

SMALL BUSINESS EXCHANGE

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33 YEARS

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Photo by: entrepreneur.com

2018 Construction Industry Economic Outlook

by Kendall Jones,

As we head into the final week of 2017, we're going to take a look at how the construction industry has fared this year and what we can expect for 2018. These forecasts were presented in the 2018 Construction and Design Outlook: Cheery or Dreary? webcast presented by ConstructConnect, the Associated General Contractors of America (AGC) and the American Institute of Architects (AIA).

In addition to looking at what economists Alex Carrick, ConstructConnect; Kermit Baker, AIA; and Ken Simonson, AGC have to say about the outlook for 2018, we'll also take a look at some of the obstacles and opportunities the construction industry will face next year in the form of possible tax reforms and labor shortages.

2017 Construction Starts & Spending Forecast

While 2017 is shaping up to be a great year for construction, we aren't going to be seeing the type of year-over-year growth in starts and

spending we've had over the past couple of years.

In 2016, total construction spending increased 6.5% from the previous year according to data from the U.S. Census Bureau. In 2014 construction spending was up nearly 11% and in 2015 it increased 10.7%.

Ken Simonson with the AGC is forecasting a moderate increase of 3% to 5% for construction spending in 2017. This is being led by a 7% to 9% increase in private residential construction spending. Construction spending is being hurt by public spending which Simonson expects to decrease by 4% to 6% in 2017.

The AIA's Consensus Construction Forecast Panel has construction spending on nonresidential buildings increasing 3.8%. Commercial construction spending is expected to see an 8.8% increase for the year while Industrial construc-

Continued on page 2

The Big Impact If Small Businesses Would Export

By Peter J. Cazamias, SBA Official,

Just about a year ago, I made a career transition and joined the U.S. Small Business Administration where I now focus nearly entirely on helping U.S. exporters. Prior to that, I spent seven years in the energy industry around the world where I saw firsthand the transformative effect of innovation, science and technology on global economies. But not until I joined SBA did I come to appreciate the outsized contributions of high growth businesses in creating breakthrough innovations, jobs, and revenues that far surpass our big name companies. And while the impact of small businesses is large, it could be far greater through trade.

To appreciate the potential, it's important to understand that small business is really a very big business. In the United States, 53 percent of workers are employed by small businesses. These businesses have created three out of every four jobs

since 1992. In fact, if our small business sector were a country, our output would rank No. 5: above both Germany and Japan!

And we're not alone. Across the world, small businesses constitute the overwhelming majority of firms. According to the SME (small to medium enterprise) Competitiveness Outlook Download Adobe Reader to read this link content, they represent over 95% of all firms; they account for approximately 50% of GDP; and they employ 60%-70% of the global workforce. But the economic impact of U.S. and international small businesses could be even greater if they entered the global marketplace. By taking advantage of globalization, exponential growth is possible.

We know that small businesses that export report higher sales, employ more people, pay higher

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What It's Really Like to Be a Woman in the Construction Industry

Construction is an industry perched on or at least near the top of the "super male-dominated industries" spectrum. Certainly female on-site construction workers are scarce, but women are almost as underrepresented in the industry at large. So I spoke to two women in the trenches — one a recent college graduate working as an office engineer and one a veteran project manager, both at large general contractors.

Even after attending a male-dominated science and tech high school and completing a male-dominated civil engineering major, it was only once Caroline, a 2014 Notre Dame graduate, started working that she felt surrounded by an 'old boys club' — the air clouded with off-handed, subtly demeaning comments toward women in general. The casual sexism doesn't stop there. "I have noticed that a lot of young women in the industry get mistaken for a secretary or an assistant just because they

are young women," she says. "Between this and being an entry-level employee, it can be difficult to distinguish whether you are being asked to do something because they genuinely need your help or because you're the girl on the team."

But when it comes to the actual work, Caroline feels the playing field is fairly level. "I feel like a lot is expected of us, being recent college grads, and I think I get held to the same standards as my male counterparts, which I appreciate," she says.

In project management of course, those standards mean that as a 23-year-old right out of college, you will be surrounded by a typically all-male, experienced team of on-site laborers...and be expected to manage them effectively. "The field labor staff is almost 100 percent male, so often when I'm directing field work I find myself making decisions and directing men

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Have a wonderful
Christmas
from SBE and Staff



Public Policy

Tax Bill Spells Disaster for Americans of Color, Greenlining Institute Says

The tax “reform” bill just passed by the House and Senate spells disaster for Americans of color and all working families, The Greenlining Institute said today. The bill gives huge, permanent tax cuts to corporations and wealthy individuals but only modest and temporary relief to working families, while setting the stage for the destruction of the Affordable Care Act and cuts to Medicare, Medicaid and other programs

essential to working Americans.

Greenlining Institute President Orson Aguilar made the following statement:

“There’s a reason this bill has been called the #GOPTaxScam on social media. It pretends to be a tax cut, but most working families will eventually see their taxes go up. Worse, it selectively targets Americans of color, who already sit on

the losing end of a racial wealth gap that this bill will make worse.

“For decades, African Americans, Asian Americans and Latinos have disproportionately lacked health insurance, but the Affordable Care Act went a long way toward closing that gap. By sabotaging Obamacare, this fake reform puts the health and economic survival of millions

of Americans of color at risk. By exploding the deficit, this tax scam sets the stage for devastating cuts to Medicare, Medicaid and other programs upon which tens of millions depend.

“I said earlier this year that the president and Congress had declared war on Americans of color. This tax bill shows that was no exaggeration.”

SOURCE: <http://greenlining.org>

2018 Construction Industry Economic Outlook

■ Continued from page 1

tion spending is going to see a year-over-year decrease of 6.6%.

Construction spending through the first nine months of 2017 totaled \$917.0 billion, a 4.3% increase over the same period in 2016. Unless something crazy happens during this last quarter, the forecast from the experts should be right on target.

ConstructConnect’s construction starts increased 13.2% from 2015 to 2016. Construction starts saw a 13.6% increase in 2015. ConstructConnect’s forecast for construction starts in 2017 is a 7.9% growth over 2016 to \$737.8 billion.

2018 Construction Starts & Spending Forecast

Construction spending and starts are expected to remain strong in 2018, but again the amount of growth is forecast to be a bit more subdued.

ConstructConnect’s construction starts forecast for 2018 is a 4.8% increase to \$773.1 billion. Commercial construction (offices, parking garages and transportation terminals) is expected to have a 12.4% increase in starts next year with conservative growth out through 2021.

Industrial, which includes manufacturing facilities and warehouses, is expected to see a 5.6% decrease in starts in 2018 after seeing a 22.8% increase in 2017. Retail construction starts are expected to decline another 2.8% in 2018 after experiencing a 16.5% drop in 2017.

Ken Simonson has forecast a 2% to 7% increase in construction spending for 2018. Private residential will again see the most growth at 6% to 9% with private nonresidential coming in at an

increase between 1% and 5%. The biggest uncertainty, according to Simonson, will be with public construction spending which he has forecast as declining by as much as 3% to growing up to 3% in 2018.

