

SMALL BUSINESS EXCHANGE

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YEARS

Vol 35, Edition 38

Weekly Publication 

December 19, 2019

Convincing Your Team to Implement New Technology



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

By Holly Welles

The construction industry has a history of sticking to tried-and-true traditions, but the shiny newness of the digital age is making its way in. Many construction managers might be receptive to implementing new tech, but need strategies on how to secure companywide buy-in. Investigating options and benefits allows every worker to reap the benefits of a streamlined workplace.

There are countless benefits to implementation. New equipment and software can make tedious jobs effortless. Improved time management frees up resources for major projects instead of small tasks. More revenue allows companies to upgrade the rest of their equipment and make further monetary gains.

New tech enhances a business on several levels. The biggest step forward? Convincing colleagues of the benefits.

Identify the Problem Areas

It's essential to identify areas of improvement before implementing any new technology. It can be tempting to jump on the hottest new tech trends, but not every software or system will fit every company. Integrating tech in places where it's most necessary saves money on purchasing

unnecessary devices. A company that doesn't know its strengths and weaknesses has a harder time facilitating change.

The pain points are different for each construction business. One might struggle with tracking their finances and client contracts, while another might have worn-out equipment. Take some time to discuss pain points with your team and use this information as a starting point.

Construction managers should have a picture of what benefits the company can gain before making improvements or suggestions. There should be tangible, measurable advantages to ease the buy-in process and get executives on board. If you can identify the biggest opportunities for change, you're well on your way to securing their approval.

Research the Options

Construction tech is steadily on the rise, which means there are increasing options for software, hardware, and tools. How can your company even begin to sort through an ever-growing technology market?

Choosing the right technology means managers will need to investigate both internal operations and outside competitors. What do competing companies use, and how do these solutions work

■ Continued on page 2

SBA Modifies Method for Calculating Annual Revenues for Small Businesses

The U.S. Small Business Administration published in the Federal Register a final rule to modify its method for calculating annual revenues used to prescribe size standards for small businesses. The final rule is effective Jan. 6, 2020.

The SBA changed its regulations on the calculation of annual revenues from a three-year averaging period to a five-year averaging period, outside of the SBA Business Loan and Disaster Loan Programs. The change in the averaging period for calculating annual average revenues

from three years to five years may result in firms regaining or retaining their small business status. To assist small businesses with this change, the SBA is providing a two-year transition period while firms subject to the change may choose either a three-year averaging period or a five-year averaging period.

This final rule implements the Small Business Runway Extension Act of 2018, Public Law No.115-324, which changed the requirements for proposed size standards prescribed by an agency without separate statutory authority to issue size standards. The intent of the law was to allow small business government contractors more time to prepare for the transition to the full and open market after they exceed the size standard.

While the law changed the averaging period for calculating annual revenues of businesses in ser-

vices industries from three years to five years, the law did not address the averaging period for calculating the size of other businesses. To promote consistency, the SBA is adopting a five-year averaging period for all of the SBA's and other agencies' revenue-based size standards, regardless of whether the industry is for services.

As noted above, this change will not apply to the SBA Business Loan and Disaster Loan Programs. The SBA will seek comment, through a separate rulemaking, on the appropriate averaging period for the SBA Business Loan and Disaster Loan Programs.

For more information about the SBA's revisions to its small business size standards for various industry sectors, visit <http://www.sba.gov/size>.

SOURCE: www.sba.gov

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PUBLISHED BY SMALL BUSINESS EXCHANGE, INC.
795 Folsom Street, 1st Floor, San Francisco, CA 94107

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

Business Toolkit

10 Easy Ways to Build a Relationship With an Owner

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

By John Lack,

Even in the world of digital media, word of mouth can still be one of the best forms of advertising. According to a recent Nielson study, 92 percent of consumers trust recommendations from other people, and 77 percent of consumers are more likely to buy a product when learning about it from a friend or family member. As a result, the owner you are working for could be one of your greatest salespeople. Chances are, he or she is networking with other business owners in the community and, if you do a good job for the owner, others will hear about it.

An owner you just performed work for is also a great reference for future jobs and can help you build your portfolio. Here are 10 easy ways you can help build a solid relationship with an owner to generate new business for yourself.

Basic social skills

This one seems so simple, yet may be the most important. Always remember to say “please”

and “thank you.” Using phrases like “would you consider” or “I would recommend” helps develop a working relationship and removes the tone of demand. This is especially true for workers on a job site.

Clear communication

A key element to getting a raving recommendation is communication. Your communication must be clear, transmitted properly, received timely, and understood completely. Always review protocol with the owner and the architect prior to start. You may ask if they would like any additional steps taken above and beyond following the contract documents.

Keep the job schedule realistic, accurate, and updated. Accommodate the owner’s needs with the schedule whenever possible. Post the schedule on the job site for all to see.

Encourage the owner to the service of the architect to make weekly on-site inspections. This will eliminate a lot of problems and enhance communication tremendously. The architect should inspect the job site to ensure his or her work is being followed and conforms to the con-



tract documents. It also gives the architect the ability to view the materials delivered (that he spec) to the site prior to installation. This puts responsibility in the architect’s hands and helps catch problems earlier.

