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SMALL BUSINESS

EXCHANGE

Vol 32, Edition 49 • February 23, 2017

Voice of Small, Emerging Diversity Owned Businesses Since 1984

• NEWS • INFO • BIDS

Support Federal Funding of the California High-Speed Rail Program

Dear Secretary Chao:

The San Francisco Chamber of Commerce representing over 2,500 local businesses with over 200,000 employees in San Francisco and across the Bay Area, urges your support of California's High-Speed Rail Program. High-Speed Rail will transform California by delivering an integrated statewide rail system and associated investments in other local rail systems. It will significantly improve mobility throughout the state, connecting California's major population centers while enhancing our competitiveness in the global marketplace.

In the last ten years the California High-Speed Rail Program has invested over \$2.3 billion in planning and construction. There are now over 119 miles of construction-related activities underway in the Central Valley with visible work on over a dozen sites. This investment has generated \$4 billion in economic activity with over 630 private sector firms contracted to work on the program.

As an early and long-time supporter of High-Speed Rail, the San Francisco Chamber of Commerce urges you to continue federal investment in this vital program that is already generating significant economic growth and creating new jobs throughout the state.

Sincerely,
Jim Lazarus
Senior Vice President of Public Policy

Eshoo Statement on US DOT's Decision to Delay Caltrain Funding

Congresswoman Anna Eshoo (D-CA) released a statement following the Department of Transportation's decision to delay/kill funding for the Peninsula Corridor Electrification Project.

"I never imagined that the electrification of a train would be subjected to such brutal, partisan politics. This is not a Democratic project nor is it a Republican project. It is about the modernization of an outdated commuter system that is the spine of the transportation system of the Peninsula and the Silicon Valley region. This project has met ev-

■ Continued on page 4

America's diversity is increasing, and here to stay

By Jennifer Van Hook & Barrett Lee

Racial and ethnic diversity is no longer confined to big cities and the east and west coasts of the United States.

In the 2016 U.S. presidential election, racially and ethnically diverse metropolitan areas were more likely to vote for Hillary Clinton. Whiter metro and rural areas supported Donald Trump. This pattern reinforced the stereotype of "white rural" versus "minority urban" areas.

However, our research shows that the populations of communities throughout the nation are being transformed. The share of racial and ethnic minorities is increasing rapidly and irreversibly. These changes will have major impacts on the economy, social cohesion, education and other important parts of American life.

Nearly all communities are becoming more diverse

In everyday language, "diversity" often refers to racial and ethnic variation. But demographers have developed a mathematical definition of this concept: The greater the number of racial-ethnic groups in the community, and the more equal in size the groups are, the greater the diversity. Using this definition, we have estimated that diversity has increased in 98 percent of all metropolitan areas, and 97 percent of smaller cities in the U.S. since 1980.

The trend is not limited to urban America. Dramatic increases are evident in rural places as well. Nine out of 10 rural places experienced increases in diversity between 1990 and 2010, and these changes occurred in every region of the country. Even within metropolitan settings, the traditional divide between diverse cities and white suburbia has been eroded. Immigrant-rich suburbs are rising around cities like Los Angeles and Washington, D.C., which rival urban enclaves as destinations for Asians and Latinos.

Of course, some communities have changed more than others. Despite these differences, a common trend is for a place's racial-ethnic composition to change from white dominance to a multigroup mix, with some combination of whites,



Image Credit: <http://abovethelaw.com>

blacks, Latinos and Asians. This led to an increase in "no-majority" communities – including more than 1,100 cities and towns, 110 counties and four states: California, Texas, New Mexico and Hawaii. In these places, none of the major racial-ethnic groups constitutes as much as 50 percent of all residents.

Immigration and diversity

The racial and ethnic diversity we see today stems from the large and sustained wave of immigration that followed the Immigration and Nationality Act of 1965. Between 1965 and 2015, the proportion of non-Hispanic whites in the country dropped from 84 to 62 percent, while the shares of Hispanics and Asians rose. The Pew Research Center found that these changes were largely driven by immigration, not births. Only one-third of Hispanics and one-tenth of Asians would be living in the United States in 2015 had there been no immigration since 1965. Today, Hispanics account for 18 percent and Asians 6 percent of the U.S. population.

Domestic and international migration during the 1990s and 2000s also contributed to the spread of diversity across American communities. Racial and ethnic minorities tended to move to whiter areas, and white young adults tended to move to more diverse urban areas. Notably, Latino immigrants were first concentrated in just a handful of states such as California, Texas, Florida, Illinois and New York. They started to spread across the country during the 1990s to areas known as "new destinations," like North Carolina, Georgia and Iowa.

By that time, many Hispanic immigrants had acquired legal status and were free to move to new job opportunities in agriculture, construction and manufacturing in the Southeast and Midwest, as well as service sector jobs in high-amenity vacation destinations, such as in Colorado.

Diversity is now self-sustaining

Despite the initial importance of migration, racial and ethnic diversity is now self-sustaining. Minority groups will soon be maintained by "natural increase," when births exceed deaths, rather than by new immigration.

This is especially true for Hispanics. According to the Pew Research Center study mentioned earlier, about a quarter of the U.S. population is projected to be Hispanic by 2065, up from 18 percent in 2015. This trend would not change if immigration somehow were halted completely after 2015, the final year in Pew's study. The sustainability of the Latino population is even evident in rural and urban areas in the Southeast and Midwest, where natural increase in the Latino population, rather than international or domestic migration, is now responsible for more than half of Hispanic growth.

But, how can the share of Hispanics continue to grow without new immigration?

A small part of the answer is that Latinos have slightly more children than non-Hispanic whites. On average, Hispanic women have 2.1 children compared with 1.8 among non-Hispanic white women. However, fertility among Hispanic wom-

■ Continued on page 4

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Business Facts

SURVEY OF BUSINESS OWNERS FACTS

Black- or African American-Owned Businesses
in the United States

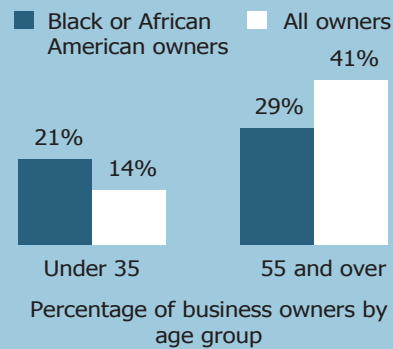
U.S. SMALL BUSINESS ADMINISTRATION
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Firms

2.6M Black- or African American-owned businesses
34% growth from 2007 to 2012
109K have paid employees (4.2%)
2.5M nonemployer firms (95.8%)
\$150B annual receipts



There are more young Black or African American business owners than average.