The AIA’s Consensus Construction Forecast Panel for nonresidential buildings construction spending growing 3.6% in 2018. Commercial construction spending should expect about a 4.0% increase, less than half the growth forecast for this year. Institutional construction should see about a 5.8% increase next year with Institutional only increasing by 1.1% in 2018.

Winners & Losers

Residential construction, especially single-family construction, should remain strong in 2018. Part of this will be contingent on whether millennials decide to start making the move from living in downtown metropolitan areas to becoming homeowners.

“If millennials decide they want to have single-family housing like their parents and grandparents, it will help to drive residential starts,” said Alex Carrick.

We’ve had 10 years when housing starts have been less than the 1.4 million benchmark that represents equilibrium,” added Carrick. “So, if housing ever really gets going, it’s going to drive the economy for years to come.”

Other areas where we are expected to expect to see growth include stadiums and arenas with new NFL stadiums planned in Los Angeles and Las Vegas as well as expansion of Major League Soccer in Miami and other cities in the coming years.

Lodging construction, including hotels and motels, is expected to be down in 2018 after experiencing growth in 2017.

Public construction has declined in 2017, but could get back into positive territory with airport construction, which should experience a lot of expansion in terminals and runways, as well as public education construction spending. Spending on highway construction is a big question mark as federal spending remains flat but states are continuing to pursue increases in gas taxes and public-private partnerships (P3s) to fund local road construction.

Retail construction will continue to decline in 2018 as “the bricks and mortar section of retail has really been suffering of late,” according to Carrick. Because of e-commerce, warehouse construction should continue to remain strong and grow in the coming years.

The outlook for the construction industry in 2018 is positive if we look at how architecture firms have been performing this year. “Design firms are seeing healthy conditions [which] certainly points to continued growth in construction as we move into 2018,” stated Kermit Baker.

Obstacles & Opportunities

Construction labor looks to be a stubborn problem to resolve,” noted Kermit Baker.

Labor shortages will continue to plague the construction industry in 2018 and the years to come.

“Construction employment is still more than 10% below its previous peak,” according to Ken Simonson. “Seventy percent of firms said they were having trouble filling hourly craft positions.”

More than half the firms polled by the AGC stated they are having difficulty filling positions for carpenters, plumbers, concrete workers, electricians and bricklayers.

Tax reform is another issue that could impact the construction industry in 2018. On the non-residential side, the proposed tax reforms could create favorable business conditions that would encourage investments in construction.

“Lowering of the corporate tax rate from 35% to 20% in the hope that it would stimulate more manufacturing, more manufacturing activity,” would be a positive according to Carrick.

For housing, the proposed tax reforms could reduce the value of mortgage interest and local property tax deductions, which would be bad for the single-family residential market.

Recent natural disasters, such as the wildfires in California and Hurricanes Irma and Maris, could play a positive role on the construction industry in the coming years. Rebuilding efforts in areas affected by these natural disasters should have a positive impact on the construction industry in the years to come.

Along with labor constraints, commodities and materials pricing will continue to have an impact on the construction industry in 2018 and the years to come. As materials and commodities prices continue to rise, it will be interesting to see if construction firms continue to make do with lower profit margins or if they attempt to increase building costs to meet demand.

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Access to Capital

Frequently Asked Questions About Small Business Finance

By U.S. Small Business Administration,

1. Why do small businesses seek financing?

Small businesses borrow for four principal reasons: to start a business, purchase inventory, expand a business, and strengthen the firm's financial foundation. Firms choose different means of financing depending on the intended purpose. Small businesses' financing options typically fall into two categories: debt and equity. Other unconventional sources can also play a critical role in meeting a firm's financial needs.

2. How large is the small business financing market?

Small business accounts for a significant amount of all business borrowing. Bank loans going to small businesses totaled almost \$600 billion in 2015. Small businesses also draw from other sources, such as finance companies, angel capital, and venture capital. While the percentage of these funds that go to small businesses is unknown, the total funding from these sources accounted for \$593 billion in 2015 (Figure 1). Additional sources of small business finance include personal savings, personal and business credit cards, online lending platforms, loans from family and friends, and home equity.

3. What percentage of small businesses use financing?

According to the National Small Business Association, 73% of small firms used financing in the last 12 months. Small business financing needs vary greatly. About one-quarter use no financing, and for others, the lack of capital causes difficulties growing the business, financing future sales, and keeping adequate inventory.

4. How are new businesses financed?

Startups make heavy use of personal equity and traditional debt, with over half using their own personal savings (Figure 2). Census Bureau data show that employers made greater use of financing than did nonemployers, but also continue to rely on personal savings. Roughly 30% of new nonemployer firms and 7% of employer firms used no startup capital.

5. How do existing businesses finance expansion?

Existing businesses use similar financing vehicles as startups to finance expansion. Personal savings are the most common source of expansion finance, followed by reinvestment of business profits (Figure 3). The percentage of firms using expansion capital is much smaller compared with those starting new businesses.

6. How much capital do startups need?

Small businesses' startup capital needs vary, and employer firms tend to use more than nonemployers. More than 43% of employer firms used over \$25,000 in startup capital compared to only 12% of nonemployer firms (Table 1). A relatively large percentage of both employers and nonemployer businesses used a small amount of startup financing (less than \$5,000), and a sizeable share of both used no startup capital.

7. How much debt do small businesses carry?

63% of all small employer businesses have some debt. The amount of debt that a business carries varies with size and age. Three-quarters of firms with 50 or more employees carry debt, compared with 60% of firms with fewer than 10 employees. Younger firms tend to carry far less debt than their older counterparts (Figure 4).

