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# SMALL BUSINESS

## EXCHANGE

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Voice of Small, Emerging Diversity Owned Businesses Since 1984

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## New Appointments to California High-Speed Rail Authority Board of Directors



**Ernest M. Camacho**, Authority's Board of  
Directors and the Honorable;  
**Jim Beall**, Ex Officio Board position

The California High-Speed Rail Authority (Authority) Board of Directors Chair Dan Richard issued the following statements regarding the appointments of Ernest M. Camacho to the Authority's Board of Directors and the Honorable Jim Beall to an Ex Officio Board position.

"We thank the California Senate for the appointment of Mr. Camacho to the Authority Board of Directors. Mr. Camacho has had a distinguished career in project and construction management, and his wealth of knowledge and experience will be a valuable asset to the Board as we continue to move forward with construction," said Richard.

"We also thank the California Senate for the appointment of Senator Jim Beall to the Authority Board of Directors as an Ex Officio member. Senator Beall has long been a champion of high-speed rail as well as other transportation and connectivity projects throughout the state. We welcome his valuable input, active involvement, and oversight of the program," said Richard.

Mr. Camacho is the founder and current President and CEO of Pacifica Services, Inc., a Pasadena-based firm specializing in program, project and construction management services as well as civil and electronic engineering. He also has been active in the Southern California community through his volunteer work. He is a current Board Member of the Los Angeles Latino Chamber of Commerce.

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## Transportation Leaders Hail New State Funding Proposal

Metropolitan Transportation Commission (MTC) Chair Jake Mackenzie and Commission Vice Chair Scott Haggerty today applauded the transportation funding package unveiled by Governor Brown, state Senate President pro Tempore Kevin de León and state Assembly Speaker Anthony Rendon. The package, if approved by the Legislature, would mark the largest transportation investment in state history, directing some \$5 billion annually to help restore California's local streets and roads, state highways and bridges to a state of good repair; improve public transit; reduce congestion in major commute corridors; establish programs for upgrading key freight routes; and promote active transportation with new projects for bicycle and pedestrian travel. These improvements would be financed through a combination of higher taxes on gasoline and diesel fuel as well as an increase in vehicle license fees.

"This is what real leadership looks like," said Mackenzie, who also serves as Mayor of Rohnert Park, noting that 23 years have passed since the state government last increased funding for transportation. "The state has kicked the can down the proverbial road for a full generation, during which time some of our rural roads have started returning to gravel. The governor, Senate and Assembly leaders and State Transportation Agency secretary Brian Kelly all had a lot of heavy lifting to do, and they've done it. Now we'll see if our crumbling



pavement, crawling traffic and corroding transit infrastructure will spur the rest of our legislators to do some heavy lifting of their own."

Haggerty, an Alameda County supervisor who has served as an MTC Commissioner since 2000, praised the funding package for its scope, its accountability and its economic impact. "It guarantees funding for local needs like street and road repairs and transit service as well as for state highways. It provides a new program to help goods movement in places like the I-880/I-238/I-580 corridor between the Port of Oakland and the

Central Valley. And it prevents the Legislature from diverting the funds for non-transportation purposes. That's a recipe for creating thousands of good construction jobs and sustaining long-term growth," he said.

Formally known as the Road Repair and Accountability Act of 2017, the funding package is expected to generate \$52.4 billion for transportation investment over the next decade. This includes:

■ Continued on page 9

## The National Society of Black Engineers and the Biomedical Engineering Society Join Forces to Boost the Numbers of African-American Engineers

The National Society of Black Engineers (NSBE) and the Biomedical Engineering Society (BMES) have signed a three-year agreement designed to support the two organizations' mutual goals with regard to increasing diversity in engineering. The agreement outlines collaboration in a number of areas to achieve NSBE's main strategic

goal, which is to lead the U.S. to graduate 10,000 black engineers annually, with bachelor's degrees, by the year 2025, up from 3,501 in 2014.

The memorandum of understanding was signed by BMES President Lori A. Setton, BMES Executive Director Edward Schilling, NSBE National Chair Matthew C. Nelson and NSBE Executive Director Karl W. Reid, Ed.D. The signing ceremony took place on March 1 at NSBE World Headquarters in Alexandria, Va.

"BMES recognizes that to achieve its own goal to grow a diverse community of engineers, we need a strategy and an experienced and knowledgeable partner," said Setton, who plans to begin work on the project this year at NSBE's 43rd Annual Convention, in Kansas City, Mo., on March 29-April 2.

NSBE National Vice Chair Kristopher Rawls, is a Ph.D. candidate in biomedical engineering at the University of Virginia and a longtime member of BMES. NSBE and BMES leadership kicked off the

planning phase of the partnership at NSBE World Headquarters in Alexandria, Va., on March 1.

"NSBE is excited to have BMES as a partner to help reach our goal of graduating 10,000 black engineers annually starting in 2025," said Rawls. "Particularly, we are excited to work together to increase BME representation within NSBE, which has been a personal goal of mine since I joined NSBE back in 2007. NSBE is also excited to work with BMES on engineering exposure outreach activities through avenues such as NSBE's Summer Engineering Experience for Kids (SEEK) as well as activities led by BMES."

The MOU cites statistics that show the urgent need to increase the representation of black students and professionals in engineering. African Americans, 13.2 percent of the U.S. population in 2015, were only 5.5 percent of the U.S. engineering workforce, 4 percent of the nation's engineering bachelor's degree

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# Tourism

## California Becomes First “China Ready” Ski And Snow Destination In The United States

Global Ready China program prepares state for more than 1 million Chinese travelers each year

Global Ready China seminar in Mammoth Lakes, along with earlier seminars in Lake Tahoe and across the state, cap a three-year endeavor to prepare California's tourism industry for Chinese visitors and establishes California as the first China Ready ski and snow destination in the nation.

A record 1.3 million Chinese tourists visited the Golden State last year, collectively spending \$2.9 billion. Visit California – the state's nonprofit tourism marketing organization – has hosted more than 1,800 tourism industry partners in a state-wide series of seminars to prepare the industry for welcoming Chinese visitors.

“We are rolling out the red carpet for Chinese travelers by becoming the first ‘China Ready’ ski and snow destination in the country,” said Caroline Beteta, President and CEO of Visit California. “This latest evolution of the innovative series keeps California businesses competitively positioned to attract and engage visitors from this critically important market.”

Endless summers are synonymous with California, yet for a growing number of Chinese visitors, it's the state's winter attractions and snow activities that are gaining popularity. From skiing to sledding, or just enjoying a hot cocoa on a picturesque snow day – California is home to one of the longest ski seasons in North America with the ultimate landscape for the perfect snow adventure.

“California's ski resorts are the perfect place for visitors from around the world to explore the diverse opportunities winter destinations have to offer,” said John Urdi, Executive Director, Mammoth Lakes Tourism. “We've seen an significant uptick in Chinese visitors in recent years and are adapting our customer experience to make sure their trip to the Golden State is one-of-a-kind.”

California is expecting visitation from China to continue its rapid growth, with an estimated 2 million annual Chinese visitors expected by 2020.



*Presented by Visit California*

To ensure California's ski and snow destinations are well-positioned to accommodate international visitors, Visit California's Global Ready China seminars provide businesses with the insight they need to provide unique, tailored and culturally relevant vacation experiences for visitors from China and around the world.

“International visitors are an economic engine for local communities, providing valuable jobs and fueling growth for our tourism industry,” said Andy Wirth, President and CEO of Squaw Valley Ski Holdings, the parent company of Squaw Valley and Alpine Meadows ski resorts. “With the record snowfall this season, we're committed to becoming Global Ready so that Chinese visitors can enjoy all California's winter wonderland has to offer.”

Since 2015, Visit California has hosted Global Ready China seminars to equip local businesses with cultural, sales and service trainings to ensure a quality travel experience for visitors from Cali-

fornia's top overseas market. Attendees represent all sectors of the travel industry, including hotels, attractions, retail establishments, restaurants, tour operators and more.

### About Visit California

Visit California is a nonprofit organization with a mission to develop and maintain marketing programs – in partnership with the state's travel industry – that keep California top-of-mind as a premier travel destination. According to Visit California, spending by travelers totaled \$125.9 billion in 2016 in California, directly supporting 1,090,000 jobs in the state and generating \$10.3 billion in state and local tax revenues. For more information about Visit California, go to [www.travelmattersca.com](http://www.travelmattersca.com). For story ideas, media information, downloadable images, video and more, go to [www.media.visitcalifornia.com](http://www.media.visitcalifornia.com).

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



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## The National Society of Black Engineers

### Continued from page 1

recipients and 2.71 percent of those awarded degrees in bioengineering in the U.S. that year. The agreement calls for collaboration through joint memberships and membership recruitment; engineering education and professional training activities and events; continuing education; research; networking; public outreach and other means.

“BMES is delighted to work alongside influential professional organizations in engineering, to collectively engage, educate and graduate black engineers towards the 2025 goal,” said Setton.

### About NSBE

With 278 chapters and nearly 16,000 active members in the U.S. and abroad, the National Society of Black Engineers (NSBE) is one of the largest student-governed organizations based in the United States.

NSBE, founded in 1975, supports and promotes the aspirations of collegiate and pre-collegiate students and technical professionals in engineering and technology. NSBE's mission is “to increase the number of culturally responsible black engineers who excel academically, succeed professionally and positively impact the community.” For more information, visit [www.nsb.org](http://www.nsb.org).

