 General Freight Trucking, Local; 484220 Specialized Freight (Except Used Goods) Trucking, Local; 488490 Other Support Activities for Road Transportation; 541330 Engineering Services; 541620 Environmental Consulting Services; 561730 Landscaping Services

City of San Diego Brookfield Land Construction, Inc.

IMPROVEMENTS: MERGE 56 - TORREY HIGHLANDS PROJECT NO. T-3.1B, 3.2B CAMINO DEL SUR (NORTH); T-3.1A, 3.2A CAMINO DEL SUR SOUTH; T-5.1 & T-5.2 CARMEL MOUNTAIN ROAD SOUTH; P-6 TORREY HIGHLANDS TRAIL AND U-3 16" WATER MAIN, AND RANCHO PENASQUITOS PROJECT NO. T-4B - GRADING, RETAINING WALL, WET & DRY UTILITIES, STREET, STREET LIGHT, LANDSCAPE, AND TRAFFIC SIGNALIZATION IMPROVEMENTS

REVISED BID DATE December 18, 2019 @ 1:00 p.m.

All Quotes Due Prior to Bid Date

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

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

Plans and specs are available at no cost to interested SLBE-ELBE firms and are available for viewing at our office by appointment, via Sukut's FTP site, or by other arrangement. Sukut will assist SLBE-ELBE subcontractors in obtaining necessary equipment, supplies, or materials. Sukut will also assist SLBE-ELBE firms in obtaining bonding, lines of credit, or insurance. Please contact Rick Welshiemer for assistance in responding to this solicitation.

Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes.

Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, LLC
An Equal Opportunity Employer



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 PCC slabs, resurface AC,
place curb ramps and guardrails
Hwy 280 Los Altos Hills and Menlo Park
Caltrans #04-3J3204

BID DATE: January 7, 2020 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion Control Measures, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Treated Wood Waste, Noise Monitoring, Temporary High-Visibility Fence, Hydromulch, Fiber Rolls, Base Bond Breaker, Intelligent Compaction, AC Dike, Tack Coat, Cold Plane AC, Drill and Bond Dowel (Dowel Bar), Individual Slab Replacement (RSC), Grind Concrete Pavement, Structural Concrete Approach Slabs, Remove Unsound Concrete, Haul and Dispose Type Z-2 and Type Com Fill, Storm Drain Pipe and Inlet, Paving Notch Expansion, Clean Expansion Joint, Joint Seal, Roadside Signs, Rapid Setting Concrete, Class 1 Permeable Material (Blanket), Minor Concrete, Detectable Warning Surface, Pre/Post Construction Survey, Misc. Iron & Steel, Guard Railing Delineator, Pavement Marker, Object Marker, Midwest Guardrail System, Vegetation Control (Minor Concrete), Double Midwest Guardrail System, Transition Railing, Alternative Crash Cushion, Concrete Barrier, Striping & Marking, Electrical, 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 noon 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. 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.

How to Build Business Credit Quickly: 5 Simple Steps

■ Continued from page 3

Step 5 – Monitor Your Business Credit Reports

There are three major business credit reporting agencies so it's important to monitor each of your company credit files. Each agency collects data from various sources and may have different information about your company.

The good news is each of the business credit agencies provide a way for you to update basic information about your business. If you uncover any outdated or incorrect information, you'll want to contact the agency to make the appropriate change.

With an established business credit report, you may get higher credit approvals, better interest rates and repayment terms on loans and lines of credit.

It's equally important to establish a diversity of accounts with other types of business credit such as a business credit card or line of credit. Let these five simple steps serve as a starting point to building business credit for your company.

SOURCE:

www.sba.gov/blog/how-build-business-credit-quickly-5-simple-steps

CROWN IS LOOKING FOR A SAN FRANCISCO
LBE MOVING/TRUCKING SUBCONTRACTOR

Project: OCA TC 70520

As-Needed Moving Services

Owner: City and County of San Francisco

Bid Submission: December 16, 2019

Is your Moving or Trucking company a certified LBE for the City of San Francisco? Do you want to participate in bid OCA TC 70520 As-Needed Moving Services? This solicitation is seeking potential partners to assist Crown with daily and project moving services for the City of San Francisco.