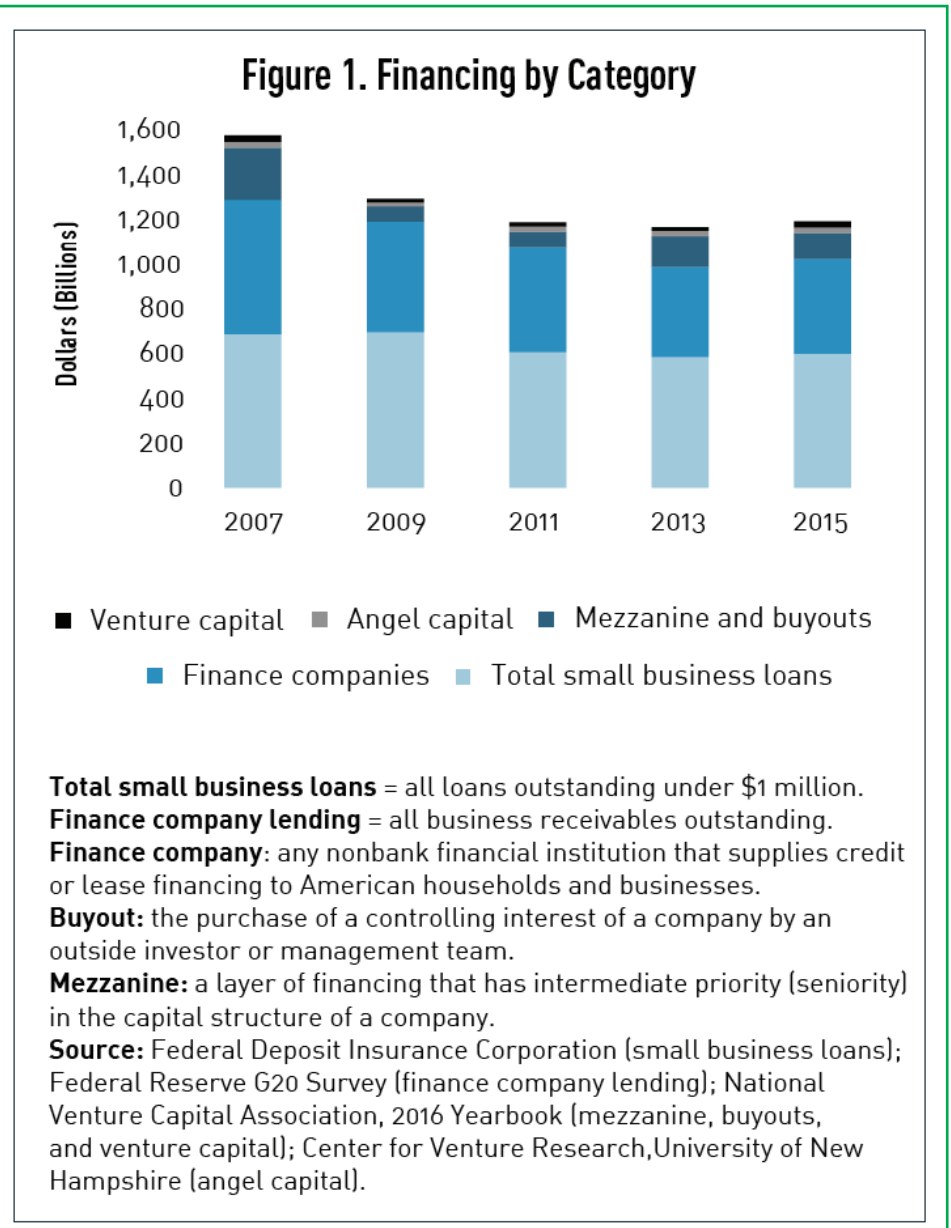
8. How important is credit card financing to small firms?

Credit cards are used extensively, but they represent only a small portion of total finance. A recent report by the National Small Business Association shows that credit cards were one of the top three sources of short-term capital used by small businesses.² However, the Census Bureau finds them to be of lesser importance for startup and expansion capital (Figures 2 and 3).

9. How are veteran-owned ventures financed?

Veteran-owned businesses are similar to other businesses in their use of credit for startup and expansion. For example, for firm expansion, 4.5% of veterans used personal credit cards and 4.3% used bank loans; the comparable figures for all firms were 5% and 4.5%.

■ Continued on page 8



California Sub-Bid Request Ads

WESTERN ROOFING SERVICE

We are requesting quotations from subcontractors, as well as qualified and certified DVBE subcontractors and suppliers for the following project:

**Shell & Core Improvements – 1235 Mission Street
Scope 2: Roof 2
SFUSD Project No. 11860.2
San Francisco, CA
BID DATE: January 4th, 2018 • BID TIME: 2 PM**

Trades Needed:
HVAC work, carpentry, drywall, roof demo/asbestos abatement, plumbing

WESTERN ROOFING SERVICE
15002 Wicks Blvd • San Leandro, CA 94577
(510) 686-4951 • (510) 357-1160 Fax
Contact: Wayne Robert
We Are an Equal Opportunity Employer

WESTERN ROOFING SERVICE

We are requesting quotations from subcontractors, as well as qualified and certified DVBE subcontractors and suppliers for the following project:

**Shell & Core Improvements – 1235 Mission Street
Scope 3: Roofs 1 & 3
SFUSD Project No. 11860.3
San Francisco, CA
BID DATE: January 4th, 2018 • BID TIME: 3 PM**

Trades Needed:
Roof Vacuum, sheet metal fabrication, asbestos abatement

WESTERN ROOFING SERVICE
15002 Wicks Blvd • San Leandro, CA 94577
(510) 686-4951 • (510) 357-1160 Fax
Contact: Wayne Robert
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The Big Impact If Small Businesses Would Export

■ Continued from page 1

wages, and are, on average, more productive than firms that do not export. Download Adobe Reader to read this link content. And, we also know that 96 percent of all of the world's consumers and nearly three-quarters of the world's purchasing power are outside of the United States. Yet still only five percent of all of America's small businesses are exporters. More specifically, in 2014, there were 297,519 identified Small and Medium-Sized Enterprise Goods Exporters. During the same year there were 5,756,419 Small Employer Firms.

In other countries, small businesses fare better, but still represent a lost opportunity for their country's economies and growth.

The barriers to trade that small businesses once faced are being shrunk thanks to technology and innovation. Mobile internet makes it possible to reach distant customers via small transactions that add up to big revenues. Cloud based solutions now mean that a small business isn't held back by the lack of IT infrastructure and is able to save costs, as well as to operate from a range of locales. Many of today's big businesses and global players were the small innovative firms that innovated and took advantage of technology (and SBA assistance) to grow.

Visit link below for the full article:

www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=2226&pageID=25



California Sub-Bid Request Ads



BROSAMER & WALL, INC.

An Equal Opportunity Employer is requesting quotations from all qualified DBE Professional services, sub-contractors, material suppliers and trucking for the following project:
02-4G5504 - Reconstruct with HMA and PCC, Widen Structure and Upgrade Rails In Siskiyou County And Near Dunsuir From Sacramento River Bridge To 0.6 Mile South Of North Mount Shasta Underpass
Bid Closing Date: February 7, 2018 @ 2:00 PM

DBE GOAL: 10%

CONTACT:

Robert Rosas
 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:

- ASPHALT PAVING
- BRIDGE DEMOLITION
- CONCRETE BARRIER
- CONCRETE PAVING
- CONCRETE MATERIALS – CURE, DOWELS, ETC
- CONCRETE STRUCTURES
- CONSTRUCTION AREA SIGNS
- EARTHWORK/GRADING/ROADWAY EXCAVATION
- ELECTRICAL
- EROSION CONTROL – PERMANENT AND TEMPORARY
- GRINDING (COLD MILL)
- METAL BEAM GUARD RAIL (MBGR),
- MINOR CONCRETE
- PILING
- ROADSIDE SIGNS
- RUMBLE STRIP
- SCHEDULE DEVELOPER
- SIGN STRUCTURES
- STORM DRAIN UNDERGROUND
- STREET SWEEPING
- STRIPING
- SWPPP/WPC
- SAW AND SEAL
- TRAFFIC CONTROL
- AGGREGATES SUPPLY – AGGREGATE BASE, RAW AGGREGATES, ETC.
- TRUCKING
- ASPHALT OIL
- JUST-IN-TIME TRAINING
- SERVICE PATROL VEHICLE
- WATER TRUCK

For the complete list of the Actual Project Bid Items go to:
<http://www.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=02-4G5504>

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 Robert Rosas 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 rosas@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 Robert Rosas Chief Estimator 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.