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# Access to Capital



## Starting May 16, Entrepreneurs Can Raise Money in a Whole New Way. Here's What You Need to Know.

By Catherine Clifford

Monday, May 16, 2016, will be a very big day in the world of crowdfunding.

More people will be able to invest in entrepreneurs through crowdfunding than they were just the day before. And that means that more entrepreneurs with more innovative ideas will be able to launch more businesses.

"The implications of legalizing equity-based crowdfunding are both significant and far reaching. Crowdfunding has the power to help democratize the capital raising process by giving entrepreneurs, for the first time, direct access to tens of millions of prospective investors," says Brian Burt, the chair of the emerging business group and the law firm Snell & Wilmer. "In their search for startup or growth capital, entrepreneurs will no longer be constrained by the size of their personal Rolodex or the absence of pre-existing relationships with angel groups and venture capital funds."

### So what's changing?

In April 2012, President Barack Obama signed the Jumpstart Our Business Startups Act into law. Called the JOBS Act, the goal of the multi-pronged piece of legislation was to make it easier and faster for small businesses to get access to capital.

The third piece of the JOBS Act, Title 3, opened up equity crowdfunding for unaccredited investors. "For the first time, anyone can become an investor in a business and be able to share in its profits and growth regardless of income, net worth or level of financial sophistication, and this will open up a new source of potential financing for entrepreneurs, which could be a game changer," says Ellen Grady, an attorney and corporate governance specialist at the law firm Cozen O'Connor.

Prior to this rule change, only accredited investors -- an individual whose net worth, or joint net worth with that person's spouse, exceeds \$1 million, as defined by the SEC -- were able to invest in startups through equity crowdfunding in the U.S. (For the purposes of this calculation, an individual's primary residence is not included in the tally of net worth.) Alternatively, an accredited investor is an individual who had income exceeding \$200,000 in each of the two most recent years with reasonable expectation of earning just as much in the current year. Both members of a couple are considered accredited investors if they have joint income of more than \$300,000 per year with reasonable expectation to earn a similar income in the current year.

The new equity crowdfunding regulations are updating the eight-decade old Securities Act of 1933 and the Securities Exchange Act of 1934. "Companies across the United States, for the first time since 1933, will be able to seek investments from ordinary Americans without having to go through the expense and rigor of a full-public stock offering," says Richard Swart, the chief strategy officer of the equity crowdfunding event coordinator NextGen Crowdfunding.

In essence, equity crowdfunding was only available to sufficiently wealthy individuals. As of May 16, all individuals will be able to invest through equity crowdfunding.



We're not talking about tote-bag-for-a-donation Kickstarter-style crowdfunding here. What is equity crowdfunding?

Kickstarter made crowdfunding a nearly household idea. On Kickstarter, artists and entrepreneurs raise money to fund their projects by soliciting donations in exchange for token gifts, experiences or some sort of recognition.

These new rule changes are not dealing with Kickstarter-variety crowdfunding. They are expanding access to equity crowdfunding, wherein an investor gives an entrepreneur cash in exchange for a piece of his or her business.

"Now entrepreneurs can raise money and use it on any part of the business they think will help their business grow, without needing to offer some perk or commit to giving a pre-order for a product," says Aaron McDaniel, the CEO of Access Investors Network, mobile aggregator of hundreds of equity crowdfunding deals.

The new rules also open the door for a new variety of crowdfunding platforms.

"These portals will be similar to Kickstarter -- companies will post videos and information about their offerings, and if you like what you see, you can invest," says Jeff Annison and Paul Scanlan, co-founders of Legion M, an equity crowdfunding studio for the entertainment industry. "The difference is that while Kickstarter is strictly rewards based (i.e. your money is essentially a donation in exchange for a reward or a pre-sale version of the product), the companies on these new plat-

forms will be selling equity or debt financing. If these companies are successful, you stand to make money."

### OK, that's cool. But why does it matter?

Most crucially, expanding access to crowdfunding will expand the amount of money being invested in startups.

"This means more capital for entrepreneurs. While the number of startups will stay the same, the amount of money available to deploy into this asset class will grow. Therefore, the rule change will have a profound shift on the early-stage investment industry and the economy as a whole," says Shelly Hod Moyal, a co-founder of angel investment network iAngels.

Entrepreneurs will be able to raise more money in a shorter period of time, especially those running startups that can grab the curiosity of everyday investors online, says Hod Moyal. "Title III will shorten the time and expand the scope of fundraising cycles, especially for B2C companies that can easily convey their value proposition if they create compelling digital media to support their company's narrative, and distribute that media effectively through relevant platforms."

Taken together, equity crowdfunding from unaccredited investors could bring a couple of billion dollars of additional capital into startups each year in the U.S., once the industry has a chance to grow into and adjust to the new regulations, says Mat Dellorso, the co-founder and CEO of private placement technology company WealthForge.

In addition to making more money available to entrepreneurs, the new equity crowdfunding rules will make more capital available to a wider range of entrepreneurs. Venture capital and angel investor dollars tend to flow to companies based in Silicon Valley and New York City, skipping over entrepreneurs across the country, points out Swart.

"Venture capitalists and angel investors focus on companies with home-run potential. You might have a great little profitable company with dedicated customers, but if you don't have the potential for a billion-dollar IPO or acquisition, a VC or angel isn't likely to be interested. That said, your community of customers might be very receptive to investing," says Annison and Scanlan of Legion M. "The same goes for companies built around a social cause. Large investors are very focused on optimizing the bottom line. Smaller investors may be fine with a lower financial return if they also feel like they are having a positive impact on the world."

Your grandmother, sister and friend's brother invest for different reasons than venture capitalists. And that's great. That will increase the diversity of the kinds of entrepreneurs who get capital investments to build their businesses.

"It's pretty cool that for the first time in 80 plus years, normal people will be able to invest as little as \$100 in a startup or small business that they love," says Nick Tommarello, co-founder and CEO of the equity crowdfunding platform WeFunder. "You'll know that whenever you walk into that cafe, you helped make it happen."

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

# California Sub-Bid Request Ads

## Turner

Request for Qualification (RFQ)  
RFQ Period: March 21, 2017 – April 10, 2017

Turner Construction Company (Turner) is seeking qualified Subcontractors for the following project:

**San Francisco International Airport  
Contract No. 9034.66  
Terminal 2 Tower Build Back Project**

Turner has been awarded this project, which is the demolition of the existing ATCT CAB and upper floors of Terminal 2 building. The Project includes reconstruction of the Terminal 2 (T2) office tower third and fourth floors into an Airport - occupied or leasable tenant core and shell space.

**Only those Subcontractors who meet pre-qualification criteria and are deemed pre-qualified to perform work on their respective trades will be invited to submit a bid.** Trade Subcontractors who do not submit the pre-qualification information and are not pre-qualified will not be allowed to bid the project.

Turner is seeking RFQs for the following trade packages:

TRADE PACKAGE DESCRIPTION	EST. VALUE
<b>BID GROUP 4 Phase 1</b>	
Structural Steel + Metal Deck + Stairs	\$ 2,800,000
Exterior Wall + Glazing + Metal Panels (Bid ALT)	\$ 1,500,000
Exterior Wall Drywall + Plaster + Scaffolding	\$ 1,900,000
Vertical Transportation (Elevators)	\$ 1,000,000

Contract documents, including drawings and specifications, for the project are anticipated to be available for bidding May, 2017. Construction start is expected October, 2017.

There is a LBE participation requirement for this project (24% for Design and 20% for Construction), which must be met with LBE firms that are certified LBE by the San Francisco Contract Monitoring Division. At bid time, each individual trade package will have a minimum participation requirement listed in order to meet the overall Project LBE participation requirement.

For information on how to Pre-Qualify with Turner, please contact Ana Valencia (510.267.8228 or avalencia@tcco.com)

## Balfour Beatty Infrastructure Inc.

2121 S. El Camino Real, Ste. 1000 • San Mateo, CA 94403 • Phone: (650) 282-8400

**Project: Peninsula Corridor Electrification Project (PCEP)  
Owner: Peninsula Corridor Joint Powers Board (JPB)  
Bid Date: April 18, 2017 at 3:00 PM**

### Description:

The Peninsula Corridor Electrification Project involves the electrification of the Caltrain Corridor from San Francisco (4th and King St.) to San Jose (Tamien Station). The project will help improve air quality by reducing gas emissions, reduce noise, improve system performance, increase service, and improve travel times. The DBE goal for the project is 5.2% of the total bid price.

### Scope of Work:

BBII is requesting bid quotations from Subcontractors, including DBE Subcontractors for the tree pruning/removal along the right of way of the PCEP. Trees will need to be pruned or removed to allow the installation of the OCS wires and poles. A BBII certified arborist will oversee the construction operations to ensure the operations are in accordance with the specifications and protection of the trees that remain.

### Instruction to Bid:

Please contact Dale Sangria at (760) 822-2339 or dsangria@bbius.com for Contract Specifications, Plans and all other related documentation. The documents can also be viewed at the BBII office by appointment. All quotes will be based on the documents provided. There will be a pre-bid meeting held on April 7, 2017 at the BBII office in San Mateo. The time will be provided a few days prior. Please submit the bid and forms by mail or e-mail no later than April 18, 2017 at 3:00 PM. Please mail to 2121 S. El Camino Real, Suite 1000, San Mateo, CA 94403 or e-mail to dsangria@bbius.com. Bids sent by fax will not be accepted. The following documents will be provided to interested subcontractors:

- 1.) Vegetation Clearance Drawing
- 2.) Specifications
- 3.) Tree Bid Package (schedule, construction access/staging plan, alignment chart, tree inventory, ArcGIS maps, jobsite walkthrough link)
- 4.) Forms A, B, E, F, G, H, I, Q
- 5.) Standard Form Subcontract Agreement (For Review Only)
- 6.) Checklist

Payment performance bonds will be required. Please call for assistance. Subcontractors will be required to sign BBII's standard subcontract form and provide waiver of subrogation. BBII is an equal opportunity employer.

