

SMALL BUSINESS EXCHANGE

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Building a business as a Latino entrepreneur



Photo by rawpixel.com from Pexels

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

Claudia Ramos, graphic designer and illustrator from North Hollywood, California, dreams of turning her side business, Claudia Ramos Designs, into a full-time gig. Her dreams are specific: She'd like to see her work and that of other Latina artists sold in her very own shop. Ramos, who was born in El Salvador, currently works for Hasbro as a fashion graphic designer by day and (after her seven-year-old daughter goes to bed) on her side business by night.

Starting a business from scratch

In 2013, the company where Ramos worked, American Greetings, closed its L.A. office. It was a turning point for her as she considered her next steps.

"I thought, 'Oh, my gosh. What am I going to do?'" she said. Ramos quickly realized that she could rely on her creativity, on which she'd capitalized since she was a young girl.

Ramos began challenging herself. "A friend asked me to illustrate a save-the-date postcard for her wedding, and I said, 'Okay...'"

Soon after, Ramos' designs were featured in a wedding magazine, and she opened her Etsy shop.

"It all started using my own money," she says. "It's all been out of my own pocket. I've never reached out for anyone to sponsor me or reached out to a bank for a loan."

Ramos' entrepreneurial spirit is common among the Latino population in the United States. Her Latino counterparts, who make up a full 18 percent of the U.S. population, reached a population of nearly 58 million in 2016, according to Pew Research Center. While the 2018 Stanford Graduate School of Business Latino Entrepreneurship Gap reported that just six percent of all businesses were owned by Latinos in 1996. Today, that number has more than doubled to nearly 13 percent.

Despite these figures, most Latino-owned businesses remain small, with 98 percent reporting less than \$1 million in revenue per year.

As a whole, national banks fund Latino businesses less often than for entrepreneurs from other ethnic groups. According to the 2017 Stan-

Continued on page 8

Victor Green Created the Green Book – A Travel Guide for African Americans

[Article was originally posted on <https://americacomesalive.com>]

• Victor Green's book (*The Negro Motorist Green Book*), was a travel guide for African Americans. It was needed because of Jim Crow laws.

During the 1940s and '50s, Americans began taking to the road. Increasingly, more business conventions were being held in various parts of the country, Salesmen, athletes, and entertainers were also traveling for business. People were also beginning to take car trips for pleasure.

But Jim Crow laws made it difficult for African American businessmen or for families to travel.

Travel Uncertain and Risky

Bus or train travel by African Americans subjected them to poor treatment, and they were always relegated to the worst part of the train car or the bus.

But car travel for African Americans was also fraught with difficulties. Finding a place to buy gas, food, use the bathroom, or sleep overnight were among the challenges black people faced. They generally packed food to carry with them, brought

along extra gasoline, and if they were worried about bathroom facilities they brought along something to use as a portable toilet. Those who traveled for business generally arranged to stay with relatives or friends. They knew locating a motel or a friendly restaurant would not be easy.

If families were to take to the road to visit relatives, parents wanted to spare their children from the humiliation of being refused service or admittance.

The problems involved were not simply a matter of inconvenience. A road trip in many parts of the country could entail uncertainty and risk. Many police forces thought nothing of stopping drivers based on their color. Some travelers simply "disappeared."

There were at least 10,000 "sundown towns" in the United States as late as the 1960s. In a "sundown town" nonwhites had to leave the city limits by dusk, or they could be picked up by the police. These towns were not limited to the South—they ranged from Levittown, New York to Glendale, California and included the majority of municipalities in Illinois.

African American drivers learned to travel in a chauffeur cap (or at least have one beside them). If stopped, they could announce that they were delivering a car for a white person.

Victor Gruen's Green Book

Victor H. Green (1892-1960) started his adult work life delivering mail in Hackensack, New Jersey. (While he and his family eventually settled in Harlem, he always maintained his job with the New Jersey Postal Service.) While in Harlem he undertook managing his brother-in-law's bookings as a musician. Perhaps through this experience, Green began hearing the terrible tales of what befell African Americans who traveled.

Travel guides existed for Jewish people, because they, too, encountered discrimination on the road. Green began planning his own guide. He used his connections within the National Association of Letter Carriers to gather information on various regions.

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Community Outreach

Mayor Garcetti: Los Angeles will recycle 100% of city's wastewater by 2035

Improvements to Hyperion Treatment Plant will allow L.A. to reach peak recycling capacity

Mayor Eric Garcetti announced that L.A. will recycle 100% of its wastewater by 2035 — a major step to expand water recycling and reduce reliance on imported water.

The Mayor was joined by Councilmember Mike Bonin and senior leadership from the L.A. Department of Water and Power (LADWP) and Bureau of Sanitation (BOS).

“Conservation is about more than how we respond to a dry year — it should shape how we prepare our City for tomorrow,” said Mayor Garcetti. “Maximizing L.A.’s recycling capacity will increase the amount of water we source locally, and help to ensure that Angelenos can count on access to clean water for generations to come.”

Hyperion — the largest treatment plant west of the Mississippi River — currently receives 81% of the City’s total wastewater and recycles 27% of the water that flows into the facility. Improvements to Hyperion will cost roughly \$2 billion over the next 16 years and create middle class engineering, construction, operations, and maintenance jobs.

“It is hard to overstate how important this announcement is for Los Angeles,” said Councilmember Mike Bonin. “This is a major milestone in our work to make Los Angeles a sustainable and resilient city, and it is just the latest example of how LA is continuing to demonstrate that big things can happen in big cities when we work together toward a sustainable future.”

Currently, 2% of the City’s water supply comes from L.A.’s four water treatment facilities: Hyperion, L.A. Glendale, Tillman, and Terminal Is-

land. Increasing Hyperion’s recycling capabilities to 100% by 2035 will increase that number to 35% — and help the City meet Mayor Garcetti’s Sustainable City pLAN goals to cut purchases of imported water by 50% by 2025 and source 50% of water locally by 2035.

“Hyperion played a pivotal role in restoring the Santa Monica Bay,” said Bureau of Sanitation Director Enrique Zaldivar. “I am thrilled to see it now play a crucial role in the future of the City’s water resilience.”

The efforts at Hyperion and Los Angeles’ three other wastewater treatment plants — which are already at 100% recycling capacity — are part of a growing portfolio of projects spearheaded by Mayor Garcetti to reduce Los Angeles’ dependence on imported water. Last year, Mayor Garcetti broke ground at the North Hollywood West Groundwater Treatment facility, the first of four groundwater

treatment projects that will eventually clean the San Fernando Valley Groundwater Basin — an aquifer that can provide drinking water to more than 800,000 Angelenos.

Mayor Garcetti also helped lead the passage of Measure W, a \$300 million local measure approved by L.A. County voters in 2018 to fund infrastructure projects and programs to capture, treat, and recycle rainwater.

“With the City committing to 100% recycled water at all four treatment facilities by 2035, LADWP will be able to reliably source up to 70 percent of its water sustainably and locally instead of depending on costly imported water,” said LADWP General Manager David H. Wright. “Today’s announcement is nothing short of a game changer when it comes to securing LA’s water future.”

■ Continued on page 6



Smart Ways TO WORK by Odette Pollar

Getting the Most From Voice Mail

How time flies. Do you remember when voicemail was the new thing? Even though many people rely more on email than the phone, voicemail is still a well-used feature with its own challenges. Voice mail is sometimes considered impersonal and infuriating, particularly to those who have a deadline or who need immediate help. Don’t you just love it when you place a call and the robotic voice says, “Thank you for calling xyz company. If you know your party’s extension, please press it now.” Of course, you don’t know your party’s extension, and sometimes, even when you do and press the appropriate number, you get back to the original robotic

voice in time to hear ringing, the electronic voice telling you to leave a message, a long silence, more ringing and another instruction to leave message at the tone. Even more special are those occasions when the operator does not come on if you hold, so you get automatically disconnected.

On the plus side, the benefits of voice mail are numerous. Users love it because they can return calls to customers and clients and leave messages any time day or night, freeing them from being tied to normal business hours. You no longer have to worry that a receptionist will mess up your message, spell your name wrong, forget to write down your phone number, transpose digits, or the worst, lose the message entirely. According to a study by Traveler’s Corporation, a Hartford, Connecticut-based insurance company, its survey found that 60% of its internal telephone calls did not require a two-way conversation. Leaving key information or a confirmation no longer requires interrupting another person.

User Tips

1. When recording your voice mail message, always let the caller know within the first few seconds how to bypass the message and go straight either to an operator or to

the beep. Remember to speak naturally and smile.

2. Change your message regularly, and remember to keep it short and simple. Leave your name, the company name, and ask for a detailed message from the caller. Do not forget to request that the caller leave the best time to be reached in the message.
3. Leave a friendly personal message; however, be cautious of leaving one that is too long or contains excessive background noise, including long musical passages.
4. Do not make a commitment you cannot reasonably keep. If your message says you will call back at the end of the day, and that is unlikely to occur, change it to let people know that it will be within twenty-four hours instead.
5. When you are leaving a message, speak clearly and slowly, especially when leaving your telephone number. Leave the number, even if you think the recipient has it. He or she may be traveling without the relevant telephone book when retrieving their messages.

6. To reduce the number of incoming and outgoing calls, try to leave messages that do not require a response. For example, “I will send this to the printer by three o’clock Friday (date) unless I hear from you.” Rather than asking people to call back to confirm information, leave your understanding of the date, time, or situation, followed by, “Call me back only if any of the above information is incorrect.”
7. When leaving a message be concise about what it is concerning and the next action you are requesting. Let the person you called know when you will be available for their return call. And leave your number at the beginning and at the end of your message.