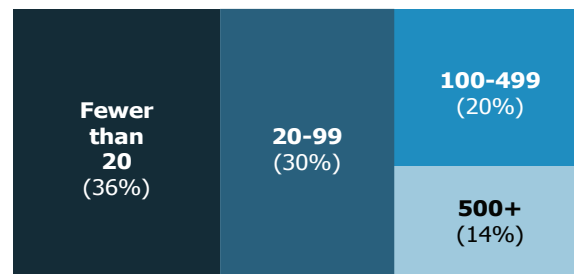
Employment

975K employees at Black- or African American-owned businesses

840K at small firms with fewer than 500 employees (86.1%)

645K at firms with fewer than 100 employees (66.2%)

Share of employment at Black- or African American-owned firms by firm size



Top Industries Among Black- or African American-Owned Businesses

- The industries with the highest average number of employees per firm are **employment services, management of companies and enterprises, and traveler accommodation.**

Dentists' offices were the most likely to have paid employees (**54.7%**, compared to 4.2% for all Black- or African American-owned firms).

For employer firms, those in **other food manufacturing** have the highest average annual receipts per firm (**\$12.3 million**), compared to an industry-wide average of \$11.7 million.



Data source: 2012 Survey of Business Owners, U.S. Census Bureau



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- Agency/Organization Letters
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Visit this link for the
OUTREACH ORDER FORM:

www.sbeinc.com/services/diversity_outreach.cfm



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Access to Capital



JPMorgan Chase data -- biz execs bullish on U.S. economy and new administration

Business optimism for U.S. economy charges ahead, says 2017 JPMorgan Chase Business Leaders Outlook report

Executives from midsize and small businesses feel dramatically better about the U.S. economy than a year ago, according to the 2017 JPMorgan Chase & Co. Business Leaders Outlook report released today.

Middle market executives are twice as optimistic – 80%, up from 39% – about the U.S. economy than they were last year. Also, 62% of small business owners are bullish about the U.S. economy, up from 43%. Both groups feel even better about their own company's prospects.

“U.S. companies are gaining confidence, and they anticipate new economic support from Washington in the coming year,” said Jim Glassman, Senior Economist at JPMorgan Chase. “Even some of their top business challenges – managing labor costs and trying to tap a limited supply of talent – are more growing pains than survival tactics.”

In fact, 76% of middle market executives and 61% of small businesses expect that the new administration will have a positive impact on their business. They want the government to focus first on:

- Reducing regulations (middle market at 67%, small business at 40%); and
- Lowering taxes (56%, 57%).

Middle Market Businesses

Executives expressed the most optimism in the survey's seven years:

- Their company: 84%, up 14 points from 2016
- Local economy: 68%, up 18 points
- Global economy: 30%, up 20 points

They see their top business challenges as:

- Revenue/sales growth: 71%, down 3 from 2016
- Managing labor costs: 46%, up 6 points
- Limited supply of talent: 44%, up 4 points

The regulations they are most concerned about are:

- Healthcare: 63%, down 5 points from 2016
- Labor: 44%, up 5 points

- Fiscal policy: 42%, down 6 points

Small Businesses

Small business executives are optimistic for the year ahead:

- Their company: 71%, flat from 2016
- Local economy: 55%, flat
- Global economy: 41%, up 14 points

They see their top business challenges as:

- Growing revenue/sales: 38%, down 10 points from 2016
- Uncertainty of economic conditions: 34%, flat
- Taxes: 28%, flat

The regulations they are most concerned about are similar to last year's:

- Taxes: 46%, flat from 2016
- Healthcare regulation: 44%, up 3 points
- Payroll/employment taxes: 42%, flat

For more information on the 2017 Business Leaders Outlook survey results, visit www.jpmorganchase.com/businessleadersoutlook.

Methodology

The 2017 JPMorgan Chase Business Leaders Outlook survey sets out to understand businesses' perceptions of both domestic and international economic and regulatory conditions, as well as to understand the concerns facing these organizations. The online survey was conducted from January 3 to January 20, 2017. More than 1,400 middle market executives (annual revenue between \$20 million and \$500 million); and a total of 950 small businesses (annual revenue between \$100,000 and \$20 million) in the United States participated in the survey. The results are within statistical parameters for validity, and the error rate is +/- 2.5% for the middle market survey and +/- 3% for the small business survey, both at the 95% confidence interval.

SOURCE: www.jpmorganchase.com

Tips & Tools for Securing an SBA Loan

Your success is our goal – that's why this month I'm focusing on dispelling the myths of business loans and giving you tips and tools so you are well prepared when applying for a business loan. The Small Business Administration is here to help and give you a leg up on getting a small business loan.

A common misconception is that SBA loans money directly to small businesses. We do not. We do, however, guaranty loans made through local approved lenders. The SBA guaranty reduces the risk to the financial institution and may provide the lender with more flexibility in credit decisions. Contact your lender directly to apply for an SBA loan or visit our website (www.sba.gov/mt) to find a local SBA lender.

We recommend approaching the financial institution you currently do business with first. They have first-hand knowledge about you, your character and your history. If your bank says no, don't be discouraged; think of it as an opportunity to shop around! Some lenders do not make certain types of loans, so although you may not qualify for a loan at one institution, you may be approved at another.

During your initial visit, the lender will want to look at your business plan. Your business plan is the key. It should be comprehensive, and stand on its own in terms of describing your business and why it will be successful. It should include a management plan, a financial plan, a marketing plan and an operations plan. The most important component at this stage is the financial plan which should include a thorough analysis of your financing needs, a detailed cash flow statement, and how you plan to pay back the requested loan. If you need help developing your business plan, SBA and its resource partners have the expertise to help you craft a winning plan.

Keep in mind the three C's of business lending - credit, cash flow and collateral. Credit refers to your history of paying your debts on time; cash flow is the measure of your company's financial health (monthly income less monthly expenses) and demonstrates your ability to repay the loan; and collateral refers to your assets available to pledge to the loan. Be prepared to address these three C's with your lender.

The lender will also be interested in what you, as the business owner, are investing in the project – this can be cash, equity or a combination of the two, but rest assure you will be expected to have some “skin in the game”.

We want you to be confident when talking to your lender about your potential project, so don't hesitate to contact SBA's Montana District Office for additional assistance. We have many resources available to you; Small Business Development Centers, SCORE Chapters, and the Women's Business Center. They all provide FREE counseling and training to assist businesses start, grow and succeed. You can reach us by calling 406.441.1081 or visiting our website www.sba.gov/mt to find your local resource partner.

I'd like to leave you with three tips to remember when applying for an SBA loan:

- Go in with a plan. A well thought out and thorough business plan will go a long way. And be aware of the 3 C's: Credit, Cash Flow and Collateral.
- Get some help. The SBA has programs and services geared toward assisting you with business fundamentals and funding, and can provide a list of SBA-affiliated lenders. You are not in this alone; take advantage of the resources.

Do your homework. Consult with your accountant, your banker, your attorney and your insurance agent - use these advisors to guide you

and help you get started.