## CAHILL CONTRACTORS, LLC

Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com)  
(415) 677-0611

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

Earthwork & Shoring/Underpinning  
**PARCEL Q - DESIGN-BUILD BID  
(SELECT TRADES)**

**1491 Sunnydale Avenue,  
San Francisco, CA 94134**

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

**BID DATE: 4/25/17 @ 2 PM**

**Voluntary Pre-Bid Meeting:**  
TBD, Cahill's Office  
425 California St., Suite 2200  
San Francisco, CA 94104

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

## CAHILL CONTRACTORS, LLC

Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com)  
(415) 677-0611

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

Structural Steel / Electrical / Earthwork / Asphalt Paving / Site Concrete / Landscape / Site Utilities

**BLOCK X - HORIZONTAL PHASE I  
(SELECT TRADES)**  
1101 Connecticut St.,  
San Francisco, CA 94107

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

**BID DATE: 4/25/17 @ 2 PM**

**Voluntary Pre-Bid Meeting:**  
TBD, Cahill's Office  
425 California St., Suite 2200  
San Francisco, CA 94104

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



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Contact: Mike Crowley  
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REQUEST FOR DVBE  
SUBCONTRACTORS AND SUPPLIERS FOR:  
**Will C. Wood High School Stadium Project  
Vacaville Unified School District  
BID DATE: April 19, 2017 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Building Structures, Concrete, Fencing, Electrical, Demolition, Survey, Underground, Lime Treatment, Track Surfacing, Synthetic Turf, Striping and Construction Materials

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



**DBE Bidding Opportunities Los Angeles, CA**  
**Regional Connector Transit Corridor Project  
for Metro Contract No. C0980**

Opportunities to provide sub-quotes include:

- FRE Conduit/ HV Box Procure and Install

Time Frame: Work is expected to begin in November 2018 and go through February 2019  
Notice of Interest Response

**Deadline: May 5, 2017**

Contact Information:  
George Cendejas  
(213-537-3981)  
[gcendejas@masselec.com](mailto:gcendejas@masselec.com)

Mass Electric Construction Co.  
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This solicitation is in response to Metro's DBE requirements and MECT intends to conduct itself in good faith with DBE firms seeking subcontract opportunities for the contract.



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

Requests sub-bids from qualified California Department of General Services (DGS) certified Small Business Enterprises (SBE) and Micro Small Businesses, Subcontractors, Consultants, and/or Suppliers seeking to participate in the Santa Clara Valley Water District, Permanente Creek Flood Protection Project Permanente Creek Channel Improvements in Mountain View and Los Altos, CA.

<http://www.pd.dgs.ca.gov>

Subcontractors and Suppliers for the following project:

**Permanente Creek Flood Protection Project  
Permanente Creek Channel Improvements  
Project No. 26244001  
Contract No. C0625**

**Owner: Santa Clara Valley Water District  
Bid Date: April 12, 2017 @ 2:00 P.M.**

Small Business Enterprises and Micro (SBEs)

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

AC Paving, Aggregates, Biologist, Minor Concrete, Clear & Grub, Concrete Grinding, Concrete Forms & Accessories, Concrete Pumping, Concrete Supply, Concrete Reinforcement Supply & Install, Demolition, Erosion Control, Fencing, Flood Walls, Flood Gate System/Flap Gates, Geotextile, Signage, Soil Disposal Site, Storm Drain Pipe Supply, Quality Control, Shotcrete, Street Sweeping, SWPPP, Trucking & Hauling, Well Abandonment & Removal, 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 DGS certified, SBE and Micro SB 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 April 7, 2017 and**

**Quotes NO LATER THAN April 11, 2017 at 5 PM.**

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

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

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

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers.

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[www.sbeinc.com/resources/news.cfm](http://www.sbeinc.com/resources/news.cfm)

# SBE Targeted “Sub-Bid Express” Availability and CUF



“Utilize SBE’s “Targeted Sub-bid Express” to attract available businesses with their CUF (commercially useful function) code verified by certifying agencies. Firms have bidding experience and a history of using a “sharp pencil”. All of these firms “hang out” in SBE’s 1.5 million B2B diverse database. So “availability” is not a problem.



You get 2 ads for the price of one – one in the publication and one on our website and be assured that your message is delivered timely **BEFORE BID DATE.**

## CONTACT US TODAY

**A:** 795 Folsom Street, 1st Floor, San Francisco, CA 94107

**P:** 415-778-6250 or 800-800-8534

**F:** 415-778-6255

**E:** sbe@sbeinc.com

**W:** www.sbeinc.com

SBE is a certified DBE firm

**SMALL BUSINESS EXCHANGE**

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<https://twitter.com/SBEinc1984>

**To Download the AD ORDER FORM, please visit the link below:**

<http://e8.octadyne.net/clientFiles/8023/Sub-Bid-Request-Order-Form-rev-5-20-16-.pdf>

# California Sub-Bid Request Ads



**BROSAMER & WALL, INC.**

An Equal Opportunity Employer  
is requesting quotations from all qualified  
**SBE (Small Business Enterprise)**

Professional Services, Sub-contractors, Material Suppliers and Trucking for the following project:

**Permanente Creek Flood Protection Project  
Channel Improvements**

**Owner: Santa Clara Valley Water District**

**Project No. 26244001**

**Contract No. C0625**

**Closing Date: April 12, 2017 @ 2:00 PM**

**CONTACT:**

**Robert Rosas**

**Brosamer & Wall Inc.**

**1777 Oakland Blvd, Suite 300**

**Walnut Creek, California 94596**

**PH: 925-932-7900 FAX: 925-279-2269**

**PROJECT SCOPE:**

The work in this Contract includes but is not limited to providing: Clear and Grub, Remove Trees and construct levees and floodwalls, including flood gates. Remove the existing left bank concrete U-Framed channel wall and invert slab and replace with Special U-Frame Channel. Construct four (4) flow separation walls in addition construct access ramps. Portions of the project require that we remove concrete trapezoidal channel lining and replace with concrete U-Frame as well as remove a 12-ft by 6.5-ft reinforced concrete box culvert (RCB) and construct a new 9-ft by 6.5-ft double RCB. Underground improvements include replacing an existing 36-inch RCP and 4-ft diameter manhole with 42-inch RCP and 5-ft diameter manhole adjacent to the new double RCB and replace the existing sanitary sewer line underneath the new double RCB.

**Subcontractors and Suppliers being solicited include but not limited to:**

**SUBCONTRACTORS:** Clear & Grubbing; Earthwork & Grading; Environmental Consultants; Erosion Control, Fencing; Flatwork (Minor Concrete); Landscape & Irrigation; Asphalt Paving; Rebar; Shoring; Roadway Signs; Striping & Markers; Traffic Control; Trucking and Underground Utility Work.

**VENDORS/SUPPLIERS:** Aggregate; Geo-Textile Fabric; Lumber; Miscellaneous Metals; Sheet Pile; Underground Pipes; Pumps; Concrete Supply and Placement

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

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

Plans and specifications can be viewed at our office located at 1777 Oakland Blvd Suite 300, Walnut Creek, Ca. 94596 or can be downloaded for free at SCVWD website @ [www.valleywater.org](http://www.valleywater.org). B&W will also make plans electronically please email [rrosas@brosamerwall.com](mailto:rrosas@brosamerwall.com) for free online link. Brosamer & Wall INC., intends to work cooperatively with all qualified firms seeking work on this project. If you are interested in submitting a subcontractor bid for this project, you may contact Robert Rosas Chief Estimator at 925-932-7900 or email your quote to [estimating@brosamerwall.com](mailto:estimating@brosamerwall.com) or fax us your quote at 925-279-2269. B&W, INC., IS AN EQUAL OPPORTUNITY EMPLOYER



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

SBE & DVBE Subcontractor/Supplier Bids Requested For:

**California Natural Resources Agency  
Department of Water Resources  
West Weber North Storage Facility  
Specification No. 17-01  
BID DATE: April 5, 2017 at 2:00PM  
Fax all quotes to 510-777-5099**

Requesting certified SBE & DVBE Subcontractor and Supplier Quotes on:

Clear & Grub, Tree Removal, Tree Sump Grinding, Site Demolition, Building Demolition, Hazardous Material abatement, Electrical, Underground Utilities, Storm Drainage, Excavation, Backfill, Rip Rap, Aggregate Base, AC Paving, Metal Building Construction, Misc. Metals, Concrete Flatwork, Reinforcing Steel, Painting, Pile Driving, Chain Link Fence, Fire Suppression System, Signage

For plans and specifications, please contact Jamie Helmick at [jhelmick@shimmick.com](mailto:jhelmick@shimmick.com).

Subcontractors and Suppliers interested in this project may contact  
Jerry Blazek by email at [jblazek@shimmick.com](mailto:jblazek@shimmick.com).