Crown Worldwide Moving and Storage, LLC
14826 Wicks Blvd, San Leandro, CA 94577

Contact: Peter Vargus

peter.vargus@crownwms.com

Phone: 510-773-2452



California Sub-Bid Request Ads

REQUESTING SUB BIDS FOR ALL TRADES
Including QUALIFIED SBE/SDB-8a/WOSB/
VOSB/SDVOSB/Hub-Zone
SUBCONTRACTORS & SUPPLIERS ON
THE FOLLOWING PROJECT

SCI-CLC Hospital
VA San Diego Healthcare System
SAN DIEGO, CALIFORNIA

BIDS DUE: Jan. 21, 2020
10:00 am PST



(An Equal Opportunity Employer)
18850 Von Karman Avenue, Suite 100
Irvine, CA
(949) 852-0111
(949) 852-0218 (FAX)

To receive an invitation to bid, email Jim Haugsness at jhaugsness@henselphelps.com

Subcontracts awarded on this project will be on the Hensel Phelps Construction Co. stand-ard form subcontract and may include a requirement to provide payment & performance bonds from a T-Listed surety at the subcontractor's expense. HPC will assist in obtaining bonds, lines of credit or insurances required.



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 SBE, LBE, DBE, MBE, WBE, subcontractors, suppliers, and truckers for the following project:

**RECONDITIONING, MAINTAINING & REPAIRING
PORT OF OAKLAND RAILROAD TRACKS &
CRANE RAILS**

PORT OF OAKLAND 2019-07-52
Bids: December 20, 2019 @ noon

This work of this annual contract consists generally of on-call furnishing of labor, materials, and equipment for the maintenance, rehabilitation, and repair of railroad tracks and wharf crane rails. period indicated.

**TRAFFIC CONTROL; RAILROAD SIGNAL
MAINTENANCE; TRUCKERS**

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 SBE/LBE/DBE/MBE/WBE certified suppliers, subcontractors, and truckers. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested SBE/LBE/DBE/MBE/WBE firms. 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



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

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

**SIDEWALK & BIKE LANE IMPROVEMENTS ON
STANTON AVENUE FROM CASTRO VALLEY
BOULEVARD TO MIRAMAR AVENUE,
EDEN TOWNSHIP, ALAMEDA COUNTY**
Specification No. 2368
MBE Goal - 15% WBE Goal 5%

OWNER:COUNTY OF ALAMEDA
951 Turner Court, Room 300, Hayward,
CA 94545

REVISED BID DATE:
DECEMBER 17th, 2019 @ 2:00 P.M.

DGC is soliciting quotations from certified Minority Business Enterprises and Women Owned 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, FENCING, LAND-
SCAPING, MINOR CONCRETE, MINOR CON-
CRETE STRUCTURE, ROADSIDE SIGNS, SLURRY
SEAL, SOUNDWALL (MASONRY), STRIPING,
SURVEY/STAKING, UNDERGROUND, WALL
(MSE).**

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

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

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

Chumo Construction, Inc.

14425 Joanbridge Street, Baldwin Park, CA 91706
Phone: (626) 960-9502 • Fax: (626) 960-3887
Email: Office@Chumoconstruction.net
Contact: George Chumo

Sub-Bids Requested From Qualified
DBE Subcontractors & Suppliers

**FOR CONSTRUCTION ON STATE HIGHWAY
IN ORANGE COUNTY IN LAGUNA BEACH
AND IRVINE FROM 0.1 MILE SOUTH OF
ROUTE 73/133 SEPARATION TO ROUTE
133/241 SEPARATION IN DISTRICT 12
ON ROUTE 133**

Location: 12-Ora-133-R3.9/13.6
Contract No. 12-0N6604
Bid Date: 12-17-2019 @ 2:00 PM

We have information about the plans, specifications, and requirements in our office located at 14425 Joanbridge Street, Baldwin Park, CA. Please call to arrange an appointment, our office hours are 8:00 am to 4:30 pm. Copying services are available.