Odette Pollar is a nationally known speaker, author, and consultant. President of the management consulting firm, Smart Ways to Work based in Oakland, CA, her most recent book is *Surviving Information Overload*. Email to share your comments, questions and suggestions: odette@SmartWaysToWork.com. Visit us at: www.smartwaystowork.com call: 1-800-599-8463.

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Access to Capital

Ready to Grow Your Business?

How to Use a Small Business Loan

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

To guarantee the future of your business, you should frequently assess how you can improve your existing strategies. Perhaps you need to update equipment or want to hire more employees. Having funds for these projects can enable you to take your business to the next level.

So, once you apply for and receive a small business loan, pursue one or more of our suggestions below. When your business tactically utilizes additional working capital in ways that will advance your existing operations, you'll be surprised at how much you can accomplish!

How to Use a Small Business Loan:

1. Market Your Business

If your business is making consistent sales, you might neglect your marketing efforts. Unfortunately, this can be detrimental to your business in the future, when you aren't accruing new customers.

To continue attracting customers, you can invest in marketing initiatives, such as direct mail

pieces, sponsored social media posts and online advertisements. This will be money well-spent, as you'll be focusing on the promotion of your business's services or products.

2. Use as Additional Cash Flow

Having ample cash flow can make or break a business. That's why many business owners opt to use their loan in order to have enough cash flow to run their operations. Having a loan to use as steady cash flow will allow you to have money for when sales decline, you want to pay for future initiatives or can serve as a cushion in the case of an emergency.

3. Upgrade Equipment

If your business relies on equipment, you must make maintaining it a priority. With your business loan, you can pay for repairing, leasing or purchasing equipment. It can be challenging to afford equipment while paying for other business costs, so devoting the use of your loan to equipment should be considered.

4. Use as Payroll

The quality of your staff can greatly affect the longevity of your business. It is pivotal that you invest in building a strong team of professionals, which is why you should use your business loan for growing your team. On boarding and payroll costs can accumulate, especially if you're aiming to fill multiple positions. Still, it is worth it in the long term if you're recruiting individuals who will add value to your business.

So, if expanding your team is on your to-do-list, consider using your business loan for hiring and payroll costs.

5. Pay Your Bills

Running a business requires a myriad of costs. If you're overwhelmed by incoming bills each month, or have acquired significant debt, having a loan to cover these payments can be valuable. Paying off debt can put your business back in good financing standing and having money to pay bills will eliminate the chance that you accumulate future debt. Money management is critical and using your loan amount for these areas will benefit your business's finances.

6. Invest in Renovations

The longer you run your business, the more updates you'll have to invest in. This could be interior or exterior remodeling, or equipment updates, among other needs. Due to this, some business owners utilize their business loan to pay for renovations. They can make necessary changes to their business, without worrying about how they'll be able to afford these revisions.

7. Pursue New Technology

Regardless of your business's industry, there is likely technology available that could make your job easier and more efficient. Whether it is automation software, communication tools, a mobile app or other technology, your business's processes can be improved upon. Devote your business loan to making technological advances and watch how your business flourishes!

8. Use as Bridge Financing

Does your business make money through bidding on large projects, in which you're paid par-

Continued on page 6

California Sub-Bid Request Ad



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

REQUEST FOR DVBE & SBE
SUBCONTRACTORS AND SUPPLIERS FOR:
Ohlone Community College District
Ohlone College North Parking Lot
BID DATE: March 13, 2019 @ 2:00 PM

We are soliciting quotes for (including but not limited to):
Trucking, Temporary and Permanent Erosion Control Measures, Survey, Clearing, Tree Removal, Scheduling, Concrete Curb & Gutter, Flatwork, Concrete Structures (Retaining Walls, Stairs), CMU Building (CMU, Doors, Skylights, Roofing, etc.), Water Line, Sewer, Storm Drain, Fencing, Gates, Hand Rails, Bollards, Landscape, Irrigation, Asphalt Material Supply, Aggregate Supply, Mechanical, Hazardous Materials Abatement, Striping, Signs, Painting, Fire Alarm Systems, Lighting, Site Electrical, Cold Milling, Slurry Seal, Saw Cutting, Water-Proofing, Temporary Fence, Rebar, Utility Adjustment, Pipe Supply, SWPPP Plan, and Construction Materials

An Equal Opportunity Employer
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 break-out any portion of work to encourage DVBE & SBE Participation. Plans & Specs are available for viewing at our office.



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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
2014 Napa Earthquake Pavement Repairs,
Rds 18-14
County of Napa
BID DATE: March 7, 2019 @ 1:00 PM

We are soliciting quotes for (including but not limited to):
Trucking, Temporary and Permanent Erosion Control Measures, Pulverizing Pavement, Striping & Marking, Traffic Control, Crack Seal, and Construction Materials

An Equal Opportunity Employer
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 break-out any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office.



Santa Clara Valley Transportation Authority

Disadvantaged and Small Business Summit

Join Us at VTA's Largest Prime Contractor Networking Event



- Expand and grow your business by connecting with prime contractors and public agencies (First 100 attendees to check in will receive a private meeting with a Prime Exhibitor!)
- Provide comments on VTA's Proposed FFY 2020-2022 Triennial DBE Goal
- Learn about VTA's 2018 Disparity Study
- Participate in DBE & SBE Certification Workshop (Bring completed application for review)

Friday, March 22, 2019
8:30 am to 12:00 pm

VTA Auditorium
3331 N. First Street
San José, CA 95134

Register at <https://goo.gl/y7r3Bb>

Participating Public Agencies:

- California Department of Transportation (Caltrans)
- County of Santa Clara
- Department of General Services (DGS)
- Metropolitan Transportation Commission (MTC)
- Norcal Procurement Technical Assistance Center (Norcal PTAC)
- Golden Gate Bridge, Highway and Transportation District (GGBHT)



In accordance with the Americans with Disabilities Act (ADA) and Title VI of the Civil Rights Act of 1964, VTA will make reasonable arrangements to ensure meaningful access to its meetings for persons who have disabilities and for persons with limited English proficiency who need translation and interpretation services. Individuals requiring ADA accommodations should notify the Office of Small and Disadvantaged Businesses (OSDB) at least 48-hours prior to the meeting. Individuals requiring language assistance should notify OSDB at least 72-hours prior to the meeting. OSDB may be contacted at (408) 321-5962 or e-mail: osdb@vta.org or (408) 321-2330 (TTY only). VTA's home page is on the web at: www.vta.org or visit us on Facebook at: www.facebook.com/scvta. (408) 321-2300: 中文 / Español / 日本語 / 한국어 / tiếng Việt / Tagalog.

CNS-3220418#



California Sub-Bid Request Ads

AECOM

One California Plaza • 300 S. Grand Avenue • Los Angeles, CA 90071

REQUEST FOR BIDS & NOTICE OF INTEREST

AECOM is bidding on the following project as a Prime Contractor:
**The County of Los Angeles Department of Public Works for
 On-Call Master Plan and Strategic Facilities Planning Services**
Due Date: Thursday, March 7, 2019, 2pm

AECOM is seeking qualifications from Community Business Enterprises (CBEs) and other subcontractors for field assessments and the following work:

- Planning and Architecture
- Cost Estimating
- Civil /Structural Engineering
- Economic Analysis
- Electrical Engineering
- Environmental Planning
- Financing Strategies
- Geotechnical Engineering
- Land Use Planning
- Mechanical Engineering (HVAC and Plumbing)
- Public Outreach
- Transportation Planning
- Space Planning

Experience providing similar services for the County of Los Angeles, and/or specialists in corrections, healthcare, office, public safety facility types are preferred. This proposal is in alignment with the County of Los Angeles's CBE Program requirements and certified CBEs are encouraged to respond.

AECOM intends to conduct itself in good faith in regards to all firms.

Interested businesses should email a brief overview of relevant experience listing any County of L.A. experience along with CBE documentation by **Monday, March 4, 2019**, to Deanna Weber at deanna.weber@aecom.com and Wei Wei Scott at weiwei.scott@aecom.com.

We are an Equal Opportunity Employer



(An Equal Opportunity Employer)

Animal Care & Control Project

Clark Construction has released a Request for Proposal (RFP) to pre-qualified prime bidders for acoustical ceilings, ceramic tile, cold storage rooms, fences & gates, lab casework/casework, overhead coiling doors, painting & concrete sealer, polished concrete, resinous flooring, specialties and animal equipment.

For subcontractors interested in lower-tier opportunities on the above scopes, please contact Rachel Browne for the list of pre-qualified prime bidders.

The RFP files can be accessed via Box at the link provided below:

<https://clarkconstruction.box.com/v/sfacc>

Bid Due Date: 3/14/19 2:00 pm

Clark Construction Group- California, LP

Contractor License #839892
 180 Howard Street, Suite 1200, San Francisco, CA 94105
 Contact: Rachel Browne
 Phone: (628) 333-1597
rachel.browne@clarkconstruction.com

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:

NORTH CITY PURE WATER PIPELINE

Owner: City of San Diego

Location: San Diego, CA

Bid Date: March 26, 2019 @ 2:00 P.M.

J.F. Shea Construction, Inc.

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

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

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

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

Demolition, Geotextiles, Aggregates, Curb & Gutter, Landscape, Precast Concrete, Ready-Mix Concrete, Reinforcing Steel, Masonry, Welding, Structural Steel, Steel Decking, Miscellaneous Metals, Waterproofing, Insulation, Metal Panel Tile Roofing, Sheet Metal, Sealants, Metal Doors/Frames/Hardware, Overhead Coiling Doors, Louvers, Painting & Coatings, Signage, Fire Protection Specialties, HVAC, Equipment, Electrical & Instrumentation, and Cathodic Protection

Plans and Specifications: Contract Documents may be obtained by visiting the City's website: <http://www.sandiego.gov/cip/>. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.