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

**Shimmick / Disney Joint Venture**  
**8201 Edgewater Drive, Suite 202 • Oakland, CA 94621**  
**Phone (510) 777-5000 • Fax (510) 777-5099**

SBE/DBE Subcontractor/Supplier Bids Requested For:

**25th Avenue Grade Separation Project - Peninsula Corridor Joint Powers Board (Caltrain)**  
**Contract No. 17-J-C-048**  
**REVISED BID DATE: April 26, 2017 until 2:00PM**  
**Fax all quotes to 510-777-5099**

Requesting certified SBE/DBE Subcontractor and Supplier Quotes on:

**SUBCONTRACTORS:** Architectural, Barrier Rail, Bridge Rail-Concrete, Clear & Grub, Cellcrete, Demolition, Earthwork, Electrical, Erosion Control, Fence, Flatwork, Landscape, Paint/Stain, Paving, Piles (CIDH), Precast Structural, Railroad, Rebar, Shoring, Structural Steel, Survey, Trucking, Utility Work, Waterproofing

**SUPPLIERS:** Aggregate, Bearing Pads, Falsework Material, Lumber, Misc. Metals, MSE Panels, Precast Structural, Precast Utility, Railroad Products, Ready Mix, Steel Fabrication

Contract Documents (All Volumes) are available for download by registered vendors, at JPB's procurement website [www.publicpurchase.com](http://www.publicpurchase.com), at no cost.

Subcontractors and Suppliers interested in this project may contact Ben Gordon by email at [bgordon@shimmick.com](mailto:bgordon@shimmick.com).

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

An Equal Opportunity Employer



**McGuire and Hester**

**9009 Railroad Avenue • Oakland, CA 94603**

**Phone: (510) 632-7676 • Fax: (510) 562-5209**

**Contact: Keith Ones • An Equal Opportunity Employer**

Sub Bids Requested From Qualified **MBE, WBE** Subcontractors & Suppliers for  
**EBMUD - Mokelumne Aqueduct No. 1 Temp Anchor Upgrade**  
**Project# 2115 • Location: Stockton, San Joaquin County, CA**  
**Bid Date: April 12, 2017 @ 1:30 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: **Vibration Monitoring, Concrete Demolition, Asbestos & Lead Abatement, Reinforcing Steel, Misc. Metals, Precast Concrete Piles, CIP Steel Shell Concrete Piles, Geotechnical Instrumentation & Monitoring, Trucking**

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

## 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](mailto:sbe@sbeinc.com)

# GOOD FAITH & BEYOND

## SBE help your company achieve inclusion

SBE is positioned to assist companies to enhance their good faith efforts and to strengthen their compliance with subcontracting plans.

SBE's unique business database provides a central location for disadvantaged, minority, woman, disabled veteran and other small businesses.

### ONE LOCATION, 1.6 MILLION BUSINESSES

- SBE imports state DOT (nationwide)
- SBE imports US SBA "SAM" listed businesses (nationwide)
- SBE maintains businesses certified by many local agencies

### SBE IS AN OUTREACH STANDARD!

- Cited as a resource by the State of California Office of Small Business Certification Resources
- Listed in plans and specs of many local agencies
- Utilized by many agencies and primes

### SUB-BID REQUEST ADVERTISEMENTS

Place a sub-bid request ad in an SBE trade and focus publication:

- Small Business Exchange weekly newspaper\*
  - SBE Today newsletter
  - SBE website [www.sbeinc.com](http://www.sbeinc.com)
  - Ad placement services in local print publications as required
- \* Adjudicated newspaper of general circulation by the Superior Court of the City and County of San Francisco**  
**\* Determined Outreach Newspaper for Asian, Black and Hispanic communities by the Supervisors of the City of San Francisco FY 2012-13**

### TARGETED MAILING/FAXING/EMAILING

- By focus group, industry type(s), certification and other requirements
- Complete logs

### TELEPHONE FOLLOW-UP

- Script tailored to project needs, four standard or individualized questions
- Interested companies directed to bidder

### COMPUTER-GENERATED REPORTS

- Full documentation, tailored to agency requirements

### CONTACT US TODAY

795 Folsom Street, Floor 1, San Francisco, CA 94107

Phone: 415.778.6250 or 800.800.8534

Fax: 415.778.6255

Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com) • Website: [www.sbeinc.com](http://www.sbeinc.com)

SBE is a certified DBE, MBE, SBE firm



**SMALL BUSINESS EXCHANGE**

Small Business Exchange, Inc. Diversity Outreach

ORDER FORM • FAX: (415) 778-6255 • EMAIL: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)

NUMBER OF CONTACTS: \_\_\_\_\_ TELEPHONE FOLLOW-UP: Yes  No

METHOD(S)  FAX  EMAIL  MAIL  RECALLS: Yes  No

ADDITIONAL SERVICES Documentation in Print  Electronic  Format

ADVERTISEMENTS: Yes ( ) No ( ) If yes, indicate publication and dates below.

SBE Newspaper, publishes THURSDAY DATE(s) \_\_\_\_\_  
 SBE Today **E-Publication**, publishes Monday through Friday DATE(s) \_\_\_\_\_  
 [www.sbeinc.com](http://www.sbeinc.com) - internet ad EXPIRATION DATE: \_\_\_\_\_

MBDA Portal Posting  SBA Sub-Net Posting  Other  Specify \_\_\_\_\_

Dollar Est. \_\_\_\_\_ Duration: \_\_\_\_\_

CERTIFICATION REQUIREMENTS: \_\_\_\_\_

FOCUS GROUPS:  MBE  DVBE  DBE  WBE  OTHER \_\_\_\_\_

CITIES (or) COUNTY: (List the location areas from which you are seeking participants) \_\_\_\_\_

AGENCY/ORGANIZATION CONTACT: Yes  No

METHOD(S)  FAX  EMAIL  MAIL

ONLINE SEARCHES   
SPECIFY

Separate \_\_\_\_\_

Search For Each Trade YES  No

Search by project location only  Other \_\_\_\_\_

Trades:

(NOTE: You can attached a separate sheet with just the trades)

**NOTE:** Ads Begin on date(s) specified.  
Outreach Processing begins one week from receipt of order unless priority service is requested.

CUSTOM REPORTS  YES  NO  
Describe: \_\_\_\_\_

Documentation requested by (date): \_\_\_\_\_

Data Query Requirement(s)  NAIC  SIC  UNSPSC  Other Specify \_\_\_\_\_

CONTRACT / RFP NUMBER: \_\_\_\_\_

PROJECT LOCATION: \_\_\_\_\_ BID DATE: \_\_\_\_\_

(NOTE: PLEASE SEND AD COPY AND THE PORTION OF THE SPEC THAT OUTLINES THE GFE STEPS FOR THIS SPECIFIC PROJECT)

#### COMPANY INFORMATION

COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY/STATE/ZIP \_\_\_\_\_

PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_

Email: \_\_\_\_\_

CONTACT: \_\_\_\_\_

AUTHORIZED BY: \_\_\_\_\_ DATE: \_\_\_\_\_

Corporate Office

795 Folsom Street, 1st Floor • San Francisco, CA 94107-4226 • Phone (415) 778-6250 • Toll Free (800) 800-8534

You can also download the Outreach order form here:  
<https://goo.gl/bwrPjv>

### Our B2B database creates a bridge to opportunity

Our legacy database contains the profiles of companies throughout the nation.

The database includes both certified small minority, woman, disadvantaged, and disabled veteran businesses and businesses that are potentially certifiable. Each business record contains 35+ fields of information including contact information, certifications, business SIC/NAIC/UNSPSC codes, and much more. SBE imports businesses from multiple nationwide sources including SBA CCR, state DOT DBE's, over 60 city and state universities, and businesses certified by many local agencies.

# Public Legal Notices



## CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

### Contract No. 2788J (ID No. FCE17099) RADIO STATION VA MEDICAL CENTER

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on April 26, 2017**, 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/biddocs](http://www.sfpublishworks.org/biddocs). Please visit the Contracts, Bids and Payments webpage at [www.sfpublishworks.org](http://www.sfpublishworks.org) for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The work to be done under this contract is located at the Veterans Affairs Medical Center (VAMC) at 4150 Clement Street, San Francisco, CA and consists of procuring and installing a prefabricated telecommunications shelter on the 6th floor roof of Building 2, fabricating and installing steel beams to roof parapet to support prefabricated building, fabricate and install steel stairs and hand rails, install door for roof access, install electrical transformer and all conduits, interconnect wiring and associated disconnects for electrical and grounding connections, install conduit for fiber optic cabling (media to be installed by others), install below grade ground ring at base of building, install antenna mount kits and ground plates on roof parapet above 7th floor of same building (antennas and RF cabling to be installed by others), bond all ground connections in accordance with drawings and all other incidental work involved with the installation of a public safety radio communications site as shown on the drawings and specified in these specifications. The time allowed for completion is 100 consecutive calendar days. The Engineer's estimate is in excess of \$750,000. For more information, contact the Project Manager, May Chan at 415-558-4568.

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

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

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

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

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits the City from entering into any Contract with a Contractor that has its United States headquarters in a state ("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 Lump Sum Bid Items basis. Progressive payments will be made.

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

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

Bid discounts may be applied as per Administrative Code Chapter 14B. The LBE Subcontracting Participation Requirement and Good Faith Efforts are not required for this contract. Other CMD requirements shall apply. Call Selormey Dzikunu at 415-554-8369 for details.