100% Performance and Payment Bonds with a surety company subject to approval of Chumo Construction Company, Inc. are required of subcontractors for this project. Chumo Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest AGC Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions. Chumo Construction's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Chumo Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance, lines of credit, equipment, materials and/or supplies contact George Chumo at (626) 960-9502.

Chumo is an equal opportunity employer

"ATTENTION

LBE'S, DBE'S, SBE'S, MBE'S, WBE'S OBE'S"

Michels Tunneling, a Division of Michels Corporation is preparing bids for **Mountain Tunnel Improvements in San Francisco, CA which bids on January 16, 2020.**

We are seeking quotes from subcontractors and suppliers in the areas included in, but not limited to, those listed below:

Clearing and grubbing/tree removal, earthwork, slope stabilization & retention, rock scaling, rock bolting/anchoring, grouting, excavation & grading, paving, gabion & MSE wall installations, shotcrete wall stabilization, in tunnel repairs, reinforced concrete slabs and foundations, cast in place shaft lining, membrane waterproofing, masonry buildings, metal building roofs, electrical installations, instrumentation & controls, mechanical & valve installations, HVAC for structures, metal products installations including bulkhead doors, stairs & railings, steel pipe fit-up and welding, temporary water treatment installations & supplies, Trucking & hauling, concrete supply & delivery, reinforcing steel supply & delivery, explosives supply, delivery, installation & detonation, well drilling, caisson drilling, land & aerial surveying, traffic control, geotechnical instrumentation & monitoring, SWPPP compliance work, waste disposal facilities & removal, temporary field offices, and portajohns.

****Bidding documents & plans are available upon providing Company Name, Representative, and current CA License No.****

Please express your interest via email or phone:
Bill Monville at bmonville@michels.us or
262-814-9057 for access to plans.

MICHEL'S is committed to:

- Assisting interested DBE's in obtaining bonding, lines of credit or insurance.
- Providing interested DBE's technical assistance or information related to the plans, specifications, and requirements for work to be subcontracted or supplied.
- Assisting interested DBE's in obtaining necessary equipment, supplies, materials or related assistance or services.
- Sub-dividing bid items into economically feasible work units to allow DBE's every advantage to quoting the project.

MICHEL'S requests that all Sub & Suppliers utilize DBE firms to increase the overall participation on this project.

All quotes require submittal of the **SFPUC Subcontractor Form and the Form 4500-3.** Copies of both forms will be distributed.

We will be accepting quotes **no later than 12:00 PM on January 14, 2020**

We look forward to hearing from you!

Equal Opportunity Employer

Arcadis U.S., Inc.

445 South Figueroa Street, Suite 3650
Los Angeles, California 90071

Contact:
Crystal Graffio, Marketing and Proposal Specialist
crystal.graffio@arcadis.com | 714.508.3121

Arcadis U.S., Inc. is currently accepting qualifications and bids from certified Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE), Women Business Enterprise (WBE), and Other Business Enterprises, who meet the criteria outlined in the California State Revolving Fund (CASRF) Programs (Clean Water and Drinking Water SRF) Disadvantaged Business Enterprise (DBE) Program for the following project: **Elsinore Valley Municipal Water District's Professional Services Agreement Work Order Number: 75940/C1902 - Diamond Regional Sewer Lift Station and Dual Force Mains Construction Management Services, due January 21, 2020 by 10:00 am (PDT). PLEASE REPOUND ASAP and no later than Monday, January 13, 2020.**

We are currently looking for DBE/MBE/WBE/OBE subcontractors who can provide the following services:

1. Special Inspections and Testing for concrete, rebar, welding structural and pipe, epoxy, soils testing and compaction testing, coatings
2. Construction Inspection
3. Electrical / I&C Inspection
4. SCADA Integration
5. Survey
6. Community Outreach and Public Relations Management
7. Archeology and Paleontology
8. Mitigation Monitoring and Reporting Programs
9. Loan Reporting and Certified Payroll Compliance

Please email a Letter of Interest stating the interested service(s), brief qualifications, and no more than two resumes per service demonstrating that you meet all of the required qualifications specified in the RFP for the services referenced above, and a copy of your DBE/MBE/WBE certification, if applicable.