SYBLON REID
 General Engineering Contractors
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P.O. BOX 100 Folsom, CA 95763
 Phone: (916) 351-0457 Fax: (916) 351-1674
 Contact: Brad Schieckoff or Ryan Fox

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

Job Name: City of Biggs Phase II WWTP Improvement

Contract No: 19-01

Base Bid Amount: \$5,761,500

REVISED Bid Opening Date: 3/27/2019 @ 2:00PM

Trades Solicited:

SAND & GRAVEL, CONCRETE & CEMENT, REINFORCING BAR SECTION, PIPE, FENCING, ELECTRICAL & SIGNALS, CONSTRUCTION STAKING, CLEARING & GRUBBING, GRADING, STRUCTURE EXCAVATION, STRUCTURE BACKFILL, DITCHES EXCAVATION, EMBANKMENT CONSTRUCTION, IMPORTED BORROW, HYDROSEEDING, EROSION CONTROL, AGGREGATE BASE, MINOR CONCRETE STRUCTURE, ELECTRICAL, TRUCK BROKER, HEAVY EQUIPMENT RENTAL, DEMOLITION

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

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

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



Thompson Fall Montana Sub-Bid Request Ad



SYBLON REID
 General Engineering Contractors
 Providing Solutions to Difficult Projects

107 S Kimball Avenue Suite 275 • Caldwell, ID 83605
 Phone: (916) 351-0457 Fax: (916) 351-1674
 Contact: Adam Simmons • Email: adams@srco.com / estimating@srco.com

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

Solid Waste System Improvements Project #1-15140

Location: Thompson Falls Montana

Bid Date: March 5th, 2019

Trades Solicited:

SAFETY, ASPHALT, CONCRETE & CEMENT, STEEL, PAINT, FENCING, GUARD RAILINGS & BARRIERS, GLASS & GLASS BLOCK, CLEARING & GRUBBING, STRUCTURE EXCAVATION, STRUCTURE BACKFILL, HYDROSEEDING, EROSION CONTROL, FINISHING ROADWAY, PAVING ASPHALT (ASPHALT CONCRETE), CONCRETE STRUCTURE, JOINT SEAL - WATER STOP, REINFORCING STEEL, FILTER FABRIC, DOWNDRAIN, CONCRETE CURB & SIDEWALK - MISC, FENCING, LIGHTING, ELECTRICAL, GLASS INSTALLATION, BUILDING CONSTRUCTION, CARPENTRY, LAND SURVEYING, CRANE WORK, ROOFING, PLUMBING, PAINTING STRUCTURES, INSULATION, HARDWARE (ROUGH), HARDWARE (FINISH).

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

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

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

With SBE you can:

FIND
 Subcontractors, Vendors,
 and Suppliers

REACH
 Diverse Audiences

ADVERTISE
 Sub-Bid Request Ad
 Public Legal Notices
 Job Listings

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



California Sub-Bid Request Ads

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

Fire Sprinkler / Solar / Exterior Building Maintenance / Fire Alarm (Design Only)

1064 MISSION STREET - DESIGN-BUILD BID
1064 Mission Street, San Francisco, CA 94103

This is an SFCMD project with construction workforce and prevailing wage requirements.

BID DATE: 3/18/19 @ 2 PM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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

CAHILL CONTRACTORS LLC requests bids from Certified SBE Subcontractors and Suppliers for the following trades:

Rough Carpentry / Finish Carpentry / Insulation / Roofing / Sheet Metal / Doors, Frames, Hardware / Overhead Coiling Doors / Tile, Stone, Masonry / Acoustical Ceilings / Flooring / Concrete Staining, Sealers, Polishing / Painting / Misc. Specialties / Toilet & Bath Accessories / Pest Control / Trash Chutes & Compactors / Window Treatments / Landscape / Asphalt Paving & Striping / Site Concrete, Pavers

681 FLORIDA STREET - REMAINING TRADES
681 Florida St, San Francisco, CA 94110

This is an SFCMD project with construction workforce and prevailing wage requirements.

BID DATE: 2/28/19 @ 2 PM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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

DBE SUBCONTRACTORS/SUPPLIERS BID/PROPOSALS REQUESTED
RFP NO. PS60032

METRO PHOTO ENFORCEMENT PROGRAM PROPOSAL SUBMITTAL DATE: APRIL 4, 2019
LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA) PERFORMANCE/PAYMENT/ SUPPLY BOND MAY BE REQUIRED

This advertisement is in response to LACMTA'S DBE program. Reflex Traffic Systems, Inc intends to conduct itself in "Good Faith" with DBE firms regarding participation in this project.

All bids/proposals need to be submitted no later than **March 12, 2019** so that all bids/proposals can be fairly evaluated.

Subcontracted work with this project could include project management, construction design, construction and equipment installation, system maintenance, violation back office processing and other related processes.

Contact:

Rick Willing

Reflex Traffic Systems, Inc
5651 West Talavi Blvd, Suite 200
Glendale AZ 85306-1893
Phone: 630-453-1209
Email: rwilling@reflex.com

DESILVA GATES CONSTRUCTION

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

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

THE PAVEMENT REHABILITATION OF NORTH LIVERMORE AVENUE FROM THE LIVERMORE CITY LIMIT TO MANNING ROAD – MURRAY TOWNSHIP, ALAMEDA COUNTY, CALIFORNIA
Specification No. 2337,
Minority/Women-Owned Business Enterprise Goal Assigned is 15% MBE and 5% WBE

OWNER

COUNTY OF ALAMEDA –
951 Turner Court, Room 300,
Hayward, CA 94545

BID DATE: MARCH 5, 2019 @ 2:00 P.M.

We hereby encourage responsible participation of local Minority/Woman-Owned Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

ADJUST IRON, CMP PIPE SUPPLIER, COLD PLANE, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, MINOR CONCRETE, PAVEMENT MILLING, REINFORCED CONCRETE PIPE, JACKED REINFORCED CONCRETE PIPE, CORRUGATED METAL PIPE, ROADWAY EXCAVATION, RUMBLE STRIP, STRIPING, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 4 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is ftp@desilvagates.com and password is f7pa55wd) or from the Owner's site at www.ipdservices.com/clients/eastbay/index.html?alco&Show=Planroom

Fax your bid to (925) 803-4263 to the attention of Estimator Eric Allred. 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/Public-Works.html

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

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

DESILVA GATES CONSTRUCTION

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

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

CALTRANS ROUTE 70 – CONSTRUCTION ON STATE HIGHWAY IN YUBA COUNTY NEAR LINDA AND MARYSVILLE FROM 0.3 MILE SOUTH OF FEATHER RIVER BOULEVARD UNDERCROSSING TO THE YUBA RIVER BRIDGE AND OVERHEAD,
Contract No. 03-OH5104,
Federal Aid Project No. ACHSNHG-P070(136)E
Disadvantaged Business Enterprise Goal Assigned is 16%

OWNER

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

BID DATE: MARCH 14, 2019 @ 2:00 P.M.

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

AC DIKE, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, EMULSION SUPPLIER, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, ROADSIDE SIGNS, ROADWAY EXCAVATION, RUMBLE STRIP, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, ASPHALT OIL/BINDER 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

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

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

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

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/Affirmative Action Employer

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

ZINFANDEL COMPLEX PROJECT – CONSTRUCTION ON STATE HIGHWAY IN SACRAMENTO COUNTY ON STATE HIGHWAY 50 IN THE CITY OF RANCHO CORDOVA AT ZINFANDEL DRIVE FROM 0.2 MILE SOUTH TO 0.1 MILE NORTH OF ZINFANDEL DRIVE OVERCROSSING
City Project No. CP14-2132,
Federal Aid Project No. STPL-5482(032)
Disadvantaged Business Enterprise Goal Assigned is 11%

OWNER

CITY OF RANCHO CORDOVA –
2729 Prospect Park Drive,
Rancho Cordova, CA 95760

BID DATE: MARCH 14, 2019 @ 2:00 P.M.

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

BRIDGE, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, ELECTRICAL, EROSION CONTROL, FENCING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, DELINEATORS, MARKERS, SIGN STRUCTURE, SLURRY SEAL, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TRAFFIC CONTROL SYSTEMS, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, STREET SWEEPING, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, ASPHALT TREATED PERMEABLE BASE, RUBBERIZED HMA (OPEN GRADE) MATERIAL.

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

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/Public-Works.html

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

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



California Sub-Bid Request Ads



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 East Bay Municipal Utility District, Aerated Grit Tanks and Gallery Improvements Project in Oakland, CA.

<http://www.dgs.ca.gov> / http://www.dot.ca.gov/hq/bep/find_certified.htm /
<http://www.acgov.org/auditor/sleb/> /
<http://sf-hrc.org/> /
<http://www.portofoakland.com/srd>

Subcontractors and Suppliers for the following project:

**Aerated Grit Tanks and
Gallery Improvements Project
Specification No. SD-39**

**Owner: East Bay Municipal Utility District
Bid Date: March 6, 2019 @ 1:30 P.M.**

Disadvantaged Business Enterprises (DBEs)

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Disabled Veteran Business Enterprise (DVBE) and all other small/local business enterprises wanted for the following scopes, including, but not limited to:

Asbestos Abatement, Concrete Supply, Concrete Reinforcement Supply & Install, Cast in Place Concrete, Demo, Dewatering, Electrical, Injection Grouting, Metals, Painting & Coatings, Piping, Pipe & Valve Supply, Shoring, Waterstops, Survey, Trucking & Hauling, Street Sweeping and 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 DBE, MBE, SBE, DVBE and all other small/local business enterprise 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 1, 2019 and Quotes NO LATER THAN
March 5, 2019 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.

Contract Equity Program applies.

Performance and Payment Bonds may be required for Subcontractors and Supply Bonds for Suppliers on this project.

