

# SMALL BUSINESS EXCHANGE

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February 1, 2018

## Decoding Trump's Infrastructure Plan

The president is correct that we must act on infrastructure. But it's unclear whether that means more investment, or less.



By Jeff Davis,

As the administration promised it would, President Trump's State of the Union address laid out a high-level plan for fixing America's infrastructure. In doing so, he implored Congress to "produce a bill that generates at least \$1.5 trillion for the new infrastructure investment that our country so desperately needs. Every federal dollar should be leveraged by partnering with state and local governments and, where appropriate, tapping into private-sector investment – to permanently fix the infrastructure deficit."

Without a lot of details, the challenge now is to figure out exactly what he meant by that. Three points of the president's statement need clarification:

\$1.5 trillion? Trump's fiscal 2019 budget proposal, due out in mid-February, will include a more detailed proposal to spend \$200 billion in federal appropriations over the next 10 years that will, presumably, bring forth the other \$1.3 trillion in state, local and non-federal infrastructure investment to get to that aspirational \$1.5 trillion number.

However, just a few months ago, the White House's ambition was for a \$1 trillion infrastructure plan based on the same \$200 billion federal contribution. How has the same \$200 billion in "real money" gone from producing an additional \$800 billion to producing an additional \$1.3 trillion in just a few short months?

Ten percent of the Trump plan's \$200 billion would subsidize new low-interest federal loans, as well as new tax-free "private activity bonds" for private infrastructure with a public purpose, like hospitals and airport terminals. The tax cut bill that the president signed into law just before Christmas reduced corporate and individual tax rates, which may have drastically altered the assumptions for how much in loans and bonds can be supported by the \$20 billion in credit subsidies and foregone taxes on interest contained in the Trump plan.

Even though the White House says that the amount of financing provided by the plan has jumped from \$1 trillion to \$1.5 trillion, it's important to remember that the actual amount of

■ Continued on page 9

## Examining The Growth Of Hispanic Business Owners

By Rohit Arora,

An estimated 55 million Hispanics live in the U.S., approximately 17% of the country's population, according to the Census Bureau. Further, there are more than four million Hispanic-owned businesses throughout the U.S., and their revenues have climbed to more than \$660 billion, according to the U.S. Hispanic Chamber of Commerce. In fact, Hispanic entrepreneurs have been starting businesses at a pace 15 times the national average over the last decade.

The Census Bureau's Pacific region (California, Oregon, Washington and Alaska) represents more than one-quarter of the nation's Hispanic-owned businesses (1,057,301 companies). The

South Atlantic region, which stretches from Maryland down to Florida, accounts for about 964,000 Hispanic-owned companies, while the West South Central region (Texas, Oklahoma, Arkansas, Louisiana) has an estimated 912,000.

Somewhat surprisingly, the Midwest saw a 30% growth in Hispanic business ownership. Many Hispanics have moved to the region in search of jobs, better economic opportunities and a lower cost of living than in places like New York, New Jersey or California.

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Latino Business Owners Are The Growing Force Of The US Economy

[www.embracingdiversity.us](http://www.embracingdiversity.us)

# Technology and Inclusion

## Why Tech Needs to Stop Blaming the Pipeline for Its Lack of Diversity



By Mehul Patel,

**One-time fixes and half-measures won't cut it. Company leaders must fully commit to continuous improvement, just as they do in other aspects of their businesses.**

Out-of-the-box thinking and innovation are prerequisites for success in Silicon Valley. Tech giants pride themselves on being problem solvers, and the infamous slogan "there's an app for that" epitomizes the mentality that any inconvenience can be avoided with new technology. Unfortunately, the lack of diversity in tech is one code the industry has been slow to crack. But rather than admit defeat and change course internally, they've reassigned blame to an external factor: the STEM pipeline.

The "pipeline problem" is the theory there simply aren't enough properly skilled members of underrepresented groups for hire -- including women, people of color, veterans and members of the LGBTQ community. While organizations argue the talent pool is just too small, the real issue may be that the pipeline itself is leaky.

Girls, for example, now make up about half of the enrollment in high-school science and math classes and are scoring almost identically to their male classmates on standardized tests. However, women make up only 29 percent of the science and engineering workforce in the United States. Furthermore, Blacks and Hispanics comprise just 1 percent of engineering leadership at Twitter, 2 percent at Google and 2 percent at Facebook.

Without participation and representation in leadership, many minority STEM workers are overlooked. They never receive the mentorship, sponsorship and guidance needed to advance their careers.

While the leaky pipeline is a persistent challenge, tech leaders have a responsibility to not only recognize the importance of diversity in their workforce but also to champion the issue internally. At Hired, we've created a diverse and inclusive team through a three-pronged approach that easily can be replicated.

### 1. Continually evaluate where your talent is coming from and actively seek out diverse candidates.

Companies can't sit back and expect diverse talent to come knocking on their doors. At Hired, three of our five executives are women, including heads of finance, engineering and people operations. This is partially because we require at least one woman in the interview pool for every leadership role at the company.

We intentionally engage with communities such as Women Who Code, Grace Hopper and Lesbians Who Tech to build relationships with talent who might otherwise not be familiar with our company. While this approach may require more time and energy than waiting for diverse candidates' resumes to cross our desks, it's a critical component to achieve a more inclusive culture that values equality.

### 2. Fully commit to diversity, equality and inclusion.

The voices and actions of tech leaders are powerful. They not only influence the behavior of their

internal teams but also can be replicated by other aspiring leaders. Ultimately, this sort of collective effort will elicit positive change throughout an industry. Making an authentic commitment to inclusion means more than making a public pledge.

C-level executives must advocate internally for benefits such as generous parental leave, considerations for same-sex couples who cannot have biological children and student-loan repayment programs. Offering meaningful benefits that also account for traditionally marginalized employees communicates an authentic commitment to diversity. It goes far beyond a few slides in an annual PowerPoint presentation.

Companies also should use inclusive language and format their job descriptions so underrepresented candidates don't opt out of applying and instead are attracted to the opportunities.

### 3. Retain a diverse talent mix with employee advocacy programs.

Many of the leaks in the STEM pipeline are products of Silicon Valley's notorious white,

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#### CALIFORNIA CERTIFICATIONS

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# Access to Capital

## Why Minorities Have So Much Trouble Accessing Small Business Loans

By Jared Weitz,

One of the many long-standing frustrations for minorities is that their vital role in the U.S. economy hasn't made it much easier for them to obtain the means for success. Between 2007 and 2017, minority-owned small businesses grew by 79%, about 10 times faster than the overall growth rate for U.S. small businesses during the same time frame. This puts the number of minority-owned businesses at approximately 11.1 million, which isn't much of a surprise, considering the U.S. is expected to become a minority-majority country sometime between 2040 and 2050.

But, despite leading a significant portion of the nation's businesses, minority-owned firms are still having a much harder time accessing small business loans than their white counterparts. Minority-owned firms are much less likely to be approved for small business loans than white-owned firms. And, even if they do get approved, minority-owned firms are more likely to receive lower amounts and higher interest rates. Ac-

ording to findings from the U.S. Department of Commerce Minority Business Development Agency, these discrepancies have made minority business owners more likely to not apply for small business loans, usually out of fear of rejection.

Here are a few reasons why it's particularly difficult for minority business owners to obtain small business funding:

### 1. Lower Net Worth

It seems that the most common reason minority-owned firms are rejected for small business loans is a lower net worth and/or lack of assets. Wealth levels for Latinos and African-Americans are reportedly 11 to 16 times lower than for whites. Data recorded in 2016 found that white business owners start their businesses with an average of \$106,720 in working capital compared to African-American-owned businesses, which are started with an average of just \$35,205.

Banks are traditionally biased against applicants with less money to spare, partially because such applicants probably cannot offer collateral. The lower net worth of minority business owners suggests that they are less likely to own homes or other expensive assets the bank can sell if the applicant cannot pay off the debt. A lack of collateral or higher net worth often makes the bank so worried about being paid back that it is only willing to distribute small business loans that must be paid back as quickly as possible and are therefore insufficient for fostering significant growth.

