

SMALL

BUSINESS

EXCHANGE

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Vol 34, Edition 3

Weekly Publication



April 12, 2018

Don't Let Technology Obscure the Real Heart of the Construction Process

A reminder about what's important, from a construction estimator



Photo Credit: Dawson Construction

By Jason Seiler,

Over the last three years, technology has smashed like a wrecking ball the notion that construction is just work boots and weathered hands. It has created a completely new way of looking at construction and created a brand new workforce. Rather than walking around a jobsite with a tool belt and a tape measure, the new construction professional is more likely to be seen holding a tablet and a stylus. 3D modeling, building information modelling and image mapping have taken the jobsite by storm.

I started working in construction in 2003, seven years before the iPad appeared, as a union apprentice out of plumbers' Local 130 in Chicago. I worked on projects ranging from small tenant improvements to 17-story condominiums. I have dug trenches by hand in the rain and installed faucets in buildings in the winter. The greatest technological

development I saw in my four years as an apprentice was an underground plumbing piping plan that we had laminated to protect it from the elements.

Shortly after becoming a journeyman in 2007, I accepted a position as the plumbing estimator for one of the largest plumbing companies in Chicago. The first item I received when I sat down at my desk was a Scale Master Classic Digital Plan Measure tool. We estimators called them rollers. That was how you performed quantity take-offs for plumbing piping before inputting the information into an Excel spreadsheet to formulate a bid. You did everything on a paper set of plans and highlighted the items as you performed your take-off so you would not double count anything. If you were lucky enough to get a scope review meeting with your client, you showed up at their office with

Continued on page 5

Los Angeles named #1 Solar City in America

Mayor Eric Garcetti announced that Los Angeles has the most installed solar power of any city in America after a 44% increase over the last year, according to a report by the Environment California Research & Policy Center. The Mayor also unveiled a new 2.21 megawatt solar installation on the South Hall roof of the Los Angeles Convention Center, making it the largest solar system on any publicly-owned convention center on the West Coast.

"We're proud to lead American cities in the movement to meet the goals of the Paris Climate Agreement," said Mayor Garcetti. "Every investment we make in solar is an investment in the health and well-being of Angelenos today and for years to come."

Continued on page 11

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Connecting Public Transit to Great Manufacturing Jobs

After 17 years heading a labor-community alliance in Los Angeles, Madeline Janis had developed a reputation as one of the nation's most innovative strategists on behalf of workers.

Janis and her coalition had pushed through the nation's broadest living wage law. She helped devise a strategy to get hundreds of minority workers hired on long-segregated construction projects. She helped invent the concept of "community benefits agreements," which pressured real-estate and retail developers to hire workers from poor neighborhoods and to promise not to oppose unionization. And she spearheaded an effort that slashed truck pollution at the nation's largest seaport, while making it easier for port truck drivers to unionize.

But notwithstanding her impressive track record, something was nagging at Janis, long the director of the Los Angeles Alliance for a New Economy. After battling to help service-sector workers, truck drivers, and construction workers, Janis was eager to fight on a new front: manufacturing.

So she set out on a mission to create more factory jobs in the United States—and to make sure that those jobs were good jobs that employed women and people of color. What's more, Janis had her eye on another prize: She wanted those jobs to be

union jobs. (This was back in 2010, years before someone named Donald Trump hit the campaign trail, promising to bring back manufacturing jobs and make America great again.)

In her years heading the Los Angeles Alliance, Janis had repeatedly concocted ways to use government policies—including procurement policies—to help workers in a range of industries, from hotels to waste-hauling. "But the one area that eluded us was government procurement of manufactured goods," Janis says. "This has been something I had been dreaming about for years."

So she became a dreamer and schemer about manufacturing. She left the Los Angeles Alliance and, in 2013, founded Jobs to Move America (JMA), a nonprofit group that has been mighty impressive in bringing factory jobs back to the United States.

By alternately pressuring and working with transportation authorities in Los Angeles, New York, and other cities, Jobs to Move America has gotten foreign manufacturers to create more than 2,500 direct factory jobs in the United States—and several thousand more indirect jobs. Jobs to Move America played a pivotal role in getting Chinese rail and bus companies to build factories in California, Illinois, and Massachusetts. It has also gotten a

Continued on page 9



San Francisco African American Chamber of Commerce

YOU ARE INVITED
LinkedIn Workshop
and
Networking Mixer

The San Francisco African American Chamber of Commerce and LinkedIn presents:

HOW TO GROW YOUR BUSINESS WITH LinkedIn

Join SFAACC and OAACC members and friends at our Business Networking Mixer.



TUESDAY
MAY 1, 2018
5:30 - 7:30 PM
at the Headquarters of



*222 Second Street
 San Francisco*

Tickets
 Member: \$15
 Non-Member: \$25

Purchase Tickets Via Eventbrite



LinkedIn is the world's largest professional network, where 4 of every 5 professionals drive business decisions. Every day, 500M+ members network, share and converse on our platform. This workshop is an opportunity to learn how to establish your brand within our community. We'll provide all the tips and tricks to make the most of your personal LinkedIn as a small business leader, from profile help to connections to your newsfeed. Afterward, we'll have a Q&A session to answer any questions you may have.

Hors d'oeuvres and refreshments will be served.

Purchase your ticket here:
<https://www.eventbrite.com/e/sfaacc-linkedin-workshop-and-business-mixer-tickets-44204625224>

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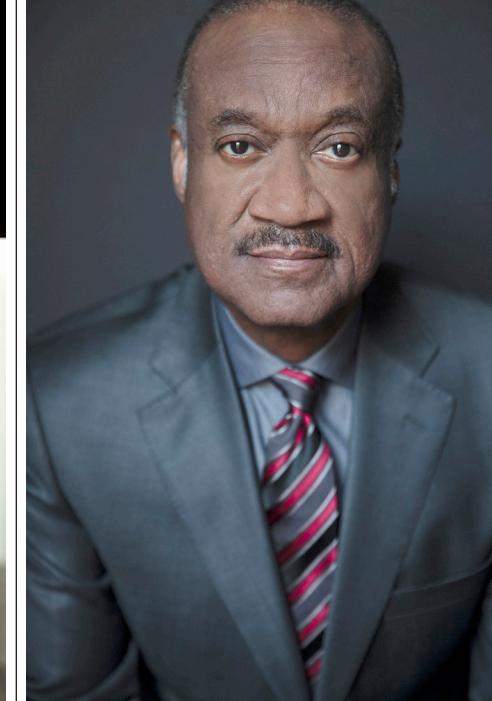
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Matthew Thomas, President and CEO,
 San Francisco African American
 Chamber of Commerce

The San Francisco African American Chamber of Commerce has elected Matthew Thomas as President and CEO. As the leader of the organization, he will guide the strategy and vision of the 46 year old organization. Thomas' leadership history includes being the former director of the San Francisco office of the Bay Area Urban League, and serving two terms on the Board of Directors of San Francisco Travel. Thomas currently serves on the board of the San Francisco Chamber of Commerce, the Advisory Board of Presidio World College and is the President of Visit San Francisco.

SFAACC CORE VALUES

The San Francisco African American Chamber of Commerce (SFAACC) is one of California's most influential minority business organizations, representing and promoting African American business owners in San Francisco. Through advocacy and economic development, SFAACC is creating a firm economic base that supports the self-determination and survival of African American businesses. SFAACC is a non-profit 501c6 corporation.

ISSN 0892-5992



Access to Capital

How to Get Working Capital for Your Organization

By Terry Masters,

Access to working capital often determines whether your company can fill a new order that exceeds your current production capacity, capitalize on new markets, maintain adequate inventory levels or engage in enough marketing to increase sales. This type of capital serves as a bridge, keeping you operational until expected revenue materializes. Businesses can use private, institutional and governmental sources of working capital. Your ability to access any particular source of funds depends on your company's credit history, cash flow, profitability, anticipated revenue and available collateral.

Revolving Credit

If your business is established and has good credit and references, it can apply for a line of credit to meet working capital needs from a financial institution. A line of credit makes money available to you when you need it up to a certain limit. You only have to pay inter-

est on the money you actually withdraw from the line. Business and personal credit cards are other sources of revolving credit that can be used for working capital.

Debt Financing

You can apply for short- and long-term business loans from banks and financial institutions to meet working capital needs. The U.S. Small Business Administration operates a number of loan guarantee programs that are designed to help small businesses access the capital they need. These programs are designed for businesses that may have a hard time obtaining credit on their own. If your business is well-established and has good credit, it can apply for a business loan directly from a bank without going through the SBA. Local government agencies and nonprofit organizations that operate economic development programs also offer working capital loans to local businesses that you may be able to access if your business is located in a target area.

Accounts Receivables Financing

Another way to obtain needed working capital is to sell your accounts receivables to a financing company. The financing company buys your outstanding invoices at a discount in exchange for money-in-hand. The financier takes on the responsibility of collecting the money owed to you from your clients, and you can use that upfront money to keep your business afloat.

Special Government Subsidies

If your business operates in certain industries or engages in activities that the federal government is particularly interested in promoting, you may have access to special sources of working capital. For example, the federal government is particularly interested in promoting business exports because exporting directly affects the health of the economy. The SBA operates the Export Working Capital Program to meet this specific need.