An Equal Opportunity Employer

CA Lic. 433176
DIR # 1000001147

Los Angeles will recycle 100% of city's wastewater by 2035

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“The Mayor’s bold and visionary announcement marks the dawn of the City’s transformation to a sustainable water management future where every drop of local water is treated as essential,” said Mark Gold, UCLA Associate Vice Chancellor for Environment and Sustainability. “The transformation of the City’s four treatment plants to full water recycling can supply Los Angeles with approximately a third of our annual water supply: the most critical step in making this megacity a sustainable L.A.”

SOURCE: www.lamayor.org



Owner: City of San Diego
Project Name: North City Pure Water Facility; Bid No. K-19-1810-DBB-3
Location: 4940 Eastgate Mall, San Diego, CA 92121
Bid Date: April 3, 2019 at 2:00p.m.

Request for sub-quotes DBE, MBE, WBE, SBE, SBRA, LSAF, HUBZone

Kiewit Infrastructure West Co. (“Kiewit”) is seeking quotes from qualified Disadvantaged Business Enterprises (DBE), including Minority Business Enterprises (MBE), Woman Business Enterprises (WBE), Small Business Enterprises (SBE), Small Business in Rural Area (SBRA), Labor Surplus Area Firms (LSAF), Historically Underutilized Business (HUB) Zone Small Businesses and all other business enterprises to perform as subcontractors, material contractors, and suppliers. DBEs must provide evidence of certification by the U.S. Environmental Protection Agency (USEPA), the Small Business Administration (SBA), the Department of Transportation’s State-Implemented DBE Certification Program (with U.S. citizenship) (CUCP), Tribal, State, and Local Governments, or Independent Private Organization Certifications.

The **North City Pure Water Facility (NCPWF) Project** will provide the owner with a production capacity of 34 million gallons per day of purified water that will be conveyed to Miramar Reservoir for augmentation. The NCPWF includes, but is not limited to, Operation and Maintenance Building, process facilities including ozone, biological active carbon (BAC) filters, membrane filtration (MF), reverse osmosis (RO), ultraviolet (UV) advanced oxidation, support systems including chemicals, HVAC, electrical, instrumental & control, and site work, all in accordance with the special provisions, drawings, and technical specification.

Kiewit will be requesting quotes for various areas of work listed in, but not limited to, the scopes of work below.

Aggregates • Trucking & Hauling • Ductile Iron Pipe • Plastic Pipe • Cast Iron Sewer Pipe • HDPE • Asphalt Paving • Curbs & Gutter • Fences/Gates/Guardrails • Landscaping Contractors • Ready Mix Supply • Concrete Reinforcing Installation • Concrete Pumping • Precast Concrete • Metals • Welding Services • Stainless Steel Pipe • Steel Pipe • Metal Deck • Wood Material • Plastic Fabrication • Damp proofing & Waterproofing • Membrane Roofing • Flashing & Sheet Metal • Joint Sealer • Metal Doors & Frames • Overhead Door • Windows • Plaster & Gypsum Board • Flooring • Paints & Coating • Specialties • Louvers & Vents • Identification Device • Exterior Signage • Fire Protection Specialties • Water Supply & Treatment Equipment • Supply & Treatment Pump • Water Aeration Equipment • Chemical Feed Equipment • Disinfectant Feed Equipment • Hydraulic Gates & Valve • Sewage & Sludge Pump • Grit Collecting Equipment • Screening & Grinding Equipment • Chemical Equipment • Sludge Handling & Treatment Equipment • Compressor • Cathodic Protection • Storage Tank • Hoists & Crane • Bolts & Gaskets • Hangers & Support • Mechanical Insulation • Valves • Pipes & Tubes • Pickling/Passivation • Heat Tracing for Mechanical • Plumbing Fixtures & Equipment • HVAC • Fiberglass-Reinforced Plastic Process Pipe • Testing, Adjusting, Balancing • Electrical Work

Firms interested in receiving a bid package for this project must contact us at the e-mail address noted. Responding firms will be issued an “Invitation to Bid” through Kiewit’s electronic use of SmartBid system (at no cost to bidder) with project information and bid instructions. Plans and specifications will also be available for review at the address listed below if requested.

This is a public works project and is subject to prevailing wage rates. Project is also financed in part by the California Clean Act State Revolving Fund and is subject to federal funding requirements including, but not limited to the AIS Provisions, DBE Program requirements, California Labor Code and the Davis-Bacon Act.

Responsive bidders must possess a valid California Contractor’s license (as appropriate) and provide acceptable insurance. Responsible subcontractors and material contractors will be required to provide bonding for 100% of their contract value. Kiewit will reimburse bond premiums. Firms performing any onsite work must be signatory to the appropriate union labor agreements.

Kiewit intends to conduct itself in good faith with all DBEs and all other business enterprises regarding participation on this project. For further information regarding this project, licensing, insurance or bonding, or project schedule, please contact the Lead Estimator listed below.

Kiewit Infrastructure West Co.
10704 Shoemaker Ave., Santa Fe Springs, CA 90670
Tel: (562) 946-1816 • Fax: (562) 946-3823
Contact : Bill Allen
Email : bill.allen@kiewit.com

“Kiewit Infrastructure West Co. is an Equal Opportunity Employer. Employment decisions are made without regard to race, color, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability, protected veteran status or other characteristics protected by law.



PROJECT NAME: Presidio Tunnel Tops
BID DATE: April 12th, 2019 at 5:00 PM

Swinerton is requesting quotations from certified SDB's and SWB's.

This Trade Package has a 9% SDB/SWB goal.

Building Construction Estimate is: \$85M

Scopes: Planting

Pre-Bid Meeting: March 27th, 2019 at 10 a.m., Building 603, Mason Street, The Presidio of San Francisco

Project Description:

The Presidio Tunnel Tops, located in the Presidio of San Francisco, is a project to create 14 new acres of national park land over the recently completed Doyle Drive tunnels between Lincoln and Mason street. In addition to landscaped open areas, the project will include about 4 acres that will become an expanded youth education center. One historic building will be renovated and turned into classrooms, and two new buildings will be constructed. One existing (non-historic) building will be renovated and The Outpost, a nature play and learning landscape, will be constructed.

Assume this trade package starts May of 2019; overall project to start October 2019

PLANS & SPECIFICATIONS:

Contact Jorge Rabanal for on-line access to digital files

WE REQUEST BIDS FROM ALL SUBS

Contact: **Jorge Rabanal**

Tel: (415) 471-4360

EMAIL TO: jrabanal@swinerton.com

Please submit your bid to

Jorge Rabanal via SmartBid or by email.

We reserve the right to require all subcontractors to furnish 100% performance and payment bonds from a U.S. Treasury-listed surety. Premium cost to be included as a separate item. At our discretion, a bid bond and/or letter of bondability from a U.S. Treasury-listed surety may be required within 48 hours of demand. Swinerton Builders is an equal opportunity employer requesting subcontractor bids from all interested firms including disadvantaged, minority, women, veterans and emerging small business enterprises. Assistance in helping subcontractors obtaining bonds, lines of credit and/or insurance will be provided. Please contact Miquel Penn, Community Relations Liaison, at 510-906-2271 if you have any questions. All bids received to be per Swinerton Builders subcontract terms and conditions without modification. Swinerton Builders uses wrap up insurance for all its projects. If there are no instructions with the bid to the contrary, then you shall include all insurance costs in your bid. Swinerton Builders Standard Subcontract and insurance requirements are available for review at <https://www.swinerton.com/subcontractors/subcontractor-sample-agreements>

“Swinerton is an Equal Employment Opportunity, Minority, Women, Disability, and Veteran Employer”

How to Use a Small Business Loan

Continued from page 3

tially at the beginning and end of a job? If so, you might profit from bridge financing. This money can be used for purchasing materials, equipment upkeep and paying employees. By doing this, you’ll be able to successfully complete projects, while bidding on additional jobs!

9. Pay Your Taxes

Do you dread paying your taxes each year? They can be costly, and you may worry that your business will be low on cash afterwards. Don’t fret – once you’ve received a business loan, you can pay your taxes and still have money to put towards your business’s needs. Therefore, if you’ve already accepted a loan offer, contemplate saving it for tax season!

10. Accomplish your Expansion Plans

If your company is thriving, you might have ideas on how you can continue to grow your

business. Many business owners consider expanding their business, either by opening another location, expanding their existing location or increasing their products or services. Of course, these projects can be costly, especially if they require you to rent real estate or build a new structure, so you’d likely benefit from using your business loan for your expansion plans.

11. Purchase Inventory

Whether your business sells inventory, or you simply need certain items to operate, inventory can be crucial. Using your business loan to purchase inventory will ensure that you don’t run the risk of being unable to pay for inventory.

12. Pay for Holiday Costs

The holiday season can provide opportunities for small business owners to take advantage of the increase in customer spending. But to reap

the benefits, you’ll need to invest in your business during the holiday season.

So, to do this, use your business loan for holiday initiatives, such as hiring seasonal staff members or purchasing additional inventory, or increasing your marketing efforts to promote special holiday deals.

Next Steps

Receiving a business loan can provide new opportunities for your company. By considering the ideas mentioned in this post, you can take the financing you receive and put it towards an initiative that will benefit your business.

SOURCE:

<https://www.forafinancial.com/blog/working-capital/use-small-business-loan/>

The most exciting construction projects in pro sports

[Article was originally posted on <https://blog.buildingconnected.com>]

By McKenzie Gregory,

These days, every new stadium, arena, and ball-park is bigger and better than the last — making it unsurprising that pro sports construction has become a multi-billion-dollar industry. Between dramatic increases in square footage, premium amenities, and state-of-the-art finishes, these projects are some of the most lavish ones built.