### 2. Not The Most Optimal Location

Another major factor in the approval rating of small business loans for minorities is the location of the business in question. A great deal of minority-owned businesses are located in poorer, urbanized communities. Research from the Small Business Administration suggests that

the location of a business plays a bigger role in the approval of a loan than the ethnicity of the business owner. Poorer communities need small businesses to bolster their economies, but big banks do not typically craft their business funding programs with long-term goals in mind.

### 3. Poor Or Little Credit History

The average minority small business owner has a credit score of about 707 -- 15 points lower than the average small business owner in the U.S. A nearly perfect credit score is basically mandatory for the most advantageous bank loans, even though there are numerous plausible explanations as to why an otherwise responsible and dedicated business owner would have poor or very little credit history. Still, credit score is arguably just as important as the business's performance record when it comes to securing a bank loan.

Continued on page 9

## California Sub-Bid Request Ads



**BROSAMER & WALL, INC.**

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

**Contract No. 04-2640N4**  
Construct HOV Lanes

**FOR CONSTRUCTION ON STATE HIGHWAY IN MARIN AND SONOMA COUNTIES IN AND NEAR PETALUMA FROM 0.6 MILE SOUTH OF SAN ANTONIO CREEK BRIDGE TO 0.3 MILE SOUTH OF EAST WASHINGTON STREET OVER CROSSING**  
**Bid Closing Date: February 28, 2018 @ 2:00 PM**  
**DBE GOAL: 12%**

**CONTACT:**  
**Robert Rosas**  
**Brosamer & Wall Inc.**  
**1777 Oakland Blvd, Suite 300 • Walnut Creek, California 94596**  
**PH: 925-932-7900 • FAX: 925-279-2269**

**PROJECT SCOPE:**

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

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

- ASPHALT PAVING
- CAST IN DRILLED HOLE (CIDH)
- CLEAR & GRUB
- COLD PLANE
- CONCRETE BARRIER
- CONCRETE MATERIALS – CURE, DOWELS, ETC
- CONSTRUCTION AREA SIGNS
- EARTHWORK/GRADING/ROADWAY EXCAVATION
- DEMOLITION
- ELECTRICAL
- EROSION CONTROL – PERMANENT AND TEMPORARY
- FENCE
- GRINDING (COLD MILL)
- LANDSCAPING
- METAL BEAM GUARD RAIL (MBGR),
- MINOR CONCRETE
- REBAR
- ROADSIDE SIGNS
- SHOTCRETE
- STORM DRAIN UNDERGROUND
- STREET SWEEPING
- STRIPING
- STRUCTURE CONCRETE
- SWPPP/WPC
- TRAFFIC CONTROL
- AGGREGATES SUPPLY
- TRUCKING
- WATER TRUCK
- WATER DIVERSION

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

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

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

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



**BROSAMER & WALL, INC.**

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

**02-4G5504 - Reconstruct with HMA and PCC, Widen Structure and Upgrade Rails In Siskiyou County And Near Dunsmuir**  
**From Sacramento River Bridge To 0.6 Mile South Of North Mount Shasta Underpass**  
**Bid Closing Date: February 7, 2018 @ 2:00 PM**  
**DBE GOAL: 10%**

**CONTACT:**  
**Robert Rosas**  
**Brosamer & Wall Inc.**  
**1777 Oakland Blvd, Suite 300 • Walnut Creek, California 94596**  
**PH: 925-932-7900 • FAX: 925-279-2269**

**PROJECT SCOPE:**

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

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

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

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

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

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

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

# California Sub-Bid Request Ads

## PANORAMA ENVIRONMENTAL, INC.

Request for Minority-Owned, Women-Owned, and White-Men Owned Subcontractors

**Preparation of an Initial Study and Mitigated Negative Declaration for Declaration for Renewal of Mokelumne Aqueduct and Mokelumne Watershed Routine Maintenance Agreement**

**Bid Date: February 16, 2018 at 4:00 PM**

Proposals requested for the following technical and professional services: air quality and greenhouse gas specialist, noise specialist, traffic specialist, biological specialist, cultural resource specialist, and hydrologic and hazardous materials specialist.

**Panorama Environmental, Inc.**

717 Market Street, Suite 650  
San Francisco, CA 94103

Contact: Tania Treis

Email: [tania@panoramaenv.com](mailto:tania@panoramaenv.com)

**An Equal Opportunity Employer**

### Mission Bay Development Group, LLC is actively seeking General Contractors for the upcoming Mission Bay Blocks 29-32 Public Improvements Scope 5 (16th Street, South Street, Terry Francois Blvd.) project.

The project is subject to the Office of Community Investment and Infrastructure (OCII's) 50% SBE/LBE participation goal for construction subcontracting, suppliers and truckers with first consideration given in the following order: 1) SBEs located in the project area. 2) San Francisco-based SBEs/LBEs. 3) Non-San Francisco-based SBEs which should be used to satisfy the 50% SBE participation goal only if San Francisco-based SBEs are not available, qualified, or if their bids or fees are significantly higher.

To help satisfy the 50% SBE goal, Local Business Enterprises (LBEs) certified by the City and County of San Francisco will be recognized and count towards the overall SBE goal on this project.

To search for certified LBEs/SBEs, please use:  
[http://mission.sfgov.org/hrc\\_certification](http://mission.sfgov.org/hrc_certification)

The project manual and bid documents will be made available to each interested General Contractor. Please contact Cathy Serrano of Townsend Management, Inc., at (415) 355-6644 to pick up a set at the Mission Bay Office, 410 China Basin Street, San Francisco, CA 94158.

Proposed scope of work for this project includes but is not limited to demolition, storm drain, sewer, low pressure water, reclaimed water, joint trench, rough and fine grading, concrete roadbase, asphalt wearing surface, concrete curb/gutter, concrete sidewalk, irrigation, street trees, security bollards, and site furnishing work.

A pre-bid conference will be held at the Construction Manager's Trailer at 410 China Basin Street, San Francisco, CA on Thursday, February 1, 2018 at 2:00 PM. MBE, WBE, LBE, and SBE subcontractors are strongly encouraged to attend.

**For additional information, please contact Cathy Serrano at (415) 355-6644**

## Kiewit

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

Requests sub-bids from qualified Subcontractor, Consultants, and/or Suppliers seeking to participate in the Sacramento Regional County Sanitation District of Sacramento County, Tertiary Treatment Facilities Project (TTF) Project in Elk Grove, CA.

<http://www.epa.gov/> / <http://www.sba.gov/>  
[www.californiaucp.org](http://www.californiaucp.org)

Subcontractors and Suppliers for the following project:

**Tertiary Treatment Facilities Project**  
Contract No. 4283

**Owner: Sacramento Regional County Sanitation District**

**Bid Date: February 16, 2018 @ 11:00 A.M.**

**Disadvantaged Business Enterprises (DBEs)**

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

Asphalt Paving, Aggregates, Bird Control Devices, Carpentry, Cathodic Protection, Minor Concrete, Concrete Pumping, Concrete Ready-mix, Concrete Reinforcement Supply & Install, Concrete Forms, Precast Concrete, Cast in Place Concrete, Concrete Accessories, Clear & Grub, Grouting, Demolition, Dewatering, Earthwork, Erosion Control, Equipment, Finishes, Furnishings, Fire-Suppression Systems & Protection, Geosynthetics, HVAC, Masonry, Metals, Openings, Paintings & Coatings, Plumbing, Piping & Valves, Public Address System, Quality Control, Specialties, Signage, Street Sweeping, SWPPP, Support of Excavation, Structures, Thermal & Moisture Protection, Trucking & Hauling.

