



WORKFORCE DEVELOPMENT.....	2
ACCESS TO CAPITAL.....	3
CALIFORNIA SUB-BID REQUEST ADS.....	3-6
PUBLIC LEGAL NOTICE ADS.....	7-9
SUCCESS STORIES.....	11
BUSINESS TOOLKIT.....	12

Here's what California could do to help fix the supply chain



The Port of Los Angeles in San Pedro on Sept. 29, 2021. REUTERS/Mike Blake

[Article originally appeared on www.calmatters.org]

By Grace Gedye, CalMatters

If you've never really thought about California's ports or the global supply chain before the past month, that's normal. But they're having problems now, driven by the pandemic, and it's causing a shortage of everything from computer chips to kitchen supplies.

California's problem is a national one, too: The ports of Los Angeles and Long Beach together bring in 40% of all goods shipped to the U.S. by water. So now everyone from port directors to President Joe Biden is interested in fixing the situation.

The backlog's origin story is complicated. Early in the pandemic, factories had to shut down or reduce their output. Shipping companies reduced their schedules, assuming people would be buying less stuff. Protective gear was sent to locations across the globe that don't export many goods, so some of those shipping containers didn't get returned.

Then, people did buy stuff — a lot of stuff. Warehouses struggled to hire enough workers to keep up with demand and they started getting backed up, leaving containers full of new goods at the ports, where they started to create traffic jams, said Chris Tang, a professor at UCLA's Anderson School of Management who studies supply chain issues.

This week, California lawmakers talked with experts and stakeholders about what the state could do in the near term to resolve the backlog, and in the longer term, to prevent similar backups in the future.

"I mean, the simple answer to this crisis is that people stop buying stuff, but that's not going to happen," said Assemblymember Patrick O'Donnell, a Democrat whose district includes both the ports of Los Angeles and Long Beach. "So we need to respond, and we need to respond quickly."

Already, federal, state, and local policy makers have taken action. On Oct. 13, Biden announced the Port of LA would operate around the clock, a decision that came after the Port of Long Beach also decided to extend its hours. A week later, Democratic Gov. Gavin Newsom signed an executive order directing state agencies to look for land that could be used as temporary storage, identify freight routes that should be exempted from vehicle weight limits and identify training partnerships with private industry for port and logistics workers. In late October, the federal Department of Transportation said it would offer billions of dollars in loans to shore up California's port and supply chain infrastructure. At the local level, authorities have allowed containers

to be stacked four high, rather than the usual two, and said companies would be fined for leaving containers too long at the ports.

But, experts say the backlog may not be resolved until sometime next year. In the meantime, loitering ships are causing pollution and businesses across the country are facing shortages.

"It has become clear that this is a multifaceted problem, and it will require multifaceted action," said O'Donnell at the hearing. "There is not one switch you can flip."

So what can the state of California actually do to help?

Find land that can temporarily store containers

Dee Dee Myers, director of the Governor's Office of Business and Economic Development, said the solution she'd heard most frequently is for the state to identify parcels of land, either inside or outside port complexes, that can be used as additional temporary storage for containers.

Myers said the agency now has a list of several dozen potential sites, though there are complications for each. The government has a deadline of Dec. 15 to complete its survey, though they may be done sooner, Myers added.

Continued on page 2

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Permit No. 820



WORKFORCE DEVELOPMENT

Business Leaders Say New Year Minimum Wage Hikes Will Boost Consumer Spending, Strengthen Recovery

[Article originally appeared on www.businessforfairminimumwage.org/]

Twenty-one states will be raising their minimum wage to ring in the new year. Another four states and the District of Columbia have increases scheduled later in 2022. Business leaders across the country are speaking in support of the increases, saying they will boost consumer spending, increase productivity and employee retention, and help build a widely shared economic recovery.

In July, Delaware became the 10th state to enact a \$15 minimum wage, with business owners around the state supporting the increase. The first step of the raise will take place on Jan. 1, 2022, when Delaware's minimum wage increases from \$9.25 to \$10.50.

Business owners in states raising their minimum wage are available for comment through the New Year.

Scheduled increases for Dec. 31, 2021 and Jan. 1, 2022 include:

- **California** increases to \$15 on Jan. 1, 2022. Small businesses with 25 employees or fewer have an extra year to comply, reaching \$14 on Jan. 1, 2022 and \$15 in 2023. After the minimum wage reaches \$15 for all employees, it will be adjusted annually for cost of living increases.
- **Delaware** increases to \$10.50 on Jan. 1, 2022, with future increases of \$11.75 in 2023, \$13.25 in 2024, and \$15 in 2025.
- **Illinois** increases to \$12 on Jan. 1, 2022, with future increases of \$1 a year to reach \$15 in 2025.
- **Maryland** increases to \$12.50 on Jan. 1, 2022, with future increases to reach \$15 in 2025. Small businesses with fewer than 15 employees reach \$12.20 on Jan. 1, 2022, with future increases to reach \$15 in 2026.
- **Massachusetts** increases to \$14.25 on Jan. 1, 2022 and \$15 in 2023.
- **Michigan** increases to \$9.87 on Jan. 1, 2022. It is scheduled for small annual increases until reaching \$12.05 in 2030 "or a subsequent calendar year."
- **Missouri** increases to \$11.15 on Jan. 1, 2022 and \$12 in 2023, and then is indexed for the cost of living.
- **New Jersey** increases to \$13 on Jan. 1, 2022, \$14 in 2023, and \$15 in 2024, and then is indexed. Businesses with fewer than six employees increase to \$11.90 on Jan. 1, 2022 and rise gradually to \$15 in 2026, with further increases to reach parity with the regular minimum wage in 2028.
- **New Mexico** increases to \$11.50 on Jan. 1, 2022 and \$12 in 2023.
- **New York**
 - ◊ **Long Island and Westchester** increase to \$15 on Dec. 31, 2021.
 - ◊ **Upstate New York** increases to \$13.20 on Dec. 31, 2021, with future increases based on an indexed schedule to be set by the Division of the Budget in consultation with the Department of Labor.
- ◊ **New York City** already has a \$15 minimum wage.
- **Rhode Island** increases to \$12.25 on Jan. 1, 2022, \$13 in 2023, \$14 in 2024, and \$15 in 2025.
- **Virginia** increases to \$11 on Jan. 1, 2022 and \$12 in 2023. Increases to \$13.50 in 2025 and \$15 in 2026 can occur if the General Assembly enacts them again by July 1, 2024.

States with indexing where annual cost of living adjustments take effect Jan. 1, 2022 include:

- Arizona increases to \$12.80
- Colorado increases to \$12.56
- Maine increases to \$12.75
- Minnesota increases to \$10.33 for employers with annual gross revenues of at least \$500,000 and \$8.42 for employers with less than \$500,000
- Montana increases to \$9.20
- Ohio increases to \$9.30

■ Continued on page 4

Here's what California could do to help fix the supply chain

■ Continued from page 1

Using other locations as temporary storage is something that private marine terminal operators have been doing for some time, said Robert Leachman, a professor in UC Berkeley's Industrial Relations and Operations Research program. It makes sense, he said, as a short-term solution.

But leaving goods strewn across Southern California could create new problems, such as how best to retrieve them later and negotiate with communities opposed to having a ton of big rigs coming and going, experts said.

Grow the truck driving workforce

Contributing to the backup is a shortage of truck drivers. Truck drivers are independent contractors and are paid per delivery rather than by the hour, Leachman said. When they're stuck waiting at the ports for hours to get their container, it means they're working more hours for the same

take home pay. Fewer drivers are willing to take that deal.

There's also a shortage of warehouse workers. "The jobs are hopelessly unattractive so we can't get enough people to fill them," Leachman said. He thinks wages will need to rise to fill those positions.

California transportation secretary David Kim said he's met with the White House, the Governor's Office of Business and Economic Development, California's Labor and Workforce Development Agency, and the Department of Food and Agriculture to discuss driver recruitment and retention. The federal transportation department will also be working with states to expedite the licensing process for truck drivers.

The state can work with universities and community colleges to provide technical training and build the pipeline of people prepared for trucking and logistics jobs, said Nick Vyas, a profes-

sor at the University of Southern California's Marshall School of Business. But in the longer term, if it's hard to interest enough workers in these kinds of jobs, automation may be part of the solution, he said.

Tang agrees. In the short run, there's a huge need for truck drivers, but, said Tang, "I think that the long term prospects for truck drivers (are) not good."

Suspend regulations and laws

A coalition of more than a dozen business groups sent Newsom a letter requesting that he suspend several regulations and laws to help solve the supply chain issues. Among their proposals:

- Suspend a variety of environmental regulations and pollution laws;
- Suspend the state's landmark worker status law passed in 2019 that reclassified many independent contractors as employees;

- Suspend a new law passed this year which requires warehouses to disclose to workers any quotas or work speed standards.

A quick response came from Assemblymember Lorena Gonzalez, the San Diego Democrat who introduced both worker laws. She pointed out that the independent contractor law does not currently apply to truck drivers; a battle over an exemption for the drivers is currently wending its way through the legal system. Additionally, the warehouse law isn't slated to go into effect until January of 2022, leading Gonzalez to call the proposals "deceptive." She also said the shortage of truck drivers has been decades in the making, driven by deregulation of the industry and decreasing working conditions.

