BUSIN SS EXCHANGE



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Diversity on Government Bidding Sites



[Article originally appeared in www.constructconnect.com]

By Kaiya Barrett

Companies that meet the criteria of a disadvantaged business enterprise (DBE) are highly sought after on government bidding sites. When trying to stay competitive and profitable as a DBE, it is advantageous to go after these types of contracts; if not, you could leave money on the table. Especially when working in larger markets, where inclusion is a priority, your

chances of being selected increase significantly if you qualify as a DBE.

The current administration is focusing more on increasing the share of procurement dollars going to underrepresented businesses, including minority-owned and women-owned businesses. In the U.S., a focus on infrastructure projects on a federal and local level and other government contracts is estimated to be an investment of \$862 billion in 2024, which is a 2.6 percent increase from 2023. The description of the new

federal budget details the investment in improving buildings, structures, infrastructure, and major equipment. Over 40,000 projects have started since the passing of this legislation. Efforts in Canada to support underrepresented businesses are just as strong, with the construction industry expected to grow 2.7% between 2025 to 2027 with industrial, commercial, and institutional or ICI sector leading the charge. Additionally, the infrastructure sector will grow to \$31.3 billion in 2024, up from \$30.4 billion this past year.

We'll discuss the details more below, but if your business qualifies, certify and secure your seat at the table. Once you're there, a firm commitment to your networking and bidding process could place profits on your plate. There are tips you can use to help put yourself at the table and ensure that you stand out. Before jumping into a government bid, let's walk through what you need to know.

Who Qualifies?

Disadvantaged business enterprise (DBE) is a broad term used to call out the groups of underrepresented general contractors and subcontractors represented on a job site who own at least 51 percent interest in their company. The inclusive list includes race and ethnic diversity, gender identity, veterans, small businesses, neurodiverse groups, and more. Make sure you double-check the requirements of the local entities in your market regarding what classifies you as a disadvantaged business. Eligible businesses should be certified and registered for government construction programs and projects to strengthen your profile and stand out as a qualified competitor in the marketplace.

Get invited to the Table.

The first step to being invited to the table is to get your business certified for government minority contracts.

Federal programs like the Office of Federal Contract Compliance Programs (OFCCP) and

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America's Seed Fund Road Tours Coming to 16 States and Territories to Engage Entrepreneurs Creating Cutting-Edge Technologies

[Article originally appeared in www.sba.gov]

The U.S. Small Business Administration (SBA)announced it will launch a live road tour connecting entrepreneurs developing advanced technologies to America's Seed Fund, the country's largest source of early-stage federal funding through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.

America's Seed Fund finances cutting-edge research & development (R&D), providing over \$4 billion each year in non-dilutive funding from across 11 participating federal agencies.

America's Seed Fund Road Tour is a national outreach effort to connect innovators and entrepreneurs directly with federal agencies that fund non-dilutive SBIR/STTR grants and contracts. The Road Tour plays an important role

in increasing the engagement of our nation's entrepreneurs with organizations supporting and financing next-generation innovations. The Road Tour will kick off with America's Seed Fund Week, a Virtual Road Tour ahead of four in-person road tours scheduled to visit 16 states and territories in 2024.

"The Biden Administration's Investing in America agenda is about connecting innovators with the resources and capital to support next-generation research and technology, from concept to commercialization. The SBA is coordinating this federal engagement to ensure innovative startups and small businesses from underserved states and communities can equitably access this critical source of early-stage funding," said SBA Administrator Isabel Casillas Guzman.

Each Road Tour stop is hosted in collaboration with SBA's Federal And State Technology (FAST) Partners, who serve as navigators connecting entrepreneurs to America's Seed Fund

opportunities in their regions. At each stop, technology entrepreneurs and small business owners will meet one-on-one with federal agency representatives and attend programming designed to help participants navigate applications for SBIR/STTR funding.

"Incubating cutting-edge American innovations, innovations capable of improving the human condition and increasing economic growth and opportunity frequently requires close coordination between the public and private sectors. America's Seed Fund Tour strives to increase connectivity between innovators, experts, funders and federal resources in communities across America," said Bailey DeVries, Associate Administrator of Investment and Innovation.

For the full list of SBIR/STTR funding agencies, visit PARTICIPATING FEDERAL AGENCIES | SBIR.gov

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BUSINESS TOOLKIT

Good Advice: Tips From Successful Business Owners

[Article originally appeared in https://sba.thehartford.com]

By Kelly Spors

Many long-time small business owners would agree with the line from the 1970s song by the band Faces: "I wish that I knew what I know now."

Over years of running a small business, owners inevitably gather many lessons about how to grow and run a business more effectively. Thankfully, many of these owners are more than happy to share their business advice.

Here are seven business tips from several successful small business owners that are worth paying attention to:

1. Build a Support Network

For Laura Kelly, being a business owner can be an isolating experience at times. "Especially if you're a solo business owner, you can lose touch with other business owners," says Kelly, who 15 years ago started The Handwork Studio, a Narberth, Pennsylvania-based company that runs needlework camps and classes for kids in 10 states along the East Coast.

The crucial solution for Kelly has been to stay networked in the larger business community. That means meeting with her personal business coach for an hour every four weeks. The coach has helped her find solutions to problems and work through tough decisions with her business. She also networks on Facebook and Linkedin from the comfort of her own home.

"She walked me through some visualization exercises," Kelly recalls. "Just that sheer exercise of removing myself from the business and looking down on it really helped me see the problems that were bothering me. In an hour's time, I walked away with clarity and an action plan to move forward.

And then there's the mastermind group to which Kelly belongs. She and her fellow women service business owners get together over a conference line. "We discuss problems and solutions, and we talk each other off the ledge."

As a busy business owner, It's tough to find time to network, but getting better at networking and making contact can pay dividends in the future.



Image credit by https://sba.thehartford.com

2. Be Very Specific With Your Small Business Goals

Another lesson Kelly has learned over the years: break big goals into smaller ones. "I have 10-year goals, I have 3-year goals and 1-year goals, and I have quarterly goals for my business," she says. "When it comes to revenues, I will break them into smaller numbers so they're easier to obtain. If I know I need to make a couple hundred thousand in revenue in the first quarter, I say, 'What does that mean in terms of camp sales? How many campers do I need to obtain?' If I know I need 800 campers to reach the revenue goal, then it's easier to figure out how to achieve it. These kinds of really specific goals can drive your actions."

Every employee at The Handwork Studio has a dashboard with their goals on it which shows their progress toward those goals. It helps keep everyone focused, Kelly adds: "I can tell you at any exact moment how much revenue we have, the traffic of our website and how many Facebook likes we have."

Building a performance-driven culture all starts with being very specific about goals— for your-self and your employees. When an employee is happy, they will be able to give the best possible performance and customer service.

3. Delegate Whenever Possible

When the Marks Group, a technology consultancy, started in 1994, it was just Gene Marks and his dad. "He was doing sales and I was doing service," Marks recalls. Then his dad died. "When he passed away, I took it over and realized I couldn't do it all, and hired some new employees. I've learned that you can make a lot more money when you have other people doing it for you."

As he hired more people, it dawned on Marks that he had been doing work that he was pretty bad at doing. The revenue of the business soared as he brought on new people because he was hiring people who were better than him at certain jobs. "I just sort of learned the hard way: focus on what you do best, and delegate the rest."

4. Keep Your Overhead Low

Eight years ago, it dawned on Marks that he was just sitting in an office costing nearly \$30,000 a year in rent, while his employees were out working with clients. So Marks got rid of the office in suburban Philadelphia and made his workforce virtual. Along the way, he replaced the landline with an Internet-based phone that cost about \$10 a month, and he ditched computer servers for the cloud, too.

Lowering the overhead brought Marks some peace of mind through the Great Recession. "When things turn bad, you don't have to panic, because you can take a cut in revenue," Marks says. "Even in the brunt of the recession, we never lost money. Cutting down overhead really gives you that peace of mind. If your overhead is low, you can make pricing decisions that you otherwise wouldn't be able to make."

5. Find Your Best Niche—and Stick With It

Trying to do too much too soon? Feel like you need to be all things to all clients? Maybe diversifying isn't always the best strategy. Sometimes, it's good to replicate the magic if you have something that works really well. That's been the successful strategy for Ace Apparel, says Marc Mathios, who along with his two brothers are the third generation to run the 78-year-old family business.

"One of the industry silos that we're really good in is parking garage operators," Mathios says. "The reason that parking garage operators like to work with us is because we manufacture our own line of jacket that's suited for parking garage companies.... We've duplicated that success with 30 different parking garage operators across North America."

Finding your niche and continually innovating around that niche is a path to success.

6. Keep Your Day Job Just a Little Longer

It is a common trap: A person gets excited by a small business idea, quits his or her day job—and then runs out of money and fails.

Spanx founder Sara Blakely credits her success to the fact that she actually kept her day job as an office equipment salesperson for two years, learning to work with minimal sleep as she got her form-fitting shapewear company off the ground. Blakely did not want to resign from her day job until she was absolutely sure her small business idea would work, according to Forbes.

By the time Blakely resigned in 2000 from what was then office equipment supplier Danka, she had already spent countless nights and weekends studying pantyhose design and existing patents. She would drive from her Atlanta home to North Carolina, where she sought out hosiery mills willing to make the product.

Visit the link for the full article: bit.ly/471Ho8p

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CALIFORNIA SUB-BID REQUEST ADS



W.A. Rasic Construction is preparing a bid for the following project as a prime contractor and we are interested in receiving subcontractor quotations for items of work or materials required below from interested Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE), and Women Business Enterprise (WBE)

> City of San Diego Alvarado 2nd Extension Pipeline Bid No. K-24-2005-DBB-3-C Bid Date: January 8, 2024 @ 2:00 PM Engineer's Estimate: \$ 127 Million Outreach: DBE/ MBE/WBE Senior Estimators: Ben Sebat (562) 928-6111 Email: bsebat@warasic.com

W.A. Rasic is requesting bids for the following trades and/or material supplies:

AC Cold Milling & Asphalt Cap Paving, Traffic Signals & Temporary Detection Systems, Minor Concrete (Flatwork), Sawcutting, Striping, Welding, Install Pipeline, Furnish Welded Steel Pipe, Traffic Control Equipment, Cathodic Protection, Trucking & Disposal, Dewatering, Contaminated Soils (Monitoring, Hauling & Disposal), Trenchless Construction, Compaction Grout, Shoring Rental Services, Plant Establishment Period & 25-Month Revegetation Maintenance / Monitoring, Archaeological & Native American Monitoring

NAICS Codes:

237110, 237310, 237990, 238110, 238190, 238210, 238910, 238990, 331210, 484110, 532490, 541330, 541690, 562910

Plans & Specifications are available at no cost to interested firms by either contacting W.A. Rasic Construction, downloading from the City of San Diego's Planet Bids Portal or by utilizing the following FTP link: https://www.dropbox.com/scl/fo/1b8yuvp2n9gj3mu1kncos/h?rlkey=qb5ca4bgihyyfbs1xsyk27o7a&dl=0

W.A. Rasic intends to seriously negotiate with qualified firms and will assist in obtaining bonds, lines of credit, insurance, equipment, supplies and materials upon request. W.A. Rasic will consider all DBE, MBE, and WBE quotes, including those that are broken down into economically feasible tasks or quantities as well as arrange delivery schedules to facilitate and encourage maximum bidding participation. W.A. Rasic also encourages a consortium of DBE / MBE / WBE firms when a contract portion is too large to handle individually. Subcontractors must have a valid California Contractors License and must be registered with the Department of Industrial Relations (DIR) as required by Section 1725.5 of the Public Contract Code. Subcontractors will be required to execute W.A Rasic's standard subcontract agreement and general insurance requirements. A copy of our subcontractor agreement and insurance requirements is available in electronic format upon request. W.A. Rasic reserves the right to require each subcontractor to provide payment and performance bonds in the amount of 100% of the subcontractor's bid. Bond Premium will be reimbursed up to a cost not to exceed 1.5%. W.A. Rasio is an equal opportunity employer and Union signatory Contractor.