Bonding, insurance, and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested CUCP, MBE, SBE, SBRA, LSAF or HUB Certified DBE business suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due**  
**February 9, 2018 and Quotes NO LATER THAN**  
**February 15, 2018 at 4 PM.**

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

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://www.kiewit.com/districts/northern-california/overview.aspx> to register your company to be able to receive bidding information.

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

100% Performance Bond and Payment Bonds are required for this project.

**Davis-Bacon Act**  
**Buy American Requirements Apply**  
**Owner Controlled Insurance Program (OCIP) Applies**  
**An Equal Opportunity Employer**  
CA Lic. 433176  
DIR # 100001147



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

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

**Construct HOV Lanes**  
**Hwy 101 Marin & Sonoma Counties**  
**Caltrans #04-2640N4**

**BID DATE: February 28, 2018 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Temporary Creek Diversion System, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Sweeping, Water Quality Sampling, Analysis and Monitoring, ADL Burial Location Report, Treated Wood Waste, Noise Monitoring, Clearing & Grubbing, Erosion Control, Roadway Excavation (Type Y-I Aerially Deposited Lead), Structure Excavation, Structure Backfill, Concrete Backfill, Lean Concrete Backfill, Planting & Irrigation, Lean Concrete Base, Data Core, AC Dike, Tack Coat, Cold Plane AC, CIDH Concrete Pile, Minor Concrete, Fractured Rib Texture, Precast Concrete Lagging, Soldier Pile Wall, Soil Nail Wall, Concrete Retaining Walls, Precast Box Culvert, Bar Reinforcing Steel, Structural Shotcrete, Clean and Paint Steel Soldier Piling, Underground, Adjust Utilities, Rock Slope Protection, Misc. Iron & Steel, Prepare & Paint Concrete, Fencing, Pavement Marker, Object Marker, Roadside Signs, Sign Structures, Midwest Guardrail System, Double Thrie Beam Barrier, Transition Railing, Crash Cushion, Concrete Barrier, Striping & Marking, Electrical and Construction Materials.

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).

### AMES CONSTRUCTION, INC.

391 N. Main St., Ste 302 • Corona, CA 92880  
(951) 356-1275/(951) 549-9003 FAX

Ames Construction, Inc. is seeking certified and qualified SBE subcontractors and/or suppliers to meet the 27% goal of which a minimum of 5% shall be allocated to VSBE for the following:

#### PROJECT:

SPEC NO. HD-S2527 – PIER B PUMP STATION UPGRADE PROJECT

#### OWNER:

CITY OF LONG BEACH – BOARD OF HARBOR COMMISSIONERS

BID DATE/TIME: February 6, 2018 @ 2:00 PM

#### PLEASE SUBMIT BID TO:

Ames Construction, Inc.

391 N. Main St., Ste 302 • Corona, CA 92880

Phone: (951) 356-1275 • Fax: (951) 549-9003

**SBE/VSBE Subs/Suppliers required include but are not limited to:** Asphalt paving, aggregates, dewatering, electrical, instrumentation & controls, lighting, fencing, plumbing, asbestos & lead abatement, demolition, minor structures, minor concrete, rebar, misc. metal, structural steel, ready mix concrete, pipe & fitting supply, pumps – flow/sump supply, rain event plan, hazardous waste disposal, waste disposal, roofing, masonry, metal door & frame repairs, HVAC, toilet accessories, painting & coating, propane tank and underground oil drip tank removal, non-hazardous waste removal, guardrail, testing and vacuum relief valve supply. Ames Construction, Inc. will work with subcontractors to breakdown items into economical feasible packages.

All businesses wishing to receive SBE and VSBE status on a Port contract are required to be certified by either the Port or by the DGS. The Port's SBE Program staff is available to provide information on the program requirements, including SBE certification assistance. Please contact the SBE Office at (562) 283-7598 or [sbeprogram@polb.com](mailto:sbeprogram@polb.com). You may also view the Port's SBE program requirements at [www.polb.com/sbe](http://www.polb.com/sbe)

Ames Construction, Inc. shall require bidder to provide performance and payment bonds for the full amount of the Subcontract values. Costs of the bonds are to be provided as a separate line item. Please call to discuss how Ames Construction, Inc. can assist you in your bonding, credit and/or insurance needs. Also, let us know if you need assistance in obtaining necessary equipment, supplies, or materials for this project. We are an equal opportunity employer. Ames Construction, Inc.'s subcontract terms and conditions will apply to any contracts resulting from this request. The Subcontractor, by submission of its bid, agrees to the "Terms and Conditions" including all Exhibits and Attachments of Ames Construction, Inc. Subcontract Agreement. Ames Construction, Inc. reserves the right to accept or reject any or all quotations. Bids shall remain open and valid for ninety (90) calendar days after the Bid Deadline or until the contract is executed, whichever occurs first. Ames Construction, Inc. is an EOE.

Our contact for this project is Kelly Daken. He can be reached at (951) 356-1275 or by email at [kellydaken@amesco.com](mailto:kellydaken@amesco.com). **Please fax all quotes to (951) 549-9003.**

Plans and specifications can be viewed and downloaded at:

<https://ames.sharefile.com/d/e5322d80d1644615>



**REQUEST FOR QUALIFICATIONS & BIDS**  
**SOMA HOTEL**  
100 Channel Street, San Francisco, CA

Hathaway Dinwiddie has been selected as the General Contractor for the SOMA Hotel project, a new 17-story building with 250 hotel guest rooms, meeting rooms, lobby and restaurant café at ground floor, rooftop community space with bar and hotel support facilities. The structure comprises a 3-story podium structure containing public and back of house spaces and a 14-story tower structure containing guest rooms and suites.

The Office of Community Investment and Infrastructure (OCII) has established a subcontracting and supplier participation goal for this project at 50% with first consideration for San Francisco-based LBEs, MBEs, WBEs and SBEs. We are currently requesting qualifications/bids for the following trades:

Production Form, Reinforcing Bars, Concrete Supplier, Concrete PPF, CMU, Structural Steel, Metal Decking, Misc. Metal, Roofing & Waterproofing, Architectural Sheet Metal & Flashings, Fireproofing, Window Washing, Site Demo + Grading Package, Site Piped Utilities

**PreBid Meeting - February 1, 2018 at 10:00AM /**  
**Mission Creek Pavilion, 290 Channel Street**  
**Bids Due - February 20, 2018 at 2:00PM**

To obtain bid documents, email Project Manager, Alex Ojeda ([ojedaa@hdcco.com](mailto:ojedaa@hdcco.com)) and Preconstruction Manager, Sam Mesikepp ([mesikepps@hdcco.com](mailto:mesikepps@hdcco.com)). For questions regarding subcontracting goals, email Workforce Diversity Administrator, Leticia Avalos ([avalosl@hdcco.com](mailto:avalosl@hdcco.com)).

**HATHAWAY DINWIDDIE CONSTRUCTION COMPANY**  
275 Battery Street, Suite 300  
San Francisco CA 94111  
Phone 415-986-2718 • Fax 415-956-5669  
**An Equal Opportunity Employer**

## DIVERSITY OUTREACH

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

Visit this link for the  
**OUTREACH ORDER FORM:**  
[www.sbeinc.com/services/diversity\\_outreach.cfm](http://www.sbeinc.com/services/diversity_outreach.cfm)



# California Sub-Bid Request Ads

Edward W. Scott Electric & Co., Inc., as a "PRIME CONTRACTOR" is requesting HAZMAT ABATEMENT and PAINTING Sub-Bids from all qualified Subcontractors and Suppliers. Particular consideration given to certified DVBE firms for the following projects:

**PROP 39 ENERGY MEASURES LOWELL HIGH SCHOOL STUDENT UNION CLASSROOM (Project #11997)**  
**and PROP 39 ENERGY MEASURES CABRILLO CHIEF ACADEMIC OFFICES (Project #11871)** located at  
 1101 Eucalyptus Dr., San Francisco, CA 94132, and 750 25th Ave., San Francisco, CA 94121.

