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34 YEARS

6 Ways to Improve Your Construction Company's Profitability



Photo from www.pexels.com

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

By Kendall Jones

Construction companies are in business to do two things: build things and make a profit. So why do so many excel at the first thing but struggle to be profitable?

Part of the reason is the way bids are solicited and contracts are awarded. Many clients, especially in the public sector, award projects to the lowest bidder, with the contractor's expertise, experience, and quality of work an afterthought. That's what contracts are for after all, right?

That seems to be changing as we are seeing more Request for Proposals, Design-Build, and prequalification requests for bids. Rather than just focusing on price, these methods of solicitation focus more on a contractor's qualifications and quality of work than the ability to build the project as cheap as possible.

Stiff competition and fewer opportunities during the last recession led many companies to lower bids to be competitive, surviving on razor-thin margins to maintain enough work to stay in business. Now that the economy and construction industry has recovered, labor shortages are forcing some contractors to offer higher wages to recruit and retain experienced workers.

The cost of building materials had been steadily increasing even before factoring in the effects of trade negotiations and tariffs. All of these can eat into a company's profit margin, but for the most part are outside of a company's control.

Instead of focusing on things you can't control, take a look at ways your company can reduce costs, submit better bids, and delivering quality work. Here are a few tips on how you can improve profit margins on your projects.

Improve Productivity

Put simply, productivity is the measurement of the effectiveness of effort. Productivity rates are measured as total output per unit of input. In construction, an example of output could be cubic yards of earth excavated or square footage of roofing installed, with the input typically measured in man-hours.

Maximizing productivity on a jobsite means working efficiently to control costs and stay on schedule. Projects that are completed under budget and ahead of schedule usually result in higher profit margins which are why construction firms are always looking to improve productivity.

Improving productivity requires careful planning and scheduling of work. General contrac-

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SBA Resource Partners Honored at National Small Business Week

The U.S. Small Business Administration announced the following 2019 National Small Business Week resource partners as national winners for their impact on local economic development and support of small business creation and growth in the U.S.:

- Montana Women's Business Center
- Ohio Small Business Development Center at Youngstown State University
- Veterans Business Outreach Center at Gulf Coast State College

• SCORE Portland Maine

The awards will be presented to the winners in Washington, D.C. on Sunday, May 5, 2019, to kickoff National Small Business Week celebrations that are taking place across the nation. The D.C. award ceremonies will be livestreamed on the SBA's Facebook page, www.facebook.com/sbagov at 6:00 p.m. (EDT).

Each year, the SBA counsels, trains and advises more than one million entrepreneurs and small

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How to Tap Into the Veteran Entrepreneurship Network

By Larry Stubblefield,

It begins with an idea. You have a great vision for a business venture, but may not know where to start. Or, you're already a veteran business owner with big plans to continue growth. Regardless of your status – veteran, service member, National Guard, Reserve, military spouse – or stage of entrepreneurship – ideation, startup, expansion – there is an entire veteran entrepreneurship network available for you.

The veteran entrepreneurship network looks different for each veteran or military business owner, and may even be as simple as the local community center down the street. From local to regional and even national support, read on to find out how you can tap into the expansive veteran entrepreneurship network.

1. Connect with your local Veterans Business Outreach Center (VBOC). Located throughout the nation, VBOCs can connect you with business counselors, training programs, or referrals to other programs within the SBA network. They're also able to help you make the connection to other veteran business owners!

2. Visit an SBA District Office or an affiliated resource partner, such as SCORE, a Small Business Development Center (SBDC), or a Women's Business Center (WBC).
3. Attend local networking events. Many businesses and community groups host networking events where you can meet other business owners in your area, industry, and even desired focus. If you're looking to start a business, this is a great place to meet a mentor. If you already own a business, this is a great place to add like-minded individuals to your business network.
4. Establish virtual connections through veteran entrepreneurship groups on social media. Leverage nontraditional channels like LinkedIn to connect with business owners in your area and beyond. Facebook, Twitter, and even Reddit may also have members-only or open groups where you can chat with other veteran business owners.