Below, we've gathered some of the biggest, most exciting, and most expensive sports projects currently under construction.

Las Vegas Stadium

Team: Las Vegas Raiders

Location: Las Vegas, Nevada

Cost: \$1.9 billion

General contractors: Mortenson Construction + McCarthy Construction

The details: In 2020, the Raiders will officially begin their tenure in Las Vegas — their fourth move in 59 years. The 65,000-seat stadium will feature state-of-the-art retractable doors and a glass-domed roof to offer fans an outdoor feel and a comfortable climate.

Key features:

- The translucent stadium components will make the stadium appear black during the day, but lights inside the stadium will be visible from outside at night.
- The natural-grass field will grow outdoors on a 4-foot-high tray that will be wheeled inside on game day. An artificial-turf field will rest atop the concrete stadium floor.
- The north end of the stadium will have 80-by-120-foot lanai doors that open to a view of the Las Vegas Strip.

Chase Center

Team: Golden State Warriors

Location: San Francisco, California

Cost: \$1 billion

General contractors: Clark Construction Group + Mortenson Construction

The details: The new Chase Center, which is scheduled to open for the start of the 2019-20 NBA season, is on an 11-acre site in San Francisco's Mission Bay neighborhood. The privately-financed project includes an 18,000-seat arena, two office buildings, 100,000 square feet of mixed-use space, and underground parking. More than three acres will be plazas, landscaping, and other public spaces.

Key features:

- Enhanced internet bandwidth will allow fans to easily post photos and videos that can be seen on the state-of-the-art scoreboards.
- The project has been designed to achieve LEED Gold certification.

Miami Freedom Park and Soccer Village

Team: Inter Miami CF

Location: Miami, Florida

Cost: \$1 billion

General contractor: TBD

The details: David Beckham wants to transform the former site of Melreese Country Club, next to Miami International Airport, into a complex dedicated to his new professional football team Club Internacional de Futbol Miami — or Inter Miami. It would include a 25,000-seat stadium, along with a 23-acre park, a hotel, shopping precinct, and public sports grounds, designed by Miami-headquartered firm Arquitectonica.

If negotiations with the city are successful, Miami Freedom Park and Soccer Village is slated for completion in 2021.

Key features:

- In updated renderings, Arquitectonica has included a playground, skate park, and golf facility on the city-owned portion of the park.

- The site would include 3750 parking spaces, most of them underground.

Los Angeles Stadium at Hollywood Park

Team: Los Angeles Rams, Los Angeles Chargers

Location: Los Angeles, California

Cost: \$5 billion

General contractor: Turner Construction Company + AECOM Hunt Construction

The details: This privately financed, 100,000-person capacity stadium will be the centerpiece of a large, mixed-use development that will include a performing arts center, office space, retail, hotel rooms, residences, 25 acres of park and recreational space, restaurants, and conference facilities.

Key features:

- The Super Bowl is set to come to the venue in 2022, it's lined-up to host the 2028 Olympics, and it's the most likely candidate to host the 2026 World Cup Final if the United States, Mexico, and Canada's bid to co-host is approved.
- The most noticeable design feature of the stadium is its expansive, transparent roof that will cover not only the entire playing field and seating bowl but also an adjacent pedestrian plaza and a proposed 6,000-seat theater capable of hosting high-profile events like the Academy Awards.
- Cutting-edge technologies will be integrated throughout the building, including an Oculus video board. With more than 60,000 linear feet of screen, the Oculus is the world's largest sporting event digital display.

Globe Life Field

Team: Texas Rangers

Location: Arlington, Texas

Cost: \$1.1 billion

General contractor: Manhattan Construction Group

The details: The future home of the Texas Rangers is expected to be ready to open in time for the start of the 2020 season and will seat approximately 41,000 fans. The roof will retract to the west so that if rain quickly approaches and they need to close it, the infield will be the first thing to get covered instead of the outfield, which is how most enclosed stadiums are designed. The roof itself will house a skylight, so even when it's closed, natural light will be able to indirectly filter into the stadium — but it won't affect players' or fans' vision.

Key features:

- The playing surface will be 70 feet below ground level, so fans will be able to walk up from the outfield and see directly into the game.
- The park will be 1.7 million square feet in size and take up 13 acres, which will be split evenly between the city of Arlington and the Rangers.
- The Rangers recently announced the controversial decision to have artificial turf on the field rather than live grass.

Honorable Mention: The proposed new Oakland A's ballpark

While still in early stages, the plans revealed for the A's proposed new waterfront "jewel box" ballpark and Coliseum redevelopment are stunning. According to the SF Chronicle, "The ballpark is a deliberate throwback to the turn-of-the-century diamonds like Philadelphia's Shibe Park (a.k.a. Connie Mack Stadium) where the A's once played."

We can't wait to see how this project plays out!

SOURCE:

<https://blog.buildingconnected.com/the-most-exciting-construction-projects-in-pro-sports/>

A Travel Guide for African Americans

Continued from page 1

In 1936, he published the first edition of his book, *The Negro Motorist Green Book*. It provided information on the New York area as to where it was safe for blacks to stop, buy gas, eat, and spend the night. In some places, there were no hotels or motels that would accept African American guests, so Green listed "tourist homes," where families would rent a room to a traveler.

Word spread about the guide book, and Green sold it by mail order and through black-owned businesses. Esso was one of the few gas stations that offered franchises to African Americans, Green Book- newerso Green also found they would sell his Green Book.

The book attracted the attention of Charles A.R. McDowell who was the collaborator on *Negro Affairs for the United States Travel Bureau*. McDowell worked with Green to secure more broad-based information.

"Survival Tool of Segregated Life"

When Julian Bond was president of the NAACP (National Association for the Advancement of Colored People) he said, "It was a guidebook that told you not where the best places were to eat, but where there was any place."

From 1942-46, publication of the book was suspended because of the war, but Green began publication again in 1947. That year he also started a Reservation Service. The offices were on West 135th Street in Harlem. The Service operated as a travel agency that could book travel plans according to where an African American traveler wanted to go.

By the 1950s, the book had been renamed *The Negro Travelers' Green Book*. Green eventually expanded it to make recommendations throughout the U.S. and in Bermuda and parts of Mexico and Canada. He also began to list other services, including barber and beauty shops, drugstores, and night clubs where African Americans were welcomed.

In the introduction to his first guide in 1936 Green wrote: "There will be a day sometime in the near future when this guide will not have to be published. That is when we as a race will have equal rights and privileges in the United States."

This eventually proved more or less true with the Civil Rights Act of 1964, and the beginning of laws that prevented racial discrimination. Green passed away in 1960, so he did not live to see this day. His family kept the book going until 1966 when the last edition was published.

Some say Victor Gruen's Green Book might have been all but forgotten had not author Calvin A. Ramsey been planning to travel to a friend's funeral in Atlanta in 2004. The deceased's grandfather lived in New York and had not been in the South in recent years. He asked Ramsey where he could get a "Green Book." This set Ramsey on a path to uncover the story and write a play and a children's book about the travel challenges confronted by African-Americans.

Making the Story Local

The Henry Ford Collection at the University of Michigan has a 1949 edition of the Green Book, which has been posted online as a PDF. This permits today's readers to check out what was happening in their communities in the late 1940s.

I grew up in Pueblo, Colorado, so I immediately turned to the section on Colorado and saw that there was one hotel and one tourist home listed in Pueblo. There was no service station, no drug store, and no restaurant listed.

Once a visitor arrived at one of the places mentioned, it was probably possible to get a few local recommendations for other services, but the paucity of listings certainly paints a clear picture of the traveler's dilemma. In Colorado during that time, African American travelers would need to be in Denver to be assured of finding food, gas, and lodging.

SOURCE:

<https://americacomesalive.com/2014/02/09/victor-hugo-green-1892-1960-creator-green-book-first-travel-guide-african-americans/>

Building a business as a Latino entrepreneur

Continued from page 1

ford Graduate School of Business State of Latino Entrepreneurship Report, only 12 percent of Latino firms who employ more than one person received bank loans, compared to 18 percent of white-owned firms, 15 percent of Asian-owned firms and 14 percent of black-owned firms.

The importance of Latino entrepreneurs

Though they face constraints, immigrant Latino entrepreneurs make important contributions to the economy, generating \$36.5 billion annually in business income.

According to the U.S. Small Business Administration Office of Advocacy, roughly 1.2 million of the 12.2 million business owners in the United States are immigrant Latinos. In fact, the Harvard Business Review reported that immigrants from all over the world constitute 15 percent of the general U.S. workforce, but they account for around a quarter of U.S. entrepreneurs. Almost half of Hispanic-owned companies are owned by women, according to census data.

Eighty-six percent of immigrant-owned firms with at least \$1 million in annual revenues are owned by millennials (under age 34) who came to the U.S. as children, according to “Insights” by Stanford Business. On a larger scale, Latino immigrants are twice as likely as the native-born population to start a small business, according to the United States Hispanic Chamber of Commerce.

Small Business Majority reports that DREAMers don’t shy away from entrepreneurship, either. Those protected under DACA work at small businesses and start their own small businesses in droves.

Financial challenges as a Latino entrepreneur

“I feel like I’m not making a lot, but I feel like I have to learn more marketing strategies,” Ramos says, noting that social media – Instagram in particular – has changed since she first started her business in 2013. “A lot of people don’t see you on Instagram unless you have 5,000 followers. It’s all about numbers. I’ve been giving out giveaways, and I haven’t been selling that much.”