SOURCE:

<https://calmatters.org/economy/2021/11/california-ports/>

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EDITORIAL POLICY—The Small Business Exchange is published weekly. Publication is extended by one day for weeks in which holiday occurs on a Monday.

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The Small Business Exchange is adjudicated as a newspaper of general circulation by the Superior Court of the City and County of San Francisco, State of California, under the date January 29, 1988. Organized 1984.

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ISSN 0892-5992



ACCESS TO CAPITAL - READY TO GROW YOUR BUSINESS?

The 7 Best Seasonal Business Loans For Your Busy Season

[Article originally appeared on www.nav.com]

By Susan Guillory,

While some business owners see steady income year-round, others have seasonal businesses that may thrive for a few months and then slow to a near halt the rest of the year. One example is a summer business, like a company that offers beach toy rentals. Business may boom during the summer months, but what happens to your revenue (and ability to pay your bills) the rest of the year?

Fortunately, your finances don't have to suffer, since there are seasonal business financing options to consider.

What is a Seasonal Business Loan?

To keep cash flow steady, entrepreneurs like you may need to take out one or more small business loans, which, for this purpose, could be considered

seasonal business loans. These financing options can see you through slow periods to ensure you always have enough cash to pay your business expenses throughout the year.

How Loans Can Help Seasonal Businesses

Your business may operate all year, though some seasons are more profitable than others. A seasonal business loan can help you pay your staff even during the slow months or stock up on inventory before you have cash on hand. A loan can help you cover business expenses you incur to get ready for the season as well.

If you have the chance to, for example, buy a competing business, a loan can provide the capital you need to take advantage of this opportunity.

Best Seasonal Business Loans

Your seasonal loan options are many, and there are lenders who cater to every credit profile. Here are a few to consider.

SBA Loans

Guaranteed by the Small Business Administration, SBA loans are offered through banks, credit unions, and online lenders. They tend to offer lower interest rates and have long repayment periods.

Traditional Loans

Though these may be more difficult to get because of stringent credit score requirements, loans offered by banks and online lenders can offer some of the lowest interest rates and favorable terms as well.

Credit Line

Another option, especially if you don't need all your cash at once, is a business line of credit. Get approved for a certain amount of money that you can borrow and repay at any time. It's the ideal solution for a company whose cash flow is unsteady.

Equipment Financing

If you're specifically looking to purchase equipment for your seasonal business, equipment financ-

ing could provide the solution you seek. You use the equipment you're purchasing, whether that's a company vehicle, machinery, or computers, as the collateral for the loan.

Short-Term Loans

Another option for small business owners who don't have great credit is the short-term loan. These loans typically have to be repaid within one to three years, and may have higher interest.

Merchant Cash Advance

If your credit's not great but you need cash quickly, consider a merchant cash advance. Rather than a loan, it's an advance on future sales.

Visit the link below for the full article:

<https://www.nav.com/blog/the-7-best-seasonal-business-loans-for-your-busy-season-1090909/>



CALIFORNIA SUB-BID REQUEST ADS

AECOM

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

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

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

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

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

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

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

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

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

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

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

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

Owner: City of Oceanside
Location: Oceanside, CA

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

J.F. SHEA
Construction

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789
Phone: (909) 595-4397, Fax: (909) 444-4268
Contact: Lori Olivias, lori.olivias@jfshea.com

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

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

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

MITCHELL
ENGINEERING

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

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

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

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

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

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

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



CALIFORNIA SUB-BID REQUEST ADS



A & B
CONSTRUCTION

ANDREW M JORDAN INC dba A & B CONSTRUCTION
1350 Fourth Street, Berkeley, CA 94710
Phone: 510-999-6000 Fax: 510-982-3636

Bid Date: 01/12/2022 @ 2:00 PM

Requests proposals/quotes from all qualified & certified DBE subcontractors, suppliers, service providers and truckers for the following project:

**SAN JOAQUIN REGIONAL RAIL COMMISSION
CONSTRUCTION OF CABRAL STATION TRACK PLATFORM
EXTENSION PHASE 2 (RE-BID)
CONTRACT NO. 22-R-33-00**

Traffic Control, Flagging, Traffic Barrier, SWPPP, Survey, Selective Demolition (Concrete, Pavement, Track, Guardrail, Fence, Retaining Wall, Bridge Rail), Earthwork (Excavation, Grading, Backfill), Structural & Minor Concrete, Asphalt Pavement, Asphalt Underlayment, Hydroseeding, Rail Tracks, Retaining Wall, Utilities, 15" Perf CMP, 24" CMP DI, Geo-composite drain, Aggregate, Ballast, Sub Ballast, "B" Stone, Fabric, Geogrid, Geo-web, Concrete Panels; Rails, Wood Ties, Concrete; Rebars; 30", 36" & 48" CIDH; Steel Pile (HP14x89; W14x132, C155 Piles), Bracing, Tiebacks, Shoring, Bearings, Metals, Hand Rails, Structural Steel, Sac Beams, Waterproofing, Tree Removal; Striping & Signs including removal; Electrical including PG&E Underground improvements and any other relevant area of work associated with this project.

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 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. A & B is signatory to the Operating Engineers and Laborers Collective Bargaining Agreements.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to A & B's approval. A & B will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on A & B's standard form for subcontract without any modifications. For questions or assistance required on the above, please call Abel Canlas at 510-210-2832 or at acanlas@a-bconstruction.net

To acquire Procurement and Contract Documents visit <https://www.sjrc.com/Contract-Opportunities>

We are an Equal Opportunity Employer

TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE,
VENTURA, CA 93003
Phone: (805) 642-0121
Fax: (805) 644-1542

Contact: **Arnold Tostado**

Email: atostado@taftelectric.com

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

**Traffic Signal Modifications Project
Specification No. PW19-98
Federal Project No. HSIPL-5129(095)
Location: City of Oxnard**

BID DATE: 12/21/2021 @ 2:00 PM

Scope of work/Trades:

Storm water pollution control plan (SWPPP), Traffic Control, Excavation, AC Pavement, Concrete (Sidewalks, ramps, curb & gutters), Tree removal, Striping & signing.

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disadvantaged Business Enterprise (DBE) subcontractors and suppliers for project participation.

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

We Are An Equal Opportunity Employer



Seeking Qualified Disadvantaged Business Enterprises (DBE)

as Sub-consultants for

**Owner: Los Angeles County Metropolitan Transportation Authority (LACMTA)
Request for Proposal No. PS77530
Environmental Compliance and Sustainability Support Services**

**Proposal Due Date:
2:00 PM (PST) Wednesday, January 5, 2022**

This advertisement is in response to LACMTA's DBE Program. The Burns & McDonnell team intends to conduct itself in "Good Faith" with DBE firms regarding participation on this project.

Quotes are required by COB, December 17, 2021 so that all bids/proposals can be fairly evaluated. Please submit bids/proposals for the following areas of work for CEQA / NEPA support: CEQA/NEPA document preparation and compliance, related to but not limited to, land use and planning, population and housing, transportation and traffic, visual resources and aesthetics, air quality, biology, cultural and paleontological resources, geology and soils, GHGs, hazards and hazardous materials, hydrology and water quality, noise/vibration, utilities and service systems, and public outreach.

Interested DBE firms must provide proof of certification acceptable to the LACMTA.

**RESPONSES MUST BE RECEIVED
NO LATER THAN**

5:00 P.M., FRIDAY DECEMBER 17, 2021

Send Responses To

**Burns & McDonnell Engineering Company, Inc.
617 W. 7th Street Suite 202
Los Angeles, CA 90017
Attention: Chamberlain Duru**

Bonding not required. E & O insurance may be required as applicable. Firms needing assistance in identifying resources available to DBE firms should contact Chamberlain Duru, Diverse Business Manager at (213) 458-5013 or cduru@burnsmcd.com. A copy of the RFP is available on-line at the LACMTA Vendor Portal Internet site at www.Business.Metro.net. Technical Questions should be directed to Joel Farrier via e-mail at jfarrier@burnsmcd.com.

This advertisement is in response to LACMTA's DBE Program. Burns & McDonnell intends to conduct itself in "Good Faith" with DBE firms regarding participation on this project.

Quotes are required by COB, December 17, 2021 so that all bids/proposals can be fairly evaluated. Please submit bids/proposals for the following areas of work for CEQA / NEPA support: CEQA/NEPA document preparation and compliance, related to but not limited to, land use and planning, population and housing, transportation and traffic, visual resources and aesthetics, air quality, biology, cultural and paleontological resources, geology and soils, GHGs, hazards and hazardous materials, hydrology and water quality, noise/vibration, utilities and service systems, and public outreach.