W.A Rasic Construction is preparing a bid for the following project as a prime contractor, and we are interested in receiving subcontractor quotations for items of work or materials required below from interested Small Local Business Enterprises (SLBE) and Emerging Local Business Enterprises (ELBE)

City of San Diego

Montezuma/Mid-City Pipeline Phase 2 and 70th Alvarado to Saranac Sidewalk Bid No. K-24-1821-DBB-3-D-C Bid Date: January 4, 2024 @ 2:00 PM Engineer's Estimate: \$ 43.5 Million Outreach: SLBE/ELBE

Senior Estimator: Ben Sebat

Phone: (562) 928-6111 Email: bsebat@warasic.com W.A. Rasic is requesting bids for the following, but not limited to, trades and/or material supplies:

Furnish Aggregate Supply, Asphalt Cold Milling & Cap Paving, Asphalt Slurry Seal, Striping, Trenchless – Bore & Jack, Trenchless – Microtunnel, Minor Concrete (Flatwork), Compaction Grout, Welding, Cathodic Protection, Electrical, Fiber Optic Conduit, Traffic Signals, Furnish Asphalt Supply, Furnish Ready Mix Supply, Furnish Welded Steel Pipe, Furnish Waterworks Valves, Trucking & Disposal, Equipment Rental, Archeological / Native American Monitoring, Paleontological Monitoring, Community Liaison, Landscaping

NAICS Codes:

212321, 237310, 237990, 238110, 238190, 238210, 324121, 327320, 331210, 332911, 484110, 532412, 541690, 541820, 561730

Plans and Specifications are available at no cost to interested firms by either contacting W.A. Rasic Construction, downloading them from the City of San Diego's Planet Bids Portal or by utilizing the following FTP Link: https://www.dropbox.com/scl/fo/h145n23i6gpjef73751ql/h?rlkey=tvk78pktb99wkqpnycu35l1kt&dl=0

W.A. Rasic intends to seriously negotiate with qualified firms and will assist in obtaining bonds, lines of credit, insurance, equipment, supplies and materials upon request. W.A. Rasic will consider all SLBE, and ELBE quotes, including those that are broken down into economically feasible tasks or quantities as well as arrange delivery schedules to facilitate and encourage maximum bidding participation. W.A. Rasic also encourages a consortium of SLBE and ELBE firms when a contract portion is too large to handle individually. Subcontractors must have a valid California Contractors License and must be registered with the Department of Industrial Relations (DIR) as required by Section 1725.5 of the Public Contract Code. Subcontractors will be required to execute W.A Rasic's standard subcontract agreement and general insurance requirements. A copy of our subcontractor agreement and insurance requirements is available in electronic format upon request. W.A. Rasic reserves the right to require each subcontractor to provide payment and performance bonds in the amount of 100% of the subcontractors bid. Bond Premium will be reimbursed up to a cost not to exceed 3.0%. W.A. Rasic is an equal opportunity employe and Union signatory Contractor.





REQUEST FOR Sub-Proposals from Certified DBE Firms

Project Name: OC Loop Carbon Creek Channel Segment D Bikeway Gap Closure Project ID: IFB-080-2237404-JM Owner: County of Orange Public Works DBE Goal: 22%

Subcontractors/Subconsultants/Vendors wanted for:

(Subcontractors): Electrical, Traffic Signal, Asphalt Paving, Asphalt Dikes, Minor Concrete (Structures), Fencing, CMU, Clear & Grub, Landscape, Signage & Striping, Reinforcing Steel, Surveying, Quality Control, Tree Removal, Street Sweeping, Trucking, Install Sheet Pile

(Suppliers): RCP, Ready Mix Concrete, Aggregates, BMP Materials/ Erosion Control, Geogrid, Misc. Metals, CMU Blocks, Signage, Catch Basins, Waterworks, Truncated Domes, Precast Grade Rings, PVC, Steel Sheet Pile

Project Scope

OC Loop Carbon Creek Bikeway Segment D will be constructed along the Carbon Canyon Channel, beginning from La Floresta Drive to just south of Bastanchury Rd. Project consist of construction sheet pile retaining wall on both sides of the bike path, a concrete spread footing retaining wall. concrete box culvert for pedestrian undercrossing, AC bike path, DG walkway, landscaping and irrigation along the bike path's shoulder, lighting, traffic signal modification, and storm drainage improvement.

BID DATE: JANUARY 17th, 2023 at 2:00PST/PDT

REYES CONSTRUCTION, INC. State License Number 507561 1383 South Signal Drive, Pomona, CA 91766
Phone: 909-622-2259 • Fax: 909-622-3053
Contact: Brenda Martinez Mon-Fri 7:00 A.M • 4:00 P.M

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

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

1) Via iSqFt - please send an email request to estimating@revesconstruction.com OPENGOV PROCUREMENT - https://procurement.opengov.com/portal/ocgov/projects/72317
 3) Via Sharefile - please send an email request to estimating@reyesconstruction.com

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

Project Name: Los Angeles International Airport (LAX) Residential Sound Insulation Project (Group 2) Owner: Los Angeles International Airport (LAX) January 5th, 2024 @ 2:00pi Estimator: Bill Roberts Estim

We hereby encourage responsible participation of local Certified Disadvantaged Business Enterprises Contractors DBE/MBE/WBE to provide proposals for the following trades.

 $As best os \ and \ Lead-based\ Paint\ Abatement,\ carpentry,\ building\ insulation,\ sliding\ glass\ doors,\ storm\ doors,\ wood\ doors,\ aluminose and\ based\ paint\ Abatement,\ carpentry,\ building\ insulation,\ sliding\ glass\ doors,\ storm\ doors,\ wood\ doors,\ aluminose and\ based\ paint\ Abatement,\ carpentry,\ building\ insulation,\ sliding\ glass\ doors,\ storm\ doors,\ wood\ doors,\ aluminose and\ based\ paint\ abatement,\ building\ insulation,\ sliding\ glass\ doors,\ storm\ doors,\ wood\ doors,\ aluminose and\ based\ paint\ abatement,\ building\ p$ num widows, vinyl windows, storm windows, door hardware, glazing, drywall, painting, roofing, ornamental security bars, sheet metal, HVAC, and electrical of 74 dwellings.

Plans and Specifications may be viewed, at our office located at 1221 North Mondel Drive Gilbert, Arizona or via request to have delivered to you by a Dropbox Link. You can also contact your Local Builders Exchange Small Business to receive the plans and specifications

Plans and specifications are also available for download at: RAMPLA.ORG. You will need to register (Free of Charge) prior to downloading the contract documents.

Please e-mail your bid to Estimating@ggspecialty.com or Fax 480-921-3506

If you need support services and assistance in obtaining bonding, line of credit, necessary equipment, materials and/or supplies, or related services for the project call the estimator at 480-921-4079 extension 107 with questions.

Requirements: Subcontractors must possess a current CA Contractor's License, a California DIR Registration number and Insurance coverage as outlined within the project specifications for the entire length of this contract. Please include your license number and California DIR registration number on your quote. Subcontractors will be required to execute G & G Specialty Contractors, Inc. Subcontract. A copy of the document in electronic format is available upon request

At our discretion, 100% Payment and 100% Performance bonds may be required. The surety on the bonds must be California admitted surety. Please show a separate line item on your quote for Payment and Performance bond value. This is a PREVAIL-

Quotes are requested by the close of business day on <u>January 3, 2024</u>. Assistance is available in obtaining bonds, lines of credit, insurance, and technical support. Assistance is also available in obtaining necessary equipment, supplies, and materials

G&G SPECIALTY CONTRACTORS, INC 1221 North Mondel Drive Gilbert, Arizona 85233 Phone (480) 921-4079 • Fax (480) 921-3506

Contact: Bill Roberts Estimating@ggspecialty.com AN EQUAL OPPORTUNITY EMPLOYER



Project Name: Inland Rail Trail Phase 3B Bikeway Solicitation No. SOL1224667

Subcontractors/Subconsultants/Vendors wanted for:

(Subcontractors): Electrical, Traffic Signal (Traffic Loop), Asphalt Paving/Dikes, Retaining Walls, Minor Concrete (Structures), Fencing, CMU, Light Weight Cellular Concrete, Clear & Grub/ Tree Removal, Landscape, Signage & Striping, Shotcrete, Reinforcing Steel, CCTV, Surveying, Quality Control, Tree Removal, Sawcutting, Modular Block Wall, Job Coordinator, Street Sweeping, Trucking

(Suppliers): RCP, Ready Mix Concrete, Aggregates, BMP Materials/ Erosion Control, Geogrid, Misc. Metals, CMU Blocks, Shoring, Signage, Catch Basins, Waterworks, Precast Wheel Stops, Truncated Domes, Precast Grade Rings, Trash Receptacles, Welded Wire Fabric, Architectural

Project Scope:

The work consists in general of constructing approximately 1.1 miles of a Class I bicycle facility, located between Civic Center Drive and Mar Vista Drive, in Vista, CA. The Class I bikeway is an 8-foot to 10-foot-wide multiuse bike path that is located mostly within the existing North County Transit District Right-of-Way, parallel to the railroad tracks. This bike path will connect to existing sidewalks or bike paths. Work will include grading, retaining walls, drainage improvements, cold milling asphalt concrete, crushed aggregate base, asphalt concrete paving, landscaping and irrigation, lighting, black chain link fence and gates, water quality swales, signing, and pavement delineation. The additive alternative work is for the CCTV system.

REVISED BID DATE: January 9th. 2024 at 2:00PST/PDT

REYES CONSTRUCTION, INC. State License Number 507561 1383 South Signal Drive, Pomona, CA 91766 Phone: 909-622-2259 • Fax: 909-622-3053 Contact: Brenda Martinez Mon-Fri 7:00 A.M - 4:00 P.M

Assistance will be available in obtaining bonds, lines of credit, insurance, necessary equipment, supplies, materials or related technical assistance. Plans, Specifications, and Contract requirements can be viewed online at no cost here

> 1) Via iSqFt - please send an email request to estimating@revesconstruction.com 2) BidNet Direct- https://www.bidnetdirect.com/solicitations/open-bids
> 3) Via Sharefile- please send an email request to estimating@revesconstructio

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



O. C. Jones & Sons, Inc. 1520 Fourth Street • Berkeley, CA 94/10 Phone: 510-526-3424 • FAX: 510-526-0990

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Cold plane, RHMA, HMA, MGS, curb ramps, sidewalks, and culverts Hwy 1 Point Reyes Caltrans #04-1J9604 BID DATE: January 11, 2024 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures,

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Hydroseed and Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Stationary Impact Attenuator Vehicle, Portable Radar Speed Feedback Sign, Traffic Lookout, Portable Changeable Message Sign, Mobile Barrier System, Water Pollution Control Program, Sweeping, Water Quality Sampling, Analysis, Monitoring, and Report, Treated Wood Waste, Invasive Species Control, Noise Monitoring, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Planting & Irrigation, AC Dike, Tack Coat, Cold Plane AC, Structural Concrete, Underground, Adjust Utilities to Grade, Rock Slope Protection, Vibration Monitoring, Minor Concrete, Pre/Post Construction Surveys, Misc. Iron & Steel, Type C Catch Basin Frame & Gate, Paint Curb, Stain Galvanized Surfaces, Rock Stain, Temporary Fencing, Delineator, Pavement Marker, Object Marker, Roadside Signs, Guardrail Systems, Crash Cushion, Concrete Barrier, Striping & Marking, Rumble Strip, Flashing Beacons, Radar Speed Feedback Sign, and Construction Materials

Rumble Strip, Flashing Beacons, Radar Speed Feedback Sign, and Construction Materials

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

Mayor Breed and City Leaders Issue Preparedness Tips as Winter Storm Season Begins

[Article originally appeared in www.sf.gov l

Mayor London N. Breed and leaders from across the City today issued a winter storm reminder for residents, businesses and property owners about City resources available to assist small businesses and residents as San Francisco and the Bay Area anticipate heavy rain beginning this weekend and next week.