**BIDS ARE DUE TO DISTRICT NO LATER THAN February 13, 2018, at 2PM.**

**SUBCONTRACTOR BIDS ARE DUE TO PRIME NO LATER THAN February 12, 2018 at 5PM**

Plans and specs available for viewing at:

<https://www.dropbox.com/sh/04v4nshpbtekc99/AADVHoGPWFMiQPtl4lgCx74ma?dl=0>

Contact Mo De Leon at 415.206.7120, or by email at: [mdeleon@scottelectric.com](mailto:mdeleon@scottelectric.com) with any questions.

SUBMIT & FAX all proposals to 510.965.9554. Click on above link to view Advertisement for more details.



**Gallagher & Burk, Inc.**

344 High Street • Oakland, CA 94601  
 Phone: (510) 261-0466 • FAX (510) 261-0478  
 Estimator: VICTOR LE  
 Website: [www.gallagherandburk.com](http://www.gallagherandburk.com)

Gallagher and Burk, Inc. is soliciting for DBE for the following project.

**PROJECT: CALTRANS ROUTE 1 – CONSTRUCTION ON STATE HIGHWAY IN SAN MATEO COUNTY NEAR MONTARA, IN PACIFICA AND DALY CITY FROM 1.3 MILES NORTH OF 2nd STREET TO ROUTE 280,**  
 Contract No. 04-4H2104,  
 Federal Aid Project No. ACNH-P001(630)E,  
 Disadvantaged Business Enterprise Goal Assigned is 13%

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

**BID DATE: FEBRUARY 6, 2018 @ 2:00 P.M.**  
**ESTIMATOR: VICTOR LE**

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

**AC DIKE, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, PCC GRINDING, RUMBLE STRIP, STRIPING, SWPPP/ WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL.**

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

Fax your bid to (510) 261-0478 to the attention of Estimator Victor Le. If you have questions for the Estimator, call at (510) 261-0466. 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](http://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 (510) 261-0466, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). GBI 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. GBI is an equal opportunity employer.



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

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

**WPCP ASPHALT REHABILITATION**  
**Project No. 2015.0260, Bid No. 17-18.021**  
**Local Business Enterprise Goal Assigned is 25%**

**OWNER:**  
**CITY OF SAN LEANDRO**  
**835 East 14th Street, 2nd Floor,**  
**San Leandro, CA 94577**

**BID DATE: FEBRUARY 15, 2018 @ 3:00 P.M.**

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

**AC DIKE, ELECTRICAL, HAZARDOUS MATERIAL, CEMENT TREATMENT, MINOR CONCRETE, SLURRY SEAL, UNDERGROUND, TRUCKING, HOT MIX ASPHALT (TYPE A) MATERIAL.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at <http://www.sanleandro.org/depts/finance/purchasing/bids>.

Fax your bid to (925) 803-4263 to the attention of Estimator Alan McKean. 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](http://www.dir.ca.gov/Public-Works/PublicWorks.html)

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

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



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

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:  
**CALTRANS CONTRACT NO. 03-0G7204 - ROUTE 5 - FOR CONSTRUCTION ON STATE HIGHWAY IN YOLO COUNTY AT VARIOUS LOCATIONS**

**OWNER:**  
**STATE OF CALIFORNIA**  
**DEPARTMENT OF TRANSPORTATION**  
**1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816**  
**BID DATE: February 8th, 2018 @ 2:00 P.M.**

DGC is soliciting quotations from certified Disabled Veterans Business Enterprises and Small Business Enterprises, for the following types of work and supplies/materials including but not limited to: **AC Dike, Cold Plane, Emulsion Supplier, Lead Compliance Plan, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Temporary Erosion Control, Traffic Control Systems, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Open Grade) Material, Asphalt Oil Supplier.**

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

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

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

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



**REQUEST FOR AT&T UTILITY BIDS**

Inviting qualified bidders including, but not limited to, certified SBEs, DBEs & DVBEs, for:  
**Proposed AT&T Duct Bank as detailed by the Ready for Construction Drawings AT&T Duct Bank Cherry Ave to Orange Ave AT&T BP-09**

**Plans Dated January 12th, 2018**  
**Rough Order of Magnitude: 15-18 Million Dollars.**

**BIDS DUE Thursday, February 8th, 2018 by 10:00 AM 4th Floor Conference Room**  
**Address bids to: TPZPJV, 1401 Fulton St. Suite 900, Fresno, CA 93721, Attention: Maurice Young**  
**Project Description**

AT&T Duct Bank installation in the City of Fresno, CA - Cherry Ave to Orange Ave  
 Approx. 22,500 LF of duct bank with 43 manholes/barrel vaults.

TPZPJV and/or the California High speed Rail, may reject any and all bids.  
 Bidders bond (10%), payment bond (100%) & performance bond (100%) will be required.

Pre-Bid meeting will be held on Thursday, February 1st, 2018 at 10:00 AM, 4th floor and/or WebEx conference call to present contracting details with the CaHSR & TPZPJV.

Pre-bid meeting is not mandatory.

All bidding documents for review at the following website:

Please find below a link to the SharePoint website containing three RFPs for AT&T Duct Bank Construction. Please note, this package is labeled as 'BP-09 AT&T Construction RFP' on the bid site (the link to the SharePoint Bid Site is provided below). Please mail or hand-deliver a sealed hard copy bid to Tutor Perini/Zachry/Parsons at 1401 Fulton Street, 4th floor Fresno, CA 93721 by **February 8th, 2018 at 10:00 a.m.** Please address to the following contact: attn.

Maurice Young,  
 BP-09 Cherry Ave to Orange Ave

**Website: <https://projects.parsons.com/sites/CA-HighSpeedRail/Bids/SitePages/Home.aspx>**

SharePoint Username ID	SharePoint Password
chstpbid01, 02, 03, 04, 05, or 06 @gmail.com	Parsons7

**Instructions:** Please click on the SharePoint website above, enter an available username and password, click on BP-09 AT&T Construction RFP, find the files to download, and save to your computer. Print each document(s) required for bidding.

The bidder's package will be provided on website and will include: Instructions to Bidders, Proposal, Additional Special Provisions, Signature Page, Non-Collusion Affidavit, Subcontracting List, Buy America Form, Bid Question Form, copy of the CBA, Plans & Specifications, bidders and Copy of TPZPJV contract.

Bidder's questions will be emailed to [Maurice.Young@TPZPJV.com](mailto:Maurice.Young@TPZPJV.com) in the appropriate provided format. Questions will be answered to all bidders up until 3 working days from the bid opening.

CaHSR Design-Build Contract can be found at:

[http://www.hsr.ca.gov/Programs/Construction/HSR11-16\\_Design\\_Build\\_Contract/index.html](http://www.hsr.ca.gov/Programs/Construction/HSR11-16_Design_Build_Contract/index.html)

Bids will be publicly opened at bid time and notice of intent to award will be to the lowest responsive bidder approved by the CaHSR and TPZPJV, within 14 calendar days of bid opening. Notice to proceed will be issued following execution of all contract documentation.

**AN EQUAL OPPORTUNITY EMPLOYER**



**You can view more ads at**  
**[www.sbeinc.com/advertising/sub\\_bid\\_requests.cfm](http://www.sbeinc.com/advertising/sub_bid_requests.cfm)**

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- 1 on the website (running until bid date).

*(Proof of Publication will be included for all)*

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Email ad copy to **Nabil Vo** at [nvo@sbeinc.com](mailto:nvo@sbeinc.com)

#### SBE IS CERTIFIED BY:

- California DGS

- California UCP

- New Orleans RTA (Louisiana UCP)

- New York UCP

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

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795 Folsom Street, 1st Floor  
San Francisco, CA 94107  
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[www.sbeinc.com](http://www.sbeinc.com)

# These Are The 10 Best States For Construction Workers

We used the most recent data to determine the best states for construction companies to open up shop.

By *Chris Kolmar*,

Construction is one of the most common industries in America. Additionally, a significant number of people work as construction workers in every state in the union — it's not like they are all just concentrated in California or the South.