Smart negotiating tactics

During the course of a job, there are going to be disagreements on contract interpretation. One of

the most important parts of negotiating is keeping people—and the emotional side of the relationship—separate from the issues that are being discussed. It is natural for someone to want control, have the upper hand, and seek discounts. Remember, in most cases a win-win solution for both parties is what we are trying to achieve.

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Convincing Your Team to Implement New Technology

■ Continued from page 1

for them? Are there reasons an organization should or shouldn’t adopt similar techniques? Some tech trends are industry fads that rise fast and fade faster, but others are truly making a lasting impact on project efficiency.

Construction professionals must also study the tech itself. Does it have the necessary specs to solve on-the-job challenges? Is it cost-effective, and are there better options available? Jumping on the first solution is a rookie error, but many companies do it and then have to recalibrate.

Show your organization that you’re willing to research your options. Ask to form a committee to help determine which technologies will fit well with your construction niche, pain points, and budget. Buy-in will be easier to secure if leadership feels assured that this investment isn’t going to be a short-sighted mistake.

Communicate the Benefits

Teammates and higher-ups alike should be aware of all the long-term benefits new devices will offer. Business is all about time and money.

Managers will benefit from building a compelling case that lists key performance indicators and timelines. Executives will be more likely to accept these initiatives if they receive proof and transparency throughout the process.

Then, make sure each supervisor or manager is ready to help implement your company’s new tech across the team. They’ll supply the necessary resources to get it off the ground and keep everyone accountable. Each teammate will have their role in making the implementation possible. Knowing that the boss is keeping tabs encourages them to stay on task and regularly contribute.

Communication across the ground level is crucial, too. Keeping colleagues in the loop gives them an element of control. Some employees resist the idea of a company restructuring that forces them to use different tools. When they receive adequate information, however, they become forthcoming with feedback and adjust better to the developments.

Track the Data

After integrating the tech, regular data analysis is crucial. This information determines whether a solution stays or goes. If the data isn’t matching the predicted KPIs, businesses can develop new ones or change strategies to meet the current ones.

Records from past construction projects play a significant role. A new tool’s effectiveness lies in both its specs and its performance in comparison to older equipment. If the current tech doesn’t reach or surpass former efficiency levels, adjustments — or even replacements — are necessary.

Let’s say you need to determine whether telematics data is worth the investment. Make sure you have the structure in place to evaluate the efficiency of your equipment and compare this data to your project outcomes in the last year or last quarter. Can you demonstrate a decrease in time per task, or does it appear there is another obstacle your team needs to tackle?

Another good example of data evaluation concerns worker productivity. Wearable ARs like

the Microsoft HoloLens let employees hold teleconferences and study blueprints through specialized glasses. These high-tech glasses are super convenient, but only if the team has the training to use them effectively. A reevaluation is necessary if company analytics reveals little change in productivity outcomes.

Constructing Better Workplaces With Improved Tech

Construction professionals can create more productive teams by educating colleagues on the benefits of improved tech. You should start by identifying your company’s biggest opportunities for change and research the technologies that can create meaningful solutions.

Then, it’s a matter of tracking outcomes and relaying them to your team. Once the integration proves its success, the tech can spread throughout the company and upgrade operations on a widespread scale.

SOURCE: www.constructconnect.com/blog/convincing-your-team-to-implement-new-technology

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CALIFORNIA CERTIFICATIONS

CDOT UCP DBE #5988 • CA DGS SBE #1789941

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?

SBA Loans for Your Startup

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

By *Asheesh Advani*,

Despite what you might see on late-night infomercials or some websites, none of the SBA's loan programs involve free money, government grants or no-interest loans. In fact, the SBA doesn't even lend funds directly to entrepreneurs--you'll need to strike up a relationship with a loan officer at your local bank, credit union or nonprofit financial intermediary to access the programs.

But once you do, there's an array of resources aimed at getting you the capital you need to start or expand your small business. Last year, more than \$50 million in SBA loans were being provided per day to U.S. small businesses. For this month's column, I thought I'd review the latest

descriptions and eligibility criteria for the SBA's three most popular loan programs.

7(a) Loan Program

The 7(a) is the SBA's most popular loan program. As a small-business owner, you can get up to \$750,000 from your local 7(a) lender, backed by a partial guarantee from the SBA. Note that the SBA is not lending you any money directly. What they are doing is making it less risky for a local lender to provide you with financing. 7(a) loans are typically used for working capital, asset purchases and leasehold improvements. All the owners of a business who hold an ownership stake of 20 percent or more are required to personally guarantee the loan.

Once your lender decides that 7(a) money is what you need, you'll probably start hearing the names of the different 7(a) programs. For ex-

ample if you're borrowing less than \$150,000, you may be headed toward the Lowdoc program, which was created in 1993 to reduce burdensome paperwork. A Lowdoc loan application is a one-page form; your application is on one side and the lender's request to the SBA for the guaranty for your loan is on the other. The SBA responds to Lowdoc applications within 36 hours.

The SBA Express is a program for lenders with a good SBA-lending track record. It's aimed at getting money--in this case, as much as \$250,000--quickly into the hands of entrepreneurs. Based on the success of the SBA Express program, the SBA initiated CommunityExpress, specifically designed to improve access to capital for low- and moderate-income entrepreneurs and to provide both pre- and post-loan technical assistance.