SOURCE: www.sba.gov/



California Sub-Bid Request Ads

DESILVA GATES

CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909

Dublin, CA 94568-2909

(925) 829-9220 / FAX (925) 803-4263

Estimator: Victor Le

Website: www.desilvagates.com

An Equal Opportunity Employer

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

HESPERIAN BOULEVARD CORRIDOR IMPROVEMENT PROJECT FROM EMBERS WAY TO WEST A STREET EDEN TOWNSHIP, SP NO. 2124 ALAMEDA COUNTY, CALIFORNIA

OWNER:

County of Alameda – Director of Public Works,

Public Works Agency

951 Turner Court Room 300, Hayward, CA 94545

BID DATE: March 14th, 2017 @ 2:00P.M.

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

Adjust Iron, Clearing and Grubbing/Demolition, Electrical, Fencing, Joint Trench, Irrigation / Landscape, Minor Concrete, Minor Concrete Structure, Roadside Signs, Striping, Survey/Staking, SWPPP Prep/ Water Pollution Control Plan Prepare, Underground Utilities, Trucking, Water Trucks, Street Sweeping, 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.ipdservices.com/clients/east-bay/index.html?alco&Show=Planroom>

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

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

Alameda CTC's Local Business Contract Equity Consultant is available to assist firms in meeting the local and small local business goals. Alameda CTC's Local Business Contract Equity Consultant is: L. Luster and Associates c/o Alameda CTC 1111 Broadway, Suite 800 Oakland, CA 94607 Telephone: (510) 208-7466 or (510) 208-7468 Fax: (510) 893-6489

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

Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534

Attn: Victor Molina • norcal.bids@kiewit.com

Fax: 707-439-7301

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Sunnyvale, Primary Treatment Facility Package 2 Project in Sunnyvale, CA.

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

Subcontractors and Suppliers for the following project:

Primary Treatment Facility – Package 2 Project
Project No. UY-16/01-20

Owner: City of Sunnyvale

Bid Date: March 1, 2017 @ 3:00 P.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:

Aggregates, Asphalt Paving, Concrete, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Minor Concrete, Mass Concrete, Cast in Place Concrete, Precast Concrete, Concrete Formwork, Concrete Accessories, Bird Deterrent, Auger Boring, Canopies, Conveying Systems, Demolition, Electrical, Equipment, Earthwork, Emergency Eye/Face Wash & Shower Equipment, Fencing & Gates, Finishes, Fire Protection Specialties, Fire Hydrants, FRP Fabrications & Tanks, Grouting, HVAC, Instrumentation & Controls, Joint Sealant, Lime Stabilization, Masonry, Metals, Metal Building, Monitoring Wells, Office Furniture, Overhead Doors & Windows, Painting & Coatings, Piling, Piping & Valves, Pumps, Piping Insulation, Shoring, Structural Steel, Steel & Roof Decking, Signage, Street Sweeping, SWPPP, Thermal & Moisture Protection, Trucking & Hauling, Water Truck.

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 24, 2017 and Quotes

NO LATER THAN February 28, 2017 at 5 P.M.

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, Plans and Specifications Performance and Payment Bonds may be required for Subcontractors and Supply Bond for Suppliers on this project

Clean Water State Revolving Fund (CWSRF)

Provisions apply

Davis-Bacon Act/State prevailing wages apply

Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534

Attn: Victor Molina • norcal.bids@kiewit.com

Fax: 707-439-7301

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the Peninsula Corridor Joint Powers Board (JPB), 25TH Avenue Grade Separation Project in San Mateo, CA.

<http://www.pd.dgs.ca.gov> / www.californiaucp.org / <http://www.sba.gov> / <http://www.vta.org>

Subcontractors and Suppliers for the following project:

25th Avenue Grade Separation Project
Contract No. 17-J-C-048

Owner: Peninsula Corridor Joint Powers Board

Bid Date: March 7, 2017 @ 2:00 P.M.**Small Business Enterprise (SBE), Micro (SB), SBA SBs and Santa Clara Valley Transit Authority SBs**

wanted for the following scopes, including, but not limited to:

Aggregates, Asphalt Paving, Alarm & Detection System, Bridge Abutments/Piers, Concrete, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Minor Concrete, Cast in Place Concrete, Precast Concrete/Girders/Bridges, Concrete Formwork, Concrete Accessories, Cellular Concrete, CCTV System, Communication Networking, Cable Railing, Clear & Grub, CIDH, Ceiling Suspension System, Ceramic Tile, Decorative Polymer Fabrications, Demolition, Dewatering, Electrical, Earthwork, Fencing & Gates, Finishes, Fire Protection Specialties, Fire Suppression System, Fiber Optics, HVAC, Instrumentation & Controls, Joint Sealant, Landscaping, Masonry, Metals, Metal Building, Membrane Waterproofing, OCS Pole Foundations, Roadway Lighting & Traffic Signals, Station Furnishings, Steel Doors & Frames, Sheet Metal, MSE Wall, Painting & Coatings, Pavement Markings, Piling, Rail & Cross-ties, Support of Excavation, Structural Steel, Steel & Roof Decking, Signage, Visual Message Signs, Street Sweeping, SWPPP, Thermal & Moisture Protection, Trucking & Hauling, Utility Relocation, Welding, Water Truck.

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 SBE, Micro (SB) and SBA certified 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
March 3, 2017 and Quotes

NO LATER THAN March 6, 2017 at 5 P.M.

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, Plans and Specifications Performance and Payment Bonds may be required for Subcontractors and Supply Bond for Suppliers on this project.

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DIR # 1000001147

nibbi

Project Name: Mission Bay Block 3E

Location: San Francisco, California

Bid Date: March 22, 2017 @2:00 PM

Pre-Bid Conference: March 8, 2017 @10:30am

Location: 1000 Brannan Street, Suite 102, SF

Nibbi Brothers has been selected as the General Contractor for the Mission Bay Block 3E project in San Francisco. We are in receipt of the 100% DD Set and are currently requesting bids from qualified subcontractors including those certified with the Office of Community Investment and Infrastructure (OCII) for Steel Piles & Stone Columns. The Office of Community Investment and Infrastructure (OCII) participation goal has been established for this project 50% SBE/LBE goal with first consideration for San Francisco-based MBEs, WBEs and SBEs located in zip code areas 94124,94134 and 94107 followed by all areas in San Francisco. In addition, this project has a requirement to award 5% of the total construction volume to Disabled Veterans Business Enterprises. Please visit <https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx> to search for DVBE's. The project consists of new construction of 101 affordable housing units in San Francisco with a total of 123,701 gross square-feet. The 4-story type V over 1-story type I housing project is to provide a safe and healthy home to support spaces for families and veterans. The building is organized into three wings surrounding a large landscaped multi-use courtyard. The project will also include a main lobby, activity rooms, administrative offices, storage, bike parking and an on-grade parking garage with 25 spaces. To obtain bid documents through Building Connected, please email Kristin Medwick, Senior Precon & Estimating Coordinator, kristinn@nibbi.com. For specific questions regarding this project please contact Elizabeth Crockett, Preconstruction Manager, elizabethc@nibbi.com.