Last year, San Francisco experienced unprecedented storms causing significant flooding,

mudslides, and power outages that impacted local streets, public buildings and infrastructure, residences, businesses, and community

"San Francisco is preparing for another wet winter. With erratic and unpredictable weather patterns caused by climate change, we are encouraging to residents and businesses to to take steps to prepare so we are ready for what comes," said Mayor London Breed. "While we are investing \$632 million to upgrade our water infrastructure to help reduce the risk of

flooding in the future, we need to continue to prepare and plan ahead to minimize the impacts right now. I know our City crews are working hard to prepare, and we want to make sure residents have the resources as well."

The Mayor and City Departments, including the San Francisco Public Utilities Commission (SFPUC), Public Works, Department of Emergency Management (DEM) and public safety partners are asking residents, businesses and property owners to begin making winter storm preparations

While flooding is not anticipated over the next week, there are low-lying areas throughout the City that are prone to flooding after heavy rainfall. The SFPUC will continue to clear storm drains proactively and monitor spots across the City throughout the storm, with a particular focus on low-lying areas. Crews are ready to clear debris and keep stormwater runoff moving through the system.

Visit the link for the full article: bit.ly/47U7M5g





ANVIL BUILDERS INC. 1550 Park Ave. Emeryville, CA 94608 Phone: 415-285-5000 • Fax: 415-285-5005

Request for DBEs Subcontractors and Suppliers for

Project: Caltrans - CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY AT VARIOUS LOCATIONS FROM STEVENSON BOULEVARD OVERCROSSING IN FREMONT TO HEGENBERGER ROAD OVERCROSSING IN OAKLAND.

> Contract No: 04-0Q1804 Bid Date: January 9, 2024 • Bid Time: 2:00 PM

Work includes installing trash net, concrete ditch, welded steel pipe conduit, and MGS.

Seeking all trades (but not limited to): Traffic Control, K-Rail, PCMS, Crash Cushions, SWPPP, Stormwater Seeking all trades (but not limited to): Iraffic Control, K-Rail, PCMS, Crash Cushlons, SWPPF, Stormwater Sampling, Erosion Control, Fiber Roll, Street Sweeping, Noise Monitoring, Demolition / Concrete Removal, Clearing and Grubbing, Earthwork, Irrigation, Landscaping, Plastic Piping, Steel Piping, Corrugated Steel Piping, Hydro Mulch, Hydroseed, Trash Nets, MGS, Furnish Capture Housing, Minor Concrete / Ditch Lining, Trucking, and other required work and trades.

Plans, specifications, and requirements can be viewed at our office or by using the link below

https://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=04-0Q1804&sub=

Please review all documents. By submitting a proposal your company agrees to Anvil Builders Inc standard subcontract. For assistance with bonding, lines of credit, insurance, or anything else regarding bidding on this project, contact Anvil Builders via phone or email.

Will you be bidding this project? Please email or fax your response to estimating@anvilbuilders.com / 415-285-5005.



Shimmick Construction Company, Inc.
1 Harbor Center, Suite 200 • Suisun City, CA 94585 Phone (707) 410-5070 An Equal Opportunity Employer

Disadvantaged Business Enterprise (DBE) Subcontractor/Supplier Bids Requested For:

State of California, Department of Transportation (Caltrans) For Construction In Santa Clara County In And Near Morgan Hill And San Jose At Various Locations Contract No. 04-2Q5704, Federal Aid Project No. ACNH-X085(066)E BID DATE: Wednesday, January 10th, 2024 at 2pm

DBE Requirement: 19%

Email quotes to imiranda@shimmick.com. Please submit your quotes no later than January 9th.

Shimmick Construction Company, Inc. is requesting quotes from DBE subcontractors and suppliers in the following scopes of work (including, but not limited to):

Lead Compliance Plan; Level 2 Critical Path Method Schedule; Construction Area Signs; Traffic Control System; Stationary Impact Attenuator Vehicle; Channelizer (Surface Mounted); Temporary Barrier System; Portable Changeable Message Sign; Alternative Temporary Crash Cushion TL-3; Water Pollution Control Program; Street Sweeping; Temporary Dewatering and Non-Storm Water Discharge Control System; Temporary Concrete Washout; Asbestos Compliance Plan; Clearing & Grubbing; Imported Borrow; Remove Irrigation Facility; Rolled Erosion Control Product (Netting); Hydromulch; Fiber Rolls; Hydroseed; Compost; Prime Coat; Hot Mix Asphalt (Type A); Place Hot Mix Asphalt (Misc. Area); 36" Reinforced Concrete Pipe Trenchless Installation Method; Pumping Plant Equipment; Pumping Plant Electrical Equipment; Misc. Iron & Steel; Maintaining Existing Traffic Management System Elements During Construction

Plans and specifications for this project may be downloaded free of charge using the following link: https://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=04-205704.
You may also contact Jamie Miranda at <u>jmiranda@shimmick.com</u> for access.

Should you require assistance with your bid, please contact our lead estimator Aaron Lai at alai@shimmick.com.

All items of work listed above are made available, even items of work normally performed by Shimmick. Please contact the lead estimator listed above for assistance with breaking down items of work into economically feasible units, with assistance obtaining equipment, supplies, materials, bonding, insurance, estimating, or related assistance. 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 Devin Nordhagen at devin.nordhagen@shimmick.com.



ANVIL BUILDERS INC 1550 Park Ave. Emeryville, CA 94608 Phone: 415-285-5000 • Fax: 415-285-5005

Request for DBEs Subcontractors and Suppliers for

Project: Caltrans - CONSTRUCTION ON STATE HIGHWAY IN SANTA CLARA COUNTY IN AND NEAR MORGAN HILL AND SAN JOSE AT VARIOUS LOCATIONS. Contract No: 04-2Q5704

<u>Bid Date: Bid Date: 01/10/2024 • Bid Time: 2:00 PM</u>

Work includes replacing stormwater pumps and constructing drainage boxes.

Seeking all trades (but not limited to): Level 2 Critical Path Method Schedule, Construction Area Signs, Traffic Control System, Stationary Impact Attenuator Vehicle, Channelizer (Surface Mounted), Temporary Barrier System, Portable Changeable Message Sign, Alternative Temporary Crash Cushion TL-3, Job Site Management, Water Pollution Control Program, Temporary Drainage Inlet Protection, Temporary Fiber Roll, Temporary Construction Entrance, Street Sweeping, Temporary Dewatering and Storm Water Discharge Control System, Temporary Concrete Washout, Asbestos Compliance Plan, Temporary High-Visibility Fence, Clearing and Grubbing, Roadway Excavation, Roadway Excavation (Type Z-2) (Aerially Deposited Lead), Move-In/ Move-Out (Erosion Control), Rolled Erosion Control Product (Netting), Hydromulch, Fiber Rolls, Hydroseed, Compost, Class 2 Aggregate Base, Prime Coat, Hot Mix Asphalt (Type A), Place Hot Mix Asphalt, Remove Asphalt Concrete Dike, Misc. Iron and Steel, Destroy Well, Maintaining Existing Traffic Mgmt. System Elements During Construction, and other required work and trades.

Plans, specifications, and requirements can be viewed at our office or by using the link below https://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=04-2Q5704

Please review all documents. By submitting a proposal your company agrees to Anvil Builders Inc standard subcontract. For assistance with bonding, lines of credit, insurance, or anything else regarding bidding on this project, contact Anvil Builders via phone or email.

Will you be bidding this project? Please email or fax your response to estimating@anvilbuilders.com / 415-285-5005



Kiewit Infrastructure West Co 4650 Business Center Drive • Fairfield, CA 94534 Attn: Julie Bradhurst at norcal.bids@kiewit.com

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate for the following project in Sunol, CA:

and/or Suppliers seeking to participate for the following project in Sunol, CA:

Sunol Valley Water Treatment Plant Ozonation
Contract No. WD-2897

Owner: City & County of San Francisco, San Francisco Public Utilities Commission
Bid Date: January 11, 2024 @ 2:00 P.M.
Quotes NO LATER THAN January 10, 2024 at 2 PM.

Kiewit requests CMD certified San Francisco Micro and Small-LBE's and SFPUC Micro & Small-LBE's, Disadvantaged Business
Enterprise (DBE), Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses for the following scones, but not limited to: the following scopes, but not limited to:

the following scopes, but not limited to:

AC & Concrete Paving · Acoustical Panel Ceiling · Aggregates · Architectural Louvers · Bi-Folding Door · Bird Control Devices · Building Mechanical & Controls (HVAC) · Building Specialties · Canopies · Casework · Cast-In-Place Concrete · Cathodic Protection · Ceramic Tiling · Clearing & Grubbing / Tree Removal · Concrete Pumping · Concrete Repair · Concrete Sealer Flooring Systems · Concrete Supply · Countertops · Davit Crane & Monorail Hoist · Demolition · Dewatering · Doors & Hardware · Drilled Concrete Piers · Dump Fees · Electrical · Erosion Control · Fences & Gates · Final Cleaning · Fire Alarm · Fire Suppression · Framing & Drywall · Hydroseeding · Joint Sealant & Firestopping · Landscaping · Mechanical Equipment · Minor Concrete · Misc Metals & Structural Steel · Painting and Coating · Pavement Markings · Photographic Documentation · Piping and Valves · Plumbing · Potholing / Vacuum Truck · Precast Concrete Utility Structures · Quality Control · Rebar · Resinous Flooring Systems · Roofing · Sawcutting / Core Drill · Shoring · Signage · Site Furnishings · Soldier Beam Retaining Wall · Storefront & Glazing · Survey · Sweeper Truck · SWPPP Consultant · Tanks (FRP) · Trucking & Hauling · Water Truck · Waterproofing · Welding · Non-IBE firms are encouraged to contract with a group of lower tier IBEs or individual IBEs. For more information on certifica-

- Non-LBE firms are encouraged to contract with a group of lower tier LBEs or individual LBEs. For more information on certification, go to http://www.sfgov.org/cmd
- Non-DBE firms are encouraged to contract with a group of lower tier DBE's or individual DBEs. DBE's certified thru, but not limited
- to, any of the following agencies: www.mbda.gov; www.epa.gov; www.sba.gov; dot.ca.gov