RFP available upon request or may be downloaded by visiting EVMWD's website and logging into the District's PlanetBids portal at the following URL: <https://www.planetbids.com/portal/portal.cfm?CompanyID=32069&BidID=68274>

The MEP National Network™ Connects with Minority Owned Manufacturers

Continued from page 1

period, work with minority owned manufacturing clients produced significant economic impacts:

- Generated just over \$2B in new and retained sales,
- Created and retained just under 21,000 jobs,
- Helped these companies save just under \$148M, and
- Sparked nearly \$485M in new investments.

Although the MEP National Network has done a commendable job generating economic impact for minority owned manufacturing clients, there is still room to do more. In contrast to their representation in the U.S. manufacturing industry, Minority owned manufacturing clients are underrepresented in the MEP National Network. This presents an opportunity for the Network.

Visit link below for the full article:

www.sbeinc.com/cms.cfm?fuseaction=news.detail&articleID=3282&pageID=25

SOURCE: www.mbda.gov

Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the Small Business Exchange.

With a monthly readership of 75,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.

Call 1-800-800-8534 or visit us at www.sbeinc.com



Business Toolkit

Tips on Working with Building Inspectors

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

By John Lack,

Over the years, I've had my share of working with building inspectors—from the plan review stage, the construction phase, all the way to final occupancy—in both commercial and residential settings. It is in those years of experience I learned to understand and work with inspectors, which I have found to be an important skill.

Most contractors would agree that inspectors who have field experience often make the best inspectors. On the other hand, inspectors want to see experienced professional contractors doing the work. With that said, everyone has their strengths and weaknesses.

When dealing with inspectors, there are two key elements in the forefront that come into play—building codes and standard building practices. These two elements are not in conflict with each other, but instead complement each other. While an inspector may be strong on the codes and weak on building practices, the contractor may be strong on building practices yet weak on certain codes.

Let's go over a few examples.

Example 1. I had an inspector who wanted to see a drawing that showed each interior light-gauge steel stud 16 inches on center even though the specifications called out 16 inches on center. The experienced contractor would rely on standard building practices and not need a drawing to build that wall.

Example 2. A contractor installs a residential foundation and the granular sub grade at the footings has excellent drainage or it's a walk-out



basement and perfect for gravity discharge of the drain tile. The code requires the installation of a sump crock even though it will never collect water. Although the inspector may realize this, he or she has to go with the code and make the contractor install the sump crock.

Below are a few suggestions you may want to consider the next time you are dealing with inspectors.

Your approach is everything

A building inspector wants to make sure the project is going to meet all codes through completion. If your first meeting is in plan review, let the inspector know about your company and

your experience in construction. Make comments on the plans, details, or the project in general if needed. This can show your expertise. If you have a job schedule, offer it for their file. Give the inspector your business card with a cell phone for any questions that may arise. Ask if any other documentation is needed. You want the inspector to know you are there to assist.

Schedule your inspections properly

Schedule your inspections early, yet give yourself flexibility in your schedule. It's normal for an inspector to not be on time. Do not have the concrete trucks waiting at the job site before the inspector arrives prior to footing inspection. If

you are having an engineer on the job site testing soil and concrete, let the inspector know you will provide a copy of the report for their file. Make sure the inspector's visit is safe with secured ladders, guard rails, and good housekeeping.