Con-Quest Contractors, Inc.
290 Toland Street • San Francisco, CA 94124
Email: bidday@cqcontractors.com
Fax: 415-206-0528

**REQUEST FOR CERTIFIED
SMALL BUSINESS (SB) AND DISADVANTAGED
BUSINESS ENTERPRISE (DBE) SPECIFICALLY
MINORITY BUSINESS ENTERPRISE (MBE) AND WOMEN
BUSINESS ENTERPRISE (WBE) SUBCONTRACTORS
AND SUPPLIERS
SAN FRANCISCO BAY AREA RAPID TRANSIT
DISTRICT (BART)
MILLBRAE TAIL TRACKS EXTENSION
Bid Date: January 11, 2022 at 2:00 p.m.**

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

An Equal Opportunity Employer

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

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



**REQUEST FOR CERTIFIED
DBE SUBCONTRACTORS AND SUPPLIERS**

Caltrans Contract 04-264724

**Construction on State Highway in Marin County in and near Novato, CA
CIP Bridges, Construct Roadway, Retaining Walls and Modify Electrical
DBE Goal 23%**

Bid Date: January 5, 2022 at 2:00 PM

****This is an Electronic bid submittal****

****Quotes not received by 11:00 AM on bid day may not be reviewed/evaluated****

Flatiron West, Inc. requests DBE subcontractor/supplier/service participation for the following items of work, but not limited to: CAS/Roadway Signs, Bridge Demo, Clear & Grub, Erosion Control, Landscaping/Irrigation, AC Paving, Grinding & Cold Plane AC, AC Dike/Curbs, AC Crack Sealing, CIDH, Joint Seal Assembly, Post Tensioning, Rebar, Shotcrete, Soil Nail Walls, Overhead Signs and Structures, Painting/Concrete Staining/Anti-Graffiti, Underground Utilities, Fencing, Metal Railing, MBGR, Bridge & Roadway Concrete Barrier, Striping & Markings, Electrical, Minor Concrete, Pavement Fabric, PCC Demo, Trucking/Haz Trucking & Aggregates, Ready Mix, Concrete Pumping, Corrugated Pipe, Misc. Metals, Iron & Steel, SWPP Plan, SWPP Materials, Lead Compliance Plan, Geotextile Materials, Bridge Bearings, Formliner, Underground Precast, Street Sweeping, Traffic Control, Noise Monitoring, Asbestos Monitoring (Abatement), Survey, and QC Testing.

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

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

To view and download projects docs for FREE from the Caltrans website you will need to "Create an Account" with Caltrans Connect. Use the following link <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/all-adv-projects.php> to enter the Advertised Projects page and scroll to Contract number: 04-264724. Sign in is required to access project plans.

To access **FREE** project documents from our Flatiron BOX ftp site, please send an email request to NorCalBids@flatironcorp.com

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

Please email ALL Scopes/Quotes to: NorCalBids@flatironcorp.com

Flatiron West, Inc.

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

Business Leaders Say New Year Minimum Wage Hikes Will Boost Consumer Spending, Strengthen Recovery

Continued from page 2

- South Dakota increases to \$9.95
- Vermont increases to \$12.55
- Washington state increases to \$14.49

Looking ahead, Connecticut will raise its minimum wage to \$14.00 on July 1, 2022 and \$15 on June 1, 2023, with annual indexing beginning Jan. 1, 2024. Nevada, Oregon and the District of Columbia also have increases scheduled for July 1, 2022. Florida's minimum wage will increase to \$11 on Sept. 30, 2022 and then by \$1 a year until reaching \$15 in 2026; Florida will then resume indexing.

The federal minimum wage has been stuck for more than 12 years at \$7.25 an hour since July 24, 2009—the longest period in history without a raise. In February 2021, the U.S. House of Representatives passed the Raise the Wage Act, which would increase the federal minimum wage to \$15 by 2025, as part of the American Rescue Plan, but the Senate did not follow suit.

To speak to business owners supportive of raising the minimum wage, please contact Cat Ulrich at cat@emcommunications.com or (202) 630-7839.





CALIFORNIA SUB-BID REQUEST ADS



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

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

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

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

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

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



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

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

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

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

Jason Martin (510-809-3432 jmartin@ocjones.com) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - http://www.calbizfinance.org/cal_cert_biz_program.html. 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:

**River bridge and roadway realignment
Hwy 4 San Joaquin County near Holt
Caltrans #10-1F4604**

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

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Changeable Message Sign, Alternative Temporary Crash Cushion, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis, and Annual Report, Sweeping, Water Quality Sampling, Analysis, and Report, Treated Wood Waste, Biologist, Natural Resource Protection Plan, Temporary High-Visibility Fence, Clearing & Grubbing, Imported Borrow, Geosynthetic Reinforcement, Instrumentation & Monitoring, AC Dike, Tack Coat, Structural Concrete, Reinforced Concrete Pipe, Prefabricated Vertical Drain, Rock Slope Protection, Misc. Iron & Steel, Obliterate Surfacing, Delineator, Pavement Marker, Object Marker, Roadside Sign, Midwest Guardrail System, Transition Railing, Alternative In-Line System, Concrete Barrier, Striping & Marking, Lighting System, Traffic Monitoring Station System, Flashing Beacon System, and Construction Materials

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

Caliagua Inc.
4930 E La Palma Ave, Anaheim, CA 92807
Phone: 866-416-4214
Email: rricard@caliagua.net
Contact: Ryan Ricard

**Project: City of Santa Ana PFAS Water
Treatment Plant Well No. 40
Contract No. SA-2021-1
BID DATE: January 13th, 2022 @ 2:00PM**

An Equal Opportunity Employer & Complies with the Standard Federal Equal Employment Specifications. All Qualified AND/OR Certified DBE Subcontractors and Material/Equipment Suppliers are requested to forward quotes for the above-referenced project.

Caliagua Inc. is seeking qualified subcontractors and suppliers for the following: Demolition, Concrete, Pre-Cast Concrete, Reinforcing Steel, Fence & Gate, Masonry, AC Paving, Misc Metals and Supports, Painting and Coating, PVC Pipe, FBEL&C Steel Pipe, Valves and Accessories, Cartridge Filters, Horizontal Split Case Booster Pump, Electrical and Instrumentation.

Project Documents:
<http://www.ocwdplanroom.com/>

Free access to the project documents can be furnished upon request. Caliagua Inc. is signatory to the Operating Engineers, Laborers, Cement Masons and Carpenters Unions. Subcontractors must possess a current contractor's license, DIR Registration, insurance and workers compensation coverage per project requirements. Subcontractors and Suppliers are expected to bid per plans and specifications. Quotes need to be submitted at a reasonable time prior to the bid date. This project has a 5% DBE participation goal, participation is highly encouraged.

Con-Quest Contractors, Inc.
290 Toland Street • San Francisco, CA 94124
Email: bidday@cqcontractors.com
Fax: 415-206-0528

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

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

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

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

An Equal Opportunity Employer

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

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

SMALL
BUSINESS
EXCHANGE



CALIFORNIA SUB-BID REQUEST ADS



McCarthy Building Companies, Inc.
is seeking bids from qualified Subcontractors and Suppliers:
05(21-22)FP Compton High School (CHS)

BID TIME, DATE AND PLACE:

A. Bid Deadline to McCarthy: **12:00 pm on the 3rd day of January 2022**

B. Place of Bid Receipt: McCarthy Building Companies, Inc.
20401 S.W. Birch Street
Newport Beach, CA 92660
(949) 851-8383

C. Plans are on file at:

The construction documents, prepared by the Architect of Record are available to interested Proposers from the Building Connected bid and plans service; proposers should make requests directly through Building Connected by going www.BuildingConnected.com, then register on the site to obtain the bid documents online. Bid Documents are also available through McCarthy's box account site as listed below. Should you need further help, contact McCarthy for obtaining bid documents.

Bid documents are also available for viewing & downloading at the following Box.com website link:

<https://mbc.box.com/v/ComptonHighSchool>

SUMMARY OF WORK:

Construction of a replacement high school on an existing school campus – Demolition of all existing structures has been completed and new construction will include the following:

1. New Two-Story Academic Building (Approx. 140,000 Sf)
2. New One-Story Performing Arts Center (Approx. 41,000 Sf)
3. New One-Story Gymnasium and Associated Locker Room (Approx. 37,000 Sf)
4. CIF Competition Sized Swimming Pool and Support Building (Approx. 3,000 Sf)
5. New Football Stadium, Track & Field with Aluminum Bleachers And 390 Sf Pressbox
6. New Parking Lots
7. New Tennis and Basketball Courts
8. New Toilet and Concessions Satellite Building
9. New Lunch Shelter
10. Related site work and Soil Preparation, Hardscape, Landscape, and Irrigation.