Eligibility: The eligibility criteria for the 7(a) program are the broadest of all the SBA loan programs, but they're still quite restrictive for startups and businesses related to financial services. See this page on the SBA's website for a list of the types of business that are eligible. In general, all SBA programs are targeted at small companies (that is, businesses with less than \$7 million in tangible net worth and less than \$2.5 million in net income), but typically most banks won't lend to startup businesses that don't have two to three years' worth of financial statements and some owner's equity in the business. Some banks will allow you to use money from relatives as part of your equity, but you're required to formalize these small business loans with a repayment plan that's subordinate to the bank debt.

■ Continued on page 7



California Sub-Bid Request Ads



An Equal Opportunity Employer
is requesting quotations from all qualified
DBE

Professional services, sub-contractors, material suppliers and trucking for the following project:
Contract No. 03-3F5404

FURNISH PRECAST PRESTRESSED CONCRETE SLAB & PLACE STRUCTURAL CONCRETE

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

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

DBE GOAL: 17%

CONTACT:

David Aboujudom

Brosamer & Wall Inc.

1777 Oakland Blvd, Suite 300

Walnut Creek, California 94596

PH: 925-932-7900 FAX: 925-279-2269

PROJECT SCOPE:

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

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

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

For the complete list of the Actual Project Bid Items go to:
<http://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=03-3F5404>

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

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

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

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:
**REGIONAL WATER RECYCLING PLANT NO. 5 (RP-5) LIQUIDS TREATMENT EXPANSION
TO 22.5 MGD AND SOLIDS TREATMENT FACILITY**

PROJECT NOS. EN19001 & EN19006

Owner: Inland Empire Utilities Agency

Location: Chino, CA

Bid Date: February 20, 2020 @ 2:00 P.M.

J.F. Shea Construction, Inc.

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

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

Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid. We are particularly interested in bids from subcontractors/suppliers for the following work items:

Demolition, Erosion Control, Geotextiles, Microtunneling, AC Paving, Aggregates, Ready-Mix Concrete, Reinforcing Steel, Precast Concrete, Masonry, Structural Steel, Miscellaneous Metals, Steel Deck, Plastic Paneling, Waterproofing, Metal Wall Panels, Roofing, Sheet Metal, Sealants, FRP Doors/Frames, Hardware, Access Doors, Overhead Coiling Doors, Aluminum Storefront, Skylights, Glazing, Metal Framing & Drywall, Resilient Tile Flooring & Base, Perforated Metal Acoustic Panels, Painting and Coatings, Louvers, ID Devices, Fire Protection Specialties, Toilet Accessories, Aluminum Clarifier Cover, Equipment, Jib & Davit Cranes, Hoists, Monorails and Bridge Cranes, Truck Scale, HVAC, Electrical and Instrumentation

Plans and Specifications: Please email your request to elizabeth.schmid@jfshea.com

Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

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.

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

California Sub-Bid Request Ads



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

REQUEST FOR **DBE**
SUBCONTRACTORS AND SUPPLIERS FOR:

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

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

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

Greg Souder (510-809-3430 gsouder@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

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to download the latest SBE
Newspaper and Newsletter



11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: VICTOR LE
Website: www.desilvagates.com
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 280 -
CONSTRUCTION ON STATE HIGHWAY
IN SANTA CLARA AND
SAN MATEO COUNTIES IN LOS ALTOS HILLS
AND MENLO PARK FROM FOOTHILL
EXPRESSWAY UNDERCROSSING TO 0.5 MILE
NORTH OF SAND HILL ROAD OVERCROSSING**
Contract No. 04-3J3204,
Federal Aid Project No. ACNH-280-1(150)E
Disadvantaged Business Enterprise Goal
Assigned is 19%

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

BID DATE: JANUARY 7, 2020 @ 2:00 P.M.

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

**AC DIKE, COLD PLANE, CONCRETE BARRIER,
CONSTRUCTION AREA SIGNS, ELECTRICAL,
EROSION CONTROL, HAZARDOUS / CONTAMINATED
MATERIAL, METAL BEAM GUARDRAIL,
MINOR CONCRETE / TEXTURE PAVING, MINOR
CONCRETE STRUCTURE, PCC GRINDING,
STRUCTURAL CONCRETE APPROACH SLAB /
INDIVIDUAL SLAB REPLACEMENT, ROADSIDE
SIGNS, OBJECT MAKERS, STRIPING, SURVEY /
STAKING, SWPPP / WATER POLLUTION CONTROL
PLAN PREPARATION, TEMPORARY EROSION
CONTROL, UNDERGROUND, VEGETATION
CONTROL, TRUCKING, WATER TRUCKS, STREET
SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL,
CLASS 1 PERMEABLE MATERIAL, 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 or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

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.



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Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: VICTOR LE
Website: www.desilvagates.com
An Equal Opportunity/
Affirmative Action Employer

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

**HESPERIAN BLVD. CORRIDOR IMPROVEMENT
PROJECT FROM EMBERS WAY TO
WEST A STREET, SAN LORENZO AREA,
ALAMEDA COUNTY**
Specification No. 2385
MBE Goal - 15% WBE Goal 5%

**OWNER:
COUNTY OF ALAMEDA**

951 Turner Court, Room 300, Hayward, CA 94545

BID DATE: JANUARY 7th, 2020 @ 2:00 P.M.