LA3 TEAM

LA3 Team

Seeking Qualified Disadvantaged Business Enterprises (DBE) as Sub-consultants for

Owner: Los Angeles County Metropolitan Transportation Authority (LACMTA)
Request for Proposal PS20655

Environmental Waste Handling and Environmentally Related Construction

Proposal Due Date:**2:00 PM (PST) Tuesday, March 7, 2017**

This advertisement is in response to LACMTA's DBE Program. LA3 Team intends to conduct itself in "Good Faith" with DBE firms regarding participation on this project. Quotes are required by COB, February 28, 2017 so that all bids/proposals can be fairly evaluated. Please submit bids/proposals for the following areas of work: Asbestos Testing & Abatement; Lead Testing & Abatement; Environmental Emergency Response; Storage Tank Removals, Upgrades, & Installations; Environmental Demolition; Gas Well/Oil Decommissioning; Off-specification Hazardous Material; Sampling and Testing; Waste Classification; Waste Shipping; Transportation; Contaminated Soils/Contaminated Water Disposal; On-Site Treatment & Disposal of Contaminants; Etiological Agents; and Design/Build.

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

RESPONSES MUST BE RECEIVED**NO LATER THAN****5:00 P.M., TUESDAY, FEBRUARY 28, 2017**Send Responses To **LA3 Team**

c/o Burns & McDonnell Engineering

200 S. Los Robles Avenue, Suite 250

Pasadena, CA 91101

Attention: Jennifer Trotter

Bonding not required. E & O insurance may be required as applicable. Firms needing assistance in identifying resources available to DBE firms should contact Jennifer Trotter, Sr. Public Involvement Specialist at (714) 989-2521 or jntrotter@burnsmcd.com. A copy of the RFP is available on-line at the LACMTA Vendor Portal Internet site at www.Business.Metro.net. Technical Questions should be directed to Joel Farrier via e-mail at jbfarrier@burnsmcd.com.

US DOT's Decision to Delay Caltrain Funding

Continued from page 1

ery requirement of the Department of Transportation including planning, environmental approval, broad community support and strong local funding, including citizens taxing themselves. The only requirement it didn't meet was a political one. The Department's decision today delays any award of federal funding until after March 1st when Caltrain's contracts are due to expire.

"The electrification of Caltrain is a shovel-ready project which would create thousands of jobs in the Bay Area and employ thousands in other states. It would be built by American workers and built with American products.

"I'm currently exploring options to get federal funding for the project, but March 1st looms heavily."

SOURCE: <http://eshoo.house.gov>

America's diversity

Continued from page 1

en declines with each new generation in the U.S., so this factor is unlikely to play a major role in the long run.

The main engine of America's future diversity gains will be "cohort succession," a process in which older majority-white generations are replaced by younger minority-majority genera-

tions. As shown in the charts below, which we created from U.S. Census Bureau population projections, children and young adults, many of whom are the children of immigrants, are currently much more diverse than older adults.

SOURCE: <http://www.9news.com>

Tax Tool Kit

Here's What You Need to Do Before Meeting with Your Tax Preparer This Year

By William Perez

It's that time of year. Your tax return needs to get done. Before meeting with your tax accountant, it's helpful to pause and consider not only what needs to get done but also how you would like to work with your accountant.

A basic small business tax preparation checklist involves three tasks. Before meeting with their accountant, all small business owners should: anticipate the accountant's questions, gather the documents your accountant will need, and draw up a list of questions you have for the accountant.

Since the tax return reports information about the income and expenses of your business, it requires finishing up any bookkeeping for the previous year. You'll need to generate the reports and organize the documents your accountant needs.

But which documents are those? The standard profit and loss and balance sheet reports might not contain all the data your accountant needs to know. This is where a tax organizer comes in handy. An organizer is a template questionnaire—it asks all the technical questions that an accountant is likely to ask in person. With the help of an organizer, you can hunt down the answers to the more technical questions and have your documents the accountant will need before the meeting. That will make your meeting with your tax accountant more productive—and more efficient.

Once you've answered the questions in the organizer and gathered all the documents, make a list of questions and issues you want to discuss with your accountant, including your expectations for how the accountant works with you. This gives you an opportunity to focus your time on the issues and questions that are most important to you and your business.

Working with your accountant

Do you prefer to communicate by email? Or do you prefer to meet in person for a face-to-

face conversation? Do you want to drop all your stuff off? Or do you want to upload all of your tax documents to a shared drive in the cloud? Do you expect your accountant to get your tax return finished in a certain time frame?

Communicating any preferences or expectations upfront helps to build a solid working relationship with your accountant and avoid unpleasant surprises.

Finish the bookkeeping

Your accountant will need reports summarizing the income and expenses of your business, including any equipment purchased and tax payments made during the year. Your accountant may even need to know about health insurance and other benefits you offer employees. The key to all of this is bookkeeping.

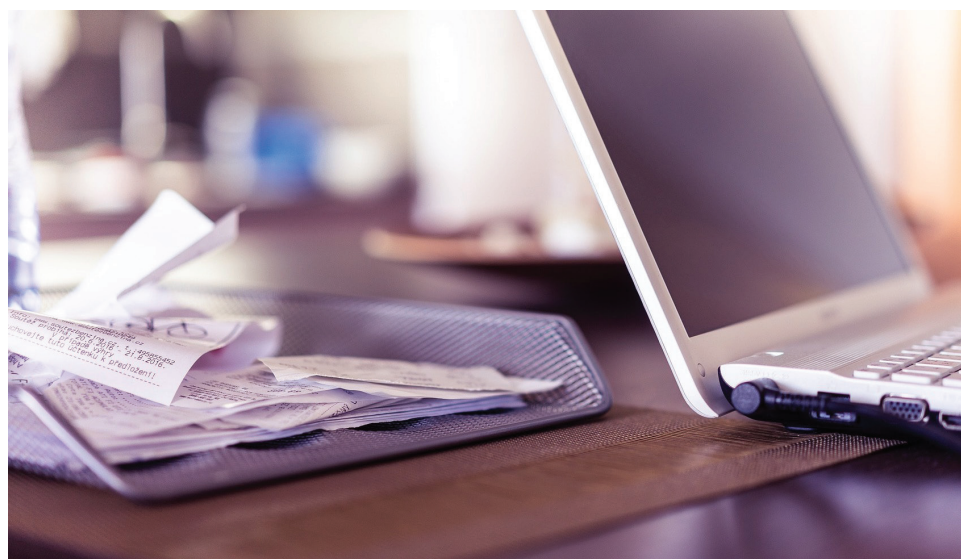
At minimum, you should have the following reports prepared from your bookkeeping data before meeting with your tax accountant:

- Income statement (also called a profit and loss statement)
- Balance sheet

These reports should cover the entire tax year, which is January 1 to December 31 for businesses that have adopted the calendar year as their tax year.