BROSAMER & WALL, INC.

An Equal Opportunity Employer is requesting quotations from all qualified DBE Professional services, sub-contractors, material suppliers and trucking for the following project:

Contract No. 04-3G6034
Pavement Rehabilitation and Ramp Metering
STATE HIGHWAY 680 IN ALAMEDA COUNTY, IN FREMONT, FROM 0.15 MILE SOUTH OF SCOTT CREEK ROAD UNDERCROSSING TO AUTOMALL PARKWAY OVERCROSSING.
Bid Closing Date: January 10, 2018 @ 2:00 PM

DBE GOAL: 12%

We Encourage All DBEs To Attend The Mandatory Prebid Meeting Scheduled On November 15, 2017 At 10:00 A.M. In Order To Meet The B&W Team At The Caltrans Pleasanton Construction Office, 5675 B Gibraltar Dr., Pleasanton, Ca 94588.

CONTACT:

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, including but not limited to:

Lead Compliance Plan, Progress Schedule, Construction Area Signs, Traffic Control System, Temporary Traffic Devices, Temporary Traffic Stripe (Paint), Temporary Railing (Type K), Prepare SWPPP, Storm Water Sampling And Analysis Day, Storm Water Annual Reports, Street Sweeping, Temporary Erosion Control Measures (Check Dams, Fiber Roll, Protect Inlets, Etc.), Remove Yellow Thermoplastic Traffic Stripe (Hazardous Waste), Treated Wood Waste, Temporary High Visibility Fence, Clearing And Grubbing, Structure Excavation, Structure Backfill, Pervious Backfill Material (Retaining Wall), Aggregate Base, Aggregate Subbase, Lean Concrete Base, Lean Concrete Base Rapid Set, Crack & Seal Existing PCC Pavement, Crack Treatment, Replace Asphalt Concrete Surfacing, Hot Mix Asphalt, Rubberized Hot Mix Asphalt, Geosynthetic Pavement Interlayer, Place Hot Mix Asphalt Dike, Tack Coat, Remove Asphalt Concrete Pavement, Remove Asphalt Concrete Dike, Cold Plane Asphalt Concrete Pavement, Precast Jointed Concrete Pavement, Individual Slab Replacement (RSC), Furnish Piling, Drive Pile (Class 90), 60" Cast In Drilled Hole Concrete Pile (Sign Foundation), Structural Concrete Retaining Wall, Structural Concrete, Minor Concrete, Fractured Rib Texture, Joint Seal, Bar Reinforcing Steel, Furnish Sign Structure (Truss), Remove Sign Structure, Underground Storm Drain Systems – Reinforced Concrete Pipe, Remove Concrete Channel, Culvert Slurry Cement Backfill, Sand Backfill, Concrete (Gutter Lining), Rock Slope Protection, Rock Slope Protection Fabric, Minor Concrete, Minor Concrete (Brushed Concrete), Frame & Grate, Remove Pavement Marker, Pavement Marker (Retroreflective), Barrier Marker, Object Marker, Remove Roadside Sign, Panel, Relocate Roadside Sign, Furnish Aluminum Sign Panels, Retroreflective Sheeting, Metal (Barrier Mounted Sign), Roadside Sign (One And Two Post), Midwest Guardrail System (Wood Post), Vegetation Control (Minor Concrete), Transition Railing, End Anchor Assembly, Alternative In Line Terminal System, Concrete Barrier, Remove Guardrail, Thermoplastic Pavement Marking (Enhanced Wet Night Visibility), Two Component Paint Traffic Stripe, Thermoplastic Traffic Stripe, Rumble Strip, Maintaining Existing Traffic Management System Elements During Construction, Modifying Existing Electrical System, General Trucking and Bulk Asphalt Oil Supply.

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 Robert Rosas 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 rosas@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 Robert Rosas Chief Estimator 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.



BROSAMER & WALL, INC.

An Equal Opportunity Employer is requesting quotations from all qualified DBE Professional services, sub-contractors, material suppliers and trucking for the following project:

Contract No. 04-4G8504
Replace Pedestrian Overcrossing
FOR CONSTRUCTION ON STATE HIGHWAY IN SAN MATEO COUNTY IN PACIFICA AT THE SAN JOSE AVENUE PEDESTRIAN OVERCROSSING
Bid Closing Date: January 24, 2018 @ 2:00 PM
DBE GOAL: 13%

CONTACT:

Robert Rosas
 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:

- ASPHALT PAVING
- BRIDGE DEMOLITION
- CLEAR & GRUB
- CONCRETE MATERIALS – CURE, DOWELS, ETC
- CONCRETE STRUCTURES
- CONSTRUCTION AREA SIGNS
- EARTHWORK/GRADING/ROADWAY EXCAVATION
- ELECTRICAL
- EROSION CONTROL – PERMANENT AND TEMPORARY
- FENCE
- GRINDING (COLD MILL)
- LANDSCAPING
- METAL BEAM GUARD RAIL (MBGR),
- MINOR CONCRETE
- NOISE MONITORING
- REBAR
- ROADSIDE SIGNS
- SCHEDULE DEVELOPER
- SHUTTLE SERVICE
- STORM DRAIN UNDERGROUND
- STREET SWEEPING
- STRIPING
- STRUCTURE CONCRETE
- SWPPP/WPC
- TRAFFIC CONTROL
- AGGREGATES SUPPLY
- TRUCKING
- JUST-IN-TIME TRAINING
- WATER TRUCK

For the complete list of the Actual Project Bid Items go to:
<http://www.dot.ca.gov/des/oe/weekly-ads/oe-biditems.php?q=04-4G8504>

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 Robert Rosas 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 rosas@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 Robert Rosas Chief Estimator at 925-932-7900 or fax us your quote at 925-279-2269. PLEASE SUBMIT A COPY OF YOUR CURRENT DBE CERTIFICATION WITH YOUR BID. Subcontractors, Dealers/Suppliers and Brokers please provide your designation code to us on or before the bid date. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER.