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

**ADJUST IRON, CLEARING AND GRUBBING/
DEMOLITION, CONSTRUCTION AREA SIGNS,
ELECTRICAL, FENCING, HAZARDOUS MATERIAL,
LANDSCAPING/IRRIGATION, MINOR CONCRETE,
MINOR CONCRETE STRUCTURE, PAVING
STONE, ROADSIDE SIGNS, STRIPING, SURVEY/
STAKING, SWPPP PREP/WATER POLLUTION
CONTROL PLAN PREP, TEMPORARY EROSION
CONTROL, TRAFFIC CONTROL SYSTEM, UNDERGROUND,
TRUCKING, WATER TRUCKS, STREET
SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL,
HOT MIX ASPHALT (TYPE A) MATERIAL.**

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

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

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



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

Requests bids from certified San Francisco Contract Monitoring Division (CMD) Small and Micro-LBEs, CUCP DBE's and Small Business Enterprises (SBEs) Subcontractors, Consultants, and/or Suppliers seeking to participate in the SFPUC, Mountain Tunnel Improvements Project in Tuolumne and Mariposa Counties, CA.

<http://www.sfgov.org/cmd>
<http://www.epa.gov>
<http://www.sba.gov>
www.californiaucp.org

Subcontractors and Suppliers
for the following project:

**Mountain Tunnel Improvements Project
Contract No. HH-1000**

**Owner: San Francisco Public Utilities Commission
Bid Date: January 16, 2020 @ 2:00 P.M.**

**SF Small/Micro Local Business Enterprises (LBEs)
/ Disadvantaged Business Enterprises (DBEs)**

Minority Business Enterprises (MBE), Women Business Enterprises (WBE), Small Business Enterprises (SBE), Small Businesses in a Rural Area (SBRA), Labor Surplus Area Firms (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Aggregates, AC Paving, Blasting, Concrete Supply, Concrete Pumping, Concrete Reinforcement Supply & Install, Concrete Forming & Accessories, Concrete Paving, Cast in Place Concrete, Precast Concrete, CIDH, Demolition, Drilled Concrete Anchors & Dowels, Drilled Micropiles, Equipment, Electrical, Erosion Control, Fencing & Gates, Hoists & Cranes, HVAC, Hydroseeding, Instrumentation & Controls, Joint Sealants, Tunnel Grouting, Masonry, Metals, Openings, Painting & Coatings, Piping & Valves, Pumps, Propane Storage Tanks, Retaining Walls, Roof Decking, Sheet Metal, Signage, Structural Steel, Steel Doors & Frames, Shotcrete, Shoring, Slope Protection, Street Sweeping, Survey & Tunnel Stationing, SWPPP, Tunnel Invert Paving, Thermal & Moisture Protection, Trucking & Hauling, Utility Boring, Water Truck and Welding.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested SF CMD certified, Small/Micro SB LBE and CUCP, MBE, SBE, SBRA, LSAF OR HUB certified DBE suppliers and subcontractors. Please visit SFPUC website: <http://sfgov.org/cmd/surety-bond-assistance-program-1> for their Bond Assistance Program. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due
January 10, 2020 and Quotes NO LATER THAN
January 15, 2020 at 5 PM.**

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

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit SmartBidNet to complete the SFPUC Confidentiality Agreement, register your company and to receive bidding information, view plans and specifications.

You can view the plans in our office during regular business hours by appointment.

Performance Bond and Payment Bonds may be required for subcontractors and a supplier bond for suppliers, where applicable.

Drinking Water State Revolving Fund (DWSRF)
Provisions apply

Project Labor Agreement applies
Davis Bacon Act applies

**An Equal Opportunity Employer
CA Lic. 433176
DIR# 1000001147**



California Sub-Bid Request Ads

Obayashi/Jay Dee JV, is requesting subcontractor pricing for the following scopes of work from SFPUC qualified small & micro LBE's and DBE's:

PROJECT: HH-1000 Mountain Tunnel Improvements Project
Prime Contractor: Obayashi/Jay Dee Joint Venture
Location: Tuolumne County, CA
Bid Due Date: January 16, 2020
Client: San Francisco Public Utilities Commission
Estimated Value: \$133 - \$143 Million

Contact Information:
Obayashi/Jay Dee Joint Venture
 577 Airport Boulevard, Suite 600
 Tel: (650) 952-4910
Contact: Estimating Department
Email: mountaintunnel@obayashi-usa.com

Seeking qualified firms to provide a **notice of interest** to receive a bid/RFP package or provide a quote in their respective areas of work or specialty.

SUBCONTRACTOR & VENDOR OPPORTUNITIES

Obayashi/Jay Dee Joint Venture is requesting quotes for various areas of work listed in, but not limited to, the scope categories below:

- | | | |
|-----------------------------------|---|--|
| • Clear & Grub | • Masonry Building | • Temporary Water Treatment Installations & Operation & Supplies |
| • Tree Removal | • Metal Roofing | • Trucking & Hauling |
| • Earthwork | • Structural Steel | • Concrete Supply & Delivery |
| • Slope Stabilization & Retention | • Electrical Installations | • Reinforcing Steel Supply & Delivery |
| • Rock Scaling | • Instrumentation & Controls | • Well Drilling |
| • Rock Bolting/Anchoring | • Mechanical & Valve Installations | • Explosive Supply/Delivery/Install & Detonation |
| • Excavation & Grading | • HVAC | • Surveying Land & Aerial |
| • Paving | • Fabricated Metal including Bulkhead Doors | • SWPPP Compliance Work |
| • Gabions | • Fencing | • Site Security |
| • MSE Wall | • Shotcrete Wall Stabilization | • Office Facilities |
| • Reinforced Concrete | • Stairs/Railings | • Traffic Controls |
| • Foundations & Slabs | • Steel Pipe Fitup & Welding | • Other |

We encourage quotes from DBE Businesses, and will consider special bonding or credit needs.