NOTICE:

- A. NOTICE IS HEREBY GIVEN McCarthy will receive bids for award of Subcontracts for the above-named Project up to, but not later than the bid deadline. Subcontract awards are anticipated within 120 days of bid deadline.
- B. BIDDERS with bids that exceed \$250,000 must post a bid bond or other security in the amount of 15% of the amount of the bid with bid.
- C. Each BIDDER, simultaneously with the execution of the Subcontract Agreement, shall be required to furnish a Labor and Material, Payment and Performance Bond in an amount equal to 100 percent of the Contract sum and a Faithful Performance Bond in an amount equal to 100 percent of the Contract Sum. Said Bonds shall be from an admitted California Surety satisfactory to McCarthy, with A. M. Best rating of A- or better, and listed in the Federal Register, issued by the Department of Treasury and licensed in California, Or Subcontractor shall be preapproved to join McCarthy's Contractor Default Insurance Program. Said Bonds shall remain in full force and effect through the guarantee period.
- D. The BIDDER shall be a licensed contractor pursuant to the Business and Professions Code and be licensed in the applicable classifications for the trades for which the contractor is submitting a bid and be registered with CA-DIR.
- E. LSEDBVE Business Enterprises are encouraged to participate.
- F. No Bid may be withdrawn until One Hundred Twenty (120) days after the Bid Opening Date.
- G. McCarthy reserves the right to reject any and all bids or to waive any irregularities or informalities in any bid or in the bidding.
- H. McCarthy is an "equal opportunity" employer and encourages Minority and Small Business and DVBE Participation.
- I. Bidders as specified in the Bidding Instructions shall be required to submit a Prequalification and be prequalified by the McCarthy seven (7) days prior to the Bid Date.
- J. McCarthy reserves the right to reject a Bidder whose MR exceeds 1.20 in either the most recent year or the average of the three years.
- K. Prevailing wages apply. The District shall be enforcing a Labor Compliance in accordance with the provisions and requirements of Assembly Bill – 1506 and pursuant to California Labor Code sections 1770 et. Seq.
- L. This Project is subject to the District's Community Benefits Agreement (CBA) located in Exhibit A of the contract documents. It is the Contractor's responsibility to comply with the CBA and ensure all of its subcontractors adhere to all the terms and conditions of the CBA. See BID 21(20-21)FP, Exhibit A Measure S Community Benefits Agreement.
- M. Subcontractors are required to procure and maintain Commercial General Liability Insurance, Automobile Liability Insurance, and Umbrella Liability Insurance with minimum limits equal to at least fifty percent (50%) of the amounts required of the General Contractor. Refer to Section 13.1.7 of the Projects General Conditions Document 00 70 00 for those limits.
- N. Successful Bidder's shall be required to agree to and execute McCarthy's Subcontract Agreement with its Terms and Conditions without exception.
- O. The following scopes: Mechanical, Electrical, Low Voltage, Plumbing, Fire Protection, Sheet Metal, Structural Steel & Swimming Pools are required to be prequalified with the District. The list of approved contractors in these categories can be found in Exhibit C of the contract documents.

McCarthy Building Companies, Inc.
Stephanie Monsen
515 S. Flower Street, Suite 3600, Los Angeles, CA 90071
Phone (213) 655-1100, smonsen@mccarthy.com



Request for Quotes from Subcontractors & Business Enterprise Subcontractors Certified as MBE, WBE, OBE, SBE, LBE, and DVBE Firms

Project: Administration Building and Jail Demolition & Redevelopment Project
Owner: Contra Costa County Public Works Dept. – Capital Projects

Work Packages:
SITE UTILITIES
GRADING, PAVING, AND WINTERIZATION
DESIGN/BUILD EXTERIOR GLAZING, ALUMINUM WINDOWS, FIXED LOUVERS
DESIGN/BUILD ELEVATORS, EXISTING ELEVATORS DECOMMISSIONING
DESIGN/BUILD VEHICLE LIFTS
PRECAST CONCRETE AND GFRC
Location: Martinez, CA

Bid Due Date: January 10, 2022 Bid Time: 4:00 PM (PST)

Webcor Builders is currently requesting bid proposals for the **Contra Costa County Administration Building and Jail Demolition & Redevelopment Project** to act as a Subcontractor for the listed Work Packages. Business Enterprise subcontractors and material suppliers must be a business enterprise certified as a MBE, WBE, OBE, SBE, LBE, and DVBE Firm in order to qualify for the contract's business enterprise participation goals on this project. Bid or material quotes are due no later than January 10, 2022, 4:00 PM.

Work packages:

1. SITE UTILITIES
2. SITE CONSTRUCTION SURVEY
3. GRADING, PAVING, AND WINTERIZATION
4. DESIGN/BUILD EXTERIOR GLAZING, ALUMINUM WINDOWS, FIXED LOUVERS
5. DESIGN/BUILD ELEVATORS, EXISTING ELEVATORS DECOMMISSIONING
6. DESIGN/BUILD VEHICLE LIFTS
7. DESIGN/BUILD PRECAST CONCRETE AND GFRC

The project plans and specifications may be found online at Webcor's BuildingConnected Website. Interested Subcontractors please contact Samantha Dumalig at sdumalig@webcor.com or by phone at (510) 590-6568. 100% Payment and Performance Bonds may be required, and insurance will be required for this project. Assistance is available. Please contact Samantha Dumalig regarding assistance with these requirements.

Estimated construction start: Reference Project Schedule (Exhibit H)

Estimated completion: Reference Project Schedule (Exhibit H)

Please contact Samantha Dumalig and submit your bids/material quotes on or before January 10, 2022, at 4:00pm.

Webcor Builders is an Equal Opportunity/Affirmative Action Employer.

REQUEST FOR Sub-Bids, Sub-Proposals from SBE Firms

Project Name: Curtain Wall Repairs & Backfilling at B Street Pier
Specification Number: 2020-25
Owner: Port of San Diego

Subcontractors/Subconsultants/Vendors wanted for:

(Subcontractors) - Deep Soil Mix Columns, Pile Driving, Giken Silent Piler, Sawcut, Reinforcing Steel, Soil Anchors/Tie Backs, Surveying, Asphalt Paving, Joint Seal, Signage & Striping, Electrical, Quality Control, Paint & Coatings, Trucking
(Suppliers) - Sheet Pile, Ready Mix Concrete, Aggregate, Geotextile, Misc. Metal, Misc. Concrete Materials, HDPE Pipe & Fittings, BMP Materials, Waterworks, Precast Drainage Structures, Asphalt

Project Scope:

The Work Includes:

A. Curtain Wall Repairs and Stormwater Improvements at B Street Pier.

1. The Curtain Wall Repairs and Stormwater Improvements at B Street Pier project is a structural rehabilitation and stormwater infrastructure upgrade for the Port of San Diego's B Street Pier. The project consists of two (2) phases; Phase 1: Curtain Wall Repairs and Backfilling at B Street Pier and Phase 2: Stormwater Infrastructure Improvements at B Street Pier that will be constructed in sequence under individual contracts for each phase.

a. The Phase 1 Curtain Wall Repairs and Backfilling contract work will upgrade the mole pier's structural and seismic capacity with new sheet pile and pavement, modify soil characteristics using Deep Soil Mixing (DSM) techniques and replace select portions of existing utilities as well as produce updated utility bulkhead crossings including the pier's drainage system outfalls.

b. The Phase 2 Stormwater Infrastructure Improvements contract work will introduce permanent Best Management Practices (BMPs) to the B Street Pier drainage system to improve water quality of storm water runoff from B Street Pier into the San Diego Bay. Improvements will be in conformance with the Port's BMP Design manual and will consist of runoff intercepting structural treatment devices and supporting drainage system modifications intended to capture and treat within a tributary range of 9% to 60% of the pier's surface area.

2. It is anticipated the awarded Phase 1 Curtain Wall Repairs and Backfilling at B Street contractor will be prepared to incorporate District initiated modifications to contract work in support of the Phase 2 Stormwater Infrastructure Improvements project that will follow completion of Phase 1.

B The Phase I Work Under This Contract Includes:

1. Furnish all labor, materials, equipment, supplies, transportation, and disposal as necessary to complete the construction of a new sheet pile bulkhead wall system to replace curtain wall mole pier enclosure and various associated facility rehabilitation work at B Street Pier, Central Embarcadero area in San Diego, CA as shown on the Plans and described in these Specifications.
2. The work shall include, but not limited to the following as shown on the Plans and described in these Specifications
 - a. Removal and disposal of existing pavements and buried infrastructure and utilities.
 - b. Disassembly, temporary relocation, and restoration of existing fabric structures.
 - c. Removal and disposal of existing Lighting Fixture and Security Camera Pole foundations.
 - d. Disassembly and temporary relocation of existing Lighting Fixture and Security Camera Poles and equipment.
 - e. Disassembly and temporary relocation of existing Parking Kiosk.
 - f. Removal and disposal of abandoned water and sewer pipelines and associated facilities.
 - g. Temporary relocation and restoration of existing water, sewer and storm drain pipelines in conflict with new bulkhead wall construction.
 - h. Temporary relocation and restoration of existing high voltage shore power electric facilities in conflict with new bulkhead wall construction.
 - i. Temporary relocation and restoration of existing electric service
 - j. Permanent relocation and restoration of existing AT&T communication service in conflict with new bulkhead wall construction (Additive Bid Item A).
 - k. Supply and install temporary electric services during new bulkhead wall construction (Additive Bid Item A).
 - l. Supply and installation of new high performance coated steel sheetpiles.
 - m. Supply and installation of Deep Soil Mixing (DSM) Stabilization columns.
 - n. Supply and installation of permanent soil anchors and accessories. (Additive Bid Item A).
 - o. Supply and installation of cast-in-place marine concrete pile cap.
 - p. Existing precast concrete curtain wall spall and joint repairs.
 - q. Soil Excavation and Export.
 - r. Incidental items of work.