 Plans are available for viewing through SmartBidNet (SBN). All subcontractors that are registered in our SBN database will receive an invitation to bid. Please email norcal.bids@kiewit.com to register your company to be able to receive bidding information, Plans and Specifications. Please note, prior to receipt of any documents, a Confidentiality Agreement must be completed.
- This Project is subject to compliance monitoring and enforcement of prevailing wage requirements by the California Department of Industrial Relations including compliance with Davis -Bacon requirements.
- Subcontractors must possess & provide current California contractor's license number & DIR Registration number
- This Project implements a Project Labor Agreement. Kiewit is a union contractor, signatory to various trades. Please contact Kiewit for more information on the unions concerned.
- Performance and Payment Bonds may be required for Subcontractors, and Supply Bond for permanent material Suppliers on this project. Bond requirement can be waived on a case-by-case basis. Please contact Kiewit for more information. Bond premiums are reimbursable by Kiewit.
- Please contact Kiewit for any assistance in bonding, insurance, equipment, materials and/or supplies
- This project is funded fully/partially by Drinking Water State Revolving Fund/Water Infrastructure Finance and Innovation Act ("DWSRF/WIFIA"), where the following requirements are applicable:
 - American Iron and Steel (AIS)
 - Disadvantaged Business Enterprises (40 CFR Part 33)
 - BUILD AMERICA, BUY AMERICA ACT (BABA)

An Equal Opportunity Employer • CA Lic. 433176 • DIR #: 1000001147

America's Seed Fund Road Tours

Continued from page 1

America's Seed Fund 2024 Road Tour Schedule

2024 Road Tour Virtual - America's Seed Fund Week

Jan. 23-25 | Host: SBA's Office of Investment and Innovation

2024 Road Tour Coastal

Feb. 7 - Orlando, Fla. Host: Florida High Tech

Feb. 9 - San Juan, PR | Host: Puerto Rico Small Business, Technology and Development

2024 Road Tour South

April 2 - Little Rock, Ark. | Host: Arkansas Small Business and Technology Development

April 3 - Jackson, Miss. | Host: Innovate Mississippi, Jackson State University and The University of Southern Mississippi

April 4 – Baton Rouge, La. | Host: Louisiana Technology Transfer Office

April 5 - Houston, Texas | Host: University of Texas at San Antonio - Texas South-West SBDC Technology Commercialization Center

Visit the link for the full article: bit.ly/3uTJjhN





Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: AC Overlay Project 2023 Phase D **Owner: Sacramento County** Revised Bid Date: January 18, 2024 @ 2:00 P.M.

*****PLEASE NOTE THIS IS AN ELECTRONIC BID, MCI IS REQUESTING ALL QUOTES TO BE SUBMITTED NO LATER THEN 12PM TO INSURE QUOTE HAS BEEN RECEIVED AND REVIEWED*****

We are requesting quotes from all qualified Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, SLURRY, PRECAST MATERAILS, AC OILS, ADJUST MH/WV, ASPHALT GRINDING, BRIDGE-CONCRETE, CONCRETE FLATWORK, CONCRETE SEALING, CONCRETE STRUCTURES, CONSTRUCTIONS AREA SIGNS, CRACK SEAL, DEMOLITION, ELECTRICAL – STREET LIGHTS/ TRAFFIC SIGNALS/ LOOPS, EROSION CONTROL, GEOTECH ENGINEERS, SAWCUTTING, SAWCUTTING, STRIPING, STRUCTURAL STEEL, SURVEYING, SWPP PLAN ONLY, TRAFFIC CONTROL, TRUCKING, SIGNS

Project Description:

All the work necessary associated with placing a rubberized or conventional concrete pavement overlay or slurry seal, repairing failed pavement (base repair), grinding the pavement to accommodate the overlay (cold planning), adjusting the manholes to grade, installing sidewalk accessibility ramps, placing pavement striping, markings, and markers, Project information, including plans & specifications can be found by contacting: estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response.

Mountain Cascade Inc. is an Equal Opportunity Employer
California License # 422496



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: Recoat Mokelumne Aqueduct No. 1 Gully Crossings-Phase 13 Specification 2156 **Owner: East Bay Municipal District**

Revised Bid Date: January 10, 2024 @ 1:30PM

We are requesting quotes from all qualified WBE/EMO/DBE/ Subcontractors and Suppliers but not limited to:

AGGREGAGTES, HYDROSEEDING, SWPP PLAN ONLY, ASBESTOS ABATEMENT, PAINTING/COATINGS, HAZMAT REMOVAL.

Project Description:

Work includes abrasive blasting and recoating of 18,869 LF of 65-inch diameter Mokelumne Aqueduct No. 1, 22LF of 68-inch Mokelumne Aqueduct No. 2, 203lf of 65-inch Mokelumne Aqueduct Surge Line and 74LF of 62-inch Wasteway Pipe, at 57 sites in Calaveras, San Joaquin and Contra Costa Counties

Project information, including plans & specifications can be found by contacting: https://construction-bids.ebmud.com/ estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response.

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: Auburn Boulevard Complete Streets Project - Phase 2 Federal Project Number: CML 5475 (038) Owner: City of Citrus Heights Revised Bid Date: January 16, 2024 @ 1:00 P.M.

We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, SLURRY, PIPE SUPPLIERS, DRAINIGN SYSTEMS PIPE SUPPLI-ERS, STROM WATER SYSTEMS PIPES SUPPLIERS, PRECAST MATERAIL, AC DIKES, ADJUST MH/WH, ASHPLAT GRINDING, ASPHALT PAVING/ ASHPLAT STAMPED, CCTV, CHIPSEAL/ SLURRY SEAL, CONCRETE FLATWORK, CONSTRUCTIONS AREA SIGNS, CRACK SEAL, DEMOLITION, ELKECTRICAL- STREET LIGHTS. TRAFFIC SIG-NALS/ LOOPS, EROSION CONTROL, FENCING, GEOTECH ENGINEERS, REINFORCED CONCRETE PIPE, PLASTIC PIPE, LANDSCAPING/ IRRIGATION, MASONRY, SAWCUTTING, STRIPING, SURVEYING, SWPP PLAN ONLY, TRAF-FIC CONTROL, TREE REMOVAL/ ARBORIST, TRUCKING, EARTHWORK

Project Description:

The work to be performed consisted, in general, of constructing a 1.0 mile long section of Auburn Boulevard within the cities of Citrus Heights and Roseville, including curb, gutter, sidewalk, storm drain, water main, pavement rehabilitation, irrigation, landscaping, signing, striping, traffic signal, street lighting, gateway monument structure, and undergrounding of overhead utilities.

Project information, including plans & specifications can be found by contacting: estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

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Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: Complete Street Rehabilitation- Multiple Locations Contract No. 4534

Federal- Aid Project: STPCML-5924(266) Owner: County of Sacramento

Revised Bid Date: January 11, 2024 @ 2:00 P.M.

*****PLEASE NOTE THIS IS AN ELECTRONIC BID, MCI IS REQUESTING ALL QUOTES TO BE SUBMITTED

NO LATER THEN 12PM TO INSURE QUOTE HAS BEEN RECEIVED AND REVIEWED*****

We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, SLURRY, PIPE SUPPLIERS, DRAINIGN SYSTEMS PIPE SUPPLIERS, STROM WATER SYSTEMS PIPES SUPPLIERS, PRECAST MATERAIL, ADJUST MH/WH, ASHPLAT GRINDING, CCTV, CHIPSEAL/ SLURRY SEAL, CONCRETE FLATWORK, CONCRETE STRUTURES, CONSTRUCTIONS AREA SIGNS, CRACK SEAL, ELECTRICAL- STREET LIGHTS. TRAFFIC SIGNALS/ LOOPS, EROSION CONTROL, REINFORCED CONCRETE PIPE, PLASTIC PIPE, LANDSCAPING/ IRRIGATION, SAWCUTTING, STRIPING, SURVEYING, SWPP PLAN ONLY, TRAFFIC CONTROL, TREE REMOVAL/ ARBORIST, EARTHWORK

The work to be performed under this contract includes the furnishing of all labor, materials, equipment, and other incidental work for: the furnishing of all labor, materials, and equipment for constructing an asphalt concrete overlay, to repair deteriorated pavement sections (base repair), place a rubberized asphalt concrete overlay or slurry seal, install ADA curb ramps, traffic signal improvements, restripe the roadway, and other improvements necessary to complete

Project information, including plans & specifications can be found by contacting: estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: Jenny Lind Water System Tank A-B Water Transmission Pipeline Project CCWD CIP No. 11088

Owner: Calavera County Water District Bid Date: January 25, 2024 @ 2:00 P.M.

We are requesting quotes from all qualified Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, PIPE SUPPLIERS, DRAINING SYSTEMS PIPE SUPPLIERS, CATHODIC PROTECTION, STRIPING, SURVEYING, TRUCKING

Project Description:

The project consists of furnishing and installing approximately 20,000 feet of new 12-inch and 14-inch diameter ductile iron pipeline between existing Tanks A and B. The new pipeline will operate at pressures up to 205 psi and have mechanically restrained joints. In addition, this project includes pressure reducing stations, air relief valves, gate valves, and other appurtenances. Also, the project requires modifying the Tank A pump station outlet piping and Tank B inlet and outlet piping arrangements.

 $Project\ information, including\ plans\ \&\ specifications\ can\ be\ found\ by\ contacting: \underline{estimating@mountaincascade.com}$

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response.

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: Spring Lake Recycled Water Project CIP #17-07 **Owner: City of Woodland**

Bid Date: January 18, 2024 @ 2:00 P.M. Engineers Estimate: \$3,770,000

We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, PIPE SUPPLIERS, DIRECTIONAL DRILLING, ELECTRICAL- STREET LIGHTS/TRAFFIC SIGNALS/LOOPS, STRIPING, SURVEYING, TRUCKING.

Project Description:

Construction of approximately 10,000 linear feet of 8-inch diameter C900 PVC recycled water pipeline along E. Gibson Road, Harry Lorenzo Avenue, and Marston Drive, installed by both open cut and trenchless methods: connection to existing irrigation services; abandonment of existing potable irrigation services; and connection to existing recycled

Project information, including plans & specifications can be found by contacting: www.CIPList.com or: estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response

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DECEMBER 21, 2023 - DECEMBER 27, 2023 SMALL BUSINESS EXCHANGE 7



CALIFORNIA SUB-BID REQUEST ADS



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: CDBG Road Rehabilitation Project Owner: City of Colfax

<u>Bid Date: January 18, 2024 @ 3:00 P</u>

Engineers Estimate: \$2,298,000

We are requesting quotes from all qualified DBE/WBE/MBE Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIAL, PIPE SUPPLIERS, AC DIKES, PRECAST MATERIALS, CON-CRETE FLATWORK, CONCRETE STRUCTURES, CONSTRUCTION AREA SIGNS, ELECTRICAL- STREET LIGHTS/ TRAFFIC SIGNALS/LOOPS, SAWCUTTING, STRIPING, SURVEYING, SWPP PLAN ONLY, TRAFFIC CONTROL, WELDED STEEL PIPE, REINFORCED CONCRETE SEWER PIPE, TRUCKING, EARTHWORK.

Project Description:

The work generally consist of removal of existing roadway section replacing with asphalt concrete and aggregate base, asphalt concrete dike, storm drain construction and /or modification , sidewalk, driveway and curb and gutter reconstruction.