Offer to assist in the walk-through

I would always meet and walk through the job with the inspector. I would also point out key areas, such as structural steel connections, load-bearing areas, framing details, roof penetrations, and utility stub-ins. Then I would ask the inspector if he or she would like me to point out those details on the plans. Always keep all the stamped drawings (civil, architectural, and engineering) out and on the table for the inspector's access. Include all changes and correspondence from the architect, engineers, city, and state.

Keep detailed documentation

You should always keep a strong daily job-site log. Make sure your inspections are well-documented. Make sure the inspector signs off on all inspections before leaving the site. You may want to take pictures of any areas of concern.

Working with building inspectors can be challenging. Always stay professional and offer help when able. Keep your focus and don't take things personally. If you get off to a bad start, don't worry. You will have plenty of time to show that you are a professional. You will see that working with the inspector will make your job easier.

This article was written by Acuity Insurance's Construction Specialist, John Lack. For more construction business tips visit: acuity.com/contractor-focus.

10 Things to Do to Close Out Your Year

[Article was originally posted on www.sba.gov]

By Barbara Weltman

During the holiday season, it's all too easy to focus on sales to customers (for many businesses this is the peak selling season) and spending time with family and friends. However, taking some time to address certain business matters can help make 2019 an even better year and help you start the new year off right. In the final days of December, here are some actions that can help you comply with the law, obtain tax benefits, and position yourself for 2020.

1. Pay year-end bonuses. For many companies, 2019 has been a boom year, and sharing success with employees can be expressed by paying year-end bonuses. Employees receiving them may wish to have additional withholding taken (they have to submit a new Form W-4 to request that a flat amount be withheld from the final paycheck).

2. Set compensation for the coming year. What are you planning to pay your employees (and yourself if you are a shareholder-employee of your corporation)? When fixing compensation, take into account the cost of employment taxes. Keep in mind that the Social Security wage base for 2020 is \$137,700, which will cost the com-

pany more in FICA for those earning more than the 2019 wage base of \$132,900.

3. Set employee benefit programs for the coming year. Are you going to offer medical coverage? A retirement plan? Adoption assistance? Transportation benefits? Decide now if you haven't already done so. Keep some new rules for 2020 in mind:

- New health reimbursement arrangement options for medical coverage
- New limits on contributions to 401(k) and other retirement plans
- New limits for adoption assistance, medical flexible spending accounts, and transportation benefits

4. Make last minute purchases. Need to upgrade equipment or add to what you have? Buying items—from heavy machinery to tablets and smartphones—and placing them in service before the end of the year gives you the equipment you need to run your business better while entitling you to write off the cost on your tax return. This is so even if you finance the purchase in whole or in part.

5. Review inventory. As the holiday season concludes, look over what you have on hand. You may want to conduct a physical inventory to check for “shrinkage” (stolen items) and review what items may need to be disposed of through a big sale to customers or a remainder company (to bring in some revenue), donations to charity (for a tax deduction), or simply discarded (and effectively written off).

6. Make charitable contributions. Tis the season to be generous. Keep in mind that owners of pass-through entities deduct their share of the business's charitable contributions on their personal income tax returns if they itemize deductions.

7. Hold your annual board meeting. If you are incorporated, state law usually requires that you hold an annual board meeting (even if you're the sole owner). At this meeting, you need to elect officers and directors; check state law for determining which positions must be filled and who can fill them. You also want to take certain actions, such as setting up an accountable plan to reimburse employee business expenses on a tax-free basis for employees.

8. Meet with your CPA. If you haven't yet discussed your 2019 taxes, as well as planning ahead for 2020, don't delay the conversation.

There are actions you can still take before the end of the year to favorable impact your tax bill. If you're an owner of a pass-through entity and pay tax on your share of business profits on your personal income tax return, the final installment of your 2019 estimated taxes is due on January 15, 2020. Make adjustments as needed to avoid any underpayment penalties.

9. Prep for law changes. There are numerous federal, state, and local law changes you'll need to adjust to after 2019. Some examples:

- New federal overtime rules
- New state and local minimum wage rates, which apply if higher than the federal rate
- New federal and state income tax rules

10. Get ready to update the “date.” Check for things that show a date...your website's copyright, your invoices...and be sure to change the year to 2020 on January 1.