There are a few concrete reasons why most Latino-owned businesses remain small, and Mary Vazquez, community advocate for Point West Credit Union in Portland, Oregon, has seen them all:

- **Funding gaps:** Only 12 percent of Latino firms received bank loans compared to 18 percent of white-owned firms. Often, national banks are not willing to take on the risk of smaller firms. In addition, many Latino business owners report they feel unqualified to apply for a bank loan at a national bank. They defer to their own capital, friends, family and credit cards. They tend to use banks or credit unions, venture capital or angel investors as a last resort.
- **Lower credit scores:** According to Biz2Credit, the average credit score for Latino entrepreneurs is below 600, a lower credit score than what is required by many banks.
- **Lack of awareness of different funding sources available:** Many Latinos tend to resist seeking outside funding, including venture capital or angel investors. The U.S. government’s Small Business Administration guarantees loans, but Latino entrepreneurs access these at lower rates than they borrow from national

banks, according to ARF Financial, a restaurant and hospitality lender.

- **Lack of traditional identification:** Banks do not often offer products or services to people with Individual Taxpayer Identification Numbers (ITINs), which are tax-processing numbers issued by the Internal Revenue Service for those who do not have a Social Security number.
- **Language barriers:** Low literacy and English proficiency among some Latino immigrants can be a root cause of Latinos not accessing banks or other financial institutions.
- **Lack of bank services:** Often, banks or other financial institutions lack services to help Latino entrepreneurs, including linguistically-appropriate services. Foreign-born entrepreneurs are also more likely to be denied bank loans.
- **Fear and mistrust of the government and established institutions:** Culturally, community and family are important to this demographic, and it’s an easier leap for many Latinos to borrow from family or friends before approaching financial institutions for funding.
- **Low collateral value:** Banks and other financial institutions are hesitant to grant anyone money without real property, business inventory, cash savings or deposit or other types of collateral. Immigrants new to America may not have enough collateral to qualify for loans.

The solutions to many of these financial barriers start with accessible financial education.

“They need to find a personal coach that can assist them with any of their questions without them feeling like they’ll be rejected or a bother to those institutions,” Vazquez says of the Latinos in her Portland community. “We see those stories every day.”

In 2007, Vazquez was the only Spanish-speaking teller at Point West, but today, almost half the staff at Point West is bilingual and bicultural. She recalls a client, Sara Rodriguez, who felt comfortable with Vazquez because of her Spanish-speaking ability.

Vazquez suggested Rodriguez open a business using the credit union’s help. A stay-at-home mom of four, Rodriguez had no credit and no Social Security number. She did have an ITIN, so Point West issued Rodriguez a \$500 loan to pay for permits and ingredients to start her tamale cart, Sara’s Tamales. Over time, Rodriguez received two additional micro-loans from Point West.

Vazquez points to Rodriguez’s story as a victory and says that other credit unions should follow suit. “We actually renovated our website and it’s bilingual, in Spanish and English. Thirty percent of our staff members speak Spanish. Our call center is Spanish-speaking, and we’re one of the few, if not the only one in Oregon who does ITINs,” she says.

Funding your business as a Latino immigrant

Next year, Claudia Ramos plans to attend the #WeAllGrow Latina summit in Long Beach, California, to help her answer questions about what’s been elusive in the success of her busi-

ness. “[The business owners at the conference] have the same goals: to grow and help each other. With what’s going on politically, it’s what we have to do to help each other,” Ramos says. “It’s part of our culture, too. To start my own little shop, I would feel more comfortable going to my family. Family is always there for you.”

She recalls a time when her cousin needed help funding a surgery, and she and her family members all chipped in to help. It’s the same with starting a business, Ramos explains. “You lean on family and friends before the bank.”

Vazquez, whose own family is from Mexico, agrees.

“Many times, I’ve seen personally and professionally how the Latino community is always asking friends and family questions about finances. If they have an idea for a business, they always ask a family member or a friend; they never really ask professionals,” she says. “They’re scared of being rejected, or they feel they don’t have the right to explore other options.”

She says that it can be a frightening prospect, particularly for those from another country, to dive into the complex process of obtaining funding.

Considering your funding options

While asking family and friends is often a more appealing option for Latino entrepreneurs, taking the risk of getting funding from a financial institution can help set up your business for success.

A list of pros and cons for various funding options are listed below. Note that regardless of legal status, Latinos can use the business name and number (EIN) to access business credit without having to disclose immigration status.

Business loans

Loans specifically intended for a business purpose. Banks, credit unions, SBA loans and microloan programs can all be business loan options.

Pros: Business loans usually have lower interest rates, and using a business loan rather than a personal loan separates personal and business finances.

Cons: You must qualify for any type of business loan, and requirements vary. Most business loans require a high credit score.

Crowdfunding

You can set up an online campaign and raise money from a large number of people.

Pros: Crowdfunding is low risk, and you can tap into a larger audience via social media.

Cons: Marketing is imperative; you have to deliver what you’ve promised to backers and there is often a crowdfunding platform fee.

Angel investors

Individual financial backers who provide private capital for small or large businesses.

Pros: The money provided isn’t a loan; angel investors typically have lots of experience in your business of choice (they’re often established by entrepreneurs themselves).

Cons: Any equity you build will partially go to your angel investors; angel investors expect to make money and help make business decisions.

Venture Capitalists (VCs)

A person or firm that invests in small companies using money pooled from investment companies, large corporations and pension funds.

Pros: Venture capital can help your business grow quickly, offer business expertise and provide support with legal and tax matters, among other areas.

Cons: VCs expect to make money and often intend to make decisions about your business.

Small business grants

Money given to a person, business or corporation from federal, state, county or local governments, or private businesses or corporations.

Pros: Grants do not need to be repaid and they’re easy to find online.

Cons: Paperwork is time-consuming, there is tough competition, eligibility is strict and there are also specific rules you have to follow.

Specialty lenders

Friends and family are some examples of specialty lenders.

Pros: Friends and family trust you and care about your success.

Cons: You could lose money and jeopardize a valuable relationship. Always be sure to document the family member or friend’s role in the business.

Credit cards

Business credit cards can help entrepreneurs keep expenses separate while allowing them to pay off larger purchases over time.

Pros: It’s easier and more convenient to qualify for a credit card, rewards are offered and you can build credit. Credit cards also give you a financial cushion when accounts receivables are behind.

Cons: Credit cards are more expensive, have higher (and fluctuating) interest rates, personal legal liability, security issues and offer less protection compared to consumer credit cards.

Credit unions and business loans

One demographic-specific possibility is to access a Latino credit union like Point West Credit Union in Portland. A Latino credit union allows applicants to provide foreign identification, offers English and Spanish materials, financial education services and is able to focus on serving local Latino communities.

“You don’t have to have a Social Security number to bank or get a loan with us. That’s the promise we’ve made to our community,” says Vasquez. “Everyone who comes to our door receives the same service or rates. It’s based on your credit.”

Visit the link below for the full article:

<https://www.bankrate.com/credit-cards/building-business-as-latino-entrepreneur/>

Public Legal Notices

CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

Contract No. 100009581
PW GEARY RPD EAST VN
GEARY RAPID EAST OF VAN NESS
(SBE/DBE PROGRAM)

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on March 20, 2019**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpublishworks.org/bid-docs. Please visit the Contracts, Bids and Payments webpage at www.sfpublishworks.org for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located along Geary Street from Van Ness Avenue to Kearny Street and at various locations along O'Farrell Street from Larkin Street to Grant Avenue in San Francisco, California and consists of roadway and curb ramp renovation, sewer and drainage replacement, water main installation, traffic signal, electrical and structural work, environmental work, traffic control, and all related work. The time allowed for completion is 783 consecutive calendar days. The Engineer's estimate is approximately \$6,400,000. For more information, contact the Project Manager, Ellen Wong at 415-557-4690.

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

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

This Project shall incorporate the required partnering elements for **Partnering Level 2**. Refer to Section 01 31 33 for more details.

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

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

The Specifications include liquidated damages. Contract will be on a Unit Price basis. Progressive payments will be made.

This Contract is to be financed with the assistance of a grant from the Federal Transit Administration. All work described in the Contract Documents shall be performed in accordance with Federal Transit Administration guidelines and regulations. The award of this Contract will be subject to the concurrence of the United States Department of Transportation (DOT). All Bidders will be required to certify that they are not on the United States Controller General's list of ineligible contractors.

Bidders are advised that this is a federal-aid project subject to equal employment opportunity provisions and Small Business Enterprise (SBE) and Disadvantaged Business Enterprise (DBE) program. **The SBE participation goal is 15%. The African American Owned-DBE is 3%. The Woman-Owned DBE is 3%.** Each of these goals is to be separately achieved, and that a firm's participation towards achieving one goal will not also count towards the achievement of another goal. However, a firm's participation in excess of an achieved goal can be counted towards the achievement of another goal, provided the firm's certification status qualifies it to be counted towards those goals. Participation by an DBE in excess of the DBE goal amount shall be credited towards achievement of the SBE participation goal. Bidder shall perform Good Faith Efforts steps even if Bidder has met the SBE and DBE goals. The CMD 10% Bid Discount is not applicable to this Contract. Call Selormey Dzikunu at 415-554-8369 for details.

A pre-bid conference will be held on March 1, 2019 at 10:00 a.m., at 30 Van Ness Avenue, 5th Floor Mechanical Conference Room.

Contractor shall perform not less than 20 percent of the original contract work with the Contractor's own organization.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction contracts awarded by the City and County of San Francisco to include performance and payment bonds for 100% of the contract award.

For information on the City's Surety Bond and Finance Program, call 415-986-3999 or bond@imwis.com.

Class "A" license required at time of award.

In accordance with San Francisco Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$600,000 is awarded by the City and County of San Francisco until such time as the Director recommends the contract for award, and the Director of Public Works adopts a resolution awarding the Contract. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations and the Federal General Prevailing Wage Determinations of the Secretary of Labor under the Copeland Act. Minimum wage rates other than applicable to General Prevailing Wage must comply with SFAC Chapter 12P, Minimum Compensation Ordinance.