Equity Financing

You always have the option of selling equity in your company in exchange for an infusion of funds for working capital. You can raise this type of money from anyone with an interest in investing. In exchange for a cash infusion, you give the investor either a percentage of ownership in your business or a number of shares based on your company's value. While the infusion of working capital will help your business continue operations, your ownership will be diluted by the percentage you ceded to the investor.

About the Author

Terry Masters has been writing for law firms, corporations and nonprofit organizations since 1995. Her online articles specialize in legal, business and finance topics. She holds a Juris Doctor and a Bachelor of Science in business

SOURCE: <http://smallbusiness.chron.com>

California Sub-Bid Request Ads



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

REQUEST FOR DVBE
SUBCONTRACTORS AND SUPPLIERS FOR:
Construct Auxiliary Lane
Hwy 99 Sacramento
Caltrans #03-1H3804
BID DATE: April 17, 2018 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Traffic Plastic Drum, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Treated Wood Waste, Biologist, Clearing & Grubbing, Subgrade Enhancement Geotextile, Wood Mulch, Bonded Fiber Matrix, Compost, Geosynthetic Pavement Interlayer, Tack Coat, Cold Plane AC, Rail Element Wall, CIDH Concrete Pile, Sign Structure, Culvert Slurry-Cement Backfill, Minor Concrete, Delineator, Pavement Marker, Milepost Marker, Roadside Signs, Midwest Guardrail System, Striping & Marking, Rumble Strip, Electrical and Construction Materials.

An Equal Opportunity Employer

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

DBE SUBCONTRACTORS/SUPPLIER BIDS REQUESTED

CONTRACT NO. C51209C1166
RAIL TO RAIL ACTIVE TRANSPORTATION CORRIDOR CONNECTOR PROJECT, LOS ANGELES, CA.

BID/PROPOSAL SUBMITTAL DATE:
MAY 01, 2018 AT 2:00 PM

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (METRO)
PERFORMANCE/PAYOUT/
SUPPLY BOND MAY BE REQUIRED

THIS ADVERTISEMENT IS IN RESPONSE TO METRO'S DBE PROGRAM. GRIFFITH COMPANY INTENDS TO CONDUCT ITSELF IN "GOOD FAITH" WITH DBE FIRMS REGARDING PARTICIPATION ON THIS PROJECT. DRAWINGS AND SPECS WILL BE REVIEWED IN OUR OFFICE **MONDAY THROUGH FRIDAY, 8:00 AM TO 5:00 PM**. QUOTES ARE REQUIRED BY COB, APRIL 25, 2018, SO THAT ALL BIDS CAN BE FAIRLY EVALUATED. PLEASE SUBMIT BIDS FOR THE FOLLOWING WORK (BUT NOT LIMITED TO): STRIPING, LANDSCAPE, FENCING, SURVEY, QC, TRUCKING, EQUIPMENT RENTAL, ASPHALT BASE, SWPPP/QSP, CONCRETE, SITE FURNISHINGS, ELECTRICAL SUPPLIER, AND MISC.

GRIFFITH COMPANY
CONTACT: DAN LEEPER, PROJECT MANAGER
AND/OR
JASON SPEAR, CHIEF ESTIMATOR
12200 BLOOMFIELD AVE.,
SANTA FE SPRINGS, CA. 90670
T: 562/929/1128 – F: 562/864/8970

REQUESTING BIDS FROM DBE/MBE/WBE/SBE/LBE/DVBE/OBE Subcontractors and Vendors

Project: C35 Interlocking Renewal Project
Oakland, CA
Reference #: 15CQ-110
Owner: San Francisco Bay Area Rapid Transit District (BART)
Bid date: April 24, 2018

DMZ Builders is requesting quotes from all qualified subcontractors and suppliers, including DISADVANTAGED BUSINESS ENTERPRISES (DBE) and SMALL BUSINESS ENTERPRISES (SBE) for all items of work, including but not limited to the following: Construction Survey, Project Schedule (CPM), Construction Area Signs, Traffic Control Systems, Water Pollution Control Program, QSD/QSP Services and SWPPP Support, Temporary Erosion Control, Earthwork, Sitework, Drainage, Underground Utilities, Fencing, Electrical and Traction Power, Track Work.

Plans and specifications can be obtained from Bay Area Rapid Transit District at <http://www.bart.gov> or please contact Aravind Duvvuru for assistance or viewing by emailing estimating@dmzbuilders.com.

Technical questions or assistance can be obtained from Aravind Duvvuru at DMZ Builders at 925-826-5387, FAX 925-826-5766 or email estimating@dmzbuilders.com

Please send quotes to: estimating@dmzbuilders.com or fax to 925-826-5766 at least by close of business on 4/23/2018 and include any certification you may have. Please contact DMZ if you require assistance in obtaining bonding, lines of credit, insurance, equipment, supplies, materials or technical assistance.

DMZ BUILDERS
4070 Nelson Avenue, Ste A,
Concord, CA 94520
Phone 925-826-5387 • Fax: 925-825-5400
An Equal Opportunity Employer

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

Exterior Building Maintenance / Elevators (DESIGN ASSIST) / Signage / Fire Sprinkler / Solar Hot Water / Shoring & Underpinning / Crane Service

681 FLORIDA STREET FAMILY HOUSING - EARLY BID (DESIGN BUILD TRADES)

681 Florida Street, San Francisco, CA 94110
This is a SFCMD project with construction workforce and prevailing wage requirements.

BID DATE: 5/8/18 @ 2PM

Voluntary Pre-bid Meeting:
4/23/18 @ 10AM, Cahill's Office

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

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





California Sub-Bid Request Ads

D'Arcy & Harty Construction, Inc
(415) 822-5200 Phone • (415) 822-0747 (Fax)

Estimator: willie@daryharty.com

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

Bids: 5/8/2018 at 2:00 PM

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



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

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

**IRENE SNOW ELEMENTARY SCHOOL
CAMPUS RENOVATION
NAPA, CA**

BID DATE: April 25, 2018 @ 2:00pm
ESTIMATE: \$16,500,000

Trades needed but not limited to: Demolition, Site Concrete, Masonry, Structural Steel Framing, Metal Decking, Thermal Insulation, Weather Barriers, Metal Roof Panels, Sheet Metal Flashing & Trim, Penetration Firestopping, Joint Sealants, Hollow Metal Doors and Frames, Access Doors and Frames, Coiling Counter Doors, Aluminum-Framed Entrances and Storefronts, Glazed Aluminum Curtain Walls, Glazing, Cement Plastering, Gyp Board, Ceramic Tiling, Acoustical Panel Ceilings, Resilient Base and Accessories, Resinous Flooring, Tile Carpeting, Sound Absorbing Wall Units, Painting, Visual Display Units, Signage, Toilet Compartments, Metal Lockers, Foodservice Equipment, Projection Screens, Roller Window Shades, Plastic-Laminate-Clad Countertops, Wheelchair Lifts, Plumbing, HVAC, Electrical, Earthwork, Grading & Paving, Chainlink Fences & Gates, Landscape & Irrigation, Underground.

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

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

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



Seeking Qualified Disadvantaged Business Enterprises (DBE) as Subconsultants for
**Owner: Los Angeles County Metropolitan Transportation Authority (LACMTA)
Request for Proposal AE5181
Environmental Compliance and Sustainability Support Services
Proposal Due Date: 2:00 PM (PST)
Thursday, May 10, 2018**

This advertisement is in response to LACMTA's DBE Program. LA3 Team intends to conduct itself in "Good Faith" with DBE firms regarding participation on this project. Quotes are required by COB, April 30, 2018 so that all bids/proposals can be fairly evaluated. Please submit bids/proposals for the following areas of work: Project Manager, Environmental, Project Control, Hazardous Waste, Civil and Environmental Engineering, Environmental Construction, Stormwater, Air Quality, Environmental Design, Environmental Planning, Transportation Engineering, Environmental Analyst/Inspector, GIS, Project Management and Other Technical Training, Office Engineer, Facilities Manager, Resource Conservation, and Marketing.

For more information about this proposal please meet the LA3 Team:
9:00 AM Friday, April 13, 2018
Los Angeles Chamber of Commerce
350 S. Bixel Street, Los Angeles, CA 90017

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

**RESPONSES MUST BE RECEIVED
NO LATER THAN
5:00 P.M., MONDAY APRIL 30, 2018**
LA3 Team
c/o Burns & McDonnell Engineering
200 S. Los Robles Avenue, Suite 250
Pasadena, CA 91101
Attention: Jennifer Trotter

Bonding not required. E & O insurance may be required as applicable. Firms needing assistance in identifying resources available to DBE firms should contact Jennifer Trotter, Sr. Public Involvement Specialist at (626) 817-7918 or LA3@burnsmcd.com. A copy of the RFP is available on-line at the LACMTA Vendor Portal Internet site at www.Business.Metro.net. Technical Questions should be directed to Joel Farrier via e-mail at jbfarrier@burnsmcd.com.