Shimmick Construction Company Inc.
 8201 Edgewater Drive, Suite 202 • Oakland, CA 94621
 Phone (510) 777-5000 • Fax (510) 777-5099

LBE Subcontractor/Supplier Bids Requested For:
City and County of San Francisco • Municipal Transportation Agency
UCSF Platform and Track Improvement Project • Contract No. 1305
BID DATE: January 12, 2018 at 3:00PM
Fax all quotes to 510-777-5099 or email to northwest.estimated@shimmick.com

Requesting certified LBE Subcontractor and Supplier Quotes on: *Welding Contractor, Reinforcing Steel Contractor, Pipeline Contractor, Fencing Contractor, Fencing Materials, Hazardous Materials Contractors, Hazardous Waste and Remediation Services, Solid Waste Management Services, Earthwork & Paving, Plumbing, Painting/Waterproofing, Painting/Wallcovering Equipment & Supplies, Electrostatic Painting for Metals, Concrete Contractor and Related Services, Concrete Supplier/Manufacturer, Concrete Delivery & Pumping, Glazing Contractor, Drilling Services, Metal Products, Trucking & Hauling, Plastics and Plastic Products, Steel & Steel Products, Metals for Custom Fabrication, Glass, Mirrors & Windows, Utility Products, Electrical Equipment and Supplies, Instrumentation Equipment & Supplies, Lighting Supplies, Lumber, Communications Equipment & Supplies, Safety & Personal Protection Items, Office Supplies, Sandblasting Equipment & Supplies, Pipes, Valves & Fitting Supplies, Signs (Directional & Informational), Laboratory Services*

Contract Documents are available by owner. Please send a request to Mr. Allan Andaya at allan.andaya@sfmta.com or by fax to (415) 701-4300. You may also contact Jamie Helmick at jhelmick@shimmick.com for access to the documents.

Subcontractors and Suppliers interested in this project may contact Aron Oshio by email at aoshio@shimmick.com.

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



California Sub-Bid Request Ads

**Guy F. Atkinson
Requests**

Sub-bids from All Qualified & Certified DBE Subcontractors/Suppliers
for:

Caltrans Contract 07-202124

**Construction on State Hwy 710 in Los Angeles County
in and near Bell, Vernon and the City of Commerce**

from 0.2 Mile South of Slauson Ave Overcrossing to 0.1 Mile North of Third St Overcrossing

Bids Tuesday, January 30, 2018

Description of Work, Services & Supply (but not limited to): PAVEMENT REHAB & BRIDGE WIDENING: Aggregate Base, Architectural Treatment Guniting Finish, Biologist Services, Chain Link Railing (Various Sizes), CIDH (16"/87"/90") Concrete Piling, Concrete Barrier (Various Types), Construction Area Signs, Demolition, Drill & Bond Dowel, Drilled Piling, Electrical, Erosion Control, Fence/MBGR, Flatwork, Hazardous Waste Removal, HMA, Joint Seals, Furnish Laminated Panel Signs (Various Sizes), Landscape, LCB Rapid Set, Minor Concrete, Paving Supply, Pavement Marking, OHSS, Driven Piling, Polyester Concrete Overlay (Furnish/ Place), Precast Bridge Concrete, Precast Prestressed Concrete Girders (Various Sizes & Types), Rapid Setting Concrete, Rebar, 24" Reinforced Concrete Pipe, Rock Blanket, Furnish Single Sheet Aluminum Signs (Various Sizes) Structural Concrete, Street Sweeping, Structural Steel, Temporary Concrete Washout, Temporary Fiber Roll/Gravel Bag Bern/Hydraulic Mulch/Hydroseed, Temporary Railing, Trucking.

REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.

ENGINEER'S ESTIMATE is \$85,000,000

11% DBE Project Goal

*****Lower Tier DBE participation is greatly encouraged*****

Guy F. Atkinson

18201 Von Karman Ave, 8th Floor, Irvine, CA 92612

socal.esteeming@atkn.com

Phone: 949-382-7145 / Fax: 949-553-0252

Guy F. Atkinson is a union contractor and an Equal Opportunity Employer. Atkinson is signatory to the Carpenters, Cement Masons, Laborers and Operating Engineers Unions. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors with contract value greater than \$100,000. Atkinson will pay the cost of bonds up to 2.0%. Atkinson will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (see project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. Please provide contractor's license number, DBE cert # number and Department of Industrial Relations (DIR) registration number with your quote.

Atkinson requests that subs and vendors register and prequalify in our online system at <https://www.atknextranet.com> prior to bidding.

**TO DOWNLOAD PLANS, SPECS, THE INFO HANDOUT,
ANY ADDENDA, ETC and VIEW Q&A:**

Please go to the Caltrans Contracts web site:

<http://www.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=07-202124>



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

PMI requests proposals/quotes from all qualified and certified DBE/SBE/WBE/MBE subcontractors, suppliers, and truckers for the following project:

**THE CONSTRUCTION OF HAYWARD MAINTENANCE COMPLEX
CENTRAL WAREHOUSE - BART #01RQ-150
Bids: 01/23/2018 @ 2 pm**

The work in this contract includes but is not limited to: Demolition; Asbestos Abatement; Concrete; Rebar; Gypsum Cement Underlayment; Non-Shrink Grout; Concrete Unit Masonry; Metal Fabrications; Metal Stairs; Metal Railings; Decorative Metal; Struct Stl Framing; Cold-Formed Metal Framing; Rough Carpentry; Wood Casework; Plastic Paneling; Fiberglass Reinforced Gratings; Thermal & Moisture Protection; Radiant Heating Rigid Insulation; Vapor Retarders; Standing-Seam Metal Roof Panels; Metal Wall Panels; Flashing & Sheet Metal; Firestopping; Metal Drs/Frms; Access Doors & Panels; Overhead Coiling Doors; Alum-Framed Entrances & Storefronts; Door Hardware; Glazing; Drywall; Tile; Acoustical Panel Ceilings; Resilient Base & Accessories; Resilient Tile Flooring; Static Dissipative Resilient Flooring; Resilient Athletic Flooring; Resinous Flooring; Tile Carpeting; Painting; Chemical Resistant Coatings; Bldg Specialties; Loading Dock Equipment; Residential Appliances; Industrial Equipment; Site Furnishings; Metal Bldg; Hydraulic Elevators; Plumbing; Fire Sprinkler Systems; HVAC, Electrical; Communication Systems; CCTV & Fire & Alarm Systems; Underground Utilities; Asphalt & Concrete Paving; Concrete Curbs, Gutters & Walks; Pavement Markings; Traffic Barriers; Chain Link Fences/Gates; Planting & Irrigation.

PMI will provide assistance in obtaining necessary bonding, insurance, equipment, supplies, materials or other related services. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please contact Ben Pearce at ben@provenmanagement.com PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

We are an Equal Opportunity Employer



**Advertisement of Upcoming Cal State LA TOCA Projects
Playhouse Seismic Improvements:**

Ahmanson State Playhouse Theater Renovation: **\$725,000**
R. Casals/P. Gonzales Tennis Center: **\$3,483,069**
Chiller Plant Expansion: **\$5,866,900**

DBVE, SBE, WBE, MBE, and local subcontractors and suppliers encouraged.

Swinerton Builders is seeking qualified subcontractors and suppliers for all trades to participate in the upcoming Cal State LA TOCA Projects. These Projects are Public Works Projects, and are Prevailing Wage with Certified Payroll required.