PLANS AND SPECIFICATIONS

Plans and Specifications are available from the SFPUC or viewed at our Burlingame office by appointment.

Details from the SFPUC regarding an electronic version of the bidding forms, contract specifications, plans, and available project information are available by request. To request these materials, email qbd@sfwater.org with this Contract No. HH-1000, the firm name, full address, email address, phone number, copy of contractor's license or business card, and a copy of a government-issued identification. Visit <http://sfwater.org/contracts> for updates. **Please be advised that prior to receiving these materials, all purchasers will be required to complete, sign and fully comply with a Confidentiality Agreement.**

RESPOND WITH INTEREST AT [MOUNTAINTUNNEL@OBAYASHI-USA.COM](mailto:mountaintunnel@obayashi-usa.com)

This contractor and subcontractor shall abide by the requirements of 41 CFR 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status.

Shimmick Construction Company Inc.

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

SBE and DBE Subcontractor/Supplier Bids Requested For:

**San Francisco Bay Area Rapid Transit
 Concord Yard Wheel Truing Facility Project
 Contract No. 03QJ-110**

BID DATE: January 7, 2020

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

Requesting certified SBE and DBE Subcontractor and Supplier Quotes on:

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

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

Plans may be downloaded free of charge via BART's Portal. Please visit www.bart.gov/about/business/ for more information and to register. Documents may also be viewed in person during business hours (7am - 4pm) at Shimmick Construction's office located at 1 Harbor Center, STE 200, Suisun City, CA 94585.

Please call Natasha Inglis at (707) 759-6858 or email at ninglis@shimmick.com to make an appointment.

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

"ATTENTION

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

Michels Tunneling, a Division of Michels Corporation is preparing bids for **Mountain Tunnel Improvements in San Francisco, CA which bids on January 30, 2020.**

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

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

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

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

MICHEL'S is committed to:

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

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

All quotes require submittal of the **SFPUC Subcontractor Form and the Form 4500-3**. Copies of both forms will be distributed. We will be accepting quotes **no later than 12:00 PM on January 28, 2020**

We look forward to hearing from you!

Equal Opportunity Employer



SYBLON REID
 General Engineering Contractors
 Providing Solutions to Difficult Projects

P.O. BOX 100 Folsom, CA 95763
 Phone: (916) 351-0457 Fax: (916) 351-1674
 Contact: John Pottenburgh
 Email: johnp@srco.com & estimating@srco.com

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

**OWNER: DEL ORO WATER COMPANY
 RIVER ISLAND DISTRICT-WATER TREATMENT PLANT PROJECT
 LOCATION: PORTERVILLE, CA
 BID DATE: JANUARY 31, 2020 @ 2:00 PM**

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

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

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

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

SMALL **BUSINESS** EXCHANGE

Arcadis U.S., Inc.

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

Contact:

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

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

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

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

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

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

Chumo Construction, Inc.

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

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

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

**Location: 12-Ora-133-R3.9/13.6
 Contract No. 12-0N6604
 Bid Date: 01-07-2020 @ 2:00 PM**

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

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

Chumo is an equal opportunity employer



Rosendin Names Five New Leaders in 2020 Succession Plan

Retiring Executives Appoint Mike Greenawalt and Paolo Degrassi to Lead Electrical Contracting Company

Rosendin, the electrical contracting industry's largest employee-owned firm, is pleased to announce it will promote five longstanding officers to replace retiring company leaders. The 2020 Executive Leadership Succession Plan positions Mike Greenawalt as the new Chief Executive Officer, replacing Tom Sorley, who is retiring after 26 years at the helm. Paolo Degrassi will be promoted to President, succeeding the retiring Larry Beltramo, who has been with Rosendin for 44 years.

As part of the year-long succession plan at this \$2 billion company, a new organizational structure is being implemented that has the need for two Chief Operating Officers for the company's 15 regional offices and anticipated future growth. Matt Englert is promoted to Chief Operating Officer over the Western Division, and Keith Douglas will hold the title of Chief Operating Officer over the Eastern Division. Additionally, Justin Tinoco is now Executive Vice President. These five leaders will make up the new Executive Committee formerly made up of Sorley, Beltramo and Executive Vice President Jim Hawk, who will also be retiring at the end of 2020.

The retiring executives have more than 100-years of experience at Rosendin combined. To ensure a smooth transition during a time of rapid growth, all three will remain with Rosendin through 2020, providing support and mentoring for the new executive team, and a bridge for business partners.

"Realizing that our C-Suite executives were considering retirement around the same time, we decided the best thing for both our customers and our employees was to announce our succession plan early," said Sorley, who will remain Executive Chairman of the Board. "Allowing for longer transitions helps promote stability, while also giving the new leadership team more time to refine their processes and to focus on their team priorities that will take our company forward into the next 100 years."