Proven Management, Inc.
225 3rd Street, Oakland, CA 94607
Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified and certified Disadvantaged Business Enterprise (DBE) subconsultants, suppliers, and truckers for the following project:

**ELECTRIFICATION PROJECT
TUNNEL MODIFICATIONS**

Bayshore Station to the 16th Street Grade Crossing, SF

CALTRAIN SOLICITATION #18-J-C-070

Bids: 04/19/2018 @ 2 PM

SUBCONTRACTING GOAL - DBE - 7%

Demolition; Site Clearing; Dewatering; Earthwork; Aggregate Base Course; Storm Drainage Systems; Station Platforms, Sidewalks, Curbs & Gutters; Asphalt Paving; CIP Concrete; Concrete Forming & Finishing; Concrete Rebar; Metal Fabrications; Timber Crossties & Switch Ties; Rail; Track Removal & Salvage; Track Construction; Thermite Rail Welding; Masonry; Shotcrete; Electrical, OCS Rigid Contact Rail System; OCS Signage; Painting OCS Poles; OCS Pole Foundations; Liner Grouting; Clearance Notching; Anchors; Instrumentation; Insulators

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested SBE certified suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested SBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

We are an Equal Opportunity Employer

**PROJECT: Interchange Improvements – I-215 @ Scott Road
Menifee, CA. Riverside County – Project No. B3-0689
OWNER: COUNTY OF RIVERSIDE**

BID DATE: APRIL 25TH, 2018 BID TIME: 2:00 P.M.

****Please respond by 5:00 p.m., APRIL 24TH, 2018****

****THIS PROJECT HAS AN 11 % DBE GOAL****

Coffman Specialties, Inc. (CSI) is requesting quotes from all qualified subcontractors and suppliers especially certified DBE firms for the following items of work, including but not limited to:

- TRUCKING / IMPORT BORROW
- EQUIPMENT RENTAL
- LEAD COMPLIANCE PLAN / ADL WORK
- SWPPP / WPC
- SURVEY / QC
- CONSTRUCTION AREA & ROADSIDE SIGNS
- PAVEMENT MARKING / STRIPING
- TRAFFIC CONTROL
- WATER TRUCK
- EARTHWORK / GRADING / ROADWAY EXCAVATION
- EROSION CONTROL
- METAL BEAM GUARD RAIL (MBGR) / FENCING
- STREET SWEEPING
- REBAR
- CONCRETE / MINOR CONCRETE
- ASPHALT / ASPHALT PAVING / ASPHALT DIKE
- COLD PLANING / PULVERIZING
- CLEAR & GRUB
- ELECTRICAL
- LANDSCAPING
- ROCK SLOPE PROTECTION
- STORMDRAIN / UNDERGROUND UTILITIES
- AGGREGATE SUPPLY / AGGREGATE BASE
- DEMOLITION / BRIDGE REMOVAL

Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment/Materials and/or supplies. ****Subcontractors must provide a current contractor's license number and Department of Industrial Relations (DIR) current registration number with their quote.**

Plans and specs are available at no cost to interested firms. Please contact our office @ (858) 536-3100, email us: estimating@coffmanspecialties.com or you can visit our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

****Please send quotes via email to estimating@coffmanspecialties.com or via fax to (858) 586-016**

If you have any questions or need further information, please contact Gus Rios or Marty Keane @ (858) 536-3100



GENERAL AND ENGINEERING CONTRACTORS

9685 Via Excelencia, Ste 200 • San Diego, CA 92126

Phone: (858) 536-3100 • Bid Fax: (858) 586-0164 • e-mail inquiries to: estimating@coffmanspecialties.com

Guy F. Atkinson

Requests

Sub-bids from All Qualified & Certified DBE Subcontractors/Suppliers for:

**County of Riverside Transportation Department
Interstate 215 at Scott Road Interchange Improvements
in Riverside County in the Cities of Murrieta and Menifee
County Project No. B3-0689**

Bids Wednesday, April 25, 2018

Description of Work, Services & Supply (but not limited to): INTERCHANGE IMPROVEMENTS & NEW OVERCROSSING: Aggregate Base, Alternative Pipe Culvert (18", 24", 36"), Anti-Graffiti Coating, Architectural Treatment, Asphalt Paving, Bar Reinforcing Steel (bridge, retaining wall), Chain Link Fence, CIDH (24", 60"), Clear and Grub, Concrete Barrier (various types), Corrugated Steel Pipe (24", 36", 48", 66"), Data Core, Demolition, Electrical, Erosion Control, Erosion Control Supply, Fractured Rib Texture, Furnish/Install Sign Structure (truss), Furnish Single Sheet Aluminum Signs (various sizes), Hot Mix Asphalt Dike, Joint Seals, Landscaping, Landscaping Supply, Lean Concrete Base, Metal Railing, Midwest Guardrail System, Minor Concrete, Miscellaneous Iron and Steel, Pavement Marking, Reinforced Concrete Pipe (18", 24", 36"), Remove Culvert, Roadside Signs, Rock Slope Protection, Rock Slope Protection Fabric, Street Sweeping, Structural Concrete, Tack Coat, Temporary Railing (Type K), Temporary Traffic Screen, Thermo Pavement Marking, Thermo Traffic Stripe, Traffic Stripe, Trucking, Welded Steel Pipe Casing (24").

REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.

ENGINEER'S ESTIMATE is \$31,500,000 - \$37,500,000

11% DBE Project Goal

*******Lower Tier DBE participation is greatly encouraged*******

Guy F. Atkinson

License # 1004388

18201 Von Karman Ave, 8th Floor, Irvine, CA 92612

socal.estimating@atkn.com | Phone: 949-382-7145 | Fax: 949-553-0252

Guy F. Atkinson is a union contractor and an Equal Opportunity Employer. Atkinson is signatory to the Carpenters, Cement Masons, Laborers and Operating Engineers Unions. 100% Performance & Payment Bonds from an approved surety company will be required for subcontractors with contract value greater than \$100,000. Atkinson will pay the cost of bonds up to 2.0%. We will assist in obtaining necessary equipment, supplies, materials or related services. We will split items of work (see project specs for full list of bid items) and provide assistance for bonding, LOC and insurance where needed. Prices must stay firm for 120 days per Bid Notice. Subcontractors will be expected to sign Atkinson's standard subcontract and to comply with our company's standard insurance requirements which include a waiver of subrogation. Please provide your contractor's license #, DBE cert # and DIR # with your quote. Atkinson requests that subs and vendors register and prequalify in our online system at <https://www.atknextrnet.com> prior to bidding.

Plans and specs are available from the Riverside County Transportation Department.

The Supplemental Project Info and Addendum 1 are available online at (<http://rclma.org/trans/Contractors-Corner/Notices-Inviting-Bids>)

Or contact Atkinson to view and download all bid documents through our online service, BuildingConnected.

Please contact Atkinson with any questions or for help with your bid.



California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

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

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

DANVILLE VARIOUS STREETS & ROADS PRESERVATION PROJECT (SYCAMORE VALLEY ROAD & EL CERRO BOULEVARD PAVEMENT REHABILITATION – OBAG GRANT FUNDED)
Federal Aid Project No. STPL-5434(021)
Disadvantaged Business Enterprise Goal Assigned is 5%

OWNER:
TOWN OF DANVILLE,
510 La Gonda Way, Danville, CA 94526
BID DATE: April 12th , 2018 @ 2:00 P.M.

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

Adjust Iron, Bridge, Clearing and Grubbing/Demolition, Cold Plane, CPM Scheduling Consultant, Electrical, Joint Seal, Lead Compliance Plan, Minor Concrete, Paving Fabric, Roadside Signs, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Underground, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material.

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

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

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

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

DESILVA GATES CONSTRUCTION

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

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

CALTRANS ROUTE 20 – CONSTRUCTION ON STATE HIGHWAY IN YUBA COUNTY IN AND NEAR MARYSVILLE FROM BUCHANAN STREET TO 0.1 MILE EAST OF LEVEE ROAD, Contract No. 03-1G0104, Federal Aid Project No. ACNH-P020(183)E

Disadvantaged Business Enterprise Goal Assigned is 13%

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

BID DATE: APRIL 25, 2018 @ 2:00 P.M.

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

AC DIKE, CONSTRUCTION AREA SIGNS, CRACK SEALING, ELECTRICAL, EMULSION SUPPLIER, JOINT SEAL, MINOR CONCRETE, ROADWAY EXCAVATION, STRIPPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRAFFIC CONTROL SYSTEMS, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

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

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

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

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

DESILVA GATES CONSTRUCTION

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

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

CONSTRUCTION OF SOUTHFIELD PAVEMENT IMPROVEMENTS, SOUTH FIELD OAKLAND INTERNATIONAL AIRPORT, OAKLAND, CA AIP 3-06-0170-(FUTURE)

OWNER:
PORT OF OAKLAND
Board of Port Commissioners,
530 Water Street, Room 629,
Oakland, CA 94607

BID DATE: APRIL 19, 2018 @ 12:00 P.M.

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

COLD PLANE, CRACK SEALING, ELECTRICAL, EMULSION SUPPLIER, JOINT SEAL, MINOR CONCRETE, ROADWAY EXCAVATION, STRIPPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TESTING, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.

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

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

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

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

DESILVA GATES CONSTRUCTION

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

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

CALTRANS FOR CONSTRUCTION ON STATE HIGHWAY IN SANTA CLARA COUNTY IN SAN JOSE FROM ROUTE 85/101 SEPARATION TO GUADALUPE RIVER BRIDGE CONTRACT NO. 04-3K6504

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

BID DATE: April 24th, 2018 @ 2:00 P.M.

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

AC DIKE, COLD PLANE, CONSTRUCTION AREA SIGN, ELECTRICAL EMULSION SUPPLIER, TRAFFIC CONTROL SYSTEMS, HOT MIX ASPHALT (TYPE B) MATERIAL AND RUBBERIZED HMA (OPEN GRADE) MATERIAL

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

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

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

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

Don't Let Technology Obscure the Real Heart of the Construction Process

Continued from page 1

your full-size set of plans, marked up and drawn on like a coloring book.