Final thought

Pay attention to the little things that need to be done before the end of the year. They can add up to great success.

SOURCE: <https://www.sba.gov/blog/10-things-do-close-out-your-year>

Public Legal Notices

UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

NOTICE INVITING GENERAL CONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the University of California, Irvine Medical Center (UCIMC) from general contractors wishing to submit bids for a lump sum contract for the:

B54, 1st Fl, Cytogenetic/FISH/Molecular Lab, Project No. 994659

PREQUALIFICATION: The University has determined that bidders must be prequalified for this project.

DESCRIPTION OF WORK: The project will renovate 6,780 ASF on the 1st and 4th Floors of Building 54. The project will create new lab space on the 1st fl, modify existing freezer and dark rooms, create staff workstations and convert existing molecular labs on the 4th fl to offices, storage and a conference area into the new Cytology, FISH, and Molecular Labs.

PROJECT COMPLETION TIME: 180 calendar days.

ESTIMATED COST: \$2,500,000

PROCEDURES: Prequalification Questionnaires available Wednesday, December 11, 2019, 2:00 PM. Contact Terri Kalwara @ tkalwara@hs.uci.edu.

MANDATORY PREQUALIFICATION CONFERENCE: Thursday, December 19, 2019 at UCIMC, Building 22A (Library Auditorium), Room 2107, 101 The City Drive South, Orange, CA 92868, beginning promptly at 10:30 AM.

QUESTIONNAIRE DUE DATE: Questionnaires must be received by Friday, January 17, 2020 at 3:00 PM at UCIMC, Planning Administration, Building 27, Room 136, 101 The City Drive South, Orange, CA 92868.

BIDDER QUALIFICATIONS: Must meet license, insurance, bonding, safety, financial and claims history requirements. Must have completed a minimum of (3) projects in the last five years with a minimum construction cost of \$750,000 as follows: (1) project involving the expansion/renovation of a laboratory; (1) expansion/renovation project requiring infection control that was constructed in a fully operational/occupied hospital or laboratory (1) project involving the construction or renovation of laboratory staff workstations, reception. Bidders not meeting the requirements

of the prequalification questionnaire will not be eligible to bid.

LICENSE REQUIREMENT: Current and active California CSLB "B" General Contractor's license.

Prequalification is solely for the purpose of determining bidders who are deemed capable of successful performance of the type of work included in this project. A contract will be awarded to the prequalified bidder submitting the lowest responsive bid.

The University reserves the right to reject any or all responses to this notice, to waive non-material irregularities, and to deem Contractors prequalified to submit proposals for the project. To prequalify, Contractors must agree to comply with all bid conditions including state prevailing wages, 10% bid bond, 100% payment and performance bonds, and insurance requirements. All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law

or University policy. Each Proposer may be required to show evidence of its equal employment opportunity policy.

No contractor or subcontractor, regardless of tier, may be listed on a Bid for, or engage in the performance of, any portion of this project, unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5 and 1771.1.

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

The successful Bidder shall pay all persons providing construction services and/or any labor on site, including any University location, no less than the UC Fair Wage (defined as \$13 per hour as of 10/1/15, \$14 per hour as of 10/1/16, and \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

For other opportunities, please visit <http://www.ucirvinehealth.org/planning-administration>

THE REGENTS OF THE UNIVERSITY
OF CALIFORNIA
December 9, 2019

Success Stories

Titan Enterprises, Fort Bragg



[Article was originally posted on www.norcalsbdc.org/results/success-stories/]

BACKGROUND

Titan Enterprises is a sole proprietorship owned by Sunn Dorsey of Fort Bragg, California. Dorsey started out working in construction before learning welding and beginning to make custom truck racks several years ago. He began making his own custom truck racks in 2009, and has recently expanded his business to include all types of fabrication, welding, and related work. Dorsey's busy new shop at Noyo Harbor still makes custom truck racks and gets orders for these racks from all over California, but he has also been working a

great deal with the fisheries at Noyo Harbor doing boat repair, fishing equipment repair, and related metalwork, and this line of work has become an important part of his business. He has used his connections at the harbor and in the construction industry to obtain a number of jobs doing handrails for handicap access ramps, for showers, and for other custom jobs as well.