Sorley continued saying, "Mike's contributions over his career helped solidify Rosendin as an important player nationally in the construction industry. He embraces new technology and has developed advancements that are having significant influence throughout the commercial construction industry. As I began considering retirement, I knew that Mike was the right person to assume my role as CEO because, in addition to building upon what we've already achieved, he'll continue to innovate and take the company to even greater heights."

"Tom has been an amazing mentor, teacher, and friend, and I'm honored that he and the Board have given me this opportunity," said Greenawalt. "Having started my career as an apprentice, I know what it's like to wake up in the dark and drive to a job site, and I know what it's like to sit in an office with a bid due date the next day. I understand the effect that a seemingly small decision has on employees at all levels of the company, as well as the effect it has on our customers



Pictured: Keith Douglas (COO), Justin Tinoco (Exec. VP), Mike Greenawalt (CEO), Matt Englert (COO), Paolo Degrassi (President)

and partners. I'm committed to carrying this perspective with me as we focus on the next 100 years of Rosendin to make sure we have the talent, resources, and processes in place to take advantage of the many growth opportunities we're seeing across the country."

The announcement comes as Rosendin wraps up a year of recognition to the shared success of its employees, customers, and partners that enabled the company to celebrate its 100th year in business. The new executive team will lead Rosendin's 7,000+ employees into the next 100 years with new inspiration for growth.

"I'm extremely proud of the growth we've achieved and the team we have built at Rosendin, and I'm very excited and confident that now is the right time to transition the leadership team. As the company grows more diverse with a new range of services, we need a leadership team in place that will lead the organization into its next 100 years," said Beltramo, who is also the President of the National Electrical Contractors Association (NECA). "When thinking of who best to succeed me, it was clear that Paolo is the perfect choice not only because of his knowledge and ability to lead high-performance teams but for the respect and trust he's earned from his peers both here at Rosendin and within the industry. I am looking forward to working with the new leadership team and continuing to serve on the Board of Directors here at Rosendin."

"I never would have thought 20-30 years ago, when I had my tools doing building work on a site, that I would one day be President of a 7000-employee company," said Degrassi. "Larry's trusted leadership at Rosendin and NECA serve as a great model of how I will approach my role as President, and I'm thrilled that we will continue to work together over the next year to ensure a smooth transition. Our industry is constantly evolving and changing, and thus my goal is to help Mike and the leadership team make decisions that

keep Rosendin ahead of the curve. One of the ways I plan to do that is by listening to our employees, customers, and our industry peers to understand their needs and to adjust accordingly and quickly."

Greenawalt added how motivated he is to work with this talented team of leaders, believing the group has a significant advantage over other companies that go through a leadership transition. First, he cited the long histories at Rosendin of each member of the C-Suite, which would remove the learning curve of understanding the organization's culture and processes. Second, each leader is already knowledgeable about how they can make an immediate positive impact in their areas of influence. Finally, Greenawalt cited the benefits that an extended transition provides as leaders can continue seeking guidance and advice from Jim, Larry, and Tom over the next year to ensure the transition is smooth and successful.

Bios:

MIKE GREENAWALT, Chief Executive Officer: Mike has over 40 years of construction industry experience beginning his career as an Apprentice Electrician. He joined Rosendin in 2002 as a Division Manager in the Arizona office and grew the office and team, becoming Vice President of Operations. Mike's management and field experience have provided him with the skillset and expertise to grow highly technical and effective operations teams across the country. As Chief Executive Officer, Mike will continue to build on Rosendin's foundations to lead, inspire, and build while positioning the company as an innovative industry leader.

PAOLO DEGRASSI, President: Paolo began his career as an Apprentice Electrician in 1985 and spent 19 years in the field before moving into project management. In 2006, he started at Rosendin as a Senior Project Manager on the design-build, mixed-use Hollywood and Vine project in Hollywood, CA. He was quickly recognized as a leader,

being promoted to Division Manager in the Los Angeles office and then to Vice President, where he oversaw multiple divisions in Southern California. As President, Paolo, alongside Mike Greenawalt, will continue to build, enhance, and maintain Rosendin's relationships with clients, industry partners, NECA, and IBEW nationwide.

KEITH DOUGLAS, COO (East): Rosendin's Chief Operating Officer in the Eastern Division will remain based at the Sterling, VA office where he started in 2012. Keith started at Rosendin as the Division Manager of the Virginia office. He quickly grew the East Coast team to five divisions and expanded to three offices, including Maryland and North Carolina. As Chief Operating Officer, Keith will optimize Rosendin's operating capabilities to support strategic growth in new markets through the Southwest, Texas, Reno, and the East Coast. He will oversee and support the operating units in those same regions and ensure alignment of Rosendin's Core Values across the organization.

MATT ENGLERT, COO (West): Matt began his career with Rosendin, over 19 years ago, as an Assistant Project Manager. Matt quickly progressed through the organization as a Project Manager, Project Executive, and Director leading the organization through complex power and technology projects. He established Rosendin's Mission Critical Group in 2008, and founded Rosendin's sister company, Modular Power Solutions, in 2011. As Chief Operating Officer, Matt will lead high-performance teams and set the direction for continuous operational innovation. He will oversee and support the operating units in Hawaii, California, and the Pacific Northwest and ensure alignment of Rosendin's Core Values across the organization.