Fast forward to 2014. I move into the role of estimator for a large, national, general contractor. We use things like On-Screen Takeoff and Earthworks—a small step up from generating quantity take-offs by hand back in 2007. What I witnessed over the next three years of my career was not just a giant leap in construction technology but several bounds, one after another. My roller now sits in a drawer along with fifty colored pencils, and my architect's ruler has become my back

scratcher. I walk into meetings with my laptop and I get dirty looks from the others sitting around the table with their Surface Pros.

Drones are now mapping out our jobsites and virtual reality is taking us through buildings that have not yet even been built. Contractors across the country are sprinting to keep up with technological advancements and scrambling to hire tech-savvy college graduates. Those young professionals walk around the jobsite with a tablet containing all the new construction applications for streamlining the schedule, optimizing cost projections and analyzing the myriad of data

they input. They barely have a second to look up and see the building they are constructing, let alone what is really at the heart of construction—the tradespeople.

It is amazing to see a building get built in the digital realm, to spin a model 360° to see every corner of it, to digitally map an existing building and see all the walls, pipes, doors, windows and so on. You could spend every day reading articles about new software companies breaking into the market or new apps to download or new automated equipment for such things as laying brick. It is both exciting and overwhelming.

Behind the BIM Models

It is also disappointing, because behind every BIM model, behind every digital map, behind every 4D schedule are work boots and weathered hands. No matter how savvy we get inside our cubicle—sorry, I mean open-plan workstation—construction still comes down to raw materials and raw labor. A foundation is not built in SketchUp; it is built in the hard and weathered dirt by hard and weathered men and women. These men and women bring the design to life. They are the ones building the forms, sweating the pipe, bolting the steel,

Continued on page 11

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ABLE: Asian Black Latino Enterprises



What's Fueling Latino Entrepreneurship — and What's Holding It Back

Despite such challenges as inadequate access to capital, the number of Latino-owned businesses in the U.S. is growing at a rate that outpaces just about every other ethnic group, a new study from the Stanford Latino Entrepreneurship Initiative found.

The study — titled “State of Latino Entrepreneurship 2017” and coauthored by Stanford GSB professor emeritus Jerry Porras, GSB economics professor Paul Oyer, and SLEI research analyst Marlene Orozco — analyzed data from more than 5,000 Latino businesses to get insights on the entrepreneurs, their successes, and the barriers they face.

The Latino population has grown at a steady clip and now accounts for 18% of the U.S. population. However, the rate at which new Latino firms are being created outpaces Latino population growth. “Latinos have been starting businesses at an incredible rate over the past decade — a million net new businesses every five years,” says Porras, who is also the cofounder of the Latino Business Action Network. He notes, however, that most Latino-owned businesses remain small: 98% report less than \$1 million in annual revenue.

The Funding Gap

One factor hampering expansion of these businesses, the study found, is limited access to capital. “It’s all about the financing,” Oyer says. “There’s a real funding gap for this group.”

In particular, national banks are a smaller source of funding to Latino businesses than to entrepreneurs from other ethnic groups. Only 12% of Latino firms employing more than one person received bank loans, compared to 18% of white-owned firms, 15% of Asian-owned firms, and 14% of Black-owned firms.

“A lot of it has to do with the size of the company,” says Orozco. “National banks are not willing to take on the risk of these smaller firms.”

In addition, many of the Latino business owners surveyed as part of the study reported that they feel unqualified to apply for a bank loan at a national bank. As a result, some may not be submitting requests for a loan.

Loans guaranteed by the U.S. government’s Small Business Administration are accessed by Latino entrepreneurs at even lower rates than borrowing from national banks, the study found. So how do Latinos fund their businesses? By tapping friends and family, finding angel investors and venture capital, and using their credit cards, Orozco says

Millennials Rising

Another key finding in the study: A surprising 86% of immigrant-owned firms with at least \$1 million in annual revenues are owned by millennials (under age 34) who came to the U.S. as children. The authors refer to this group as “DACA comparable” — those who are likely to be eligible for the Deferred Action for Childhood Arrivals immigration program, which delays deportation for undocumented immigrants who came to the U.S. as children and grants recipients the right to study or work. (Survey participants were not asked about their immigration status, so there is no way to know what percentage of respondents are actually DACA eligible.)

Why might this group of young immigrants be overrepresented among successful immigrant Latino business owners? The authors point out that they are more likely to speak English fluently and to have higher education degrees and strong social networks, all of which can play a role in building a successful business.

Also, for many young immigrants, starting their own business may make more sense than working for someone else, due to employment paperwork requirements. “Although employers may not knowingly hire an undocumented immigrant without work authorization,” the study notes, “federal and state laws do not require proof of immigration status for an individual to start a business.”

Latina entrepreneurs play an important role in creating companies, the study found. Latinas now own 44% of Latino businesses. From 2007 to 2015, nearly half of the growth in new Latino businesses came from firms started by women. That compares to much lower growth rates for female white (13%) and black (20%) entrepreneurs. While the growth is impressive, the firms started by Latinas tend to be small. Only 30% of the Latino firms with \$1 million or more in annual revenue are owned by women.

Demographics bode well for continued entrepreneurship among Latinos, who make up the youngest racial or ethnic group in the U.S. One in three are under age 18 and 25% are millennials. “The bottom line,” says Oyer, “is that there’s a lot of potential activity in the Latino business community.”

SOURCE: www.gsb.stanford.edu

Inside the Latino Business Survey

Demographics

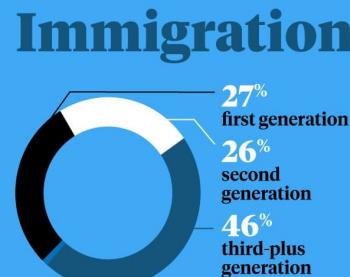
Since 2007, Latino-owned businesses grew in number by 46%. This nearly outpaces the growth among all other demographic groups combined.

Millennials
40%
of Latino business owners are Millennials

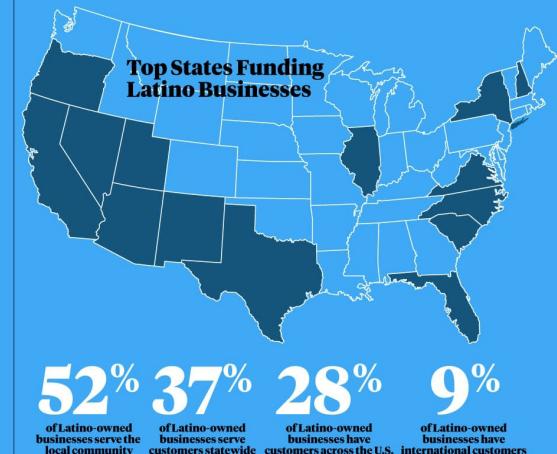
Among immigrant-owned firms, DACA-comparables make up
86% & 39%
of scaled firms of unscaled firms
Scaled firms (\$1M+) Unscaled firms (<\$1M)

Latinas
Between 2007-2012, Latina-owned firms grew in number by
87%

Latinas make up 44% of all Latino-owned firms
Non-Latina white-women-owned firms make up 37% of non-Latino white-owned firms
Black females make up 59% of all Black-owned firms



Geography



Industries

62% of Latino-owned firms report profit growth in the last 12 months.

Top 5 industries among scaled firms:
39% Construction
23% Professional & Business Services
14% Education & Health Services
9% Other Services
5% Financial Activities

In 2015, the GDP produced by Latinos in the U.S. was \$2.13 trillion, larger than the GDPs of India, Italy, or Canada

Between 2007-2015, Latino employer firms have grown in number by **↑26%**
Between 2007-2015, non-Hispanic white-owned firms decreased by **↓4%**

Stanford Latino Entrepreneurship Initiative is a research collaboration between Stanford Graduate School of Business and the Latino Business Action Network.

Sources: SLEI Survey of U.S. Latino Business Owners 2017; Survey of Small Business Owners (SBO), U.S. Census Bureau; Annual Survey of Entrepreneurs (ASE), U.S. Census Bureau



California Sub-Bid Request Ads

Pacific States

ENVIRONMENTAL CONTRACTORS, INC.
CAL LIC. NO. 723241
11555 Dublin Boulevard • Dublin, CA 94568-2909
Phone: (925) 803-4333 • FAX: (925) 803-4334
Estimator: Chris Pieri
cpieri@pacificstates.net

Pacific States Environmental Contractors, Inc. (PSEC) is preparing a bid as a Prime Contractor for the project listed below:

Sedgwick Elementary School Expansion Property.

Project/Contract Number: 18-B03-24

BID DATE: April 17, 2018 at 1pm

Owner: Cupertino Union School District

We hereby encourage responsible participation of DVBE's and solicit their subcontractors or materials and/or suppliers quotation for the following types of work including but not limited to:

Asbestos/Lead Abatement and Trucking

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies for this project.

This will be a PREVAILING WAGE JOB.

Specifications may be reviewed at our office located at 11555 Dublin Boulevard, Dublin, CA. PSEC is willing to breakout any portion of work to encourage DVBE's and solicit their subcontractor or materials and/or suppliers and trucking quotation as well as increase the expectations of meeting the Outreach Program goal. If you require any assistance, please contact the Estimator, Chris Pieri, email him at cpieri@pacificstates.net or call (925) 803-4334. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html. We are an equal opportunity employer.