BID DATE: January 12, 2022 @ 10 AM

REYES CONSTRUCTION, INC.

State License Number 507561

1383 South Signal Drive, Pomona, CA 91766 • Phone: 909-622-2259 Fax: 909-622-3053

Contact: Brenda Martinez Mon-Fri 7:00 A.M - 4:00 P.M

Assistance will be available in obtaining bonds, lines of credit, insurance, necessary equipment, supplies, materials or related technical assistance.

For information on the availability of scope of work, plans and specifications, please contact our office.

Plans, Specifications, and Contract requirements can be viewed online at no additional cost:

1) Via iSqFt – please send an email request to estimating@reyesconstruction.com

2) Via PlanetBids- <https://pbsystem.planetbids.com/portal/13982/portal-home>

Please e-mail Quotes to: Estimating@reyesconstruction.com



FICTITIOUS BUSINESS NAME STATEMENT

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395644

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

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

Signed: **Rana Bayyadi**

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

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

Filed: **Fallon Lim**
Deputy County Clerk
12-02-2021

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395591

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

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

Signed: **Manzar Azari**

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

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

Filed: **Giselle Romo**
Deputy County Clerk
11-23-2021

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395548

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

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

Signed: **Laura Stein**

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

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

Filed: **Melvin Galvez**
Deputy County Clerk
11-19-2021

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395638

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

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

Signed: **Kim Chuyen Nguyen**

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

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

Filed: **Giselle Romo**
Deputy County Clerk
12-02-2021

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395311

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

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

Signed: **Boris Reykhel**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395398

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

This business is conducted by **A Limited Liability Company**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-06-2011**

Signed: **Timberly Hughes**

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

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

Filed: **Maribel Jaldon**
Deputy County Clerk
11-05-2021

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395501

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

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

Signed: **Eunice Moon**

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

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

Filed: **Giselle Romo**
Deputy County Clerk
11-16-2021

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395675

Fictitious Business Name(s):
Paraluman
Address
2 Boynton Ct.,
San Francisco, CA 94114
Full Name of Registrant #1
Maria Amihan Flores Crisostomo
Address of Registrant #1
2 Boynton Ct.,
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 **Not Applicable**

Signed: **Maria Amihan F. Crisostomo**

This statement was filed with the County Clerk of San Francisco County on **12-07-2021**

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

Filed: **Fallon Lim**
Deputy County Clerk
12-07-2021

12/16/21 + 12/23/21 + 12/30/21 + 01/06/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395628

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

This business is conducted by **A Limited Liability Company**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11-02-2021**

Signed: **Mark Klaiman**

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

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

Filed: **Melvin Galvez**
Deputy County Clerk
12-01-2021

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395643

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

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

Signed: **Evan Hsieh**

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

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

Filed: **Giselle Romo**
Deputy County Clerk
12-02-2021

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395526

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

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

Signed: **Mary Read**

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

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

Filed: **Giselle Romo**
Deputy County Clerk
11-17-2021

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

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395544

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

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

Signed: **Matthew B. Malvar**

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

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

Filed: **Giselle Romo**
Deputy County Clerk
11-19-2021

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



CHANGE OF NAME ADVERTISEMENTS

CHANGE OF NAME

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

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

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

Anne Haskett Miller
changed to
Anne Haskett Woods

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

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

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

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

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

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

CHANGE OF NAME

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

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

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

Jiequan You
changed to
Jie Quan Yaw

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

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

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

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

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

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

CHANGE OF NAME

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

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

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

Rider Tarik
changed to
Ride Ride

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

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

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

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

KAREN VALDES, Deputy Clerk
DATED - December 2, 2021

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



FICTITIOUS BUSINESS NAME STATEMENT

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395728

Fictitious Business Name(s):
GSL Construction Co
Address
439 Hamilton Street
San Francisco, CA 94134
Full Name of Registrant #1
Su Lin Guo
Address of Registrant #1
439 Hamilton 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 **11-01-2021**

Signed: **Su Lin Guo**

This statement was filed with the County Clerk of San Francisco County on **12-06-2021**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
12-09-2021

12/16/21 + 12/23/21 + 12/30/21 + 01/06/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395755

Fictitious Business Name(s):
Insight Hall
Address
10 Ada Ct. Suite 2
San Francisco, CA 94109
Full Name of Registrant #1
Brendon Coates
Address of Registrant #1
660 O'Farrell St., Unit 2
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 **12-13-2021**

Signed: **Brendon Coates**

This statement was filed with the County Clerk of San Francisco County on **12-13-2021**

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

Filed: **Giselle Romo**
Deputy County Clerk
12-13-2021

12/16/21 + 12/23/21 + 12/30/21 + 01/06/22

FICTITIOUS BUSINESS NAME STATEMENT File No. 2021-0395404

Fictitious Business Name(s):
Intuitive Shift
Address
3471 17th Street, San Francisco, CA 94110
Full Name of Registrant #1
Sandy Sojo Paredes
Address of Registrant #1
3471 17th 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 **Not Applicable**

Signed: **Sandy Sojo Paredes**

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

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

Filed: **Sonya Yi**
Deputy County Clerk
10-28-2021

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



WASHINGTON SUB-BID REQUEST AD

SKANSKA

Subcontractor/Supplier Bids/Proposals Requested
Owner: Washington State Department of Transportation - WSDOT
Contract No. 9737
Revised Due Date: January 5, 2022 – 11:00 AM
DBE 16% Participation

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors as well as certified DBE firms for this project.

SR305 Bainbridge Ferry Terminal OHL Walkway Replacement and Cab
In Kitsap County, Washington

Plans and Specifications are available through registering on our plan site at:
<https://app.buildingconnected.com/projects/61817bad845c1a00c335d399/bid-packages>

Requested scopes include, but are not limited to the following and should be based on Contract and its amendments:

Demolition & removal, hazardous material disposal, bar reinforcing steel, ready mix concrete, bridge bearings, signage, waterproofing, steel pipe pile, driven pile, structural steel fabrication and erection, welding, fiber reinforced polymer bridge decking, aggregates, HMA paving, erosion control, striping, survey, biological monitoring, electrical, mechanical systems, glazing, door assemblies, handrail, painting, fire sprinkler protection, heating system, traffic control materials, concrete pumping, and trucking.

Subcontracting Requirements: Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE firm, please provide your certification letter with your proposal; Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation. when feasible. **Skanska's insurance requirements** are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, & Carpenters Unions. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract.

Skanska USA Civil West California District is an Equal Opportunity/Affirmative Action Employer
EEO/AA/Vet/Disability Employer

Estimating Department: 1995 Agua Mansa Rd, Riverside, CA 92509
Phone: (951) 684-5360

Lead Estimator: Jeanine Soriano • Email: bids.socal@skanska.com



PUBLIC LEGAL NOTICE ADVERTISEMENTS

UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

Subject to conditions prescribed by the University of California, Irvine Medical Center, sealed bids for a Lump-Sum Contract are invited for **B25A, Outpatient Pharmacy Expansion, Project No. 997657.**

ESTIMATED CONSTRUCTION COST:
\$850,000

PROJECT DURATION: 120 calendar days

GENERAL DESCRIPTION OF WORK: Build-out ~1,200 SF of vacant space to expand the UCI Health Outpatient Pharmacy. The buildout will create 9 workstations, provide "Over the Counter" space, consult/exam room and additional storage. The project will also include repaving the existing 1,100 SF pharmacy space, wall construction, MEP improvements and finish upgrades at 101 The City Dr, Orange, CA 92868, Building 25A.

PROCEDURES: Bid documents are available beginning on **Tuesday, January 4, 2022 at 2:00 p.m.** upon request to Kim Kerwin @ khau@uci.edu.

BIDDER QUALIFICATIONS: The successful Contractor will be required to have the following California contractor's license (s): active at the time of submission of the Bid:

B - General Building Contractor

Bidders will be required to submit a completed Statement of Qualifications for themselves and their MEP subcontractors. Bidders that do not submit a completed Statement of Bidder's Qualifications or do not meet the University's requirements for relevant project experience, financial ability to complete the project, safety record and professional conduct will not be eligible for award.

MANDATORY PRE-BID CONFERENCE: The Pre-Bid Conference (Electronic copy ONLY) and Job Walk will be conducted on **Thursday, January 6, 2022 at 10:00 am** in-front of Building 27 at 101 The City Dr, Orange, CA 92868.

Contractors arriving after **10:00 am** will not be eligible to participate in the bid process as a General Contractor. Only bidders who participate in the job walk in its entirety will be allowed to bid on the Project as General Contractors.