JUSTIN TINOCO, Executive Vice President: Justin joined Rosendin in 2001 during the last year of his apprenticeship in the Joint Apprenticeship Training Committee (JATC). He was quickly recognized as a future leader, rising through the field, traveling for jobs, and working on some of Rosendin's most challenging and complex projects. In 2012, he became the Director of Modular Power Solutions, Rosendin's sister company, and Vice President in 2016. As Executive Vice President, Justin will focus on setting direction, aligning resources, driving innovation, and developing and implementing operational standards across the country. He will also oversee national labor relations, LEAN initiatives, QA-QC, workforce development, and support Rosendin's safety standards company-wide.

About Rosendin

Rosendin, headquartered in San Jose, Calif., is an employee-owned electrical contractor. With revenues upwards of \$2 billion, Rosendin is one of the largest electrical contractors in the United States employing over 7,000 people. For 100 years, Rosendin has created a reputation for building quality electrical and communications installations, building value for clients, and building people within the company. For more information, visit www.rosendin.com.

Public Legal Notices

OAKLAND UNIFIED SCHOOL DISTRICT

**REQUEST FOR QUALIFICATIONS
& PROPOSALS
CAPITAL FACILITY FINANCIAL
MANAGEMENT & BOND ACCOUNTING &
COMPLIANCE SYSTEM
RFP issued December 18, 2019**

**REQUEST FOR QUALIFICATIONS AND
PROPOSALS (RFQ/P)**

**Responses must be received January 14, 2020,
no later than 2:00 p.m.**

The Oakland Unified School District ("District") is requesting proposals from experienced firms, partnerships, corporations, associations, persons or professional organizations ("Consultants") for a Capital Facilities Financial Management and Bond Accounting and Compliance System to assist District staff and consultants in efficiently managing the Program funding and satisfying the various reporting requirements.

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

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

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

If you have any questions regarding this RFQ/P please email Kenya Chatman, Acting Director at kenya.chatman@ousd.org, and cc: to Colland Jang, School Facilities Planning Consultant at colland.jang@ousd.org.

The District reserves the right to reject any and all proposals.

UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

**NOTICE INVITING GENERAL
CONTRACTOR PREQUALIFICATION**

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

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

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

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

PROJECT COMPLETION TIME:
180 calendar days.

ESTIMATED COST: \$2,500,000

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

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

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

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

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

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

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

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Proposer may be required to show evidence of its equal employment opportunity policy.

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

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

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

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

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA
December 9, 2019

SBA Loans for Your Startup

■ Continued from page 3
504 Loan Program

The 504 loan program is intended to supply funds for asset purchases, such as land or equipment. Typically, the asset purchase is funded by a loan from a bank or other lender in your area, along with a second loan from a certified development company (CDC) that's funded with an SBA guarantee for up to 40 percent of the value of the asset--which is generally a loan of up to \$1 million--and a contribution of 10 percent from the equity of the borrower. This financing structure helps the primary lender--the bank--reduce its exposure by relying on the CDC and the SBA to shoulder much of the risk.

Eligibility: Like the 7(a) program, the 504 program is restricted to small businesses with less than \$7 million in tangible net worth and less than \$2.5 million in net income. However, since funds from 504 loans can't be used for working capital or inventory, consolidating or repaying debt, or refinancing, this program tends to exclude most service businesses that need to purchase land or equipment. Personal guarantees are also required for 504 loans.

7(m) Microloan Program

The Microloan program is presently under budgetary review, and the political winds aren't currently blowing in its favor. The program is intended to provide "small" loans of up to \$35,000 that can be used for a broad range of purposes to start and grow a business. Unlike the 7(a) program, the funds to be loaned don't come from banks; rather, they come directly from the SBA (now you know why it's unpopular with the folks in charge of the budget) and are administered to business owners via nonprofit community-based intermediaries. To find the name of an intermediary micro-lender in your area, visit this page of the SBA's website.

Eligibility: The Microloan program is startup friendly. All new businesses are eligible to apply. Although the maximum loan amount is \$35,000, the average loan is approximately \$10,000. The only catch is that Microloan borrowers typically have to enroll in technical assistance classes administered by the micro-lender intermediaries. For some entrepreneurs, this is a very helpful resource that provides cost-effective business training. Others, however, perceive it as a waste of time, although it's a necessary pre-condition to getting a Microloan.

Although I promised reviews of just the three top SBA loan programs, I didn't want to fail to mention two other special purpose loan programs targeted at serving particular types of businesses. The Export Working Capital Program provides short-term working capital to small, export businesses, and the DELTA program provides both financial and technical assistance to help businesses dependent on defense installations transition to civilian markets. You can log on to the SBA's website to learn more about these two programs.

The long and short of it is, if you need small-business loan capital, there's probably an SBA program out there for you.

SOURCE:
www.entrepreneur.com/article/79254

10 Easy Ways to Build a Relationship With an Owner

■ Continued from page 2

Avoid Contract Disputes

Putting a well-defined contract in place upfront can help ensure you and the owner are on the same page. Questions regarding the contract should be addressed in the bidding process. It is important for the owner and contractor to understand that construction documents are not perfect. Unforeseen conditions, revisions necessary by the owner, errors in the documents, and changes in the project scope commonly take place.