You may need to generate additional reports from your accounting data. Depending on your specific situation, you may need reports that

- List all the assets and equipment purchased during the year;
- List any equipment or assets that were sold, scrapped or disposed of during the year;
- List estimated tax payments paid to the Internal Revenue Service and state tax agencies during the year;
- List payments made to independent contractors;



- List shareholders or partners and how many shares or what percentage they own;
- Detail the compensation paid to each shareholder or partner;
- Detail any investments received from shareholders or partners;
- Detail any dividends or distributions paid to the shareholders or partners; and
- Detail any loans received from or advanced to shareholders or partners.

Use a tax organizer

How do you know what data to gather and organize?

This is where that organizer comes in handy.

An organizer is a questionnaire that accountants give their clients. It's a multi-page document (either hard copy or a PDF file) that asks the same sorts of questions your accountant might ask in person. Some questions will be technical questions

with yes or no answers. Other questions will ask for numbers and data.

By working through the organizer, you can gather just the right data and documents needed for the tax return. For example, organizers typically ask business owners to detail each purchase of business assets. If you purchased new assets for the business, then this data would be relevant to the tax return. The organizer will ask you for the date of purchase, a description of the asset purchased, and the cost of the asset. Then, you can generate the relevant reports from your accounting software or pull the data needed from receipts and invoices. And if no assets were purchased? Then this section of the organizer won't be relevant, and you needn't spend time hunting down the data.

Read the full article at the link below:

<http://www.sbeinc.com/resources/cms.cfm?fuseaction=news.detail&articleID=1912&pageID=25>

SOURCE: townssquared.com

Business Toolbox

Subcontractor Tips for Finding Good General Contractors to Work With

By Kendall Jones

The commercial construction industry relies on a number of mutually beneficial relationships. This is most evident in the relationship between general contractors and trade contractors. General contractors typically subcontract out work to a variety of trade contractors in order to successfully complete construction projects. In turn, trade contractors rely on general contractors to provide them with work on projects they have been awarded.

In a previous post, we discussed Tips for Avoiding & Dealing With Subcontractor Default. Today we're flipping the script a bit and talking about how trade contractors can ensure they are finding and building relationships with the right general contractors and hopefully avoid the unscrupulous ones.

Do your homework. General contractors often require trade contractors to get prequalified to do work with them before being invited to submit pricing or bid on projects. General contractors typically request information on a potential subcontractor's safety record, finances, bonding capabilities, litigation history, insurance coverage, relevant work history and experience, etc.

The sharing of this type of information should be a two-way street. It's only fair that trade contractors be able to perform a vetting process of their own to determine that they will be working with a reputable general contractor should they be awarded a project. General contractors often have to provide this information to owners, both public and private, as either part of a prequalification process or prior to being awarded a contract.

Make sure you have a contract in place before beginning any work. You're taking a big risk if you don't have a contract in place and you start work on a verbal agreement or letter of intent. Have the general contractor provide the most current set of plans and specs with the subcontract. The scope of work may have changed since you submitted your bid or provided pricing. It is important that you review any changes to the plans and specs to avoid being bound to performing additional work that wasn't included in your bid amount.

The devil is in the details. Carefully read and understand the contract before signing. There may be provisions or clauses in the contract that you aren't comfortable with. If the general contractor is unwilling to negotiate more favorable terms it might be wise to walk away. Because the general contractor-subcontractor relationship is supposed to be mutually beneficial to both parties it

also means that both parties will share some of the risks.

Risks should be allocated fairly, typically to the party best capable of managing them. Here are some clauses to watch out for in your subcontract:

Pay-when-paid or pay-if-paid clauses. Be very careful with pay-when-paid provisions and avoid pay-if-paid-clauses like the plague. Pay-when-paid means the general contractor doesn't pay the trade contractor until the owner pays them. Pay-if-paid means that if the owner never pays the general contractor then they aren't obligated to pay the subcontractor. Ideally, you want a payment schedule that requires you to invoice the general contractor by a specific date each month and that they will pay you within a specified number of days after receipt regardless of whether they have been paid by the owner.

■ Continued on page 7

Remarks by President Trump at the National Museum of African American History and Culture

THE PRESIDENT: Thank you very much, everybody. It's a great honor to be here. This was some beautiful morning and what a job they've done, like few others have been able to do.

I am very, very proud of Lonnie Bunch. The work and the love that he has in his heart for what he's done is -- I always talk about you need enthusiasm, you need really love for anything you do to do it successfully. And, Lonnie, you are where? Come on. Where's Lonnie? You should be up here, Lonnie. Come on.

And David -- we have to get David up here, too. David Skorton is tremendous and he was singing Lonnie's praises all morning long. So you two should at least be here. So we appreciate it very much.

And David Rubenstein, who is here someplace, he is -- come on, David, you have to get up here, David. You certainly deserve it. He's a very, very successful guy who spends money doing great things, and he's been a great help to so many different groups and this one in particular.

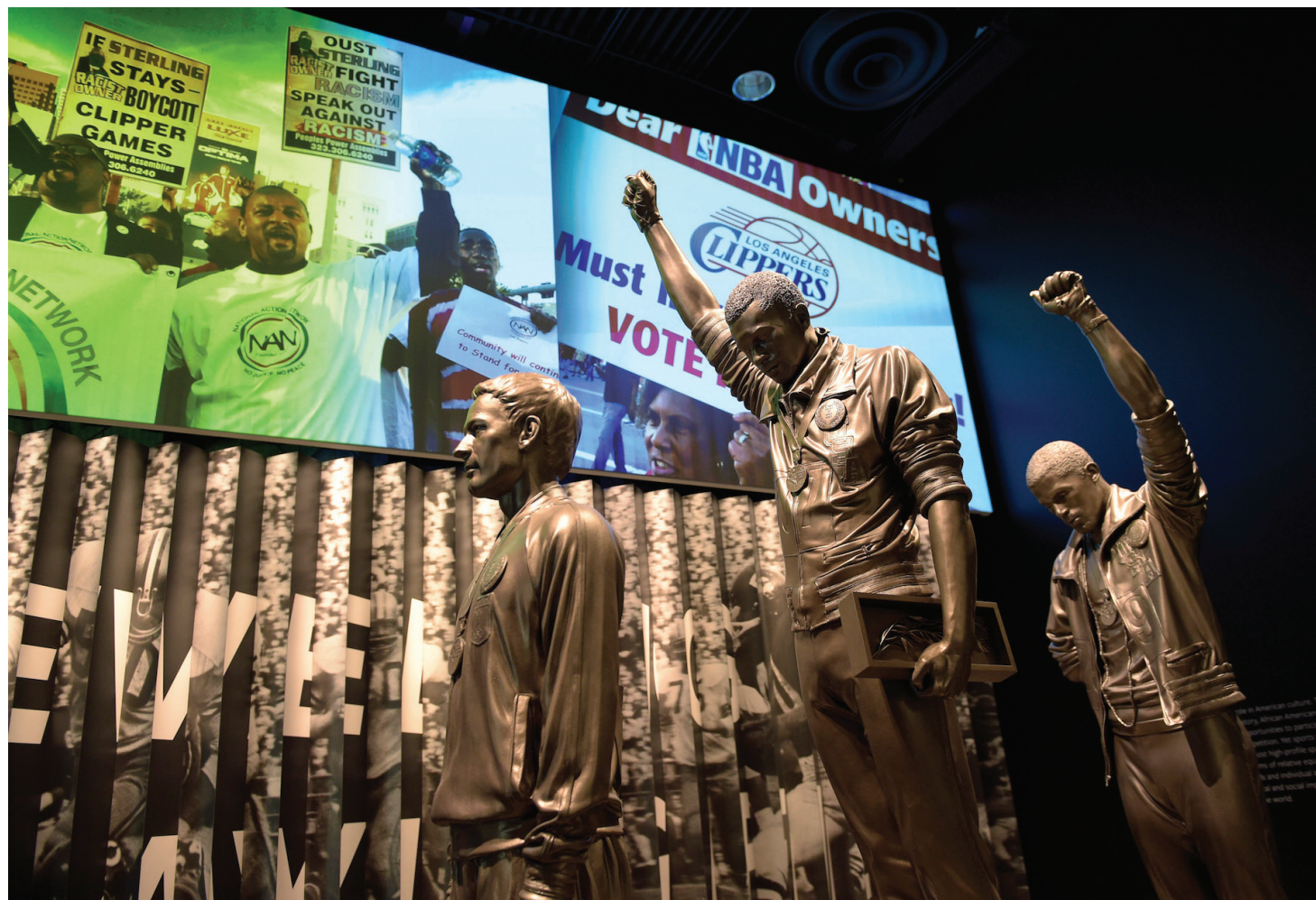
Thank you. It's a privilege to be here today. This museum is a beautiful tribute to so many American heroes -- heroes like Sojourner Truth, Harriet Tubman, Frederick Douglass, Booker T. Washington, Rosa Parks, the Greensboro students, and the African American Medal of Honor recipients, among so many other really incredible heroes.