BID SUBMITTAL REQUIREMENTS: Sealed bids will be received only at: UCI Medical Center, Planning Administration, Building 27, Room 136, 101 The City Drive South, Orange, CA 92868, on or before 2:00 pm on **January 28, 2022.**

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 Bidder may be required to show evidence of its equal employment opportunity policy. The successful Bidder and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Bidding Documents and to pay prevailing wage at the location of the work.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

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 \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

For additional information: **Kim Kerwin**, Project Governance Manager at (714) 456-5735 or khau@uci.edu.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
University of California, Irvine Medical Center
Rev. December 14, 2021



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
Website: www.desilvagates.com
ESTIMATOR: **DAVID CZECH**
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 101 – CONSTRUCTION ON STATE HIGHWAY IN MARIN COUNTY IN AND NEAR NOVATO FROM 0.1 MILE SOUTH OF FRANKLIN AVENUE OVERHEAD TO 0.5 MILE SOUTH OF SAN ANTONIO CREEK BRIDGE,
Contract No. 04-264724,
Federal Aid Project No. CML- 6204(132) N
Disadvantaged Business Enterprise Goal Assigned is 23%

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

BID DATE: JANUARY 5, 2022 @ 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, Box Culvert, Bridge, Clearing and Grubbing/ Demolition, Concrete Barrier, Construction Area Sign, Crack Sealing, Electrical, Emulsion supplier, Erosion Control, Fencing, Irrigation, Metal Beam Guardrail, Micro-Surfacing, Minor Concrete, Minor Concrete Structure, Pavement Milling, Roadside Signs, Sign Structure, Soil Nail & Shotcrete, Striping, SWPPP Prep/ Water Pollution Control Plan Prepare, Temporary Erosion Control, Temporary Reinforced Wall Supplier, Testing, Traffic Control System, Underground, Vegetation Control, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Open Grade) Material, Rubberized HMA (Gap Grade) Material.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA and 3855 North Freeway Boulevard, Suite 100, Sacramento, CA or at your local Builders Exchange, or reviewed and downloaded from the dropbox site at https://www.dropbox.com/sh/5rvdc1bwfbasgl9/AABbrd0ba51_kN3GtAESfBUoa?dl=0

or from the Owner's site at 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 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

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.

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Website: www.desilvagates.com
ESTIMATOR: **JAMES YACKLEY**
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 4 – CONSTRUCTION ON STATE HIGHWAY IN SAN JOAQUIN COUNTY NEAR HOLT FROM MIDDLE RIVER BRIDGE TO 0.5 MILE EAST OF MIDDLE RIVER BRIDGE.
Contract No. 10-1F4604

Federal Aid Project No. ACHSST-P004(158)E
Disadvantaged Business Enterprise Goal Assigned is 21%

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

BID DATE: JANUARY 6, 2022 @ 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, Cold Plane, Electrical, Emulsion supplier, Fabric/Geosynthetic Pavement Interlayer, Filter Fabric, Joint Seal, Landscaping, PCC Paving, Roadway Excavation, Slurry Seal, Striping, Survey/Staking, SWPPP Prep/ Water Pollution Control Plan Prepare, Traffic Control Systems, Underground, Trucking, Water Trucks, Street Sweeping, Class 2 Aggregate Base Material, Hot Mix Asphalt P401/P403, Asphalt Binder.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA and 3855 North Freeway Boulevard, Suite 100, Sacramento, CA or at your local Builders Exchange, or reviewed and downloaded from the dropbox site at https://www.dropbox.com/sh/5rvdc1bwfbasgl9/AABbrd0ba51_kN3GtAESfBUoa?dl=0 or from the Owner's site at 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 James 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

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

SUBCONTRACTORS

Traffic Control, Erosion Control (Temporary and Permanent), Electrical, Construction Area Signs, Roadside Signs and Striping, Vertical Drains, Street Sweeping, Guard Railing, Asphalt Paving

SUPPLIERS/SERVICE PROVIDERS

Aggregates, Trucking, Biologist, Settlement Monitoring

CALTRANS STATE OF CALIFORNIA DEPARTMENT OF TRANSPORTATION

Construction on State Highway in San Joaquin County Near Holt from Middle River Bridge to 0.5 Mile East of Middle River Bridge - In District 10 on Route 4

Contract No. 10-1F4604

DBE Contract Goal 21%

Federal Aid Project No. ACHSST-P004(158)E

BID DATE January 6, 2022 at 2:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Williams

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

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

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: CESAR CHAVEZ ELEMENTARY SCHOOL REPLACEMENT OF AUDITORIUM WINDOWS

BID NO. : 12237

BID DATE & TIME: 12/21/2021 @ 2:00 PM

PROJECT LOCATION: 825 Shotwell St, San Francisco CA 94110

Owner: San Francisco Unified School District

All Bidders are hereby notified that provisions of the Labor Code of the State of California, regarding prevailing wages shall be applicable to the work performed under this contract. Pursuant to Labor Code Section 1773 the general prevailing wage rates have been determined by the Director of the California Department of Industrial Relations and appear in the California and Federal Prevailing Wage Rates, which can be found at <https://www.dir.ca.gov/OPRL/DPreWageDetermination.htm>.

Future effective wage rates which have been predetermined and are on file with the CA DIR are referenced but not printed in such publication.

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

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

Please submit proposals to estimatingnbcinc@gmail.com.

If email is unavailable, proposal can be faxed to 800-622-9144.

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

U.S. Secretary of Commerce Gina M. Raimondo Announces Finalists for \$1 Billion “Build Back Better Regional Challenge”

[Article originally appeared on <https://www.commerce.gov/>]

U.S. Secretary of Commerce Gina M. Raimondo today announced the 60 finalists for the U.S. Economic Development Administration’s (EDA) \$1 billion “Build Back Better Regional Challenge” – the marquee of EDA’s American Rescue Plan programs – that aims to boost economic pandemic recovery and rebuild American communities, including some that have been grappling with decades of disinvestment. The Build Back Better Regional Challenge provides transformative investments – up to \$100 million per grantee – to develop and strengthen regional industry clusters across the country, all while embracing economic equity, creating good-paying jobs, and enhancing U.S. competitiveness globally.

The 60 finalists – each a coalition of partnering entities – have proposed projects that will develop or scale industry sectors, develop and train the workforce of today, and build resilient economies. Finalists will now compete for Phase 2 of the Challenge, which will award 20-30 regional coalitions up to \$100 million to implement 3-8 projects that support an industry sector. The deadline for Phase 2 is March 15, 2022.

Today’s finalists, chosen from a pool of 529 applicants, will each receive a grant of approximately \$500,000 to further develop their proposed projects. These grants will help the finalists take their projects to the next level and position those who ultimately do not receive Phase 2 implementation awards to find new partners and sources of funding. The program has already catalyzed new partnerships and creative approaches to regional economic development.

“The Build Back Better Regional Challenge aims to supercharge local economies and increase American competitiveness around the globe,” said Secretary of Commerce Gina M. Raimondo. “The outpouring of interest in this program shows the demand for the Build Back Better agenda and the desire to not only create good-paying jobs, but also strengthen our country’s economic resiliency for years down the road.”

“We are thrilled to help communities work together—in coalitions of government, nonprofits, academia, the private sector, and others—to craft ambitious and regionally unique plans to rebuild their communities,” said Alejandra Y. Castillo, Assistant Secretary of Commerce for Economic Development. “These projects will help revitalize local economies and tackle our biggest challenges related to climate change, manufacturing, supply chains and more. EDA is proud to ignite these plans and help communities nationwide build back better.”

Finalists’ projects span 45 states and Puerto Rico. Twelve finalists are in coal communities, to which EDA has dedicated \$100 million of the Build Back Better Regional Challenge funds as part of its Coal Communities Commitment. Overall, EDA will allocate \$300 million of its \$3 billion American Rescue Plan appropriation to support coal communities as they recover from the pandemic to help create new jobs and opportunities, including through the creation or expansion of a new industry sector.

Projects represent industry sectors that are unique to each region, including advanced manufacturing; aerospace and defense; agriculture and natural resources; biotechnology and biomanufacturing; energy and resilience; health care and digital health; information technology; transportation; construction and logistics; and water and blue economy.

For more information, please visit our fact sheet.

The coalition lead for each finalist is listed below. (Project summaries available via hyperlinks.)