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

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

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

2/28/19

CNS-3224356#

SMALL BUSINESS EXCHANGE

California Sub-Bid Request Ads



McCarthy Building Companies, Inc.

20401 S.W. Birch Street, Newport, CA. 92660

Phone (949) 851-8383 Ext. 73347 • Fax (949) 756-6841

Stephanie Mosen, Preconstruction Manager – smosen@mccarthy.com

Disabled Veteran Business Enterprise - Invitation to Bid

**Project: SMMUSD – Samohi Discovery Building
Santa Monica California**

Number: E-1808

Bids Due: March 21st, 2018 - 2:00PM PST

Location: 601 Pico Blvd, Santa Monica, CA 90405

Expected Start: June 2019

Expected Finish: June 2021

Project Size: 225,000 sq. ft.

Architect: HED

Description:

Create a new educational building in the phased campus master plan. Provide a new 4-story open building concept including physical labs, special education classroom, 28 classrooms for two houses with adjoining commons. The new 4-story building will consist of 50 meter pool, parking garage with lower level B2 and surface parking, dining facility, distribution center, special education classroom, project lead the way/physical science labs, special academic instruction collaboration classrooms, computer lab, career technology education labs and general classrooms.

Documents can be found at - <https://mbc.box.com/v/SamohiDiscovery>



5225 Hellyer Avenue, Suite #220

San Jose, CA 95138

Phone (408) 574-1400 Fax (408) 365-9548

Contact: Bryan Jones

Email: estimating@graniterock.com

REQUESTING SUB-QUOTES FROM QUALIFIED DBE Firms SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:

**Rebid – Light Rail Track Intrusion Prevention
Contract C19003F**

Owner: Santa Clara Valley Transportation Authority

Engineers' Estimate: \$3,500,000.

BID DATE: March 15, 2019 @ 1:00 PM

Items of work include but are not limited to: Traffic Control, Remove Striping & Markings, Concrete Barrier Wall, Slurry Seal, Chain Link Fence & Swing Gate, Metal Picket Fence & Sliding Gate, Signs, Striping & Markings, Electrical, Irrigation and Trucking.

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

We are an Equal Opportunity Employer

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385060-00

Fictitious Business Name(s):

Coffee Givers
Address
1115 Church Street, San Francisco, CA 94114
Full Name of Registrant #1
Mauricio Solorio Arteaga
Address of Registrant #1
1115 Church Street, San Francisco, CA 94114
Full Name of Registrant #2
John Luchok
Address of Registrant #2
2140 Taylor Street, San Francisco, CA 94133

This business is conducted by **A General Partnership**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **NOT APPLICABLE**.

Signed: **Mauricio Solorio Arteaga**

This statement was filed with the County Clerk of San Francisco County on **02/01/2019**.

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

Filed: **Mariedyne L. Argente**
Deputy County Clerk
02/01/2019

02/07/2019 + 02/14/2019 + 2/21/2019 + 2/28/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385158-00

Fictitious Business Name(s):

Dr. La Mar Sheppard, DC
Address
2636 Judah Street #149, San Francisco, CA 94122
Full Name of Registrant #1
La Mar Anthony Sheppard
Address of Registrant #1
3325 Lincoln Way, San Francisco, CA 94122

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/7/2019**

Signed: **La Mar Sheppard**

This statement was filed with the County Clerk of San Francisco County on **02/07/2019**.

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

Filed: **Mariedyne L. Argente**
Deputy County Clerk
02/07/2019

02/14/2019 + 2/21/2019 + 2/28/2019 + 3/07/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385178-00

Fictitious Business Name(s):

1.) Forty Three Thirty Six
2.) Waterglass Records
Address
528 Via de la Valle, Unit K, Solana Beach, CA 92075
Full Name of Registrant #1
Michael Reyna
Address of Registrant #1
528 Via de la Valle, Unit K, Solana Beach, CA 92075

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01/17/2019**

Signed: **Michael Reyna**

This statement was filed with the County Clerk of San Francisco County on **02/08/2019**.

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

Filed: **Giselle Romo**
Deputy County Clerk
02/08/2019

02/14/2019 + 2/21/2019 + 2/28/2019 + 3/07/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385299-00

Fictitious Business Name(s):

Giant Maintenance Services
Address
227 Kingston Street, San Francisco, CA 94110
Full Name of Registrant #1
Mashal Alkoheem
Address of Registrant #1
227 Kingston Street, San Francisco, CA 94110

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **01-02-2010**

Signed: **Mashal Alkoheem**

This statement was filed with the County Clerk of San Francisco County on **02-19-2019**

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

Filed: **Giselle Romo**
Deputy County Clerk
02/19/2019

2/21/2019 + 2/28/2019 + 3/07/2019 + 3/14/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385276-00

Fictitious Business Name(s):

Grocery Outlet of Visitacion Valley
Address
2630 Bayshore Blvd., San Francisco, CA 94134
Full Name of Registrant #1
J & A Seven Wonders Corp (CA)
Address of Registrant #1
8758 Sierra View Court, Rancho Cucamonga, CA 91730

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

Signed: **Juanita J. Villegas**

This statement was filed with the County Clerk of San Francisco County on **02/15/2019**.

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

Filed: **Homyrah Alocozy**
Deputy County Clerk
02/15/2019

2/21/2019 + 2/28/2019 + 3/07/2019 + 3/14/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385131-00

Fictitious Business Name(s):

Mid Market Community Benefit District
Address
901 Market Street, Suite 490, San Francisco, CA 94103
Full Name of Registrant #1
Central Market Community Benefit Corporation (CA)
Address of Registrant #1
901 Market Street, Suite 490, San Francisco, CA 94103

This business is conducted by **A Corporation**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02/05/2019**

Signed: **Tracy Everwine**

This statement was filed with the County Clerk of San Francisco County on **02/05/2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
02/05/2019

02/14/2019 + 2/21/2019 + 2/28/2019 + 03/07/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385082-00

Fictitious Business Name(s):

PPQ Dungeness Island
Address
2332 Clement Street, San Francisco, CA 94121
Full Name of Registrant #1
PPQDI, Inc (CA)
Address of Registrant #1
2332 Clement Street, San Francisco, CA 94121

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

Signed: **Tin Chang**

This statement was filed with the County Clerk of San Francisco County on **02/01/2019**.

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

Filed: **Giselle Romo**
Deputy County Clerk
02/01/2019

02/07/2019 + 02/14/2019 + 2/21/2019 + 2/28/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385235-00

Fictitious Business Name(s):

Prosperity Service Center
Address
1958 19th Avenue, San Francisco, CA 94116
Full Name of Registrant #1
Yu Qun Chen
Address of Registrant #1
1958 19th 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 **02/08/2019**

Signed: **Yu Qun Chen**

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

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

Filed: **Maribel Jaldon**
Deputy County Clerk
02/12/2019

2/21/2019 + 2/28/2019 + 3/07/2019 + 3/11/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385115-00

Fictitious Business Name(s):

Skyline Construction Inc.
Address
505 Sansome Street, 7th Floor, San Francisco, CA 94111
Full Name of Registrant #1
Skyline Commercial Interiors Inc. (Ca)
Address of Registrant #1
505 Sansome Street, 7th Floor, San Francisco, CA 94111

This business is conducted by **A Corporation**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **08/29/1996**.

Signed: **Jared Isaacsohn**

This statement was filed with the County Clerk of San Francisco County on **02/05/2019**

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

Filed: **Fallon Lim**
Deputy County Clerk
02/05/2019

02/07/2019 + 02/14/2019 + 2/21/2019 + 2/28/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385323-00

Fictitious Business Name(s):

Yu Design
Address
653 8th Avenue, San Francisco, CA 94118-3701
Full Name of Registrant #1
Diana Nowlan
Address of Registrant #1
653 8th Avenue, San Francisco, CA 94118-3701

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

Signed: **Diana Yu Nowlan**

This statement was filed with the County Clerk of San Francisco County on **02-20-2019**

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

Filed: **Sonya Yi**
Deputy County Clerk
02/20/2019

2/28/2019 + 3/07/2019 + 3/14/2019 + 3/21/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385297-00

Fictitious Business Name(s):

Control JMA Cleaning Service
Address
2721 Geneva Avenue, Daly City, CA 94014
Full Name of Registrant #1
Melvin Ostorga
Address of Registrant #1
2721 Geneva Avenue, Daly City, CA 94014

This business is conducted by **An Individual**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02/19/2019**

Signed: **Melvin Ostorga**

This statement was filed with the County Clerk of San Francisco County on **02/19/2019**

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

Filed: **Giselle Romo**
Deputy County Clerk
02/19/2019

2/28/2019 + 3/07/2019 + 3/14/2019 + 3/21/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385001-00

Fictitious Business Name(s):

Grem's Good Dog
Address
170 A South Van Ness, San Francisco, CA 94103
Full Name of Registrant #1
Facet Workshop Incorporated, (DE)
Address of Registrant #1
170 A South Van Ness, San Francisco, CA 94103

This business is conducted by **A Corporation**.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/29/2019**

Signed: **Julie Walton**

This statement was filed with the County Clerk of San Francisco County on **01/29/2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
01/29/2019

2/28/2019 + 3/07/2019 + 3/14/2019 + 3/21/2019

Public Legal Notices

Request for Proposal

On-Call Planning and Design Services for Water Resources and Stewardship



Topic: On-Call Planning and Design Services for Water Resources and Stewardship

Who: The Santa Clara Valley Water District (Valley Water) is the water resource management agency meeting watershed stewardship needs of Santa Clara County and providing wholesale water reliability to its 2 million residents.