It's amazing to see. I went to -- we did a pretty comprehensive tour, but not comprehensive enough. So, Lonnie, I'll be back. I told you that. Because I could stay here for a lot longer, believe me. It's really incredible.

I'm deeply proud that we now have a museum that honors the millions of African American men and women who built our national heritage, especially when it comes to faith, culture and the unbreakable American spirit. My wife was here last week and took a tour, and it was something that she's still talking about. Ivanka is here right now. Hi, Ivanka. And it really is very, very special. It's something that, frankly, if you want to know the truth, it's doing so well that everybody is talking about it.

I know President Obama was here for the museum's opening last fall. And I'm honored to be the second sitting President to visit this great museum. Etched in the hall that we passed today is a quote from Spottswood Rice, a runaway slave who joined the Union Army. He believed that his fellow African Americans always looked to the United States as the promised land of universal freedom. Today and every day of my presidency, I pledge to do everything I can to continue that promise of freedom for African Americans and for every American. So important. Nothing more important.

This tour was a meaningful reminder of why we have to fight bigotry, intolerance and hatred in all of its very ugly forms. The anti-Semitic threats targeting our Jewish community and community centers are horrible and are painful, and a very sad reminder of the work that still must be done to root out hate and prejudice and evil.



The National Museum of African American History and Culture opens its doors to the public on Sept. 24. (claritza jimenez / The Washington Post)

I want to thank a great friend of mine, Dr. Ben Carson, and his beautiful family -- Candy and the whole family -- for joining us today. It was very special to accompany him and his family for the first time seeing the Carson exhibit. First time. I'm so proud of you. I love this guy. He's a great guy. Really a great guy. And he can tell you better than me, but I'll tell you what, we really started something with Ben. We're very, very proud of him. Hopefully, next week he'll get his approval, about three or four weeks late -- and you're doing better than most, right? But the Democrats, they'll come along. I have no doubt they'll come along. But Ben is going to do a fantastic job at HUD. I have absolutely no doubt he will be one of the great -- ever -- in that position.

He grew up in Detroit, and had very little. He defied every statistic. He graduated from Yale, and he went on to University of Michigan's medical school. He became a brilliant -- totally brilliant -- neurosurgeon, saved many lives, and helped many, many people. We're going to do great things in our African American communities together. Ben is going to work with me very, very closely. And HUD has a meaning far beyond housing. If properly done, it's a meaning that's as big as anything there is, and Ben will be able to find that true meaning and the true meaning of HUD as its Secretary. So I just look forward to that. I look forward to watching that. He'll do things that nobody ever thought of.

I also want to thank Senator Tim Scott for joining us today. Friend of mine -- a great, great senator from South Carolina. I like the state of South Carolina. I like all those states where I won by double, double, double digits. You know, those states. But South Carolina was one, and Tim has been fantastic how he represents the people. And they love him.

I also want to profoundly thank Alveda King for being here, and as we saw her uncle's wonderful exhibit, and he certainly deserves that. Mrs. King -- and by the way, Ms. King, I can tell you this personally because I watch her all the time, and she is a tremendous fighter for justice. And so, Alveda, thank you very much.

MS. KING: Thank you, sir.

THE PRESIDENT: Come up here for a second.

MS. KING: Yes, sir. Thank you.

THE PRESIDENT: I have been watching you for so long, and you are so incredible. And I wanted to thank you for all the nice things you say about me.

MS. KING: Thank you, sir.

THE PRESIDENT: Not everybody says nice things, but she's special.

MS. KING: I love you and your family. You're the best. You're great.

THE PRESIDENT: Thank you. Come here.

MS. KING: Thank you. Thank you.

THE PRESIDENT: Thank you, darling. Appreciate it.

So with that, we're going to just end this incredible beginning of a morning. But engraved in the wall very nearby, a quote by the Reverend Martin Luther King, Jr. In 1955, he told the world, "We are determined...to work and fight until justice runs down like water, and righteousness like a mighty stream."

And that's what it's going to be. We're going to bring this country together, maybe bring some of the world together, but we're going to bring this country together. We have a divided country. It's been divided for many, many years, but we're going to bring it together. I hope every day of my presidency we will be honoring the determination and work towards a very worthy goal.

And for Lonnie, and David, and David, and Ben, and Alveda, and everybody, I just want to -- I just have to say that what they've done here is something that can probably not be duplicated. It was done with love and lots of money, right Lonnie? (Laughter.) Lots of money. We can't avoid that. But it was done with tremendous love and passion, and that's why it's so great.

So thank you all very much for being here, I appreciate it. And congratulations. This is a truly great museum. Thank you. (Applause.)