We are an equal opportunity employer.

Kiewit

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

Requests sub-bids from qualified Subcontractor, Services, and/or Suppliers seeking to participate in the City of Fort Bragg, Wastewater Treatment Plant Upgrade Project in Fort Bragg, CA.

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

Subcontractors and Suppliers for the following project:

Wastewater Treatment Plant Upgrade Project

City Project No. 2018-01

Owner: City of Fort Bragg

Bid Date: April 16, 2018 @ 2:00 P.M.

Disadvantaged Business Enterprises (DBEs)

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

Asphalt Paving, Aggregates, Bypass Pumping, Carpentry, Minor Concrete, Concrete Pumping, Concrete Ready-mix, Concrete Reinforcement Supply & Install, Concrete Forms, Precast Concrete, Cast in Place Concrete, Concrete Accessories, Dewatering, Earthwork, Electrical, Equipment, Erosion Control, FRP Fabrications, Fencing, HVAC, Joint Sealant, Masonry, Metals, Openings, Paintings & Coatings, Plumbing, Piping & Valves, Quality Control, Specialties, Signage, Street Sweeping & Water Truck, SWPPP, Structures, Thermal & Moisture Protection, Trucking & Hauling.

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

Subcontractor and Supplier Scopes are due April 9, 2018 and Quotes NO LATER THAN April 13, 2018 at 4 PM.

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

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

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

100% Performance Bond and Payment Bonds (Subcontractor) and Supply Bond (PM Supplier) are required for this project.

Davis-Bacon Act

American Iron and Steel Requirements Apply

Clean Water State Revolving Fund Applies

An Equal Opportunity Employer

CA Lic. 433176

DIR # 1000001147

Kiewit

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

Requests sub-bids from qualified Subcontractor, Consultants, and/or Suppliers seeking to participate in the Sacramento Regional County Sanitation District of Sacramento County, Channel Aeration Blower Project in Elk Grove, CA.

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

Subcontractors and Suppliers for the following project:

EchoWater - Channel Aeration Blower Project – Contract No. 4385

Owner: Sacramento Regional County Sanitation District

Bid Date: May 2, 2018 @ 1:00 P.M.

Disadvantaged Business Enterprises (DBEs)

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

Asbestos & Lead Abatement, Asphalt Paving, Aggregates, Carpentry, Cathodic Protection, Minor Concrete, Concrete Pumping, Concrete Ready-mix, Concrete Reinforcement Supply & Install, Concrete Forms, Precast Concrete, Concrete Accessories, Clean & Grub, Grouting, Coiling Doors/Doors & Frames, Earthwork, Erosion Control, Electrical, Equipment, FRP Fabrications, Finishes, Fire/Security Alarms, Fire-Suppression Systems & Protection, Geosynthetics, HVAC, Instrumentation & Controls, Joint Sealant, Masonry, Metals, Openings, Paintings & Coatings, Plumbing, Piping & Valves, Public Address System, Quality Control, Roof Decking, Specialties, Signage, Street Sweeping, SWPPP, Support of Excavation, Structures, Thermal & Moisture Protection, Trucking & Hauling.

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

Subcontractor and Supplier Scopes are due April 27, 2018 and Quotes NO LATER THAN May 1, 2018 at 4 PM.

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

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

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

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

Davis-Bacon Act

Buy American Requirements Apply

Owner Controlled Insurance Program (OCIP) Applies

An Equal Opportunity Employer

CA Lic. 433176

DIR # 1000001147

DE SILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263

Estimator: Victor Le
Website: www.desilvagates.com
An Equal Opportunity Employer

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

CALTRANS ROUTE 20

CONTRACT NO. 03-0G1204

STATE HIGHWAY IN SUTTER COUNTY NEAR MERIDIAN FROM 0.1 MILE EAST OF MERIDIAN ROAD TO SUTTER BYPASS BRIDGE

Federal Aid Project No. ACNH-P020(182)E

Disadvantaged Business Enterprise Goal Assigned is 10%

OWNER:

STATE OF CALIFORNIA

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

BID DATE: April 26TH, 2018 @ 2:00 P.M.

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

AC Dike, Cold Plane, Construction Area Sign, Minor Concrete Structure, Object Markers/ Delineators, Rumble Strip, SWPPP Prep/ Water Pollution Control Plan Prepare, Vegetation Control, Trucking, Water Trucks, Street Sweeping, Shoulder Backing Material, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Open Grade) Material, Rubberized HMA (Gap Grade) Material.

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

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

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

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



DIVERSITY OUTREACH

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

Visit this link for the OUTREACH ORDER FORM:

www.sbeinc.com/services/diversity_outreach.cfm



We are requesting bid quotations from all Subcontractors and Suppliers and DVBE Subcontract/Supplier for the following

San Francisco Unified School District F McCoppin ES & JY Chin ES

Green Schoolyard Project #11605, 11611

Bid Date: April 17 @ 3:00PM

PLEASE EMAIL YOUR BID PROPOSAL

AT LEAST 2 DAYS PRIOR THE BID

OPENING THANK YOU.

Reilly Construction, INC.

167 Delano St. San Francisco, CA 94112

Estimator: Brian Reilly

Tel: 415-317-3603

Email: breilly33@aol.com

We Are An Equal Opportunity Employer

REQUESTING BIDS FROM DBE/MBE/WBE/OBE Subcontractors and Vendors

Project: River Supply Conduit Improvement Upper Reach, Unit 7 Project, Los Angeles, CA

Reference #: 7207 • Owner: County of Los Angeles Water and Power

Bid date: April 19, 2018 @ 2:00 pm

Quotes must be submitted via fax or email to Michels, prior to April 17th, 2018 by 3:00 pm for consideration. Please include any Certification documents you may have when submitting bids/quotes.

Michels is bidding this project as a Prime Contractor, and is requesting bids from the following trades and suppliers in any of the DBE categories listed below:

Site Prep, Clearing & Grubbing, Grading, Tree Removal, Excavation, Shoring, Concrete Removal/Installation, Asphalt Paving, Pavement Markings, Traffic Control, Traffic Control Equipment, Street Signage Supply/Installation, Concrete Flatwork/Curb & Gutter, Landscaping and Restoration Services, Erosion & Sedimentation Control, Silt Fencing, Trucking/Hauling, Engineering Consulting, Surveying, Construction Inspection, Sewer Inspection Services, Safety Monitoring & Inspection, Pipe Supply, Materials Testing, Laboratory Testing, Geotechnical Instrumentation & Monitoring, Ready- Mix Concrete, Grout, Construction Material Suppliers, Collection & Disposal of Non-Hazardous Waste Soils Waste Disposal Facilities & Removal, Temporary Chain-Link Fencing & Gates, Temporary Utilities & Services, Temporary Field Offices, and Porta Johns.

Bidding documents and plans are available only after a Confidentiality Agreement has been signed with Michels. Contact Maria Braund at mbraund@michels.us.

Items of work can be broken down into economically feasible units and delivery schedules can be accommodated to facilitate maximum participation. Assistance with bonding, insurance and/or line of credit is available if requested.

Please express your interest via email or phone to Maria Braund,
mbraund@michels.us or phone 262-6814-0100, ext 7532.

Connecting Public Transit to Great Manufacturing Jobs

Continued from page 1

Japanese company to build a light-rail factory in California, and a French company to add 500 jobs in upstate New York.

Jobs to Move America has been impressive in another way—it has spearheaded efforts that enabled labor unions to succeed in an area where they've stumbled badly.

Jobs to Move America has been impressive in another way—it has spearheaded efforts that enabled labor unions to succeed in an area where they've stumbled badly: unionizing workers at foreign-owned factories in the United States.

"I like the old saying of a country being successful based on making things," Janis says. "I always felt that globalization had caused progressives to give up on this huge sector of the economy. They'd say, 'Manufacturing is globalized so there is nothing we can do. Let's focus on other sectors of the economy that are sticky'"—meaning jobs in health care and hotels that need to stick to the United States and can't be shipped overseas.

SOON AFTER JANIS turned her focus toward manufacturing, she learned that the Los Angeles transportation authority, L.A. Metro, would soon put out an \$890 million bid for 175 new light-rail cars.

A lightbulb suddenly went on. "We thought, 'Local hire,'" Janis says. "And, 'Let's put in some good-jobs language.'" A native of Los Angeles who went to UCLA Law School, Janis is alternately low-key and intense—and an expert at developing policies to address ten-sided problems.

So Janis went to meet with L.A. Metro officials to argue that in awarding this \$890 million light-rail contract, they should give preferences to companies that promise to hire locally—which meant to pledge to open a light-rail factory in the L.A. area. But L.A. Metro officials told her that federal procurement rules prohibited giving preferences for local hiring.

"I told them, 'We don't take no for an answer,'" Janis says.

She decided to go over their heads and appeal to the U.S. Department of Transportation in the hope that officials in Washington would say L.A. Metro had misinterpreted the procurement rules or would grant some "local hiring" waiver on this \$890 million bid. Janis discovered that a top DOT official had been a college classmate at Amherst.

But that official, Peter Rogoff—they lived in the same freshman dorm—told her that federal procurement rules simply did not permit local hiring preferences. The two then brainstormed, however, on an alternative: Why not come up with a plan that would give strong preferences to transportation-equipment bidders that promise to do much of their manufacturing in the United States—far more than what traditional Buy America policies call for—and to make those jobs good-paying jobs with solid benefits? (In Janis's view, the nation's existing Buy America policies are thin gruel—poorly enforced, with numerous loopholes and often leading to government agencies buying goods that have just 40 percent domestic content.)