Project information, including plans & specifications can be found by contacting:

https://colfax-ca.gov/government/public-works/bids-proposal or: estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: Cadenasso Drive Pavement Reconstruction Project Federal Aid Project No. STPL-5132 (055) Owner: City of Fairfield Bid Date: January 16, 2024 @ 2:00 P.M. Engineers Estimate: \$2,650,000

DBE Goal: 21% We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to:

AGGREGATES . ASPHALT. CONCRETE MATERIAL. PRECAST MATERIALS. ASPAHLT GRINDINGCONCRETE FLATWORK, CONSTRUCTION AREA SIGNS, ELECTRICAL-STREET LIGHTS/TRAFFIC SIGNALS/LOOPS, GEOTECH ENGINEERS, STRIPING SURVEYING, SWPP PLAN ONLY, TRAFFIC CONTROL, TRUCKING, EARTHWORK,

Project Description:

The work consist of approximately 160' of West of Margellon Road to Beck Avenue. The work will include using hot asphalt mix, ADA ramp upgrades, adjusting utilities to grade, and adding striping/pavement markings.

Project information, including plans & specifications can be found by contacting:

http://www.fairfieldplanroom.com or: estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your response

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



ublin Boulevard • P.O. Box 2909 • Dublin, CA 94568-2909 Phone: (925) 829-9220 / Fax: (925) 803-4263 Website: www.desilvagates.co ESTIMATOR: DAVID CZECH An Equal Opportunity/ Affirmative Action Employer

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below: 4534 COMPLETE STREETS REHABILITATION - MULTIPLE LOCATIONS

Disadvantaged Business Enterprise Goal Assigned is 22% OWNER: COUNTY OF SACRAMENTO - 9660 Ecology Lane, Sacramento, CA 95827

REVISED BID DATE: JANUARY 11, 2024 @ 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, Adjust Iron, Cold Plane, Construction Area Signs, Electrical, Emulsion Supplier, Fabric/Geosynthetic Pavement Interlayer, Landscaping, Minor Concrete, Minor Concrete Structure, Roadside Signs, Slurry Seal, Striping, Survey Staking, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Testing, Traffic Control Systems, Underground, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type C) Material and Rubberized HMA (Gap Grade) Material

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 3855 N Freeway Plyd Suit 100, Seargments CA 95824 or at your local Builders Exphance or reviewed and downloaded from the dropbox

Blvd Suite 100, Sacramento, CA 95834, or at your local Builders Exchange, or reviewed and downloaded from the dropbox site at https://www.dropbox.com/sh/5rvdc1bwfbasgl9/AABbrd0ba51_kN3GtAESfBUoa?dl=0 or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

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

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (https://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.

Alcal Specialty Contracting, Inc.

We are requesting quotes from subcontractor participation.

Project: George Moscone Elementary School Gym Wall and Roof Repairs SFUSD Project #12349

Location: San Francisco, CA

Requirements: MBE/WBE/DVBE welcomed

Bid due date: 01/11/2024

Contacts: Santiago Govea 510-767-5862 Email: santiago.govea@alcal.com



Mountain Cascade Inc. 555 Exchange Court, Livermore, CA 94550 (925) 373-8370, Fax (925) 373-0940

Project: San Joaquin Pipeline Valve and Safe Entry Improvements: Phase 2A Contract No. HH-10121
Owner: San Francisco Public Utilities Commission

Bid Date: January 11, 2024 @ 2:00 P.M.

*****PLEASE NOTE THIS IS AN ELECTRONIC BID, MCI IS REQUESTING ALL QUOTES TO BE SUBMITTED NO LATER THEN 12PM TO ENSURE QUOTE HAS BEEN RECEIVED AND REVIEWED*****

We are requesting quotes from all qualified DBE Subcontractors and Suppliers but not limited to:

AGGREGATES, ASPHALT, CONCRETE MATERIALS, LOW DENITY CELLULAR GROUT, WATER MATERIALS, ELEC-TRICAL- BUILDING, HANDRAILING, CRANE RENTAL, PAINTINGS/ COATINGS, VALVES

Project Description:

This contract is for the improvements of Phase 2 which focuses on the crossover valves between SJPL #1 and SJPL #2 and the inline valves on SJPL #1 in the crossover vaults. The scope of work will include 1) uprate 60-inch butterfly valves on SJPL#1 in the crossover vaults at Pelican, Emery and Roselle with City Furnished 60-inch butterfly valves; 2) Replace SJPL #1/SJPL #2 related crossover butterfly valves with City Furnished double knife gate valves in Pelican, Roselle and Emery Crossover Vaults. 3) Associated Structural, electrical and I&C work.

Project information, including plans & specifications can be found by contacting: estimating@mountaincascade.com

Please feel free to contact Mountain Cascade, Inc. at 925.373.8370 with any questions concerning bonding, insurance, lines of credit, and job overview. We look forward to your respons

Mountain Cascade Inc. is an Equal Opportunity Employer California License # 422496

This is Part of a Good Faith Outreach. Your response is greatly appreciated



Project Name: 967 Mission Design Build PV, Sunshades, Elevators and Fire Protection Location: San Francisco, California

Bid Date: January 22, 2024 Pre-Bid: January 8, 2024 @ 1:30pm (Web Ex Call)

Labor Requirements:

- 20% SBE Requirement
- Prevailing Wage State (DIR) and Federal (DOL) apply
- The mandatory local hiring participation level is 30% of all project
- work hours within each trade performed by local SF residents and at least 50% of the project work hours performed by apprentices within each trade shall be performed by local SF apprentices

Project Schedule: Est. Start June 2025

Baines-Nibbi Joint Venture has been selected as the General Contractor for the 967 Mission project in San Francisco. We are in receipt of the 70% DD Early bid documents and are currently requesting bid proposals from qualified subcontractors and suppliers including those certified with the San Francisco Contract Monitoring Department (CMD) as local business enterprises (LBE's) for <u>PV, Sunshades, Elevators, and Fire</u> <u>Protection.</u> The Contract Monitoring Division (CMD) has set the SBE participation goal for this project at 20%. For more information about the San Francisco SBE program as it relates to this solicitation please contact Selormey Dzikunu at the City and County of San Francisco Contract Monitoring Division via email or by phone, Selormey. Dzikunu@sfdpw.org / (415)581-2320.

Proposals are due no later than 2:00 PM on Monday, January 22nd 2024 online via the Building Connected website. Please note a completed Bid Form will need to be submitted for each trade/bid package you are bidding on in order to be considered

A 9 story building (plus occupied roof) mid-rise residential building with ground floor resident serving space, the building will provide approximately 95 units of 100% Affordable senior housing including a manager's unit. The project unit mix is studios and one-bedrooms weighted more towards studios. 25% of the units will be for formerly homeless seniors, and all units will be restricted at 50% AMI or lower. Given the proximity to transportation, services and retail, there will be no car parking and only bike parking. Additionally, the ground floor plate is not large enough to accommodate commercial space and is programmed with property management offices, a community room with a kitchen that allows for flexibility of uses, services offices, and a small conference room, lobby with mail area and back of house spaces. This required ground floor program will not allow sufficient area to provide a transformer vault in the building, the project will apply for an under sidewalk transformer vault. The building will be built for connectivity so that the residents can access Wi-Fi.

For any questions on accessing the bidding documents, please contact Hannah Austin, Precon & Estimating Coordinator via email, hannaha@nibbi.com For project specific questions please contact Andrew Kent, Senior Estimator via email, andrewk@nibbi.com





ANDREW M JORDAN INC dba A & B CONSTRUCTION 225 3rd Street, Oakland, CA 94607 Phone: 510-999-6000 • Fax: 510-982-3636 **An Equal Opportunity Employer**

A & B Construction (A & B) is preparing a bid as a Prime Contractor for the following project:

California Department of Transportation ("CALTRANS")
CONSTRUCTION ON STATE HIGHWAY IN SANTA CLARA COUNTY IN AND NEAR MORGAN HILL AND SAN JOSE AT VARIOUS LOCATIONS Replace Stormwater Pumps and Construct Drainage Boxes
Disadvantaged Business Enterprise (DBE) Goal is 19%
Caltrans Contract No. 04-2Q5704
Bid Date: January 10, 2024 at 2:00 PM

A & B is soliciting proposals/quotes from all qualified and certified Disadvantaged Business Enterprises (DBE), for the scopes of work required for the subject project, including but not limited to: LEAD COMPLIANCE PLAN, LEVEL 2 CRITICAL PATH METHOD SCHEDULE, TIME-RELATED OVERHEAD, DISPUTE RESOLUTION BOARD ON-SITE MEETING, HOURLY OFF-SITE DISPUTE-RESOLUTION-BOARD-RELATED TASKS, CONSTRUCTION AREA SIGNS, TRAFFIC CONTROL SYSTEM, STATION-ARY IMPACT ATTENUATOR VEHICLE, CHANNELIZER (SURFACE MOUNTED), TEMPORARY BARRIER SYSTEM, PORTABLE CHANGEABLE MESSAGE SIGN, ALTERNATIVE TEMPORARY CRASH CUSHION TL-3, JOB SITE MANAGEMENT, WATER POLLUTION CONTROL PROGRAM, TEMPORARY DRAINAGE INLET PROTECTION, TEMPORARY FIBER ROLL, TEMPORARY CONSTRUCTION ENTRANCE, STREET SWEEPING, TEMPORARY DEWATERING AND NON-STORM WATER DISCHARGE CONTROL SYSTEM, TEMPORARY CONCRETE WASHOUT, ASBESTOS COMPLIANCE PLAN, TEMPORARY HIGH-VISIBILITY FENCE, CLEARING AND GRUBBING, ROADWAY EXCAVATION, ROADWAY EXCAVATION (TYPE Z-2) (AERIALLY DEPOSITED LEAD), IMPORTED BORROW, REMOVE IRRIGATION FACILITY, MOVE-IN/MOVE-OUT (EROSION CONTROL), ROLLED EROSION CONTROL PRODUCT (NETTING), HYDROMULCH, FIBER ROLLS, HYDROSEED, COMPOST, CLASS 2 AGGREGATE BASE, PRIME COAT, HOT MIX ASPHALT (TYPE A), PLACE HOT MIX ASPHALT (MISCELLANEOUS AREA), REMOVE ASPHALT CONCRETE DIKE, PUMPING PLANT ELECTRICAL EQUIPMENT, MISCELLANEOUS IRON AND STEEL, DESTROY WELL, MAINTAINING EXISTING TRAFFIC MANAGEMENT SYSTEM ELEMENTS DURING CONSTRUCTION and BUILDING WORK. ISTING TRAFFIC MANAGEMENT SYSTEM ELEMENTS DURING CONSTRUCTION and BUILDING WORK

Plans and Specifications may be obtained from the Owner's website at: oe.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=04-205704

Abram McMickin (510)-999-6000; amcmickin@a-bconstruction.net) is the estimator for this project and is available to provide Abram McMickin (510)-999-6000; amcmickin@a-poonstruction.net) is the estimator for this project and is available to provide assistance or answer questions regarding the project scope of work, bid requirements, bonding and insurance requirements, or any other questions you may have. All proposals/quotes should be emailed to the Estimator or faxed to (510) 982-3636 prior to 10:00 AM on the Bid Date. A & B is willing to breakout any portion of work to encourage DBE participation. All subcontractors are required to execute A & B's standard subcontract agreement and comply with all insurance requirements. A copy of our agreement and insurance requirements are available upon request. At A & B's discretion, 100% payment and 100% performance bonds may be required. A & B is a union contractor and we are signatory to the Laborers, Carpenters, and Operating Engineers unions.