SOURCE: www.whitehouse.gov

Fictitious Business Name Statement

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374572-00

Fictitious Business Name(s):

1.) **Emedio**
2.) **Media Rare**
3.) **Thai Thai**
Address
2467 42nd Avenue, San Francisco, CA 94116
Full Name of Registrant #1
James Warhol
Address of Registrant #1
2467 42nd Avenue, San Francisco, CA 94116

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/5/1998**

Signed: **James Warhol**

This statement was filed with the County Clerk of San Francisco County on **2/3/2017**

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: Morgan Jaldon
Deputy County Clerk
2/3/2017

2/9/17 + 2/16/17 + 2/23/17 + 3/2/17

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374528-00

Fictitious Business Name(s):

Jubilee Montessori Internacional
Address
1300 Shrader Street, San Francisco, CA 94117
Full Name of Registrant #1
Virginia Clark Young
Address of Registrant #1
1300 Shrader 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 **3/26/2012**

Signed: **Virginia Clark Young**

This statement was filed with the County Clerk of San Francisco County on **1/31/2017**

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: Jessa Lazo
Deputy County Clerk
1/31/2017

2/16/17 + 2/23/17 + 3/2/17 + 3/9/17

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374456-00

Fictitious Business Name(s):

Reyes Gardening
Address
2700 Taraval Street, San Francisco, CA 94116
Full Name of Registrant #1
Heriberto Reyes Franco
Address of Registrant #1
2700 Taraval Street, San Francisco, CA 94116
Full Name of Registrant #2
Maria Ivett Cardona
Address of Registrant #2
2700 Taraval Street, San Francisco, CA 94116

This business is conducted by A Married Couple. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/27/17**

Signed: **Maria Ivett Cardona**

This statement was filed with the County Clerk of San Francisco County on **1/27/17**

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

Filed: **Fallon Lim**
Deputy County Clerk
1/27/2017

2/2/17 + 2/9/17 + 2/16/17 + 2/23/17

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374658-00

Fictitious Business Name(s):

Spiritual Experience By Anna
Address
1628 Lombard Street, San Francisco, CA 94123
Full Name of Registrant #1
Joanna Isabella Nicholas
Address of Registrant #1
269 Church Street, Apt #5, 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 **N/A**

Signed: **Joanna Nicholas**

This statement was filed with the County Clerk of San Francisco County on **2/9/2017**

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
2/9/2017

2/16/17 + 2/23/17 + 3/2/17 + 3/9/17

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374584-00

Fictitious Business Name(s):

The Restorative
Address
47 Parkrose Avenue, Daly City, CA 94015
Full Name of Registrant #1
TR Private Organization (CA)
Address of Registrant #1
47 Parkrose Avenue, Daly City, CA 94015

This business is conducted by A Corporation. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/11/2017**

Signed: **David Tran**

This statement was filed with the County Clerk of San Francisco County on **2/3/2017**

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

Filed: **Sonya Yi**
Deputy County Clerk
2/3/2017

2/16/17 + 2/23/17 + 3/2/17 + 3/9/17

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374611-00

Fictitious Business Name(s):

Therapy4u
Address
465 California Street, Suite 660, San Francisco, CA 94104
Full Name of Registrant #1
Erika Shershun
Address of Registrant #1
465 California Street, Suite 660, San Francisco, CA 94104

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/6/2017**

Signed: **Erika Shershun**

This statement was filed with the County Clerk of San Francisco County on **2/7/2017**

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

Filed: **Sonya Yi**
Deputy County Clerk
2/7/2017

2/16/17 + 2/23/17 + 3/2/17 + 3/9/17

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374231-00

Fictitious Business Name(s):

Rah Rah Creations
Address
430 Faxon Avenue, San Francisco, CA 94112
Full Name of Registrant #1
Rhonda Lynn Butler
Address of Registrant #1
430 Faxon Avenue, San Francisco, CA 94112

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/13/2017**

Signed: **Rhonda Lynn Butler**

This statement was filed with the County Clerk of San Francisco County on **1/13/2017**

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: **Melvin Galvez**
Deputy County Clerk
1/13/2017

1/19/17 + 1/26/17 + 2/2/17 + 2/9/17

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374149-00

Fictitious Business Name(s):

Good Earth Properties
Address
2309 Noriega Street, Suite 205, San Francisco, CA 94122
Full Name of Registrant #1
Uncha Stankowicz
Address of Registrant #1
259 Dalewood Way, San Francisco, CA 94127

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/6/2017**

Signed: **Uncha Stankowicz**

This statement was filed with the County Clerk of San Francisco County on **1/6/2017**

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: **Morgan Jaldon**
Deputy County Clerk
1/6/2017

1/12/17 + 1/19/17 + 1/26/17 + 2/2/17

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374063-00

Fictitious Business Name(s):

1.) **Digital Brains**
2.) **Northern Lights Baking Company**
Address
32 Riverton Drive, San Francisco, CA 94132
Full Name of Registrant #1
Christopher Brown
Address of Registrant #1
32 Riverton Drive, San Francisco, CA 94132

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/30/2016**

Signed: **Christopher Brown**

This statement was filed with the County Clerk of San Francisco County on **12/30/16**

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: **Morgan Jaldon**
Deputy County Clerk
12/30/2016

1/5/17 + 1/12/17 + 1/19/17 + 1/26/17

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0373784-00

Fictitious Business Name(s):

JV Roofing
Address
674 Morse Street, San Francisco, CA 94112
Full Name of Registrant #1
Jorge Rodolfo Villagran
Address of Registrant #1
674 Morse Street, San Francisco, CA 94112

This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/8/2016**

Signed: **Jorge Rodolfo Villagran**

This statement was filed with the County Clerk of San Francisco County on **12/8/2016**

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
12/8/2016

1/19/17 + 1/26/17 + 2/2/17 + 2/9/17

Subcontractor Tips

Continued from page 5

Flow-down or pass-through clauses. These clauses typically incorporate by reference the terms of the general contract with the owner into the subcontract. This means the subcontractor assumes the same duties and obligations toward the general contractor that the general contractor is bound to the owner. You should never agree to a flow-down clause unless you are provided with a copy of the prime contract to review. If there are terms in the prime contract that you don't like you should ask the general contractor to alter or remove the flow-down clause to avoid unintended consequences.

Change orders. The subcontract will generally require that any changes in work be submitted in writing. Never begin any work on a change order until you something in writing from the person authorized to issued change orders. Remember to promptly submit claims to the general contractor for all additional costs and time extensions for the revised work.

Indemnification clauses. These clauses will hold a trade contractor liable for any negligence on the part of the general contractor or others on the jobsite that you have no control over. The subcontract should only require you to assume liability for your own negligence and not that of the general contractor or any other third party on the jobsite.

Payment bonds. Almost all public projects require that the general contractor posts a payment bond to protect the owner. Increasingly, private owners are also requiring payment bonds as well to avoid having liens filed against their property in the event the general contractor fails to pay his subcontractors and suppliers. Trade contractors should obtain a copy of the payment bond from the owner to review. If you have to file a claim, make sure you fully document it and notify the surety in writing. Familiarize yourself with any state statutes that may override the conditions in the bond contract for filing a claim.