Trades

Concrete, Masonry, Structural Steel, Wood, Thermal and moisture protection, DFH, windows, Flooring, Drywall, paint, ceiling tile, toilet partitions, Fire suppression, Plumbing, HVAC, Electrical, FLS, Earthwork and Site Utilities,

All interested bidders must be able to provide a payment and performance bond and/or show proof of bond ability through the Swinerton Prequalification application.

Interested Subcontractors must submit their prequalification application by Friday January 5th 2018.

Interested Subcontractors should contact:

Saed Ali at 213-905-9492, sali@swinerton.com

A link to the project documents are located at:
<http://www.swinerton.com/subcontractors/subcontractor-current-bid-opportunities>

Subcontractors are also encouraged to begin the Swinerton Prequalification process at:
<http://www.swinerton.com/subcontractors/subcontractor-prequal>

DESILVA GATES
CONSTRUCTION

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

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

**CALTRANS ROUTE 680 CONSTRUCTION ON
STATE HIGHWAY IN ALAMEDA, IN FREMONT,
FROM 0.15 MILE SOUTH OF SCOTT CREEK
ROAD UNDERCROSSING TO AUTOMALL
PARKWAY OVERCROSSING,
Contract No. 04-3G6034,
Federal Aid Project No. ACIM-680-1(081)E,
Disadvantaged Business Enterprise Goal
Assigned is 12%**

OWNER:

**STATE OF CALIFORNIA - DEPARTMENT OF
TRANSPORTATION**

1727 30th Street, Bidder's Exchange, MS 26,
Sacramento, CA 95816

BID DATE: January 10, 2018 @ 2:00 P.M.

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

**CLEARING AND GRUBBING/DEMOLITION,
COLD PLANE, CONCRETE BARRIER, CON-
STRUCTION AREA SIGN, CRACK SEALING,
ELECTRICAL, EMULSION SUPPLIER, EROSION
CONTROL, FABRIC/GEOSYNTHETIC PAVE-
MENT INTERLAYER, K-RAIL SUPPLIER, MET-
AL BEAM GUARDRAIL, MINOR CONCRETE,
MINOR CONCRETE STRUCTURE, PCC PAVING,
ROADSIDE SIGNS, ROADWAY EXCAVATION,
RUMBLE STRIP, SIGN STRUCTURE, STRIPING,
STRUCTURAL BACKFILL, STRUCTURAL EX-
CAVATION, SWPPP PREP/WATER POLLUTION
CONTROL PLAN PREPARE, TESTING, TRAF-
FIC CONTROL MATERIAL, UNDERGROUND,
VEGETATION CONTROL, TRUCKING, WATER
TRUCKS, WATERPROOFING, STREET SWEEP-
ING, EROSION CONTROL MATERIAL, FURNISH
PRECAST CONCRETE DECK UNIT, IMPORTED
BORROW, CLASS 2 AGGREGATE BASE MATE-
RIAL, CLASS 4 AGGREGATE BASE MATERIAL,
HOT MIX ASPHALT (TYPE A) MATERIAL, RUB-
BERIZED HMA (OPEN GRADE) MATERIAL,
RUBBERIZED HMA (GAP GRADE) MATERIAL,
STRUCTURE CONCRETE, RETAINING WALL.**

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:ftp%25wd@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 Jim Yackley. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

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

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an equal opportunity employer.



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

REQUEST FOR DVBE & SBE
SUBCONTRACTORS AND SUPPLIERS FOR:

**Fremont Access Road,
ECE Parking Lot & Sidewalk Repairs
Dept. of Education CA School for the Deaf &
CA School for the Blind
State of California - Dept. of General Services
Fremont, CA - Project No. 138450
BID DATE: January 9, 2018 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Concrete, Electrical, Survey, Striping, Signage, Landscape & Irrigation, Base Rock, Asphalt, Temporary Fencing, Sidewalk Underdrains, Parking Bumpers, and Construction Materials

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DVBE & SBE Participation. Plans & Specs are available for viewing at our office.



Graniterock

5225 Hellyer Avenue, Suite #220
San Jose, CA 95138
Phone (408) 574-1400 Fax (408) 365-9548
Contact: David Kennedy
Email: estimating@graniterock.com

REQUESTING SUB-QUOTES FROM
QUALIFIED SBE / MBE / WBE / Labor
Surplus Area Firms SUBCONTRACTORS/
SUPPLIERS/TRUCKERS FOR:

**Rubber Dam No. 3 Fishway Construction
and Fabric Replacement
ACWD Project No. G-G43.03B, Job 21083
Owner: Alameda County Water District
Engineers' Estimate: \$9,780,000.
BID DATE: January 10, 2018 @ 3:00 PM**

Items of work include but are not limited to: SWPPP, Signs, Site Security, Erosion Control, Hazardous Material Control, Dewatering, Anode Well, Cast-In-Place Reinforced Concrete, Misc. Metal Work, Chain-Link Fence & Gate, Shoring, Fiber Optic Work, Electrical and Trucking.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

We are an Equal Opportunity Employer

SMALL
BUSINESS
EXCHANGE

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SBE increases the value of a single ad ... by 3!

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our value-added services!**

3 ADS FOR ONE PRICE

- 1 paid in the SBE weekly newspaper and you receive
- 1 in the Friday daily e-Newsletter
- 1 on the website (running until bid date).

(Proof of Publication will be included for all)

3 for 1

Email ad copy to **Nabil Vo** at nvo@sbeinc.com

SBE IS CERTIFIED BY:

- California DGS

- California UCP

- New Orleans RTA (Louisiana UCP)

- New York UCP

Adjudicated newspaper of general circulation in the City and County of San Francisco (Gov. C. 6023)
Outreach periodical contract with the San Francisco OCA (Resolution No. 26 7-17)

SMALL
BUSINESS
EXCHANGE

795 Folsom Street, 1st Floor
San Francisco, CA 94107
Phone: 800-800-8534 • Fax: 415-778-6255
www.sbeinc.com

Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

**Contract No. 1000008143
WASHINGTON SQUARE PLAYGROUND
RENOVATION**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on 01/10/2018**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpublishworks.org/bid-docs. Please visit the Contracts, Bids and Payments webpage at <http://www.sfpublishworks.org> for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work consists of site improvements with demolition, grading; drainage; soil improvement; utility work; concrete paving, walls and curbs; new and planting and irrigation. The time allowed for completion is 180 consecutive calendar days. The Engineer's estimate is approximately \$747,000. For more information, contact the Project Manager, **Levi Conover** at 415-581-2572.

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

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

This Project shall incorporate the required partnering elements for **Partnering Level 1**. Refer to Section 01 31 33 for more details.

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

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state with laws that perpetuate discrimination against LGBT populations ("Covered State") or where any or all of the work on the contract will be performed in any of those states. A list of states on the Covered State List can be found at: <https://oag.ca.gov/ab1887>.

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items basis. Progressive payments will be made.