Since construction workers are such a prominent occupation, we at Zippia wanted to look at where construction workers have it the best: where there are plenty of jobs to go around, and people get paid what they deserve during every phase of their career.

To that end, we dove into the numbers from the BLS to figure out which states have the best opportunities for construction workers. After all the numbers had been crunched, we were left with this list of the best of best for America's construction workers:

1. **North Dakota**
2. **Missouri**
3. **Washington**
4. **Illinois**
5. **Wyoming**
6. **Indiana**
7. **Iowa**
8. **Ohio**
9. **Michigan**
10. **Wisconsin**

So there you have it — North Dakota is the best of the best when it comes to being a construction workers.

How did it end up here and does it really deserve this ranking? Read on to see how we completed our research on the best states for construction workers and for more on the top ten states.

How we determined the best states to be a construction worker

Here at Zippia, we talk to a lot of people of all different backgrounds looking for jobs. Our research has concluded that there are two common things people want in a job:

- **Availability of jobs**
- **Pay**

So in order to find out the best states for construction workers in America we needed to figure out where the jobs are and how well construction workers get paid. This led to the following criteria taken from the Bureau of Labor Statistics's Occupational Employment Statistics for 2015:

- Location quotient. A measure of how common a job is a given state.
- Average annual salary.
- Average annual salary for entry level work.
- Average annual salary for experienced professionals.

To make all the salary numbers more apples to apples across states, we compared the salary data relative to the state's cost of living.

Applying this standardization allows us to account for that fact that it costs more to live in certain in states. For example, the average salary for construction workers in California is \$42,100 and the average salary in Illinois is \$52,140, but the Illinois salary actually goes further in paying for life's essentials.

In order to develop and overall ranking, we ranked each state for each criteria from 1 to 50 where 1 was the best.

We then averaged all the rankings for a state into a Job Score with the state having the lowest overall

Job Score earning the distinction of being the best state for construction workers in America.

So without further ado, let's get into just what made each state so great for construction workers.

SOURCE: [www.zippia.com](http://www.zippia.com)



## 1. North Dakota

Total Jobs: 6,350  
 Average Annual Salary: \$39,230  
 Average Entry Level Salary: \$27,190  
 Average Experienced Salary: \$56,450  
 Location Quotient: 2.2



## 2. Missouri

Total Jobs: 18,920  
 Average Annual Salary: \$41,310  
 Average Entry Level Salary: \$21,940  
 Average Experienced Salary: \$67,510  
 Location Quotient: 1.08



## 3. Washington

Total Jobs: 20,250  
 Average Annual Salary: \$44,370  
 Average Entry Level Salary: \$25,760  
 Average Experienced Salary: \$72,420  
 Location Quotient: 1.05



## 4. Illinois

Total Jobs: 32,560  
 Average Annual Salary: \$52,140  
 Average Entry Level Salary: \$24,070  
 Average Experienced Salary: \$83,940  
 Location Quotient: 0.86



## 5. Wyoming

Total Jobs: 3,280  
 Average Annual Salary: \$34,310  
 Average Entry Level Salary: \$24,420  
 Average Experienced Salary: \$46,430  
 Location Quotient: 1.8



## 6. Indiana

Total Jobs: 15,110  
 Average Annual Salary: \$41,250  
 Average Entry Level Salary: \$22,650  
 Average Experienced Salary: \$67,670  
 Location Quotient: 0.8

# Why Tech Needs to Stop Blaming the Pipeline for Its Lack of Diversity

## Continued from page 2

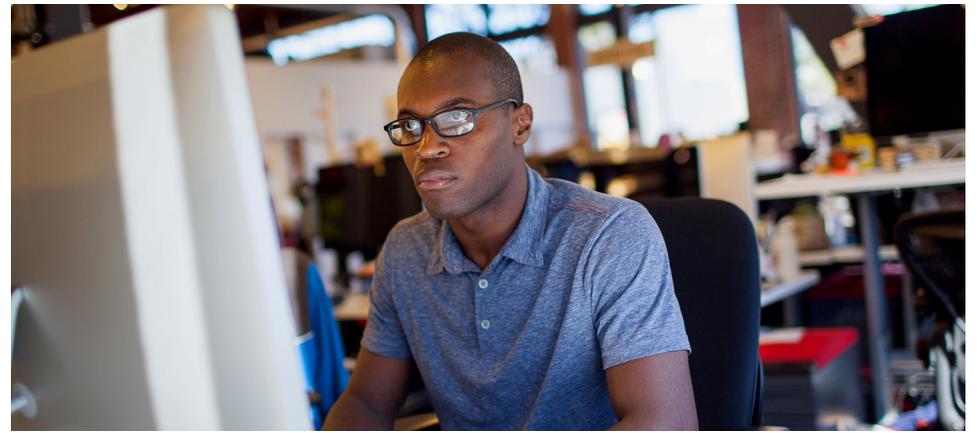
male, clique culture. Companies should look for “culture adds” rather than “culture fits” that perpetuate the status quo. Ping-pong tournaments and happy hours with office mates might be of interest to some, but not all.

One way to foster a supportive environment: funding employee resource groups (ERGs) -- employee-led groups formed on a voluntary basis around common interests and/or backgrounds. Groups can cluster around race, gender, age, sexual orientation, working parents, disability and military-service status.

None of these suggestions is a one-time fix. The state of a company’s diversity must be constantly evaluated on a regular basis. If a company’s performance disappointed its board members and investors quarter-over-quarter, those stakeholders would demand an explanation and a new strategy to turn things around. Every failing diversity initiative must be treated with the same level of urgency and scrutiny if the tech industry is to become more inclusive and diverse.

After all, if any problem can be solved with technology, the individuals behind this tech should be up for the challenge.

SOURCE: [www.entrepreneur.com](http://www.entrepreneur.com)



# These Are The 10 Best States For Construction Workers

## Continued from page 7



### 7. Iowa

Total Jobs: 12,910

Average Annual Salary: \$34,510

Average Entry Level Salary: \$22,270

Average Experienced Salary: \$50,540

Location Quotient: 1.31



### 8. Ohio

Total Jobs: 33,000

Average Annual Salary: \$39,370

Average Entry Level Salary: \$22,440

Average Experienced Salary: \$60,250

Location Quotient: 0.97



### 9. Michigan

Total Jobs: 21,170

Average Annual Salary: \$37,750

Average Entry Level Salary: \$22,080

Average Experienced Salary: \$56,910

Location Quotient: 0.79



### 10. Wisconsin

Total Jobs: 13,900

Average Annual Salary: \$39,880

Average Entry Level Salary: \$24,060

Average Experienced Salary: \$60,660

Location Quotient: 0.78

## California Sub-Bid Request Ad

**D'Arcy & Harty Construction, Inc**  
(415) 822-5200 Phone • (415) 822-0747 (Fax)  
Estimator : willie@darcyhart.com

**Rodeo Sanitary District  
Sewer Year 3C Improvements  
Rodeo, CA**

**Bids: 2/27/2018 at 2:00 PM**

DBE sub-bids requested for:  
Traffic Control, Saw-cutting, Trucking, Paving and Concrete sidewalk

## Coconino Co., Arizona Sub-Bid Request Ad

COCONINO COUNTY LINE – I-40 (NB) CORDES JCT – FLAGSTAFF HWY (I-17)  
ADOT TRACS NO. – 017 CN 311 H893401C  
PROJECT NO. – NHPP-017-B(232)T  
COCONINO COUNTY, AZ

FOR PLAN AND SPECS ON TRAC NO H893401C PLEASE VISIT:  
<http://www.azdot.gov/business/ContractsandSpecifications/CurrentAdvertisements>  
\*\*THIS PROJECT HAS A 7.89 % DBE GOAL\*\*

**BID DATE: FEBRUARY 9, 2018 • BID TIME: 11:00 A.M.**  
Please respond by 5:00 p.m., FEBRUARY 7, 2018

We are seeking quotes from all small business concerns - CERTIFIED DBE including, but not limited to, the following work items:

Removals, Geotextile fabric, AB, AC Paving and/or paving material supply, RCP supply, signs, temporary impact attenuator device, TCB, temporary pavement marking tape, pavement marking obliteration, traffic control services, flagging (civilian), flagging (DPS), electrical, seeding, erosion control, fencing, guard rail, riprap material, curb and gutter installation, on-site biologist, control of noxious weeds, construction surveying, ground-in rumble strip, bridge deck grooving, saw and seal, reinforcing steel supply and install, concrete supply, thrie-beam guard rail system install, dowels, deck joint assembly, slope paving, drilled shaft foundations.

Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment. Subcontractors must provide contractor's license number with their quote. Plans and specs are available at no cost to interested DBE firms from the ADOT website using the Project No. NHPP-017-B(232)T. You must have a valid AZ UTRACS registration. This project is Certified Payroll. We are an EOE & seriously intend to negotiate with qualified firms.

If you have any questions, please contact Marty Keane: Phone 858-536-3100, Fax 858-586-0164 or email [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com).



9685 Via Excelencia, Ste 200 • San Diego, CA 92126  
Phone: (858) 536-3100 • Bid Fax: (858) 586-0164  
e-mail inquiries to: [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com)

## Pine Haven, Wyoming Sub-Bid Request Ad

Sub Bids Requested from DBE Subcontractors and Suppliers for:

**Project – Town of Pine Haven 3  
Well Drilling January 2018 – WWDC Level III Project -  
Location: Pine Haven, Wyoming  
Bid Due February 27th, 2018, 3:00pm**

DBEs include minority business enterprises (MBEs) and women's business enterprises (WBEs). MBEs and WBEs must be certified as such in order to participate as a DBE. Certification can be through the Wyoming Department of Transportation (WYDOT) under its DBE program, through the Small Business Administration (SBA) under its 8(a) Business Development Program or its Small Disadvantaged Business (SDB) Program, or through other valid government or private organizations.

Seeking: Dirt/Site Work, Grading, Disposal Trash and Cuttings, Traffic Control, Temporary Restrooms, Fluid Hauling, Geophysical Logging, Cementing, Caisson Drilling, Site Restoration and seeding

Davis Bacon Wage Rates Apply

**Hydro Resources**  
13027 County Road 18, Unit C • Fort Lupton, CO 80621  
Phone: 303-857-7540 • Fax: 303-857-3826  
Contact: Jasen Decker  
Email: [jdecker@hydroresources.com](mailto:jdecker@hydroresources.com)

## Decoding Trump's Infrastructure Plan

Continued from page 1

federal funding in the plan has remained the same – \$200 billion.

Leveraging? If the theoretical face value of the president's infrastructure plan can indeed rise by 50 percent because of a change in income tax rates, this serves as a reminder that the massive leveraging of non-federal money called for in the plan could also be affected by changes in the bond market. (Yields on the baseline 10-year Treasury bond hit a three-year high this week, for example.)

The aforementioned tax reform bill got rid of the ability of state and local governments to re-finance existing debt partway through a bond's duration via "advance refunding." It also took away many competing options for wealthy individuals to bring in tax-free investment returns. So new state and local government bonds should be more attractive to markets. At least for a time.

Of course, the big drawback to borrowing money is that it eventually has to be paid back. Governments borrowing money over a 30-year period makes sense if they are financing infrastructure or other assets that also have lengthy lifespans, just like it can make sense for an individual to take out a 30-year mortgage on a house in which they plan on living for decades. But too many states and cities have recently run up a lot of debt to cover operating costs – especially to prop up unstable pension plans.

The assumption that states, cities and counties, and (in some instances) private equity partners can responsibly handle an additional trillion dollars or so in infrastructure debt is far from certain. This also means that the leveraged infrastructure won't be distributed evenly. Governments that are already in deep debt may not be able to issue much more to participate in the Trump plan as other areas.

SOURCE: [www.usnews.com](http://www.usnews.com)

## Why Minorities Have So Much Trouble Accessing Small Business Loans



Continued from page 3

Thankfully in times like this, private funding companies have gained traction by mining data and looking not only at credit but also looking at time in business, industry, location, cash flow, both daily and monthly ending bank balances in the business accounts, number of staff, time left on lease, etc. By looking at more than just credit, these models have allowed minority business owners to access capital.

### Exploring Other Options

It's clear that banks might not be the best option for minority-owned businesses looking for substantial funding. Fortunately, the business lending industry has evolved dramatically over the past decade or so, and small business loans are no longer strictly limited to wealthy white men with flawless credit.

Several alternative business financing companies, for example, do not discriminate based on credit history, net worth or the business's size. Most of their loans are 100% unsecured, meaning they do not require collateral or a personal guarantee. They lend to virtually every industry, including those that are stereotyped as risky, like retail or hospitality or smaller businesses like laundromats or convenience stores.

Some alternative lenders even offer programs that are tailored for businesses with less cash on hand and lack the stringent, non-negotiable guidelines of traditional bank loans. These funding companies have allowed business owners to build up their track record and help to fix their perceived problems so that they may one day qualify for the traditional financing they desire.

### Two Businesses, One Goal

While almost all alternative business lenders can boast speedy approvals and loose qualifications, only a few can offer what is arguably the biggest advantage of working with these companies: small business loans that put the borrower, not the lender, first.

Bank loans appear to have been designed with the intent to draw a profit, whereas certain alternative business lenders are more focused on creating loans that are easy to pay off and capable of covering crucial investments. They are aware that their success depends on the success of their clients, so they focus on providing the tools to help them grow over time. Minority business owners would be wise to explore this option if they've been rejected by banks and don't feel like endangering the health of their businesses with loans that might do more harm than good.

SOURCE: [www.forbes.com](http://www.forbes.com)

# Fictitious Business Name Statements

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0379481-00

Fictitious Business Name(s):  
**chottomotto**  
Address  
**1366 Turk Street Apt #7C, San Francisco, CA 94115**  
Full Name of Registrant #1  
**Miho Yamagami**  
Address of Registrant # 1  
**1366 Turk Street Apt #7C, San Francisco, CA 94115**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/1/2018**

Signed: **Miho Yamagami**

This statement was filed with the County Clerk of San Francisco County on **1/16/2018**

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: **Susanna Chin**  
**Deputy County Clerk**  
**1/16/2018**

**2/1/2018 + 2/8/2018 + 2/15/2018 + 2/22/18**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0379641-00

Fictitious Business Name(s):  
**Fleur Luxe Social Club**  
Address  
**275 Turk Street, San Francisco, CA 94102**  
Full Name of Registrant #1  
**Sharika Y.L. Etheart**  
Address of Registrant # 1  
**275 Turk Street, San Francisco, CA 94102**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/23/2018**

Signed: **Sharika Y.L. Etheart**

This statement was filed with the County Clerk of San Francisco County on **1/23/2018**

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**  
**1/23/2018**

**1/25/2018 + 2/1/2018 + 2/8/2018 + 2/15/2018**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0379522-00

Fictitious Business Name(s):  
**Geovive**  
Address  
**160 Brannan Street, Apt 402, San Francisco, CA 94107**  
Full Name of Registrant #1  
**Cepand, Inc. (CA)**  
Address of Registrant # 1  
**160 Brannan Street, Apt 402, San Francisco, CA 94107**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/17/2018**

Signed: **Babak Soltanian**

This statement was filed with the County Clerk of San Francisco County on **1/17/2018**

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**  
**1/17/2018**

**1/18/2018 + 1/25/2018 + 2/1/2018 + 2/8/2018**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-037952-00

Fictitious Business Name(s):  
**Proactive Physical Therapy**  
Address  
**1489 Webster Street #210, San Francisco, CA 94115**  
Full Name of Registrant #1  
**AK Sharma Physical Therapy Inc. (CA)**  
Address of Registrant # 1  
**444 Francisco Street Apt 201, 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 **Not Applicable**