A healthy business relationship between a general contractor and a trade contractor is built on respect and mutual respect. Both parties must work well together in order to complete projects on time and within budget. In order for this to happen, general contractors needed to communicate effectively to their subs and treat them fairly. Subcontractors, in turn, should provide the general contractor with outstanding service and quality work.

SOURCE: <http://www.constructconnect.com>

California Sub-Bid Request Ads



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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:
**Oak Rental Car Center Site Improvements • Oakland International Airport
Port of Oakland 2016-12-A1**
BID DATE: March 1, 2017 @ 12:00 PM

We are soliciting quotes for (including but not limited to): Trucking, SWPPP, Traffic Control, Signs, Striping & Marking, Land Surveying, Utility Location Services, Clearing & Grubbing, Adjust Utilities to Grade, Storm Drain, Bioretention Facility, Vegetated Swales, Drainage Swales, Minor Concrete, Fencing, Object Markers, Electrical, Planting & Irrigation, Fire Hydrants, Building Demolition, Trench Drains, Guard Rails, Wheel Stops 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 LIABE/LBABA/SBE/VSBE Participation. Plans & Specs are available for viewing at our office.



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

LBE Subcontractor/Supplier Bids Requested For:

**San Francisco Public Utilities Commission
Bay Corridor Transmission and Distribution – Phase 1
Contract No. DB-128R**

Bid Date: March 9, 2017 at 2:00PM
Fax all quotes to 510-777-5099

Requesting certified LBE Subcontractor and Supplier Quotes on:
**Pipeline Contractor, Earthwork & Paving, Traffic Control Services & Devices,
Trucking & Hauling, Concrete Supplier & Delivery, Office Rental, Lumber Supply, Surveying**

Contract Documents are available by owner after signing a non-disclosure agreement.
Please visit www.sfwater.org/bids/bidlist.aspx for more information.

Subcontractors and Suppliers interested in this project may contact Jim Pelletier by email at jpelletier@shimmick.com.

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

Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the **Small Business Exchange.**

With a monthly readership of 75,000, SBE reaches a diverse audience, cutting across ethnic and gender lines as well as traditional industry segments.

Call 1-800-800-8534

or visit us at www.sbeinc.com



NOTICE TO BIDDERS FOR ALL CONSTRUCTION TRADES

Oliver & Company, Inc. (CSLB #276682), an equal opportunity employer, requesting bids from all qualified subcontractors, especially Napa small businesses, MBE, WBE and DBE contractors to submit bids for the "OLE Health" located at Hartle Court, Napa, CA.

This project consists of the construction of a new 30,000 GSF three story community health center. The building will contain exam rooms, dental exam rooms and other misc. rooms for owner operations. Please note that OSHPD 3 requirements apply to all work on this project.

Trades include but aren't limited to: scaffolding, clearing and grubbing, grading, utilities, building concrete, grade beams, CMU, steel, casework, specialty wood ceilings and walls, insulation & fire-stopping, roofing, waterproofing, flashing and sheet metal, doors frames and hardware, interior and exterior curtainwalls, glass and glazing, metal stud framing, drywall and taping, cement plaster, fiber cement board, aluminum panels, louvered siding, terra cotta siding, tile, acoustical ceilings, acoustical panels, resilient and engineered wood flooring, carpet, terrazzo flooring, painting, signage, accessories, aluminum sunshades, window coverings, elevator, fire suppression, plumbing, HVAC, electrical, concrete, landscaping, irrigation.

Plans and specifications for the above project will be available on our Link: <https://app.buildingconnected.com/public/55b7b57f7986a70700705c8c>

Bids are due on March 3rd, 2017 @ 5PM.

Bids may be hand delivered, mailed or sent by courier to 1300 South 51st Street in Richmond, CA 94804, faxed to 510-412-9095 or emailed to the following project managers.

Robert Blake, robert@oliverandco.net
Mark Mancuso, mvm@oliverandco.net
Amy Hartley, ahartley@oliverandco.net

Please contact us at the main office if you need anything else.

Oliver & Company: (510) 412-9090 office

CAHILL CONTRACTORS, LLC Colby Smith at estimating@cahill-sf.com (415) 677-0611

CAHILL CONTRACTORS, LLC requests bids from Certified SBE Subcontractors and Suppliers for the following DESIGN BUILD TRADES:

Shoring & Underpinning /
Exterior Building Maintenance /
Solar Panels - PV & Solar Hot Water /
Electrical (DESIGN ASSIST ONLY)

PARCEL Q - DESIGN-BUILD BID (SELECT TRADES)

1491 Sunnydale Avenue,
San Francisco, CA 94134

This is a CMD project with construction workforce and prevailing wage requirements.

BID DATE: 3/28/17 @ 2 PM

Voluntary Pre-bid Meeting:
3/9/17 @ 10AM, Cahill's Office
425 California St., Suite 2200
San Francisco, CA 94104

BID DOCUMENTS: Please contact Colby for access to documents on BuildingConnected.



19 PAMARON WAY, NOVATO, CA 94949
PHONE: (415) 382-1188 • FAX: (415) 883-7529
CONTACT: Kelsey Godfrey
Email: bid@arntzbuilders.com

REQUESTS QUOTATIONS FROM ALL STATE OF CALIFORNIA DGS CERTIFIED DVBE SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

**WINDOW REPLACEMENT AND STRUCTURAL RETROFIT AT MARINA MIDDLE SCHOOL
SAN FRANCISCO, CA
SFUSD Project #11739**
BID DATE: MARCH 8, 2017 @ 2:00pm
ESTIMATE: \$2,750,000

Trades needed but not limited to: Abatement, Selective Demolition, Rough Carpentry, Interior Finish Carpentry, Metal Framing, Gypsum Board, Flashing & Sheetmetal, Plaster Repair, Joint Sealers, Storefronts, Windows & Glazing, Ceramic Tile, Resilient Flooring & Base, Wall Coverings, Painting and Window Shades

CONTACT: Kelsey Godfrey bid@arntzbuilders.com

All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS AN EQUAL OPPORTUNITY EMPLOYER

D'Arcy & Harty Construction, Inc

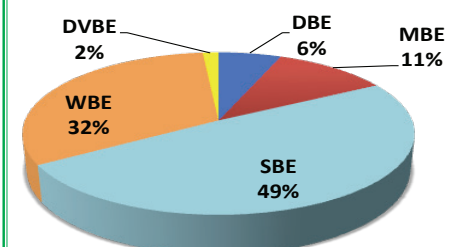
(415) 822-5200 Phone • (415) 822-0747 (Fax)
Estimator: willie@darcyhart.com

**City of Piedmont
Sanitary sewer Rehabilitation
Phase 5 Project**

Bids: March 7th, 2017 at 2:00 PM

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

AUDIENCE PROFILE Small Business Exchange, Inc.



SMALL BUSINESS EXCHANGE

Visit www.sbeinc.com to download a PDF version of the latest **SBE Newspaper** and **SBE Daily Newsletter**