A pre-bid conference will be held on March 31, 2017 at 10:00 a.m. at VA Medical Center, 4150 Clement Street, San Francisco, CA, 94121, Building 2, Room 62 followed by a site walk. Contact May Chan at [chan@sfpdw.org](mailto:chan@sfpdw.org) or 415-558-4568, at least three (3) days in advance of the scheduled pre-bid meeting and site walk. Provide the employee name who will attend, phone number and the company name they represent.

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

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

Class "B" license required to bid.

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

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

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

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

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

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

3/30/17  
CNS-2991871#  
SMALL BUSINESS EXCHANGE

## CALIFORNIA STATE UNIVERSITY STANISLAUS

### Request for Proposals for Design-Build Project Solar Photovoltaic at Cafeteria, Project Number 10389-REBID CSU Stanislaus One University Circle, Turlock CA 95382

The Trustees of the California State University will receive sealed proposals in MSR270 at the above address, for the design and construction of the Solar Photovoltaic at Cafeteria, Project Number 10389, for the CSU Stanislaus, campus.

Technical proposals will be received until 2:00 p.m. on May 11, 2017, at the Mary Stuart Rogers Building, MSR270 in accordance with the proposal documents.

In general, the scope of work consists of the design and construction, under a procedure more commonly referred to as "turnkey construction," a major capital outlay project known as the Solar Photovoltaic at Cafeteria Project. The project includes design, supply, installation and commission of solar photovoltaic (PV) energy system on the cafeteria building located on the Turlock campus. Each proposer will submit a technical proposal and cost proposal to design and construct the total project. The budget for this project is limited to \$600,000.

RFP documents will be issued to intending proposers at no cost on or after March 23, 2017 by requesting them from ARC by going to [www.e-ARC.com/ca/modesto](http://www.e-ARC.com/ca/modesto) then clicking on "Order From Planwell" or by calling the ARC Modesto location at (209) 524-2924 asking for the PlanWell Department.

Each proposer offering a proposal must comply with bidding provisions of Article 32.00 et seq. of the Contract General Conditions. The bidder should familiarize himself with all the provisions of the Contract General Conditions and Supplementary General Conditions, especially Article 35.02-b, regarding the necessity to prequalify with the Trustees ten (10) business days prior to the proposal due date.

Proposers must be prequalified with the Trustees. Proposers shall register and log in to "PlanetBids" to apply for prequalification at [http://www.calstate.edu/cpdc/cm/contractor\\_prequal\\_bidders.shtml](http://www.calstate.edu/cpdc/cm/contractor_prequal_bidders.shtml).

This project is a public works project and is subject to prevailing wage rate laws (see Contract General Conditions, Article 35.02-c). All contractors and all tiers of subcontractors bidding on this project shall register to bid public works projects with the Department of Industrial Relations (DIR), and maintain current this registration pursuant to Labor Code Section 1725.5. Please go to <http://www.dir.ca.gov/Public-Works/PublicWorks.html> for more information and to register.

**A mandatory pre-proposal conference and site visit has been scheduled for April 11, 2017 at 10:00 am in the Facilities Plan Room located in the Corp Yard, building number 4 on the campus map.**

The Trustees require the successful proposer to achieve three percent (3%) DVBE participation in contracting construction projects as established in the Request for Proposals.

It will be the responsibility of each proposer to obtain a proposal package in sufficient time to fulfill requirements therein. Proposal packages are obtainable only by prequalified contractors, licensed in the State of California with a B or C-10 California License. The proposal packages must be requested from the Trustees, located at CSU Stanislaus, Turlock, CA, Attention: Debbie DaRosa, (209) 667-3987.



## SAN FRANCISCO INTERNATIONAL AIRPORT

### REQUEST FOR PROPOSALS FOR THE INTERNATIONAL TERMINAL DUTY FREE AND LUXURY STORES LEASE AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the International Terminal Duty Free and Luxury Stores Lease at San Francisco International Airport. The Lease is for the management and operation of 10 Duty Free and Luxury Stores locations in the International Terminal, and one location in Terminal 1. The concepts sought are duty free core category shops and high-end luxury boutiques. The proposed minimum annual guarantee is \$42,000,000.00, and the Minimum Acceptable Percentage Rent Offer is Thirty Percent (30%) of Gross Revenues. The proposed term is fourteen years. The participation of small, local and disadvantaged businesses are encouraged.

The Informational Conference will be held on Tuesday, April 4, 2017, at 10:00 a.m. at the Terminal 2 Partnering Conference Room, at San Francisco International Airport.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call John Reeb, Senior Principal Property Manager, Revenue Development and Management Department, (650) 821-4500.

3/30/17  
CNS-2990259#  
SMALL BUSINESS EXCHANGE



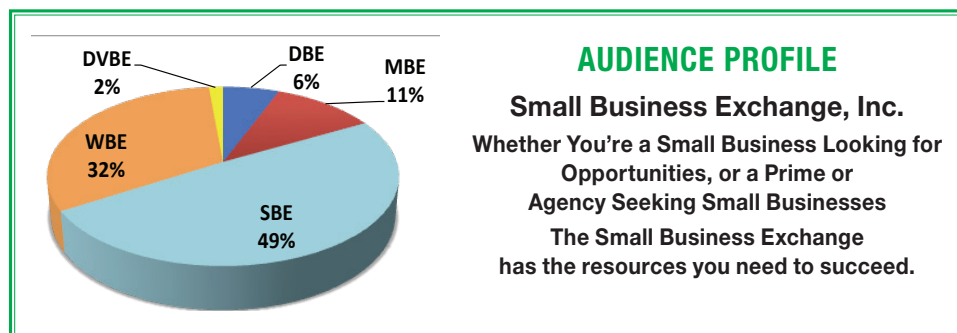
### REQUEST FOR PROPOSALS FOR THE SHOESHINE SERVICE LEASE AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the Shoeshine Service Lease.

The Lease comprises four shoeshine locations in Terminals 1, 2 and 3. The Lease term is five years with one two-year option. The annual rent shall be the higher of the Minimum Annual Guarantee, set at \$27,500.00 for the initial year, or five percent (5%) of Gross Revenues. Small, local and disadvantaged businesses are encouraged to participate.

The Informational Conference will be held on Wednesday April 12, 2017, at 10:00 a.m. at the SFO Business Center, 575 North McDonnell Road, Third Floor, Aviation Management Conference Room, at San Francisco International Airport. Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or contact John Reeb, Senior Principal Property Manager at Revenue Development and Management, (650) 821-4500

CNS-2991533#





# Public Legal Notices

# Census Bureau News - Highest Educational Levels Reached by Adults in the U.S. Since 1940

## Request For Proposal Winfield Site Development Options Study Project



**Topic:** Winfield Site Development Options Study Project

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

The Santa Clara Valley Water District is soliciting proposals from consultant firms to assist with the identification of viable options to develop the property located at 5905 Winfield Blvd., San Jose, CA 95123. The study needs to include: (1) Potential to develop a commercial, institutional and/or public land use that complies with the zoning requirements; (2) Identify and evaluate development options for exclusive use as well as joint use (concurrent uses by private entity and the District); (3) For the joint-use options, the study should include an analysis of how the current uses can be curtailed or adjusted to accommodate private sector uses.

Please submit your proposals electronically to the District's Contract Administration System (CAS) by the date and time specified in the RFP Schedule. Prior to submitting proposals, all firms must be registered in CAS. This can be achieved by going to the web address noted above and following the instructions to create an account. When in the creation process, select the expertise code "ED10" and add contact information as necessary.

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

In addition to submitting proposals electronically through the District's web portal, 4 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.

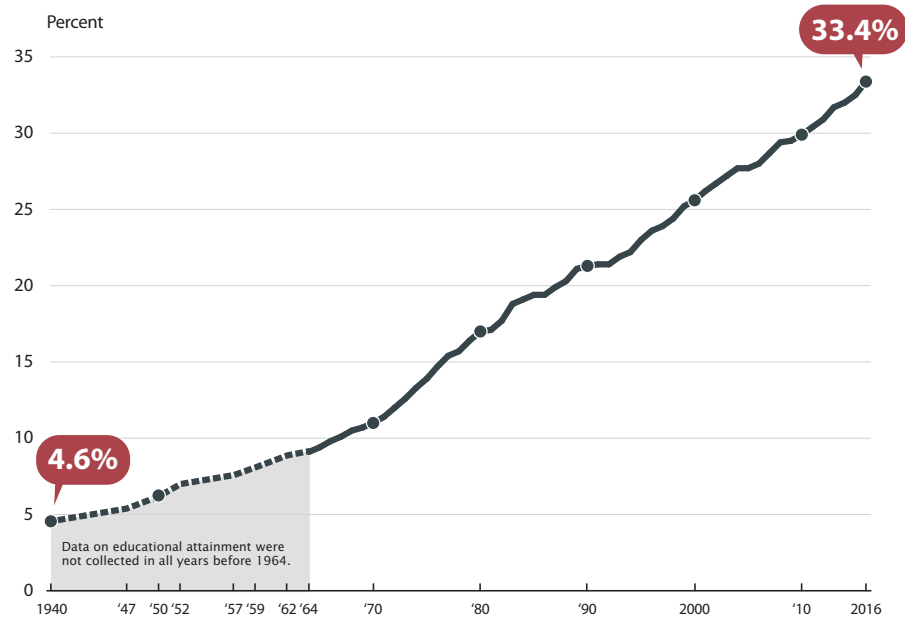
General questions regarding this solicitation will be accepted by email to **Anil Comelo**, Interim Deputy Administrative Officer at [acomelo@valleywater.org](mailto:acomelo@valleywater.org). Questions must be submitted no later than April 11, 2017 at 3 p.m. and will be responded to in writing by April 18, 2017.