Signed: **Akriti Sharma, President**

This statement was filed with the County Clerk of San Francisco County on **1/19/2018**

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**1/19/2018**

**1/25/2018 + 2/1/2018 + 2/8/2018 + 2/15/2018**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0379731-00

Fictitious Business Name(s):  
**Pyramid Residences**  
Address  
**640 Clay Street, San Francisco, CA 94108**  
Full Name of Registrant #1  
**640 Clay LLC (CA)**  
Address of Registrant # 1  
**2149 Powell Street, San Francisco, CA 94133**

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **9/1/2017**

Signed: **Tony Brett Kelly**

This statement was filed with the County Clerk of San Francisco County on **1/26/2018**

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

Filed: **Fallon Lim**  
**Deputy County Clerk**  
**1/26/2018**

**2/1/2018 + 2/8/2018 + 2/15/2018 + 2/22/18**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0379479-00

Fictitious Business Name(s):  
**Squid Eye Entertainment**  
Address  
**334 Prague Street, San Francisco, CA 94112**  
Full Name of Registrant #1  
**Stephen P. Pacheco**  
Address of Registrant # 1  
**334 Prague Street, San Francisco, CA 94112**  
Full Name of Registrant #2  
**George Webber**  
Address of Registrant #2  
**201 Harrison Street #316, San Francisco, CA 94105**

This business is conducted by **A General Partnership**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/2/2018**

Signed: **Stephen P. Pacheco**

This statement was filed with the County Clerk of San Francisco County on **1/16/2018**

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

Filed: **Fallon Lim**  
**Deputy County Clerk**  
**1/16/2018**

**1/18/2018 + 1/25/2018 + 2/1/2018 + 2/8/2018**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0379405-00

Fictitious Business Name(s):  
**Wild SF Gardening**  
Address  
**1605 Church Street, San Francisco, CA 94131**  
Full Name of Registrant #1  
**Amber Irene Hasselbring**  
Address of Registrant # 1  
**4150 Apt. A 25th Street, San Francisco, CA 94114**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **4/1/2017**

Signed: **Amber Hasselbring**

This statement was filed with the County Clerk of San Francisco County on **1/10/2018**

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**  
**1/10/2018**

**2/1/2018 + 2/8/2018 + 2/15/2018 + 2/22/18**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0379426-00

Fictitious Business Name(s):  
**Your Town Local**  
Address  
**2042 31st Avenue, San Francisco, CA 94116**  
Full Name of Registrant #1  
**Saoirse Freedom LLC (CA)**  
Address of Registrant # 1  
**2042 31st Avenue, San Francisco, CA 94116**

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 **1/11/2018**

Signed: **David Rooney**

This statement was filed with the County Clerk of San Francisco County on **1/11/2018**

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

Filed: **Mariedyne L. Argente**  
**Deputy County Clerk**  
**1/11/2018**

**1/18/2018 + 1/25/2018 + 2/1/2018 + 2/8/2018**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378995-00

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

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

Signed: **Nuttarat Pornkanjanavong**

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

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

Filed: **Mariedyne L. Argente**  
**Deputy County Clerk**  
**12/14/17**

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

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378995-00

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

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

Signed: **Nuttarat Pornkanjanavong**

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

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

Filed: **Mariedyne L. Argente**  
**Deputy County Clerk**  
**12/14/17**

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

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0378863-00

Fictitious Business Name(s): **R.Z. Situ Construction Company**  
Address: **261 Capistrano Avenue, San Francisco, CA 94112**  
Full Name of Registrant #1: **Rong Zhi Situ**

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

Signed: **Rong Zhi Situ**

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

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

Filed: **Maribel Jaldon**  
**Deputy County Clerk**  
**12/08/17**

## ABANDONMENT OF FICTITIOUS BUSINESS NAME

### STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

**1.) The Greater Hood**  
Located at **1448 Bush Street Apt #2A, San Francisco, CA 94109**

This fictitious business name was filed in the County of San Francisco on **10/18/2016** under file **0373117-00**

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

Full Name of Registrant #1  
**Katya Hoogerhuis**  
**1448 Bush Street 2A**  
**San Francisco, CA 94109**

Full Name of Registrant #2  
**Shawn Cordeiro**  
**1448 Bush Street 2A**  
**San Francisco, CA 94109**

This business was conducted by a **A GENERAL PARTNERSHIP**.

Signed: **Shawn Cordeiro**

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

Filed: **Sonya Yi**  
**Deputy County Clerk**  
**12/27/2017**

**1/18/18 + 1/25/18 + 2/1/18 + 2/8/18**

# Public Legal Notices

Request for Proposal

## On-Call Land Surveying and Mapping Services

Santa Clara Valley  
Water District



**Topic:** On-Call Land Surveying and Mapping Services

**Who:** Santa Clara Valley Water District is the water resource management agency meeting watershed stewardship needs of and providing wholesale water reliability to Santa Clara County's more than 1.9 million residents.

Santa Clara Valley Water District is soliciting proposals for a qualified Land Surveying firm to provide general and specialized surveying services in the areas of: preliminary and design level surveys, cadastral surveys, monitoring surveys, and construction support services on an as needed basis in order to assist the District in accomplishing its tasks in a timely manner. Requests for the services of qualified staff from the Consultant's team may come at any time and may include a need for more than one type of survey and possibly more than one of each type.

The full Request for Proposal (RFP) can be viewed at <http://cas.valleywater.org>. Please submit your proposals electronically to the District's Contract Administration System (CAS) by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "LS10" and add contact information as necessary.

**Contact:** If you need assistance with creating a CAS account, please call (408) 630-2992, or e-mail questions to [ContractAdministration@valleywater.org](mailto:ContractAdministration@valleywater.org).

In addition to submitting proposals electronically through the District's web portal, hard copies of the proposal must be received by the proposal due date and time specified in the RFP Schedule. Please refer to the RFP for detailed hardcopy delivery instructions.

General questions regarding this solicitation will be accepted by email to [Lydia Rossiter at lrossiter@valleywater.org](mailto:Lydia.Rossiter@valleywater.org).

01/2018 BA

### Outreach

February 2018

#### Did you know that there is a daily pill to prevent HIV?

Find out about PrEP, a daily pill to prevent HIV, through an automated mobile texting conversation. You can learn about PrEP, have concerns addressed, and even find out where you can get PrEP! You can also refer friends to find out about PrEP through the texting service. Text "CITYPREP" to 213-33 (messaging and data rates apply). Email [prephelp@sfdph.org](mailto:prephelp@sfdph.org) or visit <http://sfcityclinic.org/services/prep.asp> for more information.

This program is sponsored by the Population Health Division of San Francisco Department of Public Health (SFDPH). The Assessment Appeals Board resolves legal and value assessment issues between the Assessor's office and property owners. We have two vacancies on Board 1, which oversees all downtown properties - high rise residential, office, commercial, hotels. Board 1 also oversees all properties over \$50 million in assessed value throughout the City.

Assessment appeal hearings are quasi-judicial, conducted in a manner similar to a court setting, with evidence and testimony presented by the parties. The Board then evaluates the evidence and testimony, and renders its decision.

To be eligible for seat appointment, you must have a minimum of five years professional experience in California as either a: (1) public accountant; (2) real estate broker; (3) attorney; or (4) property appraiser accredited by a nationally recognized organization, or certified by either the Office of Real Estate Appraiser or the State Board of Equalization.

For more information regarding the Assessment Appeals Board call (415) 554-6778. San Francisco International Airport has commenced the Request for Proposals (RFP) process for the following concession opportunities:

#### Terminal 1 Retail Concession Leases

The Request for Proposals includes 2 Newsstand Leases, 1 Newsstand and Convenience Store Lease (2 locations), 1 Electronics Store Lease, 1 Regional Gift Store Lease, 1 Bath & Beauty Store Lease and 1 Sunglass Store Lease.