GRANITE CONSTRUCTION COMPANY

Caltrans 08-1G6704 Route 79 Temecula Project Owner: State of California Department of Transportation BID DATE: 01/31/2024 @ 2:00 PM

Points of Contact:

Sara Hayes – (760) 578-2819 – <u>Sara.hayes@gcinc.com;</u> Kalen Gopperton – (442) 300-4967 - <u>kalen.gopperton@gcinc.com</u> Bob Ramage – (760) 501-1075 - <u>bob.ramage@gcinc.com</u> Fax Quotes to: (760) 775-8229 Email Quotes to: <u>DCR.estimating@gcinc.com</u>

Plans and specifications can be accessed at no cost at: https://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=08-166704&sub=Additionally, plans and specifications can be viewed at our office located at: 38000 Monroe Street, Indio, CA 92203. Please call to make an appointment.

Please call to make an appointment.

Granite Construction Company (Granite) is requesting quotes from qualified Subcontractors and Suppliers including Certified DBE firms for the following items of work, including but not limited to: B1420 Crushed & Broken Stone, B1440 Sand & Gravel, C0620 Landscaping & Nursery Supplier, C0621 Landscaping Materials Supplier, C0624 Petroleum, Oil, Lubricants Supplier (Bulk Item), C0625 Sand & Gravel Supplier (Bulk Item), C0652 Sand & Gravel Supplier (Bulk Item), C0652 Reinforcing Bar Section Supplier, C0659 Asphalt Supplier, C0649 Pilings Supplier, C0651 Concrete & Cement Supplier (Bulk Item), C0652 Reinforcing Bar Section Supplier, C0655 Steel Supplier, C0657 Lumber Supplier, C0659 Paint Supplier, C0670 Pipe Supplier, C0671 Drainage Systems Supplier, C0680 Fencing Supplier, C0683 Guard Railing & Barriers Supplier, C0685 Pawment Markers Supplier, C06681 Electrical & Signals Supplier, C0680 Traffic Stripes, Marking And Traffic Control Materials Supplier, C1200 Construction Area Signs, C1201 Traffic Control System, C1211 Traffic Flagger, C1212 Pilot Car Services, C1290 Temporary Railing (Type K), C1522 Reset, Adjust Roadway Items, C1532 Remove Concrete, C1575 Remove Bridge Item, C1580 Modify Bridge Item, C1601 Clearing & Grubbing, C1701 Develop Water Supply, C1901 Roadway Excavation, C1910 Grading, C1920 Structure Excavation, C1930 Structure Backfill, C1940 Ditches Excavation, C1970 Embankment Construction, C2000 Highway Planting, C2020 Soil Amendments, C2021 Hydroseeding, C2030 Erosion Control, C2066 Temporary Erosion Control, C2201 Finishing Roadway, C2602 Aggregate Base (Ab), C3000 Concrete Pumping, C3600 Penetration Treatment & Prime Coat, C3901 Asphalt Concrete, C3910 Paving Asphalt (Asphalt Concrete), C3940 Place Asphalt Concrete Dike & Missc, C4901 Furnish & Drive Piling, C4904 Drilled Hole, C4905 Soil Stabilization, C4906 Cast-In-Drilled-Hole Concrete Piling, C5100 Concrete Structure, C5100 Keinforced Concrete Piling, C5600 Reinforced Concrete Piling, C5600 Roadside Sign,

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

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

This project has a 21% DBE goal. In addition to request for participation from Certified DBE subcontractors and suppliers, Granite requests Non-DBE subcontractors to provide lower-tier DBE subcontractor and/or supplier participation. Bidders are encouraged to indicate lower-tier DBE participation, as it will be evaluated as part of their quote.

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

Granite Construction Company is signatory to Operating Engineers, Laborers, Cement Masons Teamsters and Carpenters unions. Granite may require 100% performance and payment bonds for the full amount of subcontract price. Granite Construction will assist with bonding costs for subcontractors. Additionally, The US Small Business Administration may also assist you in obtaining bonding, for more information please visit them at http://www.sba.gov/content/contractors#. Subcontractors must possess a current contractor's license, DIR number, insurance, and worker's compensation coverage meeting Granite's requirements. All quotes are subject to the terms of Granite Construction Company's applicable standard form agreement which is available through the following link: https://www.dropbox.com/sh/93iswduu5iw13t6/AACazvs8j7xY7Ja0IH-dL0J-a?dl=0



· Design Build Shoring System · Design Build Fire Suppression System Design Build Photo-Voltaic System

Design Assist Elevators

Design Build Soil Im

Design Build Tower Crane

Address: 1515 S Van Ness, San Francisco, CA 94110.

Project Description: 1515 South Van Ness is a 100% affordable housing project. Demolish Existing Commercial Building and Construct a Building Consisting Of 9 Stories of Type IA Construction. The Ground Floor Will Host Residential Service, Common Spaces, An Early Learning Center, and A Community Serving Nonprofit Retail Space. Floors 2-9 Will Contain Residential Units, Yielding 168 Units. Outdoor Space Include a Large Courtyard on The Ground Floor and A Terrace on Level 9. Labor Requirements: This is a prevailing wage project. All carpenter and laborer trades must be union.

Sub-Contracting Goal: 25% SBE participation goal and 5% DVBE participation goal.

Schedule:
12/11/23 – Start of Advertisement
12/19/23 – RFI Deadline
12/12/23 – Job Walk 1:00 PM Friday at 1515 S Van Ness (optional)
01/10/24 – Bids Due 12:00 PM Wednesday
11/24/24 – Tentative Construction Start (Refer to Exhibit C)

Contractor Contacts:

Chandu Malladi Cmalladi@guzmangc.com (703) 473-5477 / Hasan Demirkol hdemirkol@guzmangc.com (650) 307-2798
Please do not contact the Owner, Owner Agents, and/or Architect directly.

Bid Documents: All documents for this bid can be downloaded from the project site on Building Connected, which you have access to via the email invite you received. Also, the project information is available at the following Box link:

https://www.dropbox.com/scl/fo/sb3qiwa2ndop9pztxyqg5/h?rlkey=7cjqvumiie5cp1z80fxfjnmgm&dl=0



WESTERN WATER (WW), is seeking quotes from qualified subcontractors and suppliers, including DBE and/or San Francisco (Local) Small & Micro LBE certified firms, for the construction of

> SFPUC Moccasin Compound Water System Filtration Addition, Contract No. HH-1013 Engineer's Estimate: \$4,490,000

Bid Date & Time: January 25th, 2024 at 2:00 P.M. Project Location: Moccasin, CA

Contracting opportunities for qualified subcontractors and suppliers on this project may include, but not be limited to, the following types of work: General Engineering, General Building, Concrete, Drywall, Electrical, Earthwork & Paving, Fire Protection, Painting/Waterproofing, Pipeline, Roofing, Tile Installation, Metal Products, Doors/Gates/Activating Devices, and Pipes/Valves/Fittings Supplies.

Information regarding bonding, insurance, lines of credit, and any technical assistance or information related to the plans or specifications and requirements for the work will be made available to all interested firms. Plans and specs are available to view at our office and access to digital copies will be provided upon request.

For more information or to provide quotes, please contact:

Western Water, 707 Aviation Blvd, Santa Rosa, CA Cameron Brum, Estimating Coordinator bids@westernwater.com, Phone: (707) 540-9640, Fax: (707) 540-9641

Subcontractors will be required to comply with all subcontract insurance requirements, which include providing a waiver of subrogation endorsement to their worker's compensation insurance.

The City has a surety bond program, which assists LBE contractors in obtaining bonding and financing for contracts awarded by the San Francisco Public Utilities Commission. For further information contact: Jennifer Elmore at (415) 217-6578.

The SFPUC has adopted a Project Labor Agreement (PLA) which will apply to this Project. All contractors must sign a letter of assent, binding the contractor to the terms of the PLA.

Interested subs and suppliers should complete and submit the attached solicitation form no later than 24 hours prior to bid.

WW is an AA/EEO/Veterans/Disabled Employer - CA License No. 188068

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 - Vendors
 - Suppliers



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WORKFORCE DIVERSITY

Diversity on Government Bidding Sites

[Article originally appeared in www.entrepreneur.com]

By Summit Ghimire

In today's unpredictable business environment, clarity and effectiveness in communication remain paramount. One of the most significant consequences of the pandemic and the uncertainty of the U.S. economy throughout 2022 and 2023 has been the evolution of work setups.

While early predictions about work setups shifted from uncertainty to a strong inclination towards work-from-home and hybrid models, the future remains unclear. Regardless of how it settles, the significant impact of remote work has pushed businesses to reassess and refine their communication strategies, though finding a solution that benefits all has been a complex task.

Amid this diversity of workplace configurations and the challenges that come with them, skillful communication remains a key element in ensuring cohesive and efficient teamwork, regardless of the physical distances or differing work environments involved.

While the two primary communication strategies feature significantly different approaches, each offers beneficial insights and practical solutions for achieving optimal communication. As we navigate our changing work environments, understanding and effectively implementing key elements of top-down and bottom-up communication strategies becomes crucial.

Fostering a culture of open and effective communication for today's workforce

When discussing ways to achieve optimal business communication, employee engagement can be forgotten, yet it is a critical first step. Engaging employees sets a foundation for success, ensuring the integration of employee's specific needs and desires regarding communication within their companies.

As business leaders navigate a pursuit of optimized communication within their organizations, a broader understanding of employee feedback for improving communication with their higher-ups and throughout their companies can effectively frame future choices. Management must prioritize:

- Transparency: It may seem obvious, but the desire for open and honest communication about company decisions, changes and plans highlights a glaring issue — trust and authenticity.
- Clarity and consistency: Clear and consistent communication is crucial, especially regarding job expectations, roles and responsibilities.
- Two-way dialogue: Employees want to express ideas, concerns and feedback freely and want that input to be genuinely valued.
- Accessible leadership: Meaningful access to leaders and managers requires authentic approachability and an established means of discussing thoughts and concerns.

Bridging the physical and psychological distances in a diverse workplace

Achieving authentic communication across varied work setups — in-person, remote and hybrid — centers on overcoming the reality of physical and psychological separation inherent in diverse environments. Each setup brings its nuances, resulting in the layers of complexity involved in balancing the extremes of remote and in-person work

To truly entrench effective communication throughout an organization, all levels of leadership must have a deep understanding of the unique dynamics and needs of each work setup. A commitment to fostering a culture where every team member feels equally valued and heard, regardless of their physical work location, must become part of a company's identity for it to have a lasting impact on the internal culture and optimization of operations.

Creating a communication strategy that feels natural and inclusive to all requires both authenticity and avoiding one-size-fits-all efforts. By side-stepping empty efforts and generic rhetoric, businesses can avoid employee disengagement and the perception of forced interaction. By merging elements of top-down and bottom-up communication strategies, an effective approach to internal communication avoids the pitfalls of uninspired, disrespectful measures.

Understanding and implementing top-down communication

Top-down communication is hierarchical, with directives, instructions or information flowing from higher levels of authority or management to lower levels. It centers on the strategic disbursement of messaging down each level of authority.

- Consistent company-wide updates: Regular updates via email or video messages from leadership about company goals, changes or achievement ensures comprehensive alignment with a company's direction.
- Leadership Q&A sessions: Virtual Q&A sessions connecting employees directly to the leadership fosters transparency and a sense of shared ownership of a company's vision and decisions.
- Relevant performance metrics and feedback: Pairing relevant performance metrics with actionable feedback helps remote and hybrid employees understand the role that specific tasks and responsibilities serve in achieving a company's vision.
- Policy and procedure updates: By clearly communicating changes in policies or procedures, all team members, irrespective of location, are collectively aware of new guidelines, which is essential for streamlined operations.

The dynamics and benefits of bottom-up communication

Anchored by participation across all levels, bottom-up communication aims to encourage and cultivate potential insights, ideas and feedback from lower levels of authority. It is designed to empower all employees to contribute their expertise and perspectives.