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

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

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is **23%**. Call Finbarr Jewell at 415-274-0511 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on **Thursday, 12/21/17 at 10:00 a.m.** at Washington Square Playground, intersection of Columbus Street and Filbert Street.

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

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

Class "A" license required to bid.

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with Administrative Code Chapter 12P, Minimum Compensation Ordinance.

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

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

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

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

**12/21/17
CNS-3081370#
SMALL BUSINESS EXCHANGE**

OAKLAND UNIFIED SCHOOL DISTRICT

**REQUEST FOR PROPOSALS
ARCHITECTURAL SERVICES FOR LINCOLN ELEMENTARY SCHOOL WATER
INTRUSION REPAIR PROJECT
RFP # 012-17**

Oakland Unified School District ("District") is seeking proposals from qualified persons, firms, partnerships, corporations, associations, or professional organizations to provide full architectural planning and design services for the District's Lincoln Elementary School Water Intrusion Repair Project ("Project"), involving, without limitation, replacement of the building envelope.

Respondents to this Request for Proposals ("RFP") must mail or deliver five (5) bound copies, one (1) unbound copy, and one (1) electronic copy on CD or USB flash drive of the Proposal, labeled "Proposal for Architectural Services – Lincoln Elementary School Water Intrusion Repair Project," conforming to the requirements of this RFP to:

OAKLAND UNIFIED SCHOOL DISTRICT
Cesar Monterrosa, Director of Facilities Planning & Management
955 High Street, Oakland, CA 94601
Re: RFP #012-17

ALL RESPONSES ARE DUE BY 1:00 PM ON TUESDAY, JANUARY 16, 2018. Proposals received after this date and time will not be accepted and will be returned unopened. Oral, facsimile, or email Proposals will not be accepted. Each Proposal must conform and be responsive to the requirement set forth in this RFP.

The District reserves the right to change the dates on the schedule without prior notice.

DATE/TIME	ACTION ITEM
Tuesday, December 19, 2017	Release of RFP #012-17.
Tuesday, January 9, 2018 at 1:00 P.M.	Deadline for submission of written questions to District concerning RFP #012-17.
Friday January 12, 2018 at 4:00 P.M.	Deadline for District to answer questions or issue addenda concerning RFP #012-17.
Monday February 19, 2018	Notification to selected Respondent(s) for negotiations.

The District reserves the right to waive any informalities or irregularities in received Proposals. Further, the District reserves the right to reject any and all Proposals and to negotiate contract terms with one or more Respondents for one or more of the work items. The District retains the sole discretion to determine issues of compliance and to determine whether a Respondent is responsive, responsible, and qualified.

If you have any questions regarding this RFP, please email Mr. John Olsson at jolsson@corpusa.com, Ms. Elena Comrie at ecomrie@corpusa.com and CC: Dr. Cesar Monterrosa, Director of Facilities Planning & Management, at cesar.monterrosa@ousd.org per the summary schedule above. See link below for full copy of RFP.

www.ousd.org/cms/lib/CA01001176/Centricity/Domain/95/RFP%20for%20Architectural%20Services%20-%20Lincoln%20ES%20.pdf

DEPARTMENT OF MOTOR VEHICLES (DMV)

**DMV Salinas Roof Replacement
Project No. 17-303**

Provide the Department of Motor Vehicles (DMV) all labor, tools, materials, equipment and travel necessary for the removal of the existing asbestos containing roofing system and installation of a new polyvinyl-chloride (PVC) roof system at the Salinas DMV field office.

Contractor must possess a valid C39 contractor license issued by the California Department of Consumer Affairs, Contractors State License Board (CSLB). In addition, the bidder shall either possess a valid C22 contractor license issued by the CSLB or a valid ASB Certification issued by the CSLB that is registered with the Department of Industrial Relations (DIR), Division of Occupational Safety and Health (DOSH), to perform asbestos abatement work, or subcontract out asbestos abatement work to a subcontractor that processes either a valid C22 Contractors license issued by the CSLB or both a valid C39 contractor license issued by the CSLB and valid ASB Certification issued by the CSLB that is registered with the DIR, DOSH. Successful bidder shall furnish a Payment Bond, must pay prevailing wages, and meet DVBE requirements. (Estimate: \$200,000.00)

A mandatory pre-bid conference is scheduled at **10:00 a.m. on 01/03/2018 at the Salinas DMV field office (meet at the flagpole), located at 260 East Laurel Drive, Salinas, CA 93906** for the purpose of discussing concerns regarding this IFB.

Bid Opening: Wednesday, January 24, 2018 @ 2:00 p.m.

This invitation for Bid is advertised in the California State Contracts Register through Cal eProcure at: <http://www.caleprocure.ca.gov> or <http://www.dgs.ca.gov>.

**12/14, 12/21/17
CNS-3080327#
SMALL BUSINESS EXCHANGE**

**Candlestick Point/Hunters Point
Shipyards Phase 2 - in San Francisco
CP/HPS2 Infrastructure and Land Development
Professional Consultants RFQ**

Consultants directly contracted with the Owner (Civil Engineer) and Consultants to Civil Engineer (including Landscape Architect, Surveyor, JT Consultant, etc) are requested to submit Statements of Interest and Qualifications for Professional Services to prepare and refine design documents for infrastructure improvements for the Candlestick Point and Hunters Point Shipyards Phase 2 Redevelopment Projects (CP/HPS2). As a result of this RFQ, a pool of qualified Civil Firms and Consultants will be placed on a "Shortlist" for future work, and a full Request for Proposals will be solicited to the Shortlist for contract awards. No Contract Award will be made as a result of this RFQ.

For more information, please visit:

Architects and Engineers:

City's OCA website:
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=12607>

Consultants and Professional Services:

City's OCA website:
<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=12608>

Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for construction firms.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Meeting:

**January 4, 2018 @ 3:00 PM
1 Sansome Street, Suite #3200
San Francisco, CA 94104**

**Proposals must be submitted
January 18, @ 2:00 PM (PST).**



DIVERSITY OUTREACH

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

Visit this link for the
OUTREACH ORDER FORM:
www.sbeinc.com/services/diversity_outreach.cfm

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378669-00

Fictitious Business Name(s):

1. Beautiful You
2. Single Mom and the City
 Address
275 5th Street, San Francisco, CA 94103
 Full Name of Registrant #1
Takiyah Smith
 Address of Registrant # 1
2665 Geneva Avenue #423, Daly City, CA 94014

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **11/28/17**

Signed: **Takiyah Smith**

This statement was filed with the County Clerk of San Francisco County on **11/28/17**

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
11/28/17

12/21/17 + 12/28/17 + 1/4/18 + 1/11/18

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378618-00

Fictitious Business Name(s):

Edw Lee Hammack Architect
 Address
3687 Folsom Street, San Francisco, CA 94110
 Full Name of Registrant #1
Edw. Lee Hammack
 Address of Registrant #1
3687 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 **4/1/1998**

Signed: **Edw. Lee Hammack**

This statement was filed with the County Clerk of San Francisco County on **11/22/17**