So Janis, working with Rogoff, developed a "high road" plan that she hoped would become part of procurement procedures for rail cars and buses. Her plan called for bidders to detail how many factory jobs they would create in the United States, what the hourly pay would be for different jobs, what the benefits would be, and how many disadvantaged workers they would hire—such as workers

from poverty-stricken neighborhoods. The more jobs created and the higher the pay, the higher the score bidders would receive in their procurement applications. Janis called this supplement to bid applications the "U.S. Employment Plan."

"Our thinking was how could we develop language that would get L.A. Metro to buy cars in a way that would create good jobs and provide community benefits," Janis says. "What the U.S. Employment Plan creates is a competition upwards."

Rogoff says, "It was largely her brainchild." Department of Transportation officials helped her, he said, "not just wade through the legal hurdles," but in "wading through the pockets of opposition" that her Employment Plan faced from the industry and some cities' transportation authorities.

Janis went to AFL-CIO headquarters in Washington to seek support for her idea—to use transportation procurement dollars to bring more factory jobs to the United States. Labor leaders loved the idea, and the steelworkers, the sheet metal workers, and five other unions became partners in JMA's effort.

Ed Wytkind, then the director of the AFL-CIO's Transportation Trades Department, became one of the biggest champions of Janis's idea. "It's more than just a manufacturing proposition," says Wytkind, who became chairman of JMA's board. "It goes way beyond that. It's a paradigm shift that helps stop a practice in which we squandered billions of procurement dollars by not only not supporting U.S. manufacturing, but also by not insisting on a high-road labor model. Procurement bidding shouldn't just mean you submitted a cheaper bid. You should meet other criteria to create high-road jobs."

Once the Department of Transportation had approved the U.S. Employment Plan, Janis went back to L.A. Metro, and she—with the help of her friend Maria Elena Durazo, then the powerful head of the Los Angeles County Federation of Labor—persuaded the agency to have manufacturers complete the employment plan when bidding for the light-rail contract. The plan would be weighted significantly in the bid criteria.

This \$890 million bid was L.A. Metro's biggest in years and would be an initial part of some \$120 billion that the Los Angeles area plans to spend in future decades to build out its mass transit infrastructure.

Three respected manufacturers—Kinkisharyo of Japan, Siemens of Germany, and CAF of Spain—submitted bids. Janis and her deputy, Linda Nguyen, met with all three companies, and they came away encouraged that Siemens and CAF said they would build sizable plants in L.A., each with more than 250 workers. Siemens also agreed to allow card check in any unionization drive—a streamlined unionization process in which companies are to recognize a union once a majority of workers sign pro-union cards. Janis had thought that even with local-hiring preferences prohibited, if an equipment order were large enough, a winning bidder would want to build a factory not far from the city awarding the contract.

But Kinkisharyo rejected card check and told JMA it would employ just 40 workers at a temporary plant near L.A., where there would be some final assembly on cars that had been largely assembled in Japan.

Visit link below for the full article:

<http://www.sbeinc.com/cms.cfm?fuseaction=news.detail&articleID=2368&pageId=25>

SOURCE: <http://prospect.org>



Photo Credit: Deanne Fitzmaurice

The Kinkisharyo plant in Palmdale employs 390 unionized workers—including these women—to build rail cars for L.A. Metro.



Photo Credit: AP Photo/Reed Saxon

BYD (Build Your Dreams), a gigantic Chinese-owned factory in Lancaster, California, has a \$45 million order to make 60 zero-emissions buses for Los Angeles. Here, an all-electric bus drives past the Lancaster plant.



Madeline Janis (center) at a transportation expo with Erika Patterson (left), California director for JMA, and a representative from BYD.

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0380545-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0380463-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0380304-00	FICTITIOUS BUSINESS NAME STATEMENT File No. A-0380283-00
<p>Fictitious Business Name(s): 98 Gift Address 757 B Beach Street, San Francisco, CA 94109 Full Name of Registrant #1 Chen, Hai Yuan Address of Registrant # 1 757 B Beach Street, San Francisco, CA 94109</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/1/2007</p> <p>Signed: Hai Yuan Chen</p> <p>This statement was filed with the County Clerk of San Francisco County on 3/21/2018</p> <p>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</p> <p>Filed: Mariedyne L. Argente Deputy County Clerk 3/21/2018</p> <p>4/12/2018 + 4/19/2018 + 4/26/2018 + 5/3/2018</p>	<p>Fictitious Business Name(s): La'Jon Sleek Designs Address 1388 Haight Street Suite 222, San Francisco, CA 94177 Full Name of Registrant #1 Maurice Rio Scott Address of Registrant # 1 1388 Haight Street Suite 222, San Francisco, CA 94177 Full Name of Registrant #2 Anthoinette Lajon Scott Address of Registrant # 2 1388 Haight Street Suite 222, San Francisco, CA 94177</p> <p>This business is conducted by A Joint Venture. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 3/16/2018</p> <p>Signed: Anthoinette Lajon Scott</p> <p>This statement was filed with the County Clerk of San Francisco County on 3/16/2018</p> <p>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</p> <p>Filed: Mariedyne L. Argente Deputy County Clerk 3/16/2018</p> <p>4/5/2018 + 4/12/2018 + 4/19/2018 + 4/26/2018</p>	<p>Fictitious Business Name(s): Strong Puppy Address 5624 California Street #2, San Francisco, CA 94121 Full Name of Registrant #1 Tetyana Chernyshova Address of Registrant # 1 5624 California Street #2, San Francisco, CA 94121</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 2/16/2018</p> <p>Signed: Tetyana Chernyshova</p> <p>This statement was filed with the County Clerk of San Francisco County on 3/02/2018</p> <p>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</p> <p>Filed: Maribel Jaldon Deputy County Clerk 3/02/2018</p> <p>3/29/2018 + 4/5/2018 + 4/12/2018 + 4/19/2018</p>	<p>Fictitious Business Name(s): 1.) The Pot Luck Club 2.) The Pink Pot Party</p> <p>Address 176 Forest View Dr., San Francisco, CA 94132 Full Name of Registrant #1 Hana Ventures LLC (CA) Address of Registrant # 1 176 Forest View Dr., San Francisco, CA 94132</p> <p>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 3/1/18</p> <p>Signed: Lan Vu</p> <p>This statement was filed with the County Clerk of San Francisco County on 3/1/18</p> <p>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</p> <p>Filed: Susanna Chin Deputy County Clerk 3/1/2018</p> <p>3/15/2018 + 3/22/2018 + 3/29/2018 + 4/5/2018</p>
<p>Fictitious Business Name(s): Adda Clevenger School Address 180 Fair Oaks Street, San Francisco, CA 94110 Full Name of Registrant #1 Alberti Schools, LLC (CA) Address of Registrant # 1 180 Fair Oaks Street, San Francisco, CA 94110</p> <p>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 3/1/2018</p> <p>Signed: Ben Harrison</p> <p>This statement was filed with the County Clerk of San Francisco County on 3/21/2018</p> <p>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</p> <p>Filed: Sonya Yi Deputy County Clerk 3/21/2018</p> <p>4/12/2018 + 4/19/2018 + 4/26/2018 + 5/3/2018</p>	<p>Fictitious Business Name(s): Mejia Nery Painting Address 27 Brookdale Ave., San Francisco, CA 94134 Full Name of Registrant #1 Nery Mejia Address of Registrant # 1 27 Brookdale Ave., San Francisco, CA 94134</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 3/23/2018</p> <p>Signed: Nery Mejia</p> <p>This statement was filed with the County Clerk of San Francisco County on 3/23/2018</p> <p>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</p> <p>Filed: Maribel Jaldon Deputy County Clerk 3/23/2018</p> <p>3/29/2018 + 4/5/2018 + 4/12/2018 + 4/19/2018</p>	<p>Fictitious Business Name(s): Tallio's Coffee & Tea Address 4912 Third Street, San Francisco, CA 94124 Full Name of Registrant #1 Tallio's Coffee & Tea (CA) Address of Registrant # 1 4912 Third Street, San Francisco, CA 94124</p> <p>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 Not Applicable</p> <p>Signed: Olton Rensch, Officer</p> <p>This statement was filed with the County Clerk of San Francisco County on 2/28/2018</p> <p>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</p> <p>Filed: Susanna Chin Deputy County Clerk 2/28/2018</p> <p>3/22/2018 + 3/29/2018 + 4/5/2018 + 4/12/2018</p>	<p>Fictitious Business Name(s): Tasty Coffee Address 1818 San Jose Avenue, San Francisco, CA 94112 Full Name of Registrant #1 Pineda, Maria De Los Angeles Address of Registrant # 1 303 Brazil Avenue, San Francisco, CA 94112 Full Name of Registrant #2 Pineda, Miguel Address of Registrant # 2 303 Brazil Avenue, San Francisco, CA 94112</p> <p>This business is conducted by A Married Couple. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 3/27/2018</p> <p>Signed: Pineda, Miguel</p> <p>This statement was filed with the County Clerk of San Francisco County on 3/27/2018</p> <p>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</p> <p>Filed: Maribel Jaldon Deputy County Clerk 3/27/2018</p> <p>3/29/2018 + 4/5/2018 + 4/12/2018 + 4/19/2018</p>
<p>Fictitious Business Name(s): Chocolate Address 442 Post Street, 8th Floor, San Francisco, CA 94102 Full Name of Registrant #1 Vdopia Inc (DE) Address of Registrant # 1 442 Post Street, 8th Floor, San Francisco, CA 94102</p> <p>This business is conducted by A Corporation. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 12/1/2017</p> <p>Signed: Saurabh Bhatia</p> <p>This statement was filed with the County Clerk of San Francisco County on 4/5/2018</p> <p>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</p> <p>Filed: Fallon Lim Deputy County Clerk 4/5/2018</p> <p>4/12/2018 + 4/19/2018 + 4/26/2018 + 5/3/2018</p>	<p>Fictitious Business Name(s): Paper Boat Address 400 Beale Street #1109, San Francisco, CA 94105 Full Name of Registrant #1 Claudia Monroy-Wu Address of Registrant # 1 400 Beale Street #1109, San Francisco, CA 94105</p> <p>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</p> <p>Signed: Claudia Monroy-Wu</p> <p>This statement was filed with the County Clerk of San Francisco County on 3/30/2018</p> <p>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</p> <p>Filed: Susanna Chin Deputy County Clerk 3/30/2018</p> <p>4/5/2018 + 4/12/2018 + 4/19/2018 + 4/26/2018</p>	<p>Fictitious Business Name(s): The Waking Dragon Address 32 Maddux Avenue, San Francisco, CA 94124 Full Name of Registrant #1 Danielle Frances Biechner Address of Registrant # 1 32 Maddux Avenue, San Francisco, CA 94124</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/11/2018</p> <p>Signed: Danielle Frances Biechner</p> <p>This statement was filed with the County Clerk of San Francisco County on 4/11/2018</p> <p>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</p> <p>Filed: Maribel Jaldon Deputy County Clerk 4/11/2018</p> <p>4/12/2018 + 4/19/2018 + 4/26/2018 + 5/3/2018</p>	<p>Fictitious Business Name(s): Write for Results Address 770 Dolores Street, San Francisco, CA 94110 Full Name of Registrant #1 Nancy C. Hillan Address of Registrant # 1 770 Dolores Street, San Francisco, CA 94110</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 5/9/2007</p> <p>Signed: Nancy C. Hillan</p> <p>This statement was filed with the County Clerk of San Francisco County on 4/6/2018</p> <p>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</p> <p>Filed: Fallon Lim Deputy County Clerk 4/6/2018</p> <p>4/12/2018 + 4/19/2018 + 4/26/2018 + 5/3/2018</p>
<p>Fictitious Business Name(s): 1.) The Pot Luck Club 2.) The Pink Pot Party</p> <p>Address 176 Forest View Dr., San Francisco, CA 94132 Full Name of Registrant #1 Hana Ventures LLC (CA) Address of Registrant # 1 176 Forest View Dr., San Francisco, CA 94132</p> <p>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 3/1/18</p> <p>Signed: Lan Vu</p> <p>This statement was filed with the County Clerk of San Francisco County on 3/1/18</p> <p>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</p> <p>Filed: Susanna Chin Deputy County Clerk 3/1/2018</p> <p>3/15/2018 + 3/22/2018 + 3/29/2018 + 4/5/2018</p>	<p>Fictitious Business Name(s): Tasty Coffee Address 1818 San Jose Avenue, San Francisco, CA 94112 Full Name of Registrant #1 Pineda, Maria De Los Angeles Address of Registrant # 1 303 Brazil Avenue, San Francisco, CA 94112 Full Name of Registrant #2 Pineda, Miguel Address of Registrant # 2 303 Brazil Avenue, San Francisco, CA 94112</p> <p>This business is conducted by A Married Couple. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 3/27/2018</p> <p>Signed: Pineda, Miguel</p> <p>This statement was filed with the County Clerk of San Francisco County on 3/27/2018</p> <p>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</p> <p>Filed: Maribel Jaldon Deputy County Clerk 3/27/2018</p> <p>3/29/2018 + 4/5/2018 + 4/12/2018 + 4/19/2018</p>	<p>Fictitious Business Name(s): The Waking Dragon Address 32 Maddux Avenue, San Francisco, CA 94124 Full Name of Registrant #1 Danielle Frances Biechner Address of Registrant # 1 32 Maddux Avenue, San Francisco, CA 94124</p> <p>This business is conducted by An Individual. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on 1/11/2018</p> <p>Signed: Danielle Frances Biechner</p> <p>This statement was filed with the County Clerk of San Francisco County on 4/11/2018</p> <p>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</p> <p>Filed: Maribel Jaldon Deputy County Clerk 4/11/2018</p> <p>4/12/2018 + 4/19/2018 + 4/26/2018 + 5/3/2018</p>	