Visit link for the full article: bit.ly/4alpUqx

Diversity on Government Bidding Sites

Continued from page 1

Disadvantaged Business Enterprise (DBE) exist to combat discrimination, protect workers, and provide chances to get properly certified to bid on government contracts. The process may vary depending on the program, but certification typically lasts for a year. Suppose you're talking about bidding on government projects in larger metropolitan areas. In that case, you're going to apply, get certified as a DBE business, and then you're on the approved bidders list. These lists are maintained within some of the bid management tools that general contractors use, so when they invite others to participate in a collaborative bid, your business will show up as an option.

General contractors preparing to submit a bid on government projects that have a DBE requirement will refer to the specifications document for each project to determine the set aside requirements. The GC will ensure you've met the bid requirements set aside through a bid management tool, relying on information in the tool and/ or submitted as a part of your bid proposal as to whether you've qualified as a DBE. They'll typically generate a report that shows your efforts to secure the desired level of representation and include it as part of the bid proposal. As you're navigating these processes, never underestimate

the power of networking and the difference proactive outreach makes to your bottom line.

Take Your Seat

You may have experienced some general contractors who send invitations to bid to disadvantaged businesses as a formality, but they may not use them for the actual bid or for the project. To counteract that possibility, once you take your seat at the table, make it known that you deserve to be there. Your most helpful tool may be your bid proposal. Do you know how to write the proper proposal? Or how to submit pricing? Good bid preparation requires a lot of time and effort. It involves everything from reading and fully understanding the plans and specifications to accurately estimating labor, materials, and equipment costs.

Here are a few Pro Tips:

• Perform accurate takeoffs and measurements.

The goal of using a takeoff tool is to create an accurate scope of work. The estimate is then created by adding the details of labor, materials, and equipment required to execute the project. Finally, you'll have to add the burdens, overhead, and profit you desire to create an accurate bid.

• Complete all bid forms and documents.

Required documents and paperwork can be anything from bid bonds to acknowledging receipt of any addenda. It will pay off to be thorough in this process, even triple-checking your work to ensure that every I is dotted, every T is crossed, and every checkmark is accounted for in your documents. An incomplete bid proposal could negate all your work up to this point and disqualify you from the contract opportunity. The bid should also include a list of inclusions and exclusions to clarify its purpose.

Reach out & Ask questions.

If you have questions about the project's scope, you should reach out and ask in advance. It is one more opportunity to show interest in the project and create trust and credibility.

Bid & Make Bread

Once you've formulated relationships and crafted a worthy proposal outlining your experience, it's time to land some government contracts. Staying competitive is a multilayer process that includes ensuring your team's productivity isn't lacking, that you're staying knowledgeable of advanced techniques and modern materials, that you're investing in your equipment, and strengthening your takeoff and estimating skills. By following these steps, you'll bid on projects

with the confidence, time, and financial resources to perform the work and complete the project.

Final Thoughts

Want to learn about federal, state, and local government construction opportunities in your area? Several organizations and programs exist to help disadvantaged businesses across the US and Canada.

SAM.gov

Canada.ca

National Association of Minority Contractors

National Minority Supplier Development

U.S. Small Business Administration

Women's Business Enterprise National Council

ConstructConnect has the largest collection of up-to-date bidding details, with plans and specs, on a single platform. Find out more about the construction economic outlook and read step-by-step tips to win more profitable projects.

SOURCE:

https://www.constructconnect.com/blog/diversity-on-government-bidding-sites



FICTITIOUS BUSINESS NAME STATEMENTS

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0402049

Fictitious Business Name(s): **Acta Environmental** Address
286 Bradford Street
San Francisco, CA 94110 Full Name of Registrant #1 Rachel Bonnefil Address of Registrant #1
286 Bradford 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 12-04-2023

Signed: Rachel Bonnefil

This statement was filed with the County Clerk of San Francisco County on **12-07-2023**

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 Nadonza Deputy County Clerk 12-07-2023

12/14/23 + 12/21/23 + 12/28/23 + 01/04/24

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s):

An Chi Address
5827 Geary Blvd
San Francisco, CA 94121
Full Name of Registrant #1
AnChi AJT Inc. (CA)
Address of Registrant #1
5827 Geary Blvd
San Francisco, CA 94121

This business is conducted by **A Corporation.**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 02-01-2019

Signed: Tinh Ly

This statement was filed with the County Clerk of San Francisco County on **12-13-2023**

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 State or Common Law.

Filed:

Maribel Osoria Deputy County Clerk 12-13-2023

12/21/23 + 12/28/23 + 01/04/24 + 01/11/24

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0

Fictitious Business Name(s):

Fictitious Business Name(s):

1.) Ardiont
2.) Ardiont Research
Address
257 Collins Street
San Francisco, CA 94118
Full Name of Registrant #1
Anup Pradhan
Address of Registrant #1
257 Collins Street, San Francisco, CA 94118

This business is conducted by **An Individual.**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 12-06-2023

Signed: Anup Pradhan

This statement was filed with the County Clerk of San Francisco County on **12-06-2023**

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

Filed:

Giselle Romo Deputy County Clerk 12-06-2023

12/14/23 + 12/21/23 + 12/28/23 + 01/04/24

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0401810

Fictitious Business Name(s):

Aromatae Address 124 Newman Street San Francisco, CA 94110 Full Name of Registrant #1 Jennifer Maeder Address of Registrant #1
124 Newman Street
San Francisco, CA 94110

This business is conducted by **An Individual.**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 10-01-2023

This statement was filed with the County Clerk of San Francisco County on 11-03-2023

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.

Melvin Galvez Deputy County Clerk 11-03-2023

12/07/23 + 12/14/23 + 12/21/23 + 12/28/23

FICTITIOUS BUSINESS NAME STATEMENT

File No. 2023-0402091

Fictitious Business Name(s): **Beautiful Somethings**

Address
628 San Jose Avenue
San Francisco, CA 94110
Full Name of Registrant #1
Joel Parsons
Address of Registrant #1 628 San Jose Avenue 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 **12-15-2023**

Signed: Joel Parsons

This statement was filed with the County Clerk of San Francisco County on **12-15-2023**

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

Filed:

Giselle Romo Deputy County Clerk 12-15-2023

12/21/23 + 12/28/23 + 01/04/24 + 01/11/24

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-040186

Fictitious Business Name(s):
1.) Golden Gate Acupuncture Center
2.) American Wild Goose Chi Gong and Tai Ji Center

915 Irving Street San Francisco, CA 94122 Full Name of Registrant #1 Liling Zheng Gao
Address of Registrant #1
1424 Funston 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 **02-01-2000**

Signed: Liling Z. Gao

This statement was filed with the County Clerk of San Francisco County on **11-08-2023**

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 State or Common Law.

Filed:

Melvin Galvez Deputy County Clerk 11-08-2023

11/30/23 + 12/07/23 + 12/14/23 + 12/21/23

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s):

In Bloom Pediatric Speech Therapy Address
990 Clayton Street
San Francisco, CA 94117
Full Name of Registrant #1
Bridget Castle Address of Registrant #1
990 Clayton Street
San Francisco, CA 94117

This business is conducted by An Individual.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**

Signed: Bridget Castle

This statement was filed with the County Clerk of San Francisco County on **11-17-2023**

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 State or Common Law.

Filed:

Maribel Osoria Deputy County Clerk 11-17-2023

11/30/23 + 12/07/23 + 12/14/23 + 12/21/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-040195

Fictitious Business Name(s):

Leon Event Hall

5051 Mission Street, San Francisco, CA 94112 Full Name of Registrant #1
5051 Mission, LLC (CA)
Address of Registrant #1
5051 Mission Street, 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 **11-02-2023**

Signed: Sufi Hariri

This statement was filed with the County Clerk of San Francisco County on **11-21-2023**

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. State or Common Law.

Filed:

Maribel Jaldon Deputy County Clerk 11-21-2023

11/30/23 + 12/07/23 + 12/14/23 + 12/21/23

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s): N360HM LLC

Address
236 W. Portal Avenue, Unit 359
San Francisco, CA 94127
Full Name of Registrant #1
N360 HM LLC (CA)
Address of Registrant #1
236 W. Portal Avenue #359
San Francisco, CA 94127

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

Signed: Gerald W. Bernstein

This statement was filed with the County Clerk of San Francisco County on **12-05-2023**

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 Osoria**

Deputy County Clerk 12-05-2023

12/07/23 + 12/14/23 + 12/21/23 + 12/28/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0402034

Fictitious Business Name(s):

Second Sunset Second Sunset
Address
166 Geary Street, Suite 1500
San Francisco, CA 94108
Full Name of Registrant #1
Daisy de Leon
Address of Registrant #1
166 Geary Street, Suite 1500
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 11-07-2023

Signed: Daisy de Leon

This statement was filed with the County Clerk of San Francisco County on **12-06-2023**

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 12-06-2023

12/07/23 + 12/14/23 + 12/21/23 + 12/28/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0401981

Fictitious Business Name(s):
Serai Acupuncture and Wellness

Address
601 Van Ness Avenue Suite I
San Francisco, CA 94102
Full Name of Registrant #1
Serai Acupuncture and Wellness (CA)
Address of Registrant #1
601 Van Ness Avenue Suite I
San Francisco, CA 94102

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

Signed: Tim Tran

This statement was filed with the County Clerk of San Francisco County on **11-28-2023**

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 11-28-2023

11/30/23 + 12/07/23 + 12/14/23 + 12/21/23

FICTITIOUS BUSINESS NAME STATEMENT

Fictitious Business Name(s):

Taqueria Zorro

Address
308 Columbus Avenue San Francisco, CA 94133
Full Name of Registrant #1
Taqueria Zorro Inc (CA) Address of Registrant #1 **308 Columbus Avenue**

San Francisco, CA 94133 This business is conducted by **A Corporation**.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12-05-2023**

Signed: Tarik Kassis

This statement was filed with the County Clerk of San Francisco County on **12-05-2023**

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 State or Common Law.

Maribel Jaldon Deputy County Clerk 12-05-2023 Filed:

12/14/23 + 12/21/23 + 12/28/23 + 01/04/24



FICTITIOUS BUSINESS NAME STATEMENTS

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0402045

Fictitious Business Name(s):
alternative love
Address
166 Geary Street 1500 #1057
San Francisco, CA 94108
Full Name of Registrant #1
Heather Lee Mazzei
Address of Registrant #1
74 New Montgomery Street Unit #306
San Francisco, CA 94105

This business is conducted by **An Individual.**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **07-01-2023**

Signed: Heather Mazzei

This statement was filed with the County Clerk of San Francisco County on **12-06-2023**

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 12-06-2023

12/21/23 + 12/28/23 + 01/04/24 + 01/11/24

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0402060

Fictitious Business Name(s):
Hung Holdings
Address
1380 Greenwich Street, Apt 404
San Francisco, CA 94109
Full Name of Registrant #1

Full Name of Registrant #1
Stanley Hung
Address of Registrant #1
1380 Greenwich Street, Apt 404
San Francisco, CA 94109

This business is conducted by **An Individual.**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10-01-2017**

Signed: **Stanley Hung**

This statement was filed with the County Clerk of San Francisco County on **12-11-2023**

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:

Diane Rea Deputy County Clerk 12-11-2023

12/21/23 + 12/28/23 + 01/04/24 + 01/11/24

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0402011

Fictitious Business Name(s): **The Larger Story** Address **3025 Van Ness #8 San Francisco, CA 94109** Full Name of Registrant #1 **Susan Mary Ford** Address of Registrant #1 **3025 Van Ness #8 San Francisco, CA 94109**

This business is conducted by **An Individual.**

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03-12-2009**

Signed: Susan Mary Ford

This statement was filed with the County Clerk of San Francisco County on **12-01-2023**

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

Filed:

Giselle Romo Deputy County Clerk 12-01-2023

12/21/23 + 12/28/23 + 01/04/24 + 01/11/24

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0401938

Fictitious Business Name(s):

Valeia
Address
166 Geary Street, Unit 15
San Francisco, CA 94108
Full Name of Registrant #1
Jeremiah Meadows
Address of Registrant #1
166 Geary Street, Unit 15
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 11-02-2023

Signed: Jeremiah Meadows

This statement was filed with the County Clerk of San Francisco County on **11-16-2023**

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 attended the use in this state of a fictitious business name in violation of the right of another under Federal, State or Common Law.