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
11/22/17

11/30/17 + 12/7/17 + 12/14/17 + 12/21/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378769-00

Fictitious Business Name(s):

Golden Legal
 Address
One Sansome Street, 35th Floor, San Francisco, CA 94104
 Full Name of Registrant #1
Ameer Aziz
 Address of Registrant # 1
601 Brooklyn Ave #302, Oakland, CA 94606

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/1/2017**

Signed: **Ameer Aziz**

This statement was filed with the County Clerk of San Francisco County on **12/4/2017**

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
12/4/17

12/7/17 + 12/14/17 + 12/21/17 + 12/28/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378995-00

Fictitious Business Name(s):

Khan Toke Thai House
 Address
5937 Geary Blvd, San Francisco, CA 94121
 Full Name of Registrant #1
Phairatwetchaphan, LLC (CA)
 Address of Registrant # 1
5937 Geary Blvd, San Francisco, CA 94121

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/14/2017**

Signed: **Nuttarat Pornkanjanavong**

This statement was filed with the County Clerk of San Francisco County on **12/1/2017**

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
12/14/17

12/21/17 + 12/28/17 + 1/4/18 + 1/11/18

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378740-00

Fictitious Business Name(s):

Psychokinetic LLC
 Address
148 Otsego Avenue, San Francisco, CA 94112
 Full Name of Registrant #1
Psychokinetic LLC (CA)
 Address of Registrant # 1
148 Otsego Avenue, San Francisco, CA 94112

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 **9/26/17**

Signed: **Matthew Homier, Manager**

This statement was filed with the County Clerk of San Francisco County on **12/1/2017**

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
12/1/17

12/7/17 + 12/14/17 + 12/21/17 + 12/28/17

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378863-00

Fictitious Business Name(s):

R.Z. Situ Construction Company
 Address
261 Capistrano Avenue, San Francisco, CA 94112
 Full Name of Registrant #1
Rong Zhi Situ
 Address of Registrant # 1
261 Capistrano Avenue, San Francisco, CA 94112

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08/24/1998**

Signed: **Rong Zhi Situ**

This statement was filed with the County Clerk of San Francisco County on **12/08/2017**

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
12/08/17

12/21/17 + 12/28/17 + 1/4/18 + 1/11/18

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0378853-00

Fictitious Business Name(s):

SF / SPA
 Address
738 Larkin Street, San Francisco, CA 94109
 Full Name of Registrant #1
Elizabeth Hilton
 Address of Registrant # 1
9851 Bolsa Ave SPC 188, Westminster, CA 92683-6644

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/1/2017**

Signed: **Elizabeth Hilton**

This statement was filed with the County Clerk of San Francisco County on **12/7/2017**

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
12/7/2017

12/14/17 + 12/21/17 + 12/28/17 + 1/4/18

FAQs About Small Business Finance

Continued from page 3

10. How are women-owned ventures financed?

Women are more likely than men to start businesses without seeking financing (Table 2). Female business owners, like their male counterparts, largely depend on personal finances, but they are only half as likely as men to obtain business loans from banks. This may put women-owned businesses at a disadvantage since an early relationship with a bank may be critical for future business financing. Businesses that are equally owned by men and women are more likely to use credit cards, and far more likely to put up personal assets as a source of financing (for instance, home equity).

11. How are minority-owned ventures financed?

Minority-owned firms are far less likely to use a bank loan to start their businesses, and instead use personal credit cards (Table 3). This heavier-than-average reliance on credit cards can negatively affect a business; it may displace establishing a personal relationship with a bank, which is often the source of less costly financing that is tailored to a business's needs.

12. How often are businesses denied loans or new credit?

The Census Bureau reports that only 1% of businesses that wanted to expand or make capital improvements were unable to do so because of lack of funding. However, other studies indicate that credit denial rates may be much higher. The Kauffman Foundation found that nearly 20% of credit applicants in their business survey were denied. When businesses do receive new credit, they often do not receive the full amount applied for. According to the Federal Reserve, 82% of small employer firms were approved for financing, but only 50% received the full amount requested. Further, businesses are often discouraged from applying for additional credit due to an expectation that they will be turned down. The Federal Reserve found that 16% of small businesses felt discouraged from seeking additional credit or financing.³ Minority- and women-owned businesses are disproportionately more likely to be in this discouraged group than their nonminority or male counterparts.

Visit link below for the full article and charts.

<http://www.sbeinc.com/cms.cfm?fuseaction=news.detail&articleID=2222&pageID=25>

Woman in the Construction Industry

Continued from page 1

who are 20 to 30 years older than me," Caroline says. "Learning how to be comfortable in that position was a challenge — I started out with absolutely no idea how to approach it. I realized that the more you're willing to ask questions and show you're willing to learn from these guys who have so much more experience than I have, the more they become comfortable with a young woman being involved with the work and giving them direction. Once you start building that relationship of familiarity and trust, working together becomes second nature."

These sentiments were echoed almost exactly when I hit the fast-forward button on a typical construction career in project management. This time I spoke to Lynn Hurley, a project manager with Allen Construction since 2005, who started her career as a geologist behind a drill rig in 1989. In the past decade she has managed construction projects from small residential remodels to ground-up homes, commercial interior remodels to brand new restaurants, and her teams are almost always 100 percent male. When I asked what it was like being a woman in the industry early on in her career, Hurley said "uncomfortable" didn't even begin to describe how she felt.

"Uncomfortable ... you better believe it," she says. "There were very few women doing what I did and I would get the same look every time I met a new crew of men. They just stood there staring for a few minutes, not sure how to act. Since I was in charge it took them a while to adjust since this was not standard in their industry. I always treated them with respect, but was clear about who called the shots."

To ease the discomfort of the situation, Hurley says she often turned to humor until she and her crew got to know each other.

"Once I knew a crew and they realized I was well skilled at my job, we enjoyed working together. My approach is that most men I work with don't really care what gender a leader is as long as he or she is competent. I try to give them some room to get used to the idea of a woman being in charge and let them see my capabilities. Usually it's smooth sailing from there."

Both women emphasized that while skill and competence are most important, women in construction absolutely do need to go the extra mile to prove themselves.

"I do feel a sort of inherent need to prove to everyone else that I can keep up with the demands of the job," Caroline says. "It's a 'macho' industry where everybody works long hours and nobody wants to admit any weaknesses, which I think is at least partially due to the male domination of the industry."

Part of the struggle is that women need to go the extra mile to make their accomplishments seen — something that may not come naturally.

"I can already tell in just a year of working that it seems women have to be more vocal about their successes in order to get the recognition they deserve," Caroline says. "Men seem to naturally enjoy the battle of the egos whereas even if a woman is competitive, she doesn't necessarily take part in the flaunting as much as men do." Hurley agreed completely. "I have been overlooked for less qualified men and feel that I have to work harder to make my successes known," she says. "Women don't toot their horn as much as men and I find this doesn't come naturally, so I have to consciously remind my male co-workers of my successes."

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