#### Terminal 1 Food and Beverage Concession Leases

The Request for Proposals includes 5 Quick Serve Restaurant Leases, 2 Sit-Down Restaurant and Bar Leases, 1 Café & Market Lease and 1 Café Lease.

Small, local and disadvantaged businesses are encouraged to participate.

Proposals will be received through the Airport's RFP Web Portal from 2:00 p.m. on Wednesday, April 25, 2018 until 2:00 p.m. on Wednesday, May 2, 2018.

For more information about each concession opportunity, please visit our website at [www.flysfo.com/business-at-sfo/current-opportunities](http://www.flysfo.com/business-at-sfo/current-opportunities) or please contact:

- Terminal 1 Retail Concession Leases, call Ms. Clarissa Mamaril, Principal Property Manager, RDM at (650) 821-4500 or via e-mail at [clarissa.mamaril@flysfo.com](mailto:clarissa.mamaril@flysfo.com).

- Terminal 1 Food and Beverage Concession Leases, call Mr. Tomasi Toki, Principal Property Manager, RDM at (650) 821-4500 or via e-mail at [tomasi.toki@flysfo.com](mailto:tomasi.toki@flysfo.com).

The City and County of San Francisco encourage public outreach. Articles are translated into several languages to provide better public access. The newspaper makes every effort to translate the articles of general interest correctly. No liability is assumed by the City and County of San Francisco or the newspapers for errors and omissions.

CNS-3091559#



GOLDEN GATE BRIDGE  
HIGHWAY & TRANSPORTATION DISTRICT

### NOTICE INVITING SEALED BIDS

The Golden Gate Bridge, Highway and Transportation District (District) seeks bids for **Contract No. 2018-BT-12, HEAVY DUTY BATTERIES**. Interested Bidders must submit sealed bids by way of upload to the District's Procurement Portal: <https://ggbhhd.bonfirehub.com> by Tuesday, February 27, 2018, at 2:00 p.m., PT, at which time bids will be publicly opened and read.

Requests for approved equals, modifications or clarifications of any requirement must be submitted in writing by Tuesday, February 13, at 4:00 p.m., Pacific Time.

The Bid Documents are available for download on the District's Procurement Portal. In order to download and respond to posted solicitations, Proposers will need to register. Once registered, to download the documents:

- 1) Go to the District's Procurement Portal: <https://ggbhhd.bonfirehub.com>.
- 2) Under "Action" column of "Open Public Opportunities" page, click on "View Opportunity" next to desired Project.
- 3) Scroll down to "Supporting Documentation" section to download documents.

For general questions regarding this Contract, please contact Nicole Gilardi, Senior Buyer - Bus at (415) 257-4455.

/s/ Aida S. Caputo,

Contracts Officer

Dated: 1/30/2018

2/1/18

CNS-3094163#

SMALL BUSINESS EXCHANGE

## Examining The Growth Of Hispanic Business Owners

Continued from page 1

Victor Alacazar, who owns Mexican restaurants El Jalapeño in Niles, Ohio, and El Jalapeño 2 in Youngstown, Ohio, started out by moving to the Midwest and working at restaurants started by his friends. Eventually, he opened his own eateries. Although he had a hard time securing credit a few years ago, he recently was able to obtain funding for renovations for his Youngstown eatery.

"It was hard to keep up with the bills and taxes and then be able to invest in remodeling. I couldn't get a loan. The bank couldn't help me, and I thought about closing. A friend in merchant services saw potential in my business and encouraged me to keep pursuing funding," said Alacazar, 34, who was born in Mexico, grew up in California, and is now looking to buy the building where his restaurant is located in Niles, Ohio.

"My credit wasn't good; I made mistakes when I was younger, and at the time I had too little history. I was scared to go back to the bank," added Alacazar, who borrowed \$20,000 from a cash advance company arranged through Biz2Credit. "It was definitely worth it. Now, I've built some credit. I'm very happy."

The growth of Hispanic-owned businesses is demonstrated in Biz2Credit's annual study of

25,000 small businesses conducted in September. It included 2,000 Hispanic entrepreneurs who applied for business financing via the online platform over the past 12 months.

The study showed that the number of loan applications by Hispanic-owned firms on the platform grew by 68.7 percent in the past 12 months and that these companies had average annual revenues of \$202,327, up from \$68,540 the previous year.

Retail trade (15.3%), accommodations/food services (13.2%), and construction (10.2%) were the three most common industries for Hispanic entrepreneurs. As for geography, the top 5 states for Hispanic-owned small business loan applications were: California (23%), Texas (19.7%), New York (9%), Florida (8.1%), and Arizona (3.8%). These five states combined represented nearly two-thirds loan requests by Hispanic entrepreneurs on Biz2Credit's platform. Their companies were younger in terms of months in operation (28 months), vs. 30 months in operation on average for non-Hispanic-owned companies.

A major take-away from this study is that small businesses have been performing well in the past year and many of them are looking to expand their operations. However, areas for improvement exist. Hispanic entrepreneurs had a lower

average credit score (595) than non-Hispanic business owners (608). The fact that average credit score for Hispanic entrepreneurs falls below 600 is still a cause for concern because that is a benchmark that many banks use before they even consider processing a loan request.

Here are three tips for Hispanic entrepreneurs and other business owners who want to improve their credit scores:

### 1. Open a business credit card

Applying is a quick, easy and a smart first step toward building a history of making prompt payments. Paying a business credit card on time and in full each month is the most effective way to demonstrate creditworthiness. Conversely, late payments will do more harm than good if you are trying to establish a credit history. An added bonus of having a company credit card: business owners can accumulate "rewards points" that can be redeemed for cash rebates or prizes.

### 2. Pay bills in full and in advance if possible

Some vendors will offer discounts for pre-payment. This tactic will help you lower debts and build a solid credit history simultaneously. You can actually improve cash flow by simply paying in advance. Doing this not only eliminates the negatives of having late payments, but also low-

ers the cost of goods sold. Improving cash flow will help increase the odds of securing financing when needed. Additionally, by establishing better relationships with your vendors, they will likely be willing to serve as credit references for your business. It's a win-win.

### 3. Operate a lean business

Containing costs is a basic strategy for establishing profitability and proving your business's creditworthiness. Manage staff hours carefully, keep inventory low, and look to cut costs by shopping around for better pricing on phone and internet service, and other suppliers to your firm.

Led by Administrator Maria Contreras-Sweet, the SBA offers a number of resources for Hispanic-owned companies. In May 2015, the agency launched a Spanish language version of its website, [SBA.gov](http://SBA.gov), and also provides training and advice for immigrant entrepreneurs. Hispanic business owners can take advantage of these offerings.

As the Hispanic population and entrepreneurship grow, they will become increasingly more important to the U.S. economy. It is vital that they are able to obtain the funding and assistance to help build their enterprises.

SOURCE: [www.forbes.com](http://www.forbes.com)



# SBE PROJECT PARTNERS IN BUSINESS & COMMUNITY OUTREACH

- 33 years of history in connecting Primes, Corporations and Agencies with Small, Minority-Owned, Women-Owned, Disabled Veteran-Owned and DBE firms.
- “Vetted” Database including businesses certified by federal, state or local jurisdictions
- National trade / focus publications to community businesses and stakeholders
- Expertise in Diversity Outreach to identify firms, promote outreach events, and handle registration details.
- Archived search results

**LINK TO OUTREACH ORDER FORM:**

[http://e8.octadyne.net/clientFiles/8023/SBE\\_Diversity-Outreach-Form.pdf](http://e8.octadyne.net/clientFiles/8023/SBE_Diversity-Outreach-Form.pdf)

**For more information contact:**

Small Business Exchange, Inc. • 795 Folsom Street, 1st Floor, San Francisco, CA 94107  
Phone: 415-778-6250 • Toll Free: 800-800-8534  
Fax: 415-778-6255 • Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com) • Website: [www.sbeinc.com](http://www.sbeinc.com)