Filed:

Giselle Romo Deputy County Clerk 11-16-2023

11/22/23 + 11/30/23 + 12/07/23 + 12/14/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0401836

Fictitious Business Name(s): Heal My Vibes Address 1300 Evans Ave #880501 San Francisco, CA 94188 Full Name of Registrant #1 Victoria Jones Address of Registrant #1

827 Colby Street San Francisco, CA 94134

This business is conducted by An Individual.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **09-30-2023**

Signed: Victoria Jones

This statement was filed with the County Clerk of San Francisco County on **11-07-2023**

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 Nadonza Deputy County Clerk 11-07-2023

11/16/23 + 11/22/23 + 11/30/23 + 12/07/23

FICTITIOUS BUSINESS NAME STATEMENT File No. 2023-0401667

Fictitious Business Name(s): Little Broom Organizing Address 1345 20th Avenue #15 San Francisco, CA 94122 Full Name of Registrant #1 Erin Rice Address of Registrant #1 1345 20th Avenue #15

San Francisco, CA 94122
This business is conducted by An Individual.

The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **Not Applicable**

Signed: Erin Rice

This statement was filed with the County Clerk of San Francisco County on $\bf 10\text{-}18\text{-}2023$

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

Filed:

Giselle Romo Deputy County Clerk 10-18-2023

11/16/23 + 11/22/23 + 11/30/23 + 12/07/23

Mayor London Breed and City Administrator Carmen Chu announce the transition of Vallie Brown, Director of Grants for the Arts







[Article originally appeared in www.sf.gov]

Mayor London N. Breed and City Administrator Carmen Chu announced the transition of Vallie Brown, the Director of Grants for the Arts (GFTA). Brown, who became Director of GFTA in March 2021, led the agency to improve fairness, equity, and accessibility in its grantmaking process. She will continue to serve the City as part of the San Francisco Human Rights Commission's (HRC) team working on the new "healing arts" granting projects and equity.

Grants for the Arts, a division of the City Administrator's Office, provides general operative support for San Francisco art and culture organizations. Since its establishment in 1961, GFTA has provided over \$420 million to local organizations and artists.

"I want to thank Vallie for leading Grants for the Arts at a difficult time for our City and our arts community," said Mayor London Breed. "The pandemic severely impacted arts in San Francisco, and Vallie stepped in to this position to successfully help our local organizations and artists not only navigate these challenges, but also to thrive. Vallie has always been someone whose public service is driven by putting the community and her love for San Francisco first."

"I am grateful for Vallie's public service and leadership at the helm of Grants for the Arts. She has led with passion and conviction that an investment in the arts is an investment in our City's economic and cultural vitality," said City Administrator Carmen Chu. "During her time, Grants for the Arts has provided over 500 grants to arts and culture organizations across the City, making possible a richness in events, festivals and experiences that enliven our City. I want to thank Vallie for continually pushing to support and expand the voices of underrepresented communities in the arts."

During her time as Director, Brown worked to strengthen GFTA's commitment to equity and serving San Francisco's diverse communities. She focused on making the granting process more accessible to organizations rooted in and serving communities historically underserved in the arts, simplified the application process and implemented a new IT platform to ease the administration of close to 300 contracts annually. Brown has also focused on delivering investments in arts programming, parades and festivals that activate public spaces and drive economic activity across the City.

"Vallie Brown's unwavering dedication to supporting historically underfund arts organizations in San Francisco through Grants for the Arts has been truly commendable," says Rodney Jackson, Artistic Director and co-founder of the San Francisco Bay Area Theatre Company (SFBATCO). "Her commitment has been a vital asset to organizations like mine, which often struggle to access public dollars."

"As an arts organization that has presented our work in San Francisco since our inception in 2008, receiving support from Grants for the Arts for the first time this year made us feel valued in our contribution to the San Francisco arts community and gave us peace of mind to focus on our show and artists," said Eric Solano, Artistic Director of Parangal, an indigenous Filipino folk dance and music company, which applied for GFTA funding the first time in 2022. "We are so grateful for the work of Vallie and the Grants for the Arts team under her leadership. We will miss working her, and we wish her the best in her future endeavors."

Brown's last day with Grants for the Arts will be in February 2024. The City Administrator's Office will begin a search for a new director of Grants for the Arts in the new year.

"It's been my honor to work with the arts community and the amazing staff at Grants for the Arts," said Brown. "It wasn't always easy but I'm truly proud of the work we accomplished in the last 3 years. I'm excited to work with Director, Dr. Sheryl Davis and the HRC staff, to be part of the important work they do every day."

Brown served on the Board of Supervisors as the District 5 Supervisor in 2018, after being appointed by Mayor London Breed. Prior to becoming Supervisor, Brown worked as a Legislative Aide and Chief of Staff for ten years to former District 5 Supervisors Ross Mirkarimi and London Breed. She also worked in the Office of Economic and Workforce Development, where she focused on furthering opportunities for residents to move into new housing being built in their neighborhoods.

Brown has lived in San Francisco since 1985. As a working artist, she lived in warehouses with other artists for many years and worked as a nonprofit art teacher and grant writer. She was born and raised in Utah by her single mother and grandmother. Her father, who passed away when she was a child, was Paiute and Shoshone descent. She studied art and communications at the University of Utah, and currently lives in Cole Valley.

SOURCE: www.sf.gov/news/mayor-londonbreed-and-city-administrator-carmen-chuannounce-transition-vallie-brown-director



SUCCESS STORIES

Mexxi's Restaurant and Catering

[Article originally appeared in www.fremontbank.com]

Mexxi's Restaurant and Catering is a vibrant staple in San Ramon. The owner, Enrique Gomez, has been serving up fresh and authentic Mexican food in the same location for over 2 decades. Enrique was practically born into the restaurant business; his family owns a couple of restaurants on the Peninsula and he loved his experience there so much that went to culinary school.

Enrique wanted to open a restaurant of his own, so he opened Mexxi's with his cousin, keeping it a family affair. Now he and his brother own and operate the restaurant and catering company.

Serving up authentic, fresh Mexican food is something that makes Mexxi's unique. Enrique sources a lot of his ingredients locally, providing fresh ingredients to make his food full of flavor. Everything they prepare is made from scratch



because they truly care about the food they serve. Enrique enjoys creating dishes that aren't common in Mexican restaurants like the Filete de Pescado a la Veracruzana, a seafood dish that was created with Lent in mind. Almost every item on the menu has a cult following. Some of the most popular items are the fish tacos, grilled chicken burritos, and the tamales.

Being a part of the community is very important to Enrique; he knows many of his diners. It's a family operation and you always feel like family when you dine at Mexxi's. You can also bring Mexxi's home or to work with you because they specialize in catering large corporate and private events.

Enrique brought his business accounts to Fremont Bank over a decade ago. The branch manager was a patron of the restaurant and one day asked Enrique who he banks with. Enrique decided to not only shop locally, but bank locally too.

SOURCE: https://www.fremontbank.com/microsites/household-names/stories/mexxis

CASE STUDY

Nov 2017

COOLCALIFORNIA BUSINESS OF THE YEAR

Toole's Garage San Carlos, CA

Extending Hybrid Vehicle Battery Life: Good for Business and the Environment!



Beau Toole, Service Manager of Toole's Garage, being presented the Business of the Year award by Richard Corey, Executive Officer of the California Air Resources Board (CARB), and La Ronda Bowen, Ombudsman of CARB.

Toole's Garage is a family owned and operated automotive repair shop that specializes in hybrid battery maintenance. This certified green business is one of the only shops in the Bay Area that has the technology for conditioning and reviving old hybrid batteries, preventing toxic nickel metal halide (NiMH) battery waste from being sent to landfills. These efforts support electric vehicle usage by keeping these vehicles on the road longer and preventing expensive battery replacement costs for customers.

Toole's commitment to sustainability extends far beyond the services they provide. The shop is committed to minimizing their carbon footprint by taking steps to reduce their material waste and energy usage. Auto maintenance businesses often deal with a large amount of paperwork but Toole's does things differently. All customer paperwork is completed electronically. Employees are given tablets for entering customer information and





Staff performing test on hybrid vehicle battery.

performing vehicle inspections, preventing any need for paper waste. Customer car check-ups are provided through an online portal where customers can view a detailed list of suggested maintenance for their vehicle. The shop also provides customers with shuttle rides using their own Prius fleet.

BUSINESS SNAPSHOT

Toole's Garage has taken a bold stance for environmental sustainability through changes to daily operations and a comprehensive set of facility improvements.

Sustainable practices:

- Staff trained on building energy performance and reduced need for air conditioning
- All scrap metal is recycled
- All customer service is performed electronically
- Air compressor is turned off every evening

Facility Renovations:

- Installed 43 kW of solar panels, powering the entire garage
- Replaced all office lighting with LEDs
- Installed drought tolerant landscape
- Installed water refill station and electric hand dryer

CASE STUDY

Nov 2017

COOLCALIFORNIA CLIMATE LEADER

My Conference Essentials

Sacramento, CA

Event Hosting with a Touch of Sustainability



Dionne Arokiasamy, CEO & Founder of MCE, being presented the Climate Leader Award by Jose Bodi-Pomemba, a manager at SMUD, and Richard Corey, Executive Officer of the California Air Resources Board (CARB).

My Conference Essentials (aka MCE Checkin) provides innovative event organization services for weddings, trade shows, conferences, and private engagements in the Sacramento region. MCE uses modern eCheck-in technology to provide clients with a streamlined registration system that also prevents unnecessary paper waste. Through this rapid check-in system, customers can avoid slow paperwork, long lines, and static seating arrangements.

Most event organizers print a list of name tags for all registrants prior to an event and end up trashing name tags for no-shows. To prevent this waste, MCE uses an eConcierge system that allows customers to make last minute changes to registration information and print out their name tags instantly upon arrival. For these stations, staff provide registrants with tablets, the latest ENERGY STAR printers, and use rechargeable batteries in all electronic devices. Following events, badge





MCE's paperless check-in system

returns are incentivized with treats. MCE then recycles the paper and reuses the plastic name tag sleeves for future events. MCE estimates it saves customers an average of \$300 per event through the mitigation of paper, ink, and battery waste.

BUSINESS SNAPSHOT

My Conference Essentials is leading the way to a more sustainable future, eliminating unnecessary waste at every turn, and encouraging their clients to do the same.

Green Actions

- Minimize printing waste using eCheck-in system
- Use ENERGY STAR printers
- Use rechargeable batteries in all electronic devices
- Incentivize name-badge recycling
- Encourage clientele to reduce their carbon footprint with strategic messaging on flyers and business cards