FICTITIOUS BUSINESS NAME STATEMENTS

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0380912-00

Fictitious Business Name(s):
O'Connor and Associates
Address
201 Mission Street, Suite #710, San Francisco, CA 94105
Full Name of Registrant #1
John Dennis O'Connor
Address of Registrant #1
287 Makin Grade, Kentfield, CA 94904

This business is conducted by **An Individual**. The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **10/29/2009**

Signed: **John D. O'Connor**

This statement was filed with the County Clerk of San Francisco County on **4/11/2018**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
4/11/2018

4/12/2018 + 4/19/2018 + 4/26/2018 + 5/3/2018

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0380924-00

Fictitious Business Name(s):
Hue Salon Lounge
Address
1460 Webster Street #6, San Francisco, CA 94115
Full Name of Registrant #1
Guomin Jiang
Address of Registrant #1
39 Edinburgh Street, San Francisco, CA 94112
Full Name of Registrant #2
Franciel Amable Estandarte
Address of Registrant #2
222 Leavenworth Street, Apt #200, San Francisco, CA 94102

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

Signed: **Guomin Jiang**

This statement was filed with the County Clerk of San Francisco County on **4/11/2018**

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

Filed: **Fallon Lim**
Deputy County Clerk
4/11/2018

4/12/2018 + 4/19/2018 + 4/26/2018 + 5/3/2018

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0379836-00

Fictitious Business Name(s):
InnisFreeFC
Address
718 Monterey Blvd, San Francisco, CA 94127
Full Name of Registrant #1
Shane Nugent
Address of Registrant #1
718 Monterey Blvd, San Francisco, CA 94127

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

Signed: **Shane Nugent**

This statement was filed with the County Clerk of San Francisco County on **2/1/2018**

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

Filed: **Susanna Chin**
Deputy County Clerk
2/01/2018

3/1/2018 + 3/8/2018 + 3/15/2018 + 3/22/2018

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR
CHANGE OF NAME
CASE NO. CNC 18-553822

PETITIONER OR ATTORNEY
Krista Kay Gager, PRO PER
549 A 16th Avenue, San Francisco, CA 94118

TO ALL INTERESTED PERSONS:
1. Petitioner **Krista Kay Gager**
for a decree changing names as follows:

Krista Kay Gager changed to **Krista Kay Odden**

2. THE COURT ORDERS that all persons interested in this matter shall appear before this court at the hearing indicated below to show cause, if any, why the petition for change of name should not be granted.

NOTICE OF HEARING
Date: **June 5, 2018** Time: **9:00 AM**
Dept: **514** Room: **514**

3. A copy of this Order to Show Cause shall be published in **Small Business Exchange**, at least once each week for four successive weeks prior to the date set for hearing on the petition in the **Small Business Exchange** newspaper of general circulation, printed in this county.

**SUPERIOR COURT OF CALIFORNIA,
COUNTY OF SAN FRANCISCO
400 MCALLISTER STREET
SAN FRANCISCO, CA 94102**

NEYL WEBB, Clerk
DATED - April 05, 2018

4/12/2018 + 4/19/2018 + 4/26/2018 + 5/3/2018

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR
CHANGE OF NAME
CASE NO. CNC 18-553791

PETITIONER OR ATTORNEY
Lorna Carolyn Short McKenna (Bar # in pro per)
1518 Waller Street, San Francisco, CA 94117

TO ALL INTERESTED PERSONS:
1. Petitioner **Lorna Carolyn Short McKenna**
for a decree changing names as follows:

Lorna Carolyn Short McKenna
changed to **Carolyn Short McKenna**

2. THE COURT ORDERS that all persons interested in this matter shall appear before this court at the hearing indicated below to show cause, if any, why the petition for change of name should not be granted.

NOTICE OF HEARING
Date: **May 17, 2018** Time: **9:00 AM**
Dept: **514** Room: **514**

3. A copy of this Order to Show Cause shall be published in **Small Business Exchange**, at least once each week for four successive weeks prior to the date set for hearing on the petition in the **Small Business Exchange** newspaper of general circulation, printed in this county.

**SUPERIOR COURT OF CALIFORNIA,
COUNTY OF SAN FRANCISCO
400 MCALLISTER STREET
SAN FRANCISCO, CA 94102**

NEYL WEBB, Clerk
DATED - March 28, 2018

4/12/2018 + 4/19/2018 + 4/26/2018 + 5/3/2018



California Sub-Bid Request Ad

Los Angeles named #1 Solar City in America

Continued from page 1

"The Shining Cities No. 1 ranking is a testament to the Mayor's leadership and to the strong interest among the city's residents and businesses to do their part to achieve a clean power future for Los Angeles," said LADWP General Manager David H. Wright. "The impressive growth of local solar is also a reflection of the improvements we've made to streamline all aspects of the solar programs, making it much easier for customers to go solar and generally improving our responsiveness to customers overall."