- Alameda County Waste Management Authority
- Albuquerque Hispano Chamber of Commerce Foundation
- CenterState Corporation for Economic Opportunity
- Central New Mexico Community College
- Central Valley Community Foundation
- City of Indianapolis
- City of Manchester
- City of Newark
- City of Tucson
- Coalfield Development
- County of Hawaii
- Departamento de Desarrollo Económico y Comercio de Puerto Rico
- Detroit Regional Partnership Foundation
- Empire State Development
- Four Bands Community Fund
- Georgia Tech Research Corporations
- Greater New Orleans Development Foundation
- Greater Phoenix Economic Council
- Greater St. Louis, Inc.
- Hopi Utilities Corporation
- Howard County Economic Development Authority
- Indian Nations Council of Governments
- Innosphere Venture
- Invest Nebraska Corporation
- Kentucky Education and Workforce Development Cabinet
- Lamar State College - Port Arthur
- Las Vegas Global Economic Alliance
- Los Angeles County Economic Development Corporation
- Louisville Healthcare CEO Council
- MAGNET: Manufacturing Advocacy and Growth Network
- mHUB
- Minneapolis Saint Paul Regional Economic Development Partnership
- New Orleans BioInnovation Center
- North Carolina Biotechnology Center
- Northeastern University

- Oklahoma City Economic Development Foundation
- Osceola County Board of County Commissioners
- Pala Band of Mission Indians
- Pennsylvania Wilds Center for Entrepreneurship, Inc.
- Piedmont Triad Regional Council
- Port of Portland
- Southeast Conference
- Southeastern Connecticut Enterprise Region
- Southwestern Pennsylvania New Economy Collaborative
- Spruce Root
- The Research Foundation for the State University of New York
- The University of Alabama
- The University of Southern Mississippi
- The University of Texas at El Paso
- University of Arkansas for Medical Sciences
- University of Maine System
- University of Memphis
- URI Research Foundation
- Utah Office of Energy Development
- Virginia Biotechnology Research Partnership Authority
- Virginia Tech
- Washington Maritime Blue
- West Virginia Department of Economic Development
- Wichita State University
- Wisconsin Paper Council

The “Build Back Better Regional Challenge” is one of EDA’s many programs aimed at building strong regional economies and supporting community-led economic development. EDA was allocated \$3 billion in supplemental funding under the American Rescue Plan to assist communities nationwide in their efforts to build back better by accelerating economic recovery from the coronavirus pandemic and building local economies that will be resilient to future economic shocks. For more information about EDA’s American Rescue Plan programs, visit <https://www.eda.gov/ARPA/>.

About the U.S. Economic Development Administration (www.eda.gov) The mission of the U.S. Economic Development Administration (EDA) is to lead the federal economic development agenda by promoting competitiveness and preparing the nation’s regions for growth and success in the worldwide economy. An agency within the U.S. Department of Commerce, EDA makes investments in economically distressed communities in order to create jobs for U.S. workers, promote American innovation, and accelerate long-term sustainable economic growth.

SOURCE: <https://www.commerce.gov/news/press-releases/2021/12/us-secretary-commerce-gina-m-raimondo-announces-finalists-1-billion>

SBA Administrator Announces Plans to Elevate the Office of Women’s Business Ownership

[Article originally appeared on www.sba.gov]

U.S. Small Business Administration Administrator Isabella Casillas Guzman announced that the SBA intends to elevate its Office of Women’s Business Ownership (OWBO) to directly report to the Office of the Administrator. Under Administrator Guzman, the SBA has expanded the number of Women’s Business Centers (WBCs) to a record 140 locations nationwide. These WBCs offer a network of extensive on-the-ground resources that include free to low-cost counseling, training, business development technical assistance and are dedicated to assisting women entrepreneurs to start, grow, and expand their enterprises.

“In 1972, there were a little over 400,000 women-owned businesses in the United States. Today, there are over 12 million proving that women entrepreneurs have become the fastest growing and one of the most impactful segments of the business community,” said Administrator Guzman. “While there has been historic progress in women’s entrepreneurship, significant disparities still persist, impacting women entrepreneurs’ access to resources and opportunity, especially in the face of the economic challenges posed by COVID. That is why I am proud to advance the mission of the Office of Women’s Business Ownership and reaffirm our commitment to America’s women-owned small businesses.”

“Female entrepreneurs are integral to the American economy, starting new businesses at high rates and employing millions. But COVID dealt a severe blow to women-owned businesses, and we can’t afford to leave them behind,” said Rep. Nydia M. Velázquez (D-NY), Chairwoman of the House Small Business Committee. “I’m pleased to see the Biden-Harris Administration prioritizing driving recovery for these small firms and addressing longstanding inequities for women entrepreneurs. I look forward to continuing to work with Administrator Guzman to eliminate obstacles for women in the small business sector and ensure they are in a position to thrive.”

As the fastest-growing entrepreneurial segment in the country, the high growth in entrepreneurship amongst multicultural women is particularly noteworthy. Data from the SBA’s Office of Advocacy found that between 2014 and 2016, the number of employer firms owned by women grew six percent, twice the growth rate of employer firms owned by men. This exponential growth was mainly driven by an increase in employer businesses owned by minority women, which grew 14 percent in that time.

“It is an honor to lead OWBO during this historic time of entrepreneurial growth for women, and when supporting them through recovery and ensuring that women small business owners are positioned for the future is so imperative. I look forward to working directly with Administrator Guzman to keep the concerns of women, especially those from underserved and disadvantaged communities, at the forefront of SBA’s executive leadership, initiatives.

Visit the link below for the full article:
www.sba.gov/article/2021/dec/07/sba-administrator-announces-plans-elevate-office-womens-business-ownership?utm_medium=email&utm_source=govdelivery



SUCCESS STORIES

Bill McRae, On Stage Music Academy

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

A classically trained musician from an early age, Bill McRae spent many years performing and composing. He played keyboards, guitar and bass. After college, he became a music business executive, then a classroom teacher. In 2014, Bill decided he wanted to open a music school. He wanted to share his love of music with students of all ages. Now open, the On Stage Music Academy offers introductory music classes, hands-on education in various instruments and genres, and experience in both recording and live performance.

Bill looked at other music programs and wanted to create something different—his own unique system and school. He grew up in a family business and had worked as a sole proprietor pulling together teams of musicians to play. But opening a business with employees would be a whole new experience. Throughout his career, Bill has always found that reaching out to others for advice and assistance pays off. So he visited the Small Business Development Center hosted by Long Beach City College for help with his idea.

A hands-on team

SBDC Program Coordinator Janice Grass managed Bill's consultations with SBDC Director Mike Daniel and Business Advisors Se' Reed, Brad Pollak, Joseph Jackson, Laura Lara, and Vi Pham. The team at the SBDC helped Bill assess the viability of his idea, complete business and marketing plans, and research suitable locations for his startup. They also guided him to obtain the necessary licenses and permits, negotiate the legal and HR challenges of hiring employees, and learn to use QuickBooks accounting soft-

ware.

Bill had spent months trying to build a business plan. Daniel showed him how to focus on the financial planning aspect of the business plan. That way, he could immediately assess his idea's viability. "Making sure my business model was financially viable gave me an assurance that I could move forward," Bill says. "That was freeing, because I could start taking [action] instead of waiting until everything was perfect."

With his business plan in place, Bill moved quickly. "The SBDC was very helpful in bouncing ideas off of," he says. Attorney Pham answered his questions about everything from leases and contracts to business structure.

The dream takes shape

Meanwhile, Daniel connected Bill with other service providers. "He helped me find [someone] to work on a logo, people I could reach out to for insurance, an architect, a contractor—he gave me so many names," Bill recalls. After finding an ideal location in Long Beach, Bill again turned to Daniel. He wanted to learn about getting business licenses and permits and having building plans approved.

"Mike has been a sounding board for me," Bill says, "and every bit of information he gave me helped me move forward into the unknown with confidence."

As a sole proprietor, Bill had done bookkeeping before. But getting hands-on help from QuickBooks expert Lara made a huge difference in his comfort level. "I had some training, but [learning from] someone who does bookkeeping day-to-day makes a big difference," he explains.

As Bill began to move his business along, he was unsure about whether to hire contractors or employees for his new business. So he turned to Jackson for guidance. "Jackson worked with us on the HR messages that we use when communicating with employees and potential employees [to stay] within California law," McRae says. Daniel and Pollak helped him write an employee handbook, define job descriptions, clarify expectations for employees and develop a workplace culture.

Pollak, a former music executive, provided marketing advice. "Besides being a veteran of the industry and applying his knowledge to my issues, he's very entertaining," says Bill. "We get a lot done in a lighthearted way." Bill worked with Pollak to identify the best marketing channels, refine his message, and create a step-by-step marketing plan that covers everything from an elevator pitch to direct marketing to events.

Meanwhile business advisor, Se Reed helped McRae prioritize how he developed an online presence. "The focus was on developing the website so that anything else we did paid off when people visited it," he says. McRae also avidly attended all of the marketing classes Reed taught.

Starting off on the right foot

"Bill was great to work with and pushed through the [startup] process in a six-month period," said the SBDC Long Beach Director, Mike Daniel. Combining his musical experience with his Business Advisors' expertise, it seems McRae already has a hit on his hands. Just months after the business launch, the school already had a strong base of students. McRae kicked off his marketing using Groupon and Amazon Local of-



Bill McRae

fers, which attracted customers from near and far. "A good number of them have continued as students," he says. A successful grand opening attracted the attention of local newspapers. As word-of-mouth built in the neighborhood, Bill was able to target a more specific local clientele.

"Getting advice from people who aren't academics, but who walk the walk, is the biggest benefit [of the SBDC]," he says. "They are so giving."

Website: www.onstagemusicacademy.com/

SOURCE:

<https://cameonetwork.org/success-story/bill-mcrae-on-stage-music-academy/>

Mark Saavedra, Airport Barbershop

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

Mark Saavedra came to the small business world via happenstance. He was working at a market and learning to cut hair when his teacher suggested he take over the Truckstop Barbershop. He was unsure, but when friends and family who knew his talent and skills urged him on, his vision for himself changed. Instead of renting a hair station, he went straight to renting an established barber business.