Putting in place general conditions, AIA form A201 or similar, helps to bring order to an otherwise imperfect process. It is important for the owner and contractor to fully understand clear general conditions for the success of the project.

If you happen to be using an AIA form A101 contract between owner and contractor, the A201 general conditions are already a part of your contract.

Active problem solving

To minimize the impact of unexpected changes, provide a variety of solutions for consideration before any decisions are made.

Keep the energy alive

The owner is making an investment in his or her business and is likely excited to see it come to fruition. Have the same energy level and stay excited about the project all the way through. If the project is a new building, have a "coming soon" sign made with the company's name and place it in front of the business. You may want to include your name as well as the architect's to show it is a team effort.

Tidy up

Keeping the job clean and safe not only shows professionalism, but displays how much you care about your work.

Support the business

Attend the grand opening to make sure all is going well and to answer any questions. This can be a good time to network with the owner's

friends and family who may be looking for contractors for their own businesses.

Keep in touch after the project

Inviting the owner to one of your company's social events may be a good way to stay in touch and get to know each other outside the job site.

Stay partners

You may want to offer a service or maintenance agreement to the owner after the project as a way to keep in contact.

The key to word-of-mouth marketing is to treat each job like an interview for your next job. It is an opportunity to show what your company can do. Building long-term relationships with your clients will benefit you and help build your business. A satisfied customer may end up being your best salesperson.

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

Fictitious Business Name Statements

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

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

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

Signed: **Nils Gunnar Jakob Christerson**

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

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

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

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

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

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

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **July 25, 2019**

Signed: **Harper Zee Adams**

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

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

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

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

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

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

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

Signed: **Heather Ruth Davis**

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

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

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

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

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

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

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

Signed: **Jeffrey Lin**

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

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

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

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

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

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

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

Signed: **Anthony B. Basinger**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388497-00

Fictitious Business Name(s):
C.C. Arts & Crafts Studio
Address
2419 Ocean Avenue #C, San Francisco, CA 94127
Full Name of Registrant #1
Yun-Hsuan Chiu
Address of Registrant #1
863 Commercial Avenue #7, South San Francisco, CA 94080

This business is conducted by **An Individual**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/30/2019**

Signed: **Yun-Hsuan Chiu**

This statement was filed with the County Clerk of San Francisco County on **10/30/2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
10/30/2019

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389033-00

Fictitious Business Name(s):
1. Open Wide San Francisco
2. Open Wide
3. Open Wide Dental
Address
1196 Valencia Street, San Francisco, CA 94110
Full Name of Registrant #1
Jana Sabo DDS Inc (CA)
Address of Registrant #1
1196 Valencia Street, San Francisco, CA 94110

This business is conducted by **A Corporation**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **6-9-2019**

Signed: **Jana Sabo, President**

This statement was filed with the County Clerk of San Francisco County on **12-13-2019**

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

Filed: **Mariedyne L. Argente**
Deputy County Clerk
12/13/2019

12/19/19 + 12/26/19 + 01/02/20 + 01/09/20

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

Fictitious Business Name(s):
JACLYN CHRISTENSEN DESIGN
Address
1459 18th Street #292, San Francisco, CA 94107
Full Name of Registrant #1
Jaclyn Christensen
Address of Registrant #1
20 Quickstep Ln., Apt #2, San Francisco, CA 94115

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

Signed: **Jaclyn Christensen**

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

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

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

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

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0389035-00

Fictitious Business Name(s):
PRESIDIO KEBAB & GYROS
Address
3277 Sacramento Street, San Francisco, CA 94115
Full Name of Registrant #1
3277 Sacramento Street LLC (CA)
Address of Registrant #1
3277 Sacramento Street, San Francisco, CA 94115

This business is conducted by **A Limited Liability Company**
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12-13-2019**

Signed: **Ted Sokmen**

This statement was filed with the County Clerk of San Francisco County on **12-13-2019**

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

Filed: **Fallon Lim**
Deputy County Clerk
12/13/2019

12/19/19 + 12/26/19 + 01/02/20 + 01/09/20

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388349-00

Fictitious Business Name(s):
LITTLE BURDE CHOCOLATE
Address
1429 46th Avenue, San Francisco, CA 94122
Full Name of Registrant #1
Dalia Sara Burde
Address of Registrant #1
1429 46th 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 **01-01-2019**

Signed: **Dalia Burde**

This statement was filed with the County Clerk of San Francisco County on **10-23-2019**

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

Filed: **Melvin Galvez**
Deputy County Clerk
10/23/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0388350-00

Fictitious Business Name(s):
UMAI SAVORY HOT DOGS #105
Address
845 Market Street, Unit FC8, San Francisco, CA 94103
Full Name of Registrant #1
Dinnovations SF LLC (CA)
Address of Registrant #1
3228 Gateland Court, San Jose, CA 95148

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

Signed: **Dat Thieu, Manager**

This statement was filed with the County Clerk of San Francisco County on **10-23-2019**

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

Filed: **Melvin Galvez**
Deputy County Clerk

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

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

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

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

This business was conducted by a
A LIMITED LIABILITY COMPANY

Signed: **Hicham Farhi**

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

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

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