What: Valley Water is requesting proposals from responsive and qualified consultant firm(s) to provide on-call planning and design services to supplement staff resources for completing a portfolio of water resources and watershed stewardship policy, long range plans, and planning and conceptual design projects on an "as needed basis", to assist the District in accomplishing its tasks in a timely manner.

For complete and updated information on this Request for Proposal (RFP) requirements and deadlines, please go to the water district's web portal at <http://cas.valleywater.org>. There will be a pre-proposal meeting for this RFP.

Please submit your proposals electronically in 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 creating an account in CAS, select the expertise code "EV-11 – Environmental Planning Services" 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.

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 [Alicia Fraumeni at afraumeni@valleywater.org](mailto:afraumeni@valleywater.org), no later than the date specified in the RFP Schedule.

02/2019 JA

California Sub-Bid Request Ads

REQUESTING DVBE COMPANIES FOR THE FOLLOWING PROJECT:

PROJECT:

HERMAN LEIMBACH ELEMENTARY SCHOOL, PROPOSITION 39 UPGRADES

OWNER:

ELK GROVE UNIFIED SCHOOL DISTRICT

LOCATION:

8101 GRANDSTAFF DRIVE, SACRAMENTO, CA 95823

BID DATE:

MARCH 5, 2019 @ 2:00 p.m.

Bids should be sent to:

estimating@carterkelly.com and faxed to 530-621-2344

CARTER-KELLY, INC.

P.O. BOX 1477 • PLACERVILLE, CA 95667
PHONE: 530-621-0950 • FAX: 530-621-2344
CONTACT: JIM CARTER

Carter-Kelly, Inc. is proud to be an EEO and requests quotations from Disabled Veterans, Small Business, Minority and Woman Owned businesses.

Any questions please call
Robyn Kelly 530-621-0950 or
email: robynk@carterkelly.com

CAHILL CONTRACTORS LLC
requests bids from Certified SBE Subcontractors and Suppliers for ALL trades EXCEPT:

Structural Concrete / Structural Light Gauge Metal Stud Framing / Exterior Building Maintenance / Elevators / Fire Sprinklers / Plumbing / HVAC / Electrical / Solar / Earthwork / Shoring / Hoist / Crane / Scaffold

YERBA BUENA ISLAND - REMAINING TRADES
301 Macalla Court, San Francisco, CA 94130

This is a TIDA project with a PLA and construction workforce requirements.

BID DATE: 3/18/19 @ 2 PM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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

SMALL BUSINESS EXCHANGE

OAKLAND UNIFIED SCHOOL DISTRICT

NOTICE TO BIDDERS – NOTICE IS HEREBY GIVEN THAT THE GOVERNING BOARD ("BOARD") OF THE OAKLAND UNIFIED SCHOOL DISTRICT ("DISTRICT") WILL RECEIVE SEALED BIDS FOR THE FOLLOWING PROJECT, BID NO. 18105

Re-Bid-Variou School Sites (44) – Video Surveillance Project

1. The Project consists of:

Installation of exterior camera's at approximately (44) sites (41) Elementary (2) High School (1) Middle School. OUSD, will be responsible for the purchase of the Dell R240 servers as well the Milestone software/camera license. The Select4ed bidder will be responsible for installation and programming of the servers and software as well camera installation. Specifications and details will be available at East Blue Print.

2. **Engineer's Estimate: \$1 Million**

3. Project Manager for this project is **Richard Rogers**, he can be reached at (510) 535-7048.

4. To bid on this Project, the Bidder is required to possess one or more of the following State of California contractors' license(s):

C-10 Electrical Contractor and/or C7 Low Voltage Systems Contractor

The Bidder's license(s) must remain active and in good standing throughout the term of the Contract.

5. To bid on this Project, the Bidder is required to be registered as a public works contractor with the Department of Industrial Relations pursuant to the Labor Code. The Bidder's registration must remain active throughout the term of the Contract.

6. Contract Documents will be available on or after **Wednesday, February 27, 2019 for review at East Bay Blue Print, located at 1745 14th Avenue, Oakland, CA 94606**. All requests should be addressed Attention: Sandy Petty. Plans can be ordered by:

Ph: 510-261-2990 Fax: 510-261-6077

Email: ebbp@eastbayblueprint.com, Attn: Sandy. Online using the Plan Command System at www.eastbayblueprint.com or plans can be delivered to a place of business, at requester's own expense. Payment for plan sets must be made with East Bay Blue Print and are **NON-REFUNDABLE**

In addition, Contract Documents are available for bidders' review at the following builders' exchanges:

Builder's Exchange of Alameda County
McGraw Hill Construction Data
San Francisco Builder's Exchange
Reed Construction Market Data
Contra Costa Builder's Exchange
Marin Builder's Exchange

7. Sealed bids will be received until **2:30 p.m., on Wednesday, March 27, 2019**, at the District Office, located at **955 High Street, Front Desk, Oakland, California**, at or after which time the bids will be opened and publicly read aloud. Any bid that is submitted after this time shall be nonresponsive and returned to the bidder. Any claim by a bidder of error in its bid must be made in compliance with section 5100 et seq. of the Public Contract Code.

Pursuant to Public Contract Code section 20111.6, only prequalified bidders will be eligible to submit a bid for contracts \$1 million or more using or planning to use state bond funds. Any bid submitted by a bidder who is not prequalified shall be non-responsive and returned unopened to the bidder. Moreover, any bid listing subcontractors holding C-4, C-7, C-10, C-16, C-20, C-34, C-36, C-38, C-42, C-43 or C-46 licenses, if used, who have not been prequalified, shall be deemed nonresponsive and will not be considered. Both First-Tier Subcontractors and Prime Contractors **must be prequalified on or before March 22nd**. The list of Prequalified Contractors will be **posted on the OUSD's website**.

8. All bids shall be on the form provided by the District. Each bid must conform and be responsive to all

pertinent Contract Documents, including, but not limited to, the Instructions to Bidders.

9. A bid bond by an admitted surety insurer on the form provided by the District, cash, or a cashier's check or a certified check, drawn to the order of the Oakland Unified School District, in the amount of ten percent (10%) of the total bid price, shall accompany the Bid Form and Proposal, as a guarantee that the Bidder will, within seven (7) calendar days after the date of the Notice of Award, enter into a contract with the District for the performance of the services as stipulated in the bid.

10. A **mandatory** pre-bid conference and site visit will be held as follows:

On **Wednesday March 13, 2019 at 9:00 a.m. @ Front Entrance of Peralta Elementary School – 9:45 a.m. @ Front Entrance of Sankofa Elementary School - 10:45 a.m. @ Front Entrance of Cleveland Elementary School and 11:30 a.m. @ Front Entrance of Street Academy**. (see addresses below#19) All participants are required to sign in at the front Entrance of the Building. The site visit(s) is expected to take approximately [1] hour. Failure to attend or tardiness will render bid ineligible.

11. The successful Bidder shall be required to furnish a 100% Performance Bond and a 100% Payment Bond if it is awarded the Contract for the Work.

12. The successful Bidder may substitute securities for any monies withheld by the District to ensure performance under the Contract, in accordance with the provisions of section 22300 of the Public Contract Code.

13. The successful bidder will be required to certify that it either meets the Disabled Veteran Business Enterprise ("DVBE") goal of three percent (3%) participation or made a good faith effort to solicit DVBE participation in this Contract if it is awarded the Contract for the Work.

14. The Contractor and all Subcontractors under the Contractor shall pay all workers on all Work performed pursuant to this Contract not less than the general prevailing rate of per diem wages and the general prevailing rate for holiday and overtime work as determined by the Director of the Department of Industrial Relations, State of California, for the type of work performed and the locality in which the work is to be performed within the boundaries of the District, pursuant to section 1770 et seq. of the California Labor Code. Prevailing wage rates are also available from the District or on the Internet at: <http://www.dir.ca.gov>.

15. This Project is subject to labor compliance monitoring and enforcement by the Department of Industrial Relations pursuant to Labor Code section 1771.4 and subject to the requirements of Title 8 of the California Code of Regulations. The Contractor and all Subcontractors under the Contractor shall furnish electronic certified payroll records directly to the Labor Commissioner weekly and within ten (10) days of any request by the District or the Labor Commissioner. The successful Bidder shall comply with all requirements of Division 2, Part 7, Chapter 1, Articles 1-5 of the Labor Code.

16. The District has entered into a Project Labor Agreement that is applicable to this Project. For questions or assistance concerning the Project Labor Agreement, **contact Maribel Alejandre, (510) 835-7603 X 21, Davillier-Sloan, Inc. 1630 12th Street, Oakland, California, 94607**.

17. The District shall award the Contract, if it awards it at all, to the lowest responsive responsible bidder based on:

A. The base bid amount only.

18. The Board reserves the right to reject any and all bids and/or waive any irregularity in any bid received. If the District awards the Contract, the security of unsuccessful bidder(s) shall be returned within sixty (60) days from the time the award is made. Unless otherwise required by law, no bidder may withdraw its bid for ninety (90) days after the date of the bid opening.

19. School Addresses

Peralta Elementary – 460 63rd Street,
Sankofa Elementary – 581 61st Street
Cleveland Elementary – 745 Cleveland Street
Street Academy – 417 29th Street

DO YOU KNOW ABOUT THE 3-FOR-1 AD OFFER IN THE SMALL BUSINESS EXCHANGE?

SPECIAL OFFER

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

**We will make it worth your while using
our value-added services!**

3 ADS FOR ONE PRICE

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

(Proof of Publication will be included for all)

3 for 1

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

SBE IS CERTIFIED BY:

- California DGS

- California UCP

- New Orleans RTA (Louisiana UCP)

- New York UCP

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

SMALL BUSINESS EXCHANGE

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San Francisco, CA 94107
Phone: 800-800-8534 • Fax: 415-778-6255
www.sbeinc.com