Truckstop had existed for 50 years and had a built-in clientele, but Mark brought his own as well. When he was still in school, he gave free haircuts to his coworkers at the market. He went to the senior center and gave free cuts to firefighters and kids. He has given many kids their first haircut and after, he takes a picture of them with a fake mustache. It's for fun and the moms love it. "You have to have people skills to do this. And you have to be involved in the community because that's who's coming in here. I've always got my work face on."

Solidifying the dream

When Mark needed a loan, he was referred to West Business Development Center and that's when things started crystallizing for him and his business. West helped him crunch the numbers and put together a business plan presentation for a loan. "I had a very short window and West helped me get through it fast."

West had the expertise and Mark had the hustle. And Mark's confidence was growing. When Starbucks bought out the Truckstop's building, Mark had to apply for another loan for a new shop, now called Airport Barbershop. Once again, West helped with a new business plan. "I didn't think I had business sense, but a lot of that came with West's workshops. I didn't realize it, but I'd already been doing guerrilla marketing. West was my School of Business, basically. They taught me how to use the tools and I already have and translate them into a thriving business."

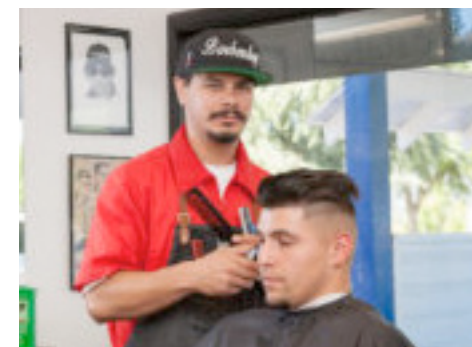
Now in his fourth year of business, Mark has been able to expand his shop and give himself a raise every year. He sells retail products and

has brought in another barber and a cosmetologist as independent contractors. "This is the best money I've ever made, working for myself, but more importantly the feeling is great. It's like a weight off my shoulders, not having to clock in."

A pillar of the community

Beyond creating a living for himself, Mark is contributing to the community. The barbershop is a social scene, where men from all walks of life can let their guard down and shoot the breeze. "We get the firefighters, police, and criminals just out of jail. youngsters and seniors . . . and they're all under the same umbrella here." In the barbershop, everyone gets along and Mark tries to serve as a role model for children in the community as well. He shows them through action what a lot of hard work and a little education can do. "It's been nothing but positive. It feels bigger than me. People look to me."

Mark has found his niche. Having grown up in a household where his mother cut hair, it's not surprising that he owns a barbershop now. His



Mark Saavedra

social savvy and style are innate, but his aptitude for business was discovered and learned.

When asked if he is a barber for life, Mark answers with a proud lift of his chin. "Yes. I do believe so."

Facebook: <https://www.facebook.com/truckstopbarbershop15/>

SOURCE: <https://cameonetwork.org/success-story/mark-saavedra-airport-barbershop/>



BUSINESS TOOLKIT

5 Tech Tools to Improve Your Business Processes

By Sierra Powell,

Tech tools can help your business save money and time and enable it to grow. They can also help you streamline your processes and run the business more efficiently. There are numerous options for tech tools, and you need to research extensively to know the best tool for your business. Here are five tech tools to improve your business processes.

Trello

Trello is a task management tech tool that can help your business track tasks digitally. You can integrate it into almost all the departments of your business, from marketing and sales to human resources and administration. You can also customize Trello to meet your specific needs and work styles. It allows your team to set up and customize workflows through its intuitive features.

Trello has an intuitive interface that is easy to use and organize your work. You can easily navigate the platform as most features are straightforward. It allows all your team members to share documents easily. Trello's key features include creation and assignment of tasks, task prioritization, project planning, to-do lists, and managing recurring tasks.

Trello has a powerful mobile app that allows you to access the same features as the desktop version. You can use the platform to attach images and URLs. This tool enables you to build team spirit using its team collaboration features such as document sharing, comments, and mentions of teammates.

Calendly

Calendly can help you schedule meetings by automating the process of setting up meetings. It helps you avoid the struggle of sending emails back and forth. It's an intuitive platform that offers powerful collaboration features, scalable security and compliance, and powerful administration controls. Calendly can integrate with other tools such as Google, Zappier, Zoom, Slack, and Salesforce.

Calendly allows your clients quick and flexible access to your business. It automatically sets up meetings and alerts all the people concerned. It also sends follow-ups and reminders to the people attending the meetings to reduce no-shows and cancellations.

Its features include calendar sync, appointment scheduling, notifications, email management, and group scheduling. Others include online booking and payments, resource scheduling, reminders, mobile access, and real-time scheduling.

Finzeo

Finzeo processes your payments and their instant bank verification allows you to quickly verify credentials, transactions, and validate accounts. It offers faster and comprehensive validation solutions by acquiring all the account details in seconds. Finzeo protects your business from fraudulent activities by confirming account balance ownership. It also helps your business perform risk assessment more accurately by giving you a preview of the status of the accounts you are dealing with.

It gives your business flexibility when doing online transactions. It also helps to reduce the time spent on account verification, especially when you are in a high-risk business. You will be able to make better business decisions and protect your financial assets.

Velocity Merchant Services

Velocity Merchant Services offers point of sale (POS) customized processing solutions that meet your businesses' needs. POS systems help change the way you manage sales and process payments by offering simple and affordable devices and more sophisticated and comprehensive devices. It also enhances your customer service and helps your business be more efficient.

Velocity Merchant Services provide solutions designed to meet your specific needs. There are all types of equipment that will fit any business. Your business will be able to accept all major brands of debit and credit cards. You can also get a payment gateway, virtual terminal, and tools to build a website if you want mail order service.

VMS uses cloud-based POS technology and allows for seamless software integration. You will avoid unexpected additional charges as VMS offers transparent pricing. You also get a dedicated account manager and 24/7 support.

Buffer

Buffer is a social media scheduling tool that allows you to set posts to go out at certain times. Posting and connecting with your clients on social media platforms can take up most of your time. But with Buffer, you can send out posts without logging into the sites. Buffer can track and measure your performance on social media to know what is working. You will be able to come up with more engaging content.

These tools can increase your productivity and allow you to offer better customer service. Adopting the tools also helps you stay ahead of your competitors and increase your profits. This will help your business to grow by reducing your overhead costs.

5 Essentials to Have as an Entrepreneur

By Maggie Bloom,

An entrepreneur is someone who starts and manages their own business. As an entrepreneur, you bear all the risks and rewards of the business. To be a successful entrepreneur, you require certain qualities, skills, and resources to mitigate risks of financial loss or failure. Here are five essentials to have as an entrepreneur.

1. Focus and Vision

Your journey as an entrepreneur will be full of challenges and setbacks. You will need to focus on your goals and stay on course even when faced with ups and downs. Focus requires self-discipline, control, mastery, and responsibility. You must embrace disruption and take the initiative in order to thrive.

Having a clear vision can drive you to success as it gives you the determination and will to succeed. As an entrepreneur, you must define your vision of what success looks like and how to get there. Having a clear vision keeps you focused and grounded on your goals. You need to have a clear sense of direction and set clear targets for the business.

2. Adequate Resources

To become a successful entrepreneur, you need adequate financial resources. Starting a business comes with many expenses, including training, wages, advertising, and location. The amount of money you require will depend on the type and size of your business. Some businesses will require more capital than others. You will also be required to pay taxes which can be a burden as you start the business.

Human resource is also crucial in your success as an entrepreneur. The quality of your team will



Image credit by <https://pixabay.com>

determine the success of your business. You will need to build and retain good talent in your business to allow for diverse and varied opinions.

As the team leader, you must become a team player and create horizontal structures that will motivate and inspire your team to work in cohesion. Improve the workplace environment by making it enjoyable and safe. For example, you can provide yourself and your staff with high-quality coffee like Kona coffee to keep them motivated during the day.

3. Utilize New Tools to Grow

As an entrepreneur, your role involves growing an idea into a successful business. Certain tools and technologies can help you grow faster and have a competitive edge over your competition.

4. Research

Before starting any business, you must conduct extensive research on the market. This will help you know all the required resources and access the competition. Entering a highly competitive sector can make it harder for you to make significant profits. Remember that no niche is too small as long as you are able and willing to work hard. You can take a small niche and grow it by creating a need for the customers.

When starting a business, it's crucial you enter an industry you are passionate about and love. You can also get into an industry that you have expertise and experience in, as it will be instrumental in making your business a success. Research enables you to know what the consumers want or any unfulfilled demands. You can develop a new product or service or improve an existing product to meet consumer desires.

5. Passion

Enjoying your work will increase your chances of success and the likelihood of achieving your goals. As an entrepreneur, you need to be authentic and personable. Improve your communication skills as it helps to improve your relationship with the customers and employees. Having an infectious desire and passion for success will inspire your staff and their commitment to the organization.

These five essentials can help improve your chances of success as an entrepreneur. They will help you stand out from the crowd and have a competitive edge. Pushing the limits of what's possible and defining your vision can help you make it in any industry.