3/2017 BA



## Highest Educational Attainment Levels Since 1940

Adults 25 Years and Older With a Bachelor's Degree or Higher



United States Census Bureau  
U.S. Department of Commerce  
Economics and Statistics Administration  
U.S. CENSUS BUREAU  
[census.gov](http://census.gov)

Source: 1940-2010 Census and Current Population Survey  
[www.census.gov/programs-surveys/cps.html](http://www.census.gov/programs-surveys/cps.html)  
[www.census.gov/prod/www/decennial.html](http://www.census.gov/prod/www/decennial.html)

## California High-Speed Rail Authority Board of Directors

Continued from page 1

He also served as a Foundation Board Member of the White Memorial Hospital, Chairman of the Board for Hollywood Presbyterian Hospital, Board of Trustees for the Claremont Graduate University, the Board of Regents for the Loyola Marymount University, Chairman of the Board of the Center for Community and Family Services and was the Chairman of the Board for the Rail Construction Corporation which was responsible for the design and construction of the Blue, Red and Green line in Los Angeles County.

His compensation is \$100 per diem not to exceed \$500 in one calendar month, plus actual travel expenses incurred in attending to the business of the Authority. His appointment fills the vacant spot previously filled by Lou Correa, a former member of the California State Senate, who was appointed to the Authority Board of Directors in March 2015. He stepped down in November 2016 with his election to the U.S. House of Representatives.

In 2016, Governor Brown signed Assembly Bill 1813, which added two non-voting ex officio members to the Board. One member is to be a Member of the Senate, appointed by the Senate Rules Committee, and the other is to be a Member of the Assembly, appointed by the Speaker of the Assembly. Senator Beall fills the Senate Committee on Rules' position on the Board, while the Assembly position has yet to be filled.

SOURCE: AGC of America

## Bay Area Transportation

Continued from page 1

- \$24.4 billion by increasing the state excise tax on gasoline by 12 cents per gallon;
- \$16.3 billion from an annual vehicle license fee based on vehicle value;
- \$7.3 billion by increasing the state excise tax on diesel fuel by 20 cents per gallon;
- \$3.5 billion by increasing the sales tax on diesel fuel to 5.75 percent;
- \$706 million through repayments from the state General Fund; and
- \$200 million from an annual \$100 Zero Emission Vehicle fee that would start in 2020.

These funds would be split 50/50 between a "Fix Local Streets and Transportation Infrastructure" element and a "Fix State Highways and Transportation Infrastructure" component. The 10-year forecast for the local funding portion includes:

- \$15 billion for local street and road repairs;
- \$7.5 billion for public transit improvements;
- \$2 billion to support "self-help" counties in which voters have approved dedicated transportation sales taxes. (These include all Bay Area counties except Solano);
- \$1 billion to improve bicycle and pedestrian infrastructure;
- \$825 million for local contribution to State Transportation Improvement Program; and

Continued on page 12

More than one-third of the adult population in the United States has a bachelor's degree or higher marking the first time in decades of data.

"The percentage rose to 33.4 percent in 2016, a significant milestone since the Current Population Survey began collecting educational attainment in 1940," said Kurt Bauman, Chief of the Education and Social Stratification Branch. "In 1940, only 4.6 percent had reached that level of education."

In 2010, less than 30 percent of those 25 and older had completed a bachelor's degree or higher, and in 2006, 28 percent had reached that level of education.

These findings come from the U.S. Census Bureau's Educational Attainment in the United States: 2016 table package that uses statistics from the Current Population Survey Annual Social and Economic Supplement to examine the educational attainment of adults ages 25 and older by demographic and social characteristics, such as age, sex, race and Hispanic origin, nativity and disability status.

The data also found that the average earnings in 2016 for those ages 25 and older whose highest educational attainment was high school were \$35,615. The average earnings for those with a bachelor's degree were \$65,482 compared with \$92,525 for those with an advanced degree.

### Other highlights:

- The Asian and non-Hispanic white populations were more likely to hold a bachelor's de-

gree or higher, 55.9 percent and 37.3 percent, respectively, when compared with the black population at 23.3 percent and the Hispanic population at 16.4 percent in 2016.

- Of the U.S. population 25 years and older, 89.1 percent had completed high school (or equivalent) or more education in 2016. A decade earlier, in 2006, 85.5 percent had completed high school or more education.
- In 2016, average earnings for males age 25 and older whose highest educational attainment was high school were \$41,942. By comparison, average earnings among females in this category in 2016 were \$26,832.
- In 2016, average earnings for males age 25 and older with a bachelor's degree were \$79,927. By comparison, average earnings for females in this category in 2016 were \$50,856.
- Bachelor's degree attainment varied by citizenship and nativity. The native born were more likely than the foreign-born to have a bachelor's degree or higher (33.6 percent vs 32.4 percent). Among the foreign-born, 38.4 percent of naturalized citizens had a bachelor's degree or higher, compared with 26.5 percent of noncitizens.

The Current Population Survey, sponsored jointly by the U.S. Census Bureau and the U.S. Bureau of Labor Statistics, is the primary source of labor force statistics for the population of the United States.

SOURCE: U.S. Census Bureau.

# Fictitious Business Name Statement

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0375162-00

Fictitious Business Name(s):  
**Chef Luo**  
Address  
**3452 Mission Street, San Francisco, CA 94110**  
Full Name of Registrant #1  
**Sanyou Investment Partners (CA)**  
Address of Registrant #1  
**3452 Mission Street, San Francisco, CA 94110**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/2/2017**

Signed: **Robert Hui**

This statement was filed with the County Clerk of San Francisco County on **3/15/2017**

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

Filed: Sonya Yi  
Deputy County Clerk  
3/15/2017

**3/23/17 + 3/30/17 + 4/6/17 + 4/13/17**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0375059-00

Fictitious Business Name(s):  
**#1. eMedio**  
**#2. Jym Warhol Photography**  
**#3. Media Rare**  
**#4. Thai Thai**  
**#5. Photo Look**  
Address  
**2657 42nd Avenue, San Francisco, CA 94116**  
Full Name of Registrant #1  
**Emedio LLC (CA)**  
Address of Registrant #1  
**2657 42nd Avenue, San Francisco, CA 94116**

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/10/2017**

Signed: **James Warhol**

This statement was filed with the County Clerk of San Francisco County on **3/9/2017**

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

Filed: Morgan Jaldon  
Deputy County Clerk  
3/9/2017

**3/16/17 + 3/23/17 + 3/30/17 + 4/6/17**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0375062-00

Fictitious Business Name(s):  
**G & J Beauty Salon**  
Address  
**3446 Balboa Street, San Francisco, CA 94121**  
Full Name of Registrant #1  
**Yun Lin**  
Address of Registrant #1  
**3446 Balboa Street, San Francisco, CA 94121**

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

Signed: **Yun Lin**

This statement was filed with the County Clerk of San Francisco County on **3/9/2017**

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

Filed: Sonya Yi  
Deputy County Clerk  
3/9/2017

**3/16/17 + 3/23/17 + 3/30/17 + 4/6/17**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374984-00

Fictitious Business Name(s):  
**Glamour Lace**  
Address  
**301 Crescent Ct. Unit #3203, San Francisco, CA94134**  
Full Name of Registrant #1  
**Ivy Yu**  
Address of Registrant #1  
**301 Crescent Ct. Unit #3203, San Francisco, CA94134**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/2/2017**

Signed: **Ivy Yu**

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

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

Filed: Giselle Romo  
Deputy County Clerk  
3/2/2017

**3/16/17 + 3/23/17 + 3/30/17 + 4/6/17**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0375182-00

Fictitious Business Name(s):  
**Martinoni Construction Management**  
Address  
**1990 Beach Street #304, San Francisco, CA 94123**  
Full Name of Registrant #1  
**Dustin Martinoni**  
Address of Registrant #1  
**1990 Beach Street #304, San Francisco, CA 94123**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/7/2017**

Signed: **Dustin Martinoni**

This statement was filed with the County Clerk of San Francisco County on **3/17/2017**

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

Filed: Susanna Chin  
Deputy County Clerk  
3/17/2017

**3/23/17 + 3/30/17 + 4/6/17 + 4/13/17**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374987-00

Fictitious Business Name(s):  
**Passadori Family Law & Mediation, P.C.**  
Address  
**1390 Market Street, Suite 200, San Francisco, CA 94102**  
Full Name of Registrant #1  
**DBA Passadori Family Law & Mediation, P.C. (CA Corp.)**  
Address of Registrant #1  
**1390 Market Street, Suite 200, San Francisco, CA 94102**

This business is conducted by **A Corporation**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **1/5/17**

Signed: **Diana Passadori**

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

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

Filed: Maribel Jaldon  
Deputy County Clerk  
3/3/2017

**3/9/17 + 3/16/17 + 3/23/17 + 3/30/17**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374999-00

Fictitious Business Name(s):  
**Social Harmony**  
Address  
**400 2nd Avenue, Apt. 2, San Francisco, CA 94118**  
Full Name of Registrant #1  
**Jessica H. Scadron**  
Address of Registrant #1  
**400 2nd Avenue, Apt. 2, San Francisco, CA 94118**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **2/21/17**