The growth in solar capacity is fueled by two incentive programs and a streamlined permitting process, making it attractive and accessible for Angelenos and local businesses to install solar. The programs have already helped provide more than 32,000 residential and commercial customers with \$314 million in incentives.

"Congratulations, Los Angeles. In a city full of stars, it's the biggest of them all—the sun—that is powering our homes, schools, stores and studios with clean, renewable energy," said Michelle Kinman, Clean Energy Advocate with Environment California Research & Policy Center. "By continuing to embrace forward-thinking solar policies, L.A. can lead the way to a 100 percent renewable energy future, creating cleaner air and a healthier climate for all."

The new 2.21 megawatt solar installation on the roof of the Los Angeles Convention Center South Hall was developed by PermaCity, who last summer completed the 16.4 megawatt Westmont Solar Energy Project in San Pedro — the most powerful rooftop solar project in the world.

"PermaCity is honored to be the solar contractor for the Convention Center. We'd like to thank the Mayor, the Convention Center, and LADWP for making this job and so many more possible, and for creating great paying jobs for residents," said Jonathan Port, PermaCity CEO. "We also want to thank the Los Angeles Workforce Investment Board (WiB) IBEW Local 18 & Local 11, Roofers Local 36, and Labor Local 300 for providing the workforce to construct our Los Angeles manufactured SolarStrap™ and for interconnecting this complex system."

SOURCE: <https://www.lamayor.org>

Don't Let Technology Obscure the Real Heart of the Construction Process

Continued from page 5

driving the excavators, setting the tiles. They start early, work in all weather and catch the mistakes in the drawings. Their sweat is on every piece of construction data we can now collect at the snap of a finger. And these days there are too few of them and too few young people interested in joining them. We need them now more than ever.

Technology will continue to advance construction, making it safer, helping projects run smoother and opening it up to a whole new workforce. That should be celebrated, as long as we don't forget about the heart of our projects, the heart of our buildings, the heart of our industry: the hardhats, the skilled craft workers, the people with the work boots and weathered hands.

SOURCE: www.enr.com



Workforce Diversity & Inclusion

Boards of CA's Most Influential Corporations Lack Women, People of Color

Top Companies in Tech, Insurance, Other Key Fields on't Come Close to Reflecting State's Diverse Workforce

Top corporations in the California marketplace have boards of directors that consistently fail to even come close to reflecting the diversity of the state's workforce, according to a new analysis by The Greenlining Institute: Corporate Board Diversity: Major Players Fail to Reflect California's Labor Force. Greenlining examined the boards of a total of 59 companies that dominate the California market in leading industries, including tech, health, banking and insurance. Key findings of the report, based on 2017 statistics include:

- Overall, women and people of color remain severely underrepresented on corporate boards. Women made up roughly one quarter of board members, while Latinos held only six percent of board seats.
- Seven of 59 companies reviewed -- including Facebook, Amazon, Farmers Insurance and two solar companies -- had zero people of color on their boards (Facebook added its first nonwhite board member in January). Three had zero women.
- Of companies reviewed, East West Bank had the most racially diverse board, followed closely by Kaiser Permanente, Pacific Gas and Electric, and Hewlett Packard.

"Corporate boards play a crucial role, from hiring and firing CEOs to setting corporate culture," said report coauthor Joe Jackson, Greenlining Institute Diversity and Inclusion manager, "Currently these boards don't come close to reflecting the diversity of California's labor force. The 'glass ceiling' or 'good old boys' club' -- however you want to say it -- still very much exists for women and people of color. Until these boards reflect California, our communities won't have a seat on the table and will continue to be on the menu instead."

Summary of Findings

- People of color and women each comprised one out of four board members.
- Latinos and women were underrepresented on boards compared to their labor force participation in California:
 - Latinos make up 6 percent of board members
 - Women make up 26 percent of board members
- Seven companies had no people of color on their boards and more than half of organizations had less than 25 percent people of color.
- Three companies had no women serving as board members, while 24 companies had less than 25 percent.
- East West Bank had the most racially diverse board (at 66 percent), followed closely by Kaiser Permanente, Pacific Gas and Electric, and Hewlett Packard.
- Health service providers did best in terms of gender diversity. Blue Shield of California, Dignity Health and Adventist Health all have between 40 and 50 percent women on their boards.
- Overall, corporate boards in California's leading industries fail to mirror the state's incredibly diverse labor force.

Methodology

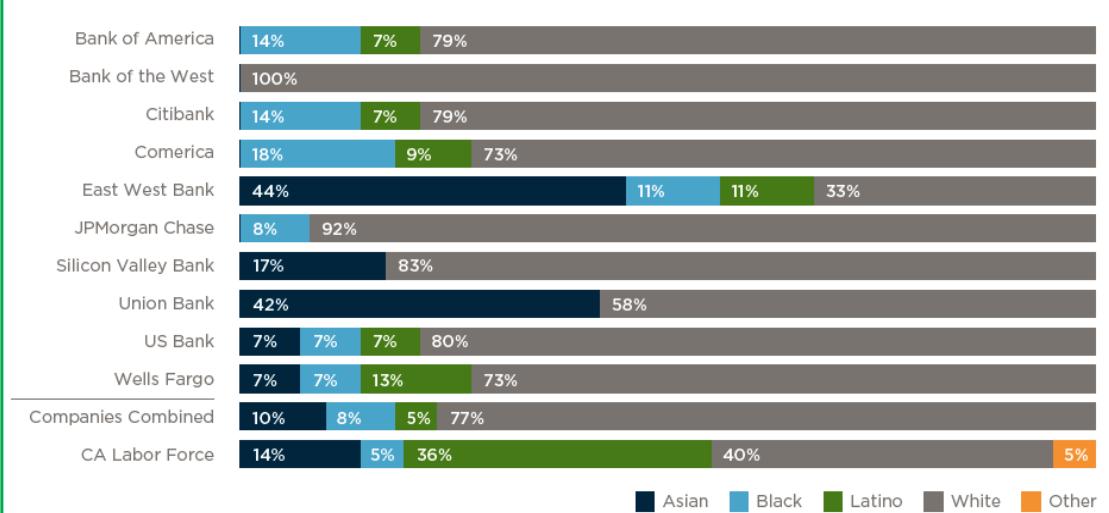
Greenlining analyzed board diversity data of the 10 leading companies from five of our issue areas: Bridges to Health, Economic Equity, Environmental Equity, Energy, and Telecommunications. Choosing five companies from each, we combined Energy and Telecommunications into one section. In addition to the four categories, we evaluated nine leading companies in insurance and 10 in technology industries, creating a total of six reporting categories for this brief. Greenlining selected companies with a significant presence in California, regardless of their headquarters location. We obtained information about the name, race/ethnicity, and professional background of every board member from each company's website.

To understand the extent to which the boards reflected California's labor force, Greenlining compared each industry to California's race/ethnicity and gender rate of labor force participation from the 2015 American Community Survey. Race and ethnic categories include Asian, Black, Latino, White and Other.

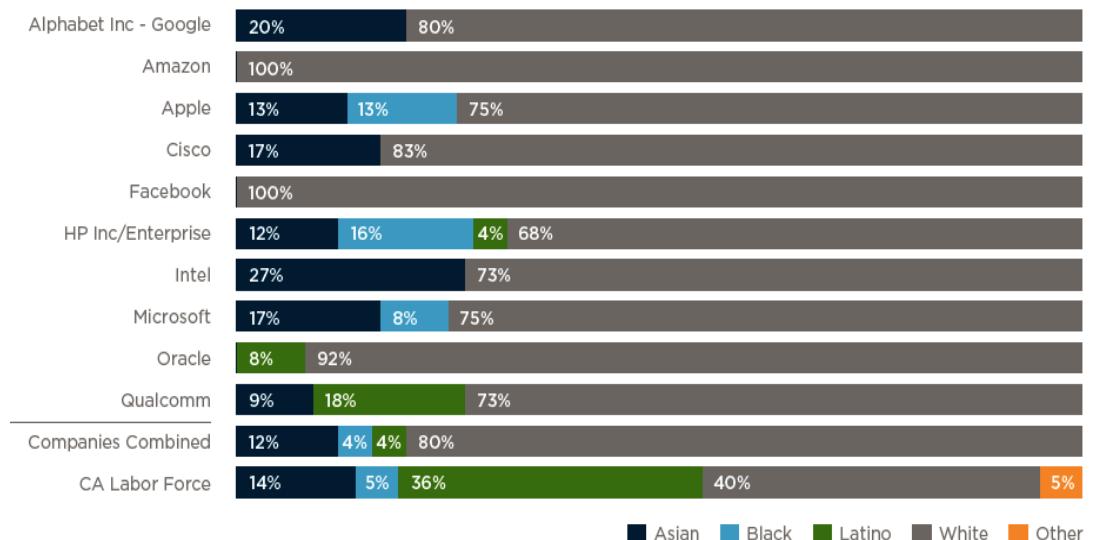
Click on link to download the full report:

<http://www.sbeinc.com/files/layout/sbeinc/siteContent/editor/File/Board-Diversity-Brief-1.pdf>

Bank Board Diversity by Race/Ethnicity



Technology Board Diversity by Race/Ethnicity



Environmental Board Diversity by Race/Ethnicity