CHALLENGES

When Sunn Dorsey first came to West Company in 2009, he had an obvious talent for welding and was making high-quality custom truck racks, but he had no business experience whatsoever. He did not know what permits and

licenses he would need for his new business, he did not know anything about bookkeeping or financial management, and he did not know where to get started marketing his services.

ACTIONS

He began working with an SBDC Business Advisor on the logistical aspects of starting a business right away. After that, Dorsey worked with the SBDC to get his books in order and to figure out the real cost breakdown of his goods and services. The last challenge Dorsey faced was finding a better location for his business—finding an affordable place with proper zoning was no easy feat.

RESULTS

Since moving to Noyo Harbor, Dorsey has been able to really grow and expand his business. He still makes his custom truck racks, but also works with the other businesses at the harbor to repair boats and fishing equipment and do to all sorts of custom welding and metalwork. Dorsey's shop has become a real asset to the Noyo Harbor business community. Dorsey's sales have more than doubled in the past year, and he is getting ready to hire additional help in his busy shop. Dorsey plans to work more on his website and online presence and is excited about the potential of his business going forward.

SOURCE: www.mendosbdc.org/story/631

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388678-00

Fictitious Business Name(s):
Bespoke Hair
Address
660 Market Street, Suite 213, San Francisco, CA 94104
Full Name of Registrant #1
Anthony B. Basinger
Address of Registrant #1
926 Powell Street, Apt #24, San Francisco, CA 94108

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11-1-2019**

Signed: **Anthony B. Basinger**

This statement was filed with the County Clerk of San Francisco County on **11-15-2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
11/15/2019

11/21/19 + 11/27/19 + 12/05/19 + 12/12/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388749-00

Fictitious Business Name(s):
FISK-SP
Address
430 O'Farrell Street Apt #301, San Francisco, CA 94102
Full Name of Registrant #1
Nils Gunnar Jakob Christerson
Address of Registrant #1
430 O'Farrell Street Apt #301, San Francisco, CA 94102

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-18-2019**

Signed: **Nils Gunnar Jakob Christerson**

This statement was filed with the County Clerk of San Francisco County on **11/20/2019**

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

Filed: **Melvin Galvez**
Deputy County Clerk
11/20/2019

11/27/19 + 12/05/19 + 12/12/19 + 12/19/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388899-00

Fictitious Business Name(s):
Harper Zee
Address
1247 Fulton Street, Apt #10, San Francisco, CA 94117
Full Name of Registrant #1
Harper Zee Adams
Address of Registrant #1
1247 Fulton Street, Apt #10, 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 **July 25, 2019**

Signed: **Harper Zee Adams**

This statement was filed with the County Clerk of San Francisco County on **12/02/2019**

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

Filed: **Melvin Galvez**
Deputy County Clerk
12/02/2019

12/05/19 + 12/12/19 + 12/19/19 + 12/26/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388651-00

Fictitious Business Name(s):
HK Lounge Bistro
Address
1136 Folsom Street, San Francisco, CA 94103
Full Name of Registrant #1
1136 H&S Inc. (CA)
Address of Registrant #1
1136 Folsom Street, San Francisco, CA 94103

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

Signed: **Kenneth So, CEO**

This statement was filed with the County Clerk of San Francisco County on **11/13/2019**

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: **Guillermo Sandoval**
Deputy County Clerk
11/13/2019

11/21/19 + 11/27/19 + 12/05/19 + 12/12/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388653-00

Fictitious Business Name(s):
JACLYN CHRISTENSEN DESIGN
Address
1459 18th Street #292, San Francisco, CA 94107
Full Name of Registrant #1
Jaclyn Christensen
Address of Registrant #1
20 Quickstep Ln., Apt #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 **Not Applicable**