Signed: **Jessica Scadron**

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

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

Filed: Jessa Lazo  
Deputy County Clerk  
3/3/2017

**3/9/17 + 3/16/17 + 3/23/17 + 3/30/17**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0375010-00

Fictitious Business Name(s):  
**The Real P**  
Address  
**558 Head Street, San Francisco, CA 94132**  
Full Name of Registrant #1  
**Jasline A.V. Berry**  
Address of Registrant #1  
**558 Head Street, San Francisco, CA 94132**

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

Signed: **Jasline A.V. Berry**

This statement was filed with the County Clerk of San Francisco County on **3/06/2017**

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

Filed: Morgan Jaldon  
Deputy County Clerk  
3/06/2017

**3/30/17 + 4/6/17 + 4/13/17 + 4/20/17**

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0374766-00

Fictitious Business Name(s):  
**Los Portales Medical & Dental Center**  
Address  
**2480 Mission Street, Suite 215, San Francisco, CA 94110**  
Full Name of Registrant #1  
**33 Grant LLC (CA)**  
Address of Registrant #1  
**2200 Pacific Avenue, #5A, San Francisco, CA 94115**

This business is conducted by **A Limited Liability Company**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/14/2011**

Signed: **Hagen Choi**

This statement was filed with the County Clerk of San Francisco County on **2/17/17**

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

Filed: Sonya Yi  
Deputy County Clerk  
2/17/2017

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

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

Fictitious Business Name(s):  
**Jubilee Montessori Internacional**  
Address  
**1300 Shrader Street, San Francisco, CA 94117**  
Full Name of Registrant #1  
**Virginia Clark Young**  
Address of Registrant #1  
**1300 Shrader Street, San Francisco, CA 94117**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/26/2012**

Signed: **Virginia Clark Young**

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

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

Filed: Jessa Lazo  
Deputy County Clerk  
1/31/2017

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

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

Fictitious Business Name(s):  
**Spiritual Experience By Anna**  
Address  
**1628 Lombard Street, San Francisco, CA 94123**  
Full Name of Registrant #1  
**Joanna Isabella Nicholas**  
Address of Registrant #1  
**269 Church Street, Apt #5, San Francisco, CA 94114**

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

Signed: **Joanna Nicholas**

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

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

Filed: Maribel Jaldon  
Deputy County Clerk  
2/9/2017

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

## FICTITIOUS BUSINESS NAME STATEMENT File No. A-0375010-00

Fictitious Business Name(s):  
**blozzom**  
Address  
**285 Ocean Ave., San Francisco, CA 94112**  
Full Name of Registrant #1  
**Craig Gibbons**  
Address of Registrant #1  
**285 Ocean Ave., San Francisco, CA 94112**

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **8/10/2016**

Signed: **Craig Gibbons**

This statement was filed with the County Clerk of San Francisco County on **3/02/2017**

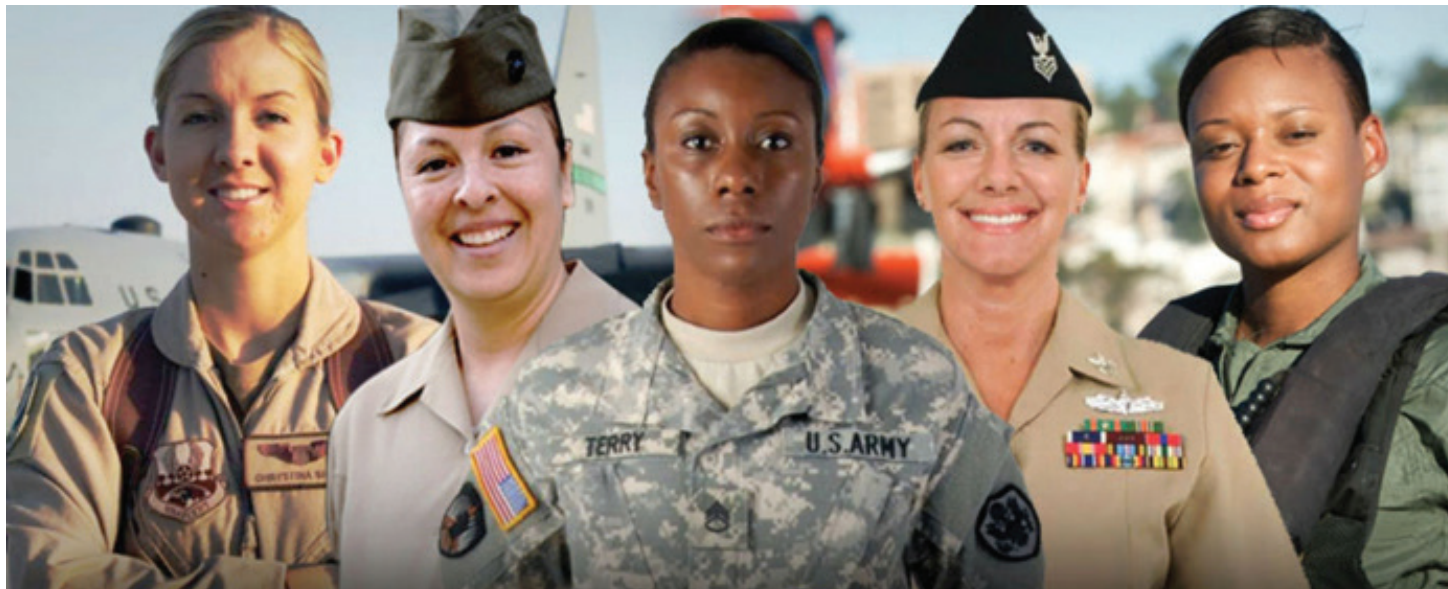
Notice: This fictitious name statement expires five years from the date it was filed. A new fictitious business name statement must be filed prior to this date. The filing of this statement does not of itself authorize the use in this state of a fictitious business name in violation of the right of another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

Filed: Sonya Yi  
Deputy County Clerk  
3/02/2017

**3/30/17 + 4/6/17 + 4/13/17 + 4/20/17**

# Veteran Corner

## SBA Awards Funding to Organizations Offering Entrepreneurship Training to Women Veterans and Military Spouses



The U.S. Small Business Administration this week announced the awarding of \$300,000 in Women Veteran Entrepreneurship Training Program grants to three organizations offering small business development resources to women veterans and military spouses.

The funding opportunity, offered by SBA's Office of Veterans Business Development, supports each organization's entrepreneurial training programs for women who are veterans, service members, and spouses of veterans and service members. Each awardee was chosen based on their demonstrated history of and commitment to providing training programs and resources to women.

"Increasingly, women small business owners are contributing in a major way to the growth of the

U.S. economy, and women veterans bring a unique and valued skill set to entrepreneurship," SBA Administrator Linda McMahon said. "Funding these organizations involved in helping women veterans and military spouses establish successful businesses will go a long way towards securing the future for these women and their families."

### The three awardees are:

- **Institute for Veterans and Military Families at Syracuse University: Veteran Women Igniting the Spirit of Entrepreneurship (V-WISE) - \$135,000.**

The V-WISE program is an intensive three-phase program containing a 15-day online preparatory course, a two-day residency program, and post-training technical support. IVMF also offers an accelerated version of the course called

"IGNITE." Both programs are open to applicants nationwide.

- **Bunker Labs: Entrepreneurial Program for Innovation and Collaboration (EPIC) and Bunker in a Box - \$90,000.**

Bunker Labs provides education, mentoring and networking opportunities to help military veterans start and grow their businesses. EPIC is a 14-week training course offered by Bunker Labs where participants meet weekly, while also having access to the online "Bunker in a Box." The program is offered in Chicago, Philadelphia, Redwood City (California), Nashville, Austin, Minneapolis, New York City, Jacksonville, Kansas City, Raleigh-Durham, Madison (Wisconsin), and Washington, D.C.

- **Lift Fund: San Antonio Lift Fund - \$75,000.**

Lift Fund is a non-profit organization that helps small business owners with limited access to capital. The Texas-based Women Veteran Entrepreneurship Program is a seven-week course offering both in-person and online training, and covers everything from technical assistance to capital requirements. The program serves the San Antonio, Dallas, Austin, Houston, Laredo, Brownsville, and El Paso areas.

Women veteran-owned small businesses represent a burgeoning economic powerhouse in the military small business community. As of 2012, women veterans owned 383,302 businesses, generating \$17.9 billion in sales. From 2007 to 2012, despite representing only 15.2 percent of all veteran-owned businesses, the number of women-veteran owned small businesses increased by 294.7 percent.

To learn more about additional opportunities for veterans available through the SBA, visit [www.sba.gov/vets](http://www.sba.gov/vets).

### About the U.S. Small Business Administration

The U.S. Small Business Administration (SBA) was created in 1953 and since January 13, 2012, has served as a Cabinet-level agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, the SBA delivers its services to people throughout the United States, Puerto Rico, the U.S. Virgin Islands and Guam.

SOURCE: [www.sba.gov](http://www.sba.gov)

## Finance Industry Veteran Behind Non-Profit "Business Plan Without Borders"; Platform Dedicated to Economically-Challenged, Immigrant and Refugee Entrepreneurs

Serial entrepreneur and veteran business plan advisor Paul Azous announced that he has recently launched a non-profit organization dedicated to assisting the most vulnerable in society with their business startup needs. The organization, Business Plans Without Borders ([www.Borders.org](http://www.Borders.org)) assists refugee, immigrant, and low income aspiring entrepreneurs with business plan writing assistance in the form of business writing collaboration, the allocation of grants and facilitating networking opportunities with seasoned industry professionals. Aspiring entrepreneurs who qualify for assistance can apply directly via the organization's website, [www.borders.org](http://www.borders.org). Grants are awarded based on merit.