Signed: **Jaclyn Christensen**

This statement was filed with the County Clerk of San Francisco County on **11/13/2019**

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

Filed: **Fallon Lim**
Deputy County Clerk
11/13/2019

11/21/19 + 11/27/19 + 12/05/19 + 12/12/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388686-00

Fictitious Business Name(s):
LYRE & VINE
Address
3165 Folsom Street, San Francisco, CA 94110
Full Name of Registrant #1
Heather Ruth Davis
Address of Registrant #1
3165 Folsom 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 **10-18-2019**

Signed: **Heather Ruth Davis**

This statement was filed with the County Clerk of San Francisco County on **11/15/2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
11/15/2019

11/27/19 + 12/05/19 + 12/12/19 + 12/19/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388910-00

Fictitious Business Name(s):
Portola Partners
Address
1550 El Camino Real, Suite 200, Menlo Park, CA 94025
Full Name of Registrant #1
Portola Partners Group LLC (DE)
Address of Registrant #1
1550 El Camino Real, Suite 200, Menlo Park, CA 94025

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

Signed: **Jeffrey Lin**

This statement was filed with the County Clerk of San Francisco County on **12-03-2019**

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

Filed: **Fallon Lim**
Deputy County Clerk
12/03/2019

12/12/19 + 12/19/19 + 12/26/19 + 01/02/20

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388563-00

Fictitious Business Name(s):
Madeleine B.
Address
4661 18th Street, San Francisco, CA 94114
Full Name of Registrant #1
Audrey Avenel
Address of Registrant #1
4661 18th 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 **11/04/2019**

Signed: **Audrey Avenel**

This statement was filed with the County Clerk of San Francisco County on **11/04/2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
11/04/2019

11/07/19 + 11/14/19 + 11/21/19 + 11/27/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388569-00

Fictitious Business Name(s):
REALLY HANDY SERVICES
Address
680 Lisbon Street, San Francisco, CA 94112
Full Name of Registrant #1
Michael Lew
Address of Registrant #1
680 Lisbon Street, San Francisco, CA 94112

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/15/2019**

Signed: **Michael Lew**

This statement was filed with the County Clerk of San Francisco County on **11/05/2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
11/05/2019

11/07/19 + 11/14/19 + 11/21/19 + 11/27/19

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388318-00

Fictitious Business Name(s):
Lil' B's Trail
Address
1227 Bowdoin Street, San Francisco, CA 94134
Full Name of Registrant #1
Rebecca Parada
Address of Registrant #1
1227 Bowdoin 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 **01-01-2019**

Signed: **Rebecca Parada**

This statement was filed with the County Clerk of San Francisco County on **10-21-2019**

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

Filed: **Fallon Lim**
Deputy County Clerk
10/21/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388462-00

Fictitious Business Name(s):
OX & TIGER PARTNERS
Address
173 Wenatchee Common, Fremont, CA 94539
Full Name of Registrant #1
Eddie Macayan Jr.

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-29-2019**

Signed: **Eddie Macayan Jr.**

This statement was filed with the County Clerk of San Francisco County on **10-29-2019**

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

Filed: **Melvin Galvez**
Deputy County Clerk
10/29/2019

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

1.) **Red Hill Station**
Located at **803 Cortland Avenue, San Francisco, CA 94110**
This fictitious business name was filed in the County of San Francisco on **August 26, 2019** under file **0387738-00**

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

Full Name of Registrant #1
Anfa Hospitality Investment LLC (CA)
83 Tucker Avenue, San Francisco, CA 94134

This business was conducted by a
A LIMITED LIABILITY COMPANY

Signed: **Hicham Farhi**

This statement was filed with the County Clerk of San Francisco County on

Filed: **Giselle Romo**
Deputy County Clerk
11/22/2019

11/27/19 + 12/05/19 + 12/12/19 + 12/19/19