Paul Azous is an 18 year finance industry veteran and Founder/CEO of Prospectus.com, a global consulting firm that assists startups and later stage private and public companies with a broad range of professional services, from business plan and prospectus writing to initial public offering and stock exchange listings. During the past 15 years, Paul and his firm have guided scores of companies across multiple industries and geographic regions in helping to launch start-up and fast-growth busi-

nesses. His primary focus has been on developing business plan summaries, financial and business models, conducting company valuations and assisting with debt or equity offerings. Through a global consultancy framework, Azous has been credited with fast-tracking nearly 5,000 companies in over 50 countries with their business planning and investor documentation needs.

"Creating Borders.org has been a goal of my wife, Tamar and myself for several years, as we've always been determined to mentor and back aspiring entrepreneurs who have not had the benefit of a support system," says Azous. "With Tamar's background in microfinance and her own "mom-preneur" experience, coupled with my background, Borders was just a matter of time."

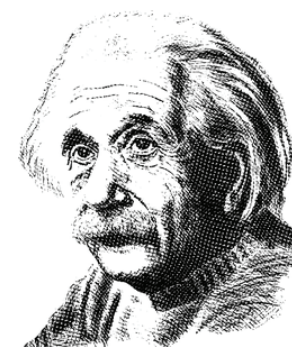
Entrepreneurs within Border.org's target demographic typically lack the resources necessary to launch a successful business, even if the business fills a market need. This leaves them unable to raise sufficient funding to adequately develop and market their products or services and consequently, those initiatives are short-lived. Borders.org assists with the most important document that

a business owner or entrepreneur must have: the business plan. A business plan enables entrepreneurs to build a roadmap for their company, and is a necessary component to raise capital from qualified investors and/or lending institutions. Borders.org guides entrepreneurs through the strategic business planning process and links them with a wide network of volunteer industry professionals who provide free business startup services, including legal work, accounting, and marketing.

### About Borders.org

Business Plans Without Borders aka Borders.org - is a 501(c)(3) non-profit organization. The organization was created to assist low income, refugee and immigrant entrepreneurs with writing and developing their business plans. Borders.org staff works one-on-one with aspiring entrepreneurs, helping them formulate, structure and develop cohesive business models, provides merit-based grants to awardees and networking opportunities with accomplished mentors who can bridge the gap between a strong idea and successful implementation.

SOURCE: [Business Plan Without Borders](http://BusinessPlanWithoutBorders.org)



"All meaningful and lasting change starts first in your imagination and then works its way out. Imagination is more important than knowledge."

— Albert Einstein

# California Sub-Bid Request Ads



**CITY OF SAN DIEGO BID NO. K-17-1191-DBB-3**  
**PROJECT NAME:**  
**LA JOLLA COUNTRY CLUB**  
**RESERVOIR AND PUMP STATION**  
**COUNTY: SAN DIEGO COUNTY**  
**BID DATE: 4/11/2017 AT 2:00 PM**  
**ENGINEER'S ESTIMATE: \$5,220,000**  
**SLBE GOAL: 12.5%**  
**ELBE GOAL: 27%**

**Services needed:** This is a water pump station project with the typical items of work associated. Myers and Sons Construction is requesting quotes from all qualified subcontractors, trucking firms and suppliers including certified SLBE/ELBE firms for any part of the following types of work, including but not limited to:

Demolition, salvage, recycling, disposal of the existing pump station and reservoir, and construction of new reservoir and pump station facilities, emergency portable generator, security and surveillance systems, site improvements including fencing, grading and landscaping, and all other required work specified in the Contract Documents for a complete and functional system. Relocation of bypass piping, SCADA equipment and otherwise provide for the uninterrupted water service to the 725 and 925 pressure zones via other water supply facilities. Etc.

**Requirements:** 100% performance and payment bonds may be required for the full amount of the subcontract price. Subcontractors must possess a valid contractor's license, DIR registration number, current insurance meeting Myers and Sons Construction's requirements. Subcontractors will be required to sign the standard Myers and Sons Construction, LP Subcontract Agreement. Quotations must be valid for one hundred and twenty (120) days after the specified Contract Award Date by the Owner. Plans and Specifications are available at no cost to interested SLBE/ELBE firm, please, please contact us at (916) 283-9950 or [estimating@myers-sons.com](mailto:estimating@myers-sons.com). Please call if you need assistance in obtaining bonding, lines of credit, insurance, equipment, materials and/or supplies or visit our website at [www.myers-sons.com](http://www.myers-sons.com) for more information. Myers and Sons Construction, LP will work cooperatively with all qualified firms seeking work on this project. Myers and Sons Construction is signatory to the Laborers, Carpenters, Cement Masons and Operating Engineers. Myers and Sons Construction, LP is an equal opportunity employer.

Myers and Sons Construction, LP will be bidding as a prime contractor on the referenced contract. We would appreciate a response by fax indicating whether or not you will be submitting a bid for this contract. Please complete information below and fax to 916-614-9520. Thank you for your cooperation.

**Myers and Sons Construction, LP**  
 4600 Northgate Blvd., Suite 100  
 Sacramento, CA 95834  
 Phone: 916-283-9950 • Fax: 916-614-9520  
**Contact: Marlena Stockton**  
 Email: [mstockton@myers-sons.com](mailto:mstockton@myers-sons.com)  
**Myers and Sons Construction**  
 is an equal opportunity employer.

## Black Engineers

Continued from page 2

### About BMES

The Biomedical Engineering Society (BMES) has the mission to promote and enhance knowledge and education in biomedical engineering and bioengineering worldwide, and its utilization for human health and well-being. BMES is the professional society for biomedical engineering and bioengineering. Founded in 1968, the Society has more than 7,000 members. BMES serves as the lead society for BME education accreditation and is the professional home for biomedical engineering and bioengineering worldwide. For more information, visit [www.bmes.org](http://www.bmes.org).

SOURCE: National Society Black Engineers

Nema Construction is seeking subcontractors participation on :  
**Security Improvements At**  
**375 7th Street and Filipino Education Center**  
**824 Harrison Street, San Francisco CA**  
**Contact : Ali Farahani - 510-525-2398**

## AECOM

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

### REQUEST FOR CBE SUBCONSULTANT INTEREST

AECOM is bidding on the following project as a Prime Contractor:

**As-Needed Master Plan and Strategic Facilities Planning Services**  
**County of Los Angeles Department of Public Works,**  
**On behalf of the Chief Executive Officer (CEO)**

**Bid Date: April 12, 2017, at 10 am**

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

- Facilities Planning/Space Planning Services
- Cost Estimating Services

Experience providing similar services to the County of Los Angeles is preferred. This proposal is in alignment with the County of Los Angeles CBE Program requirements and certified CBEs are encouraged to respond. The CBE Program includes business enterprises owned by disabled veterans, disadvantaged business enterprises, and minority- and women-owned business enterprises.

AECOM intends to conduct itself in good faith with regard to all firms.

Interested businesses should email a brief overview of County of Los Angeles experience, along with CBE documentation by Thursday, April 6, 2017, to Lesley Grant at [lesley.grant@aecom.com](mailto:lesley.grant@aecom.com), or by Phone (213) 593-8672 or Fax (213) 593-8178.

Assistance is available in obtaining any necessary bonding; lines of credit or insurance; information related to the requirements for the work; and necessary equipment, supplies materials, or related services.

We are an Equal Opportunity Employer

## AECOM

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

### REQUEST FOR CBE SUBCONSULTANT INTEREST

AECOM is bidding on the following project as Prime Contractor:

**Owner: County of Los Angeles Department of Public Works**  
**Request for Proposals**  
**As-Needed Environmental Compliance Services for Water Resources Division**  
**AED Project ID #AED7740052**

**Proposal due date April 13, 2017 at 2pm**

AECOM is seeking qualifications from Community Business Enterprises (CBEs) for the following work:

CEQA/NEPA environmental documentation, regulatory permitting services, environmental compliance services, environmental mitigation services, public outreach, nonnative species control and habitat restoration, and technical studies including biological resources, cultural resources, air quality, noise and vibration, hazards, and traffic.

Experience providing similar services to the County of Los Angeles is preferred. This proposal is in alignment with the County of Los Angeles CBE Program requirements and certified CBEs are encouraged to respond. The CBE Program includes business enterprises owned by disabled veterans, disadvantaged business enterprises, and minority- and women-owned business enterprises.

Interested businesses should email a brief overview of County of Los Angeles experience, along with CBE documentation by Friday, April 7, 2017, to Janet Dallas at [janet.dallas@aecom.com](mailto:janet.dallas@aecom.com), or by Phone (916) 414-5877 or Fax (916) 414-5850.

Assistance is available in obtaining any necessary bonding; lines of credit or insurance; information related to the requirements for the work; and necessary equipment, supplies materials, or related services.

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## Bay Area Transportation

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- \$250 million for local transportation planning grants.

Revenue projections for Bay Area cities and counties through the "Fix Local Streets" component are available. Ten-year projections for the state portion of the funding package include:

- \$15 billion for highway repairs;
- \$4 billion to repair bridges and culverts;
- \$3 billion to improve freight-movement corridors;
- \$2.5 billion to reduce congestion in major commute corridors; and
- \$1.4 billion for other projects.

MTC is the transportation planning, financing and coordinating agency for the nine-county San Francisco Bay Area.

SOURCE: <http://mtc.ca.gov>