To learn more about resources available whether you're starting, expanding, or purchasing a business, visit sba.gov/veterans.



Public Policy

Support SB 534 To Ensure Diversity in California's Insurance Industry

By Anthony Galace,

The California State Senate is set to consider Senate Bill 534, authored by Senator Steven Bradford (D-Gardena), a bill that will ensure diversity in California's insurance industry.

Ensuring Diversity in California's Insurance Industry

According to the California Department of Insurance, in 2018, California had the largest insurance market in the United States, a \$310 billion industry that covered housing, automobile, health, and life insurance – just to name a few. Given the rapid growth of California's insurance sector, it is vital that state leaders push for greater diversity, equity, and inclusion across this sprawling industry.

If you think this isn't a big issue, think again. In 2016, Greenlining opposed two proposed insurance industry megamergers – between Anthem and Cigna, and Aetna and Humana – in part because they had no plan for addressing their woeful records on diversity. When questioned about whether either company had a plan addressing this gap, they responded, in essence, "Ask us after you approve the merger." This is unaccept-

able. Fortunately, both mergers were blocked by the federal government.

SB 534 ensures that California's insurance providers don't relegate diversity to being an afterthought. This bill, which is being championed by two of California's foremost diversity leaders, Sen. Bradford and Insurance Commissioner Ricardo Lara, will take important steps to guarantee that diverse communities continue to play a key role in how the insurance industry serves all Californians. Specifically, this bill will require the largest insurance providers in the state to permanently report their supplier diversity and governing board diversity goals, as well as their spending with minority-, LGBT-, women-, disabled veteran-, and veteran-owned businesses. Moreover, SB 534 will institutionalize the California Department of Insurance Diversity Task Force, which has played a key role in supporting the department's efforts to increase diversity.

In recent years, diversity initiatives have sparked contentious debates about the merits of these regulations, despite the proven benefits of such statutes. Here are three reasons why SB 534 is in California's best interest:

1) The data is clear: Diversity benefits ALL Californians

Research shows that data transparency drives investment in diverse businesses. In 2012, California passed AB 53, which enacted the state's first supplier diversity disclosure requirements on the largest insurance providers. As a result of this bill, insurance industry spending with diverse businesses increased by 93 percent – from \$930 million to \$1.8 billion – from 2012 to 2018. This was a significant boon for diverse businesses across the state that offered legal services, office supplies, advertising services, food delivery, and other important resources to insurance providers and their clients.

According to the United States Census Bureau, in 2012, California led the nation with the most minority-owned, women-owned, disabled veteran-owned, and veteran-owned businesses – which means there is no excuse for insurance providers (or any large company) not to prioritize diversity. SB 534 will make these requirements permanent, allowing California to reap the benefits of increased partnerships between large insurers and diverse suppliers.

2) Large companies must represent California if they want to do business in California

In 2017, insurers across the state reported to CDI that nearly 80 percent of governing board seats were held by men and only 12 percent were held by people of color; of the nearly 2,400 board seats, only 14 members self-identified as LGBT; and out of 792 insurance companies, at least 13 percent reported zero women and 35 percent reported zero persons of color on their governing boards. In the most diverse state in the nation, these numbers are unacceptable.

By formalizing a voluntary process for insurance providers to develop governing board diversity goals and regularly assess their progress, insurers will be able to better serve our state by increasing representation of marginalized populations among the most important decision-makers in the insurance industry.

3) California's insurance industry diversity standards are a model – and we should celebrate that!

The success achieved by California's insurance diversity initiative has not gone unnoticed. Ear-

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Smart Ways TO WORK

by Odette Pollar

Filing It and Finding It Again

How long has your "to file" pile been sitting there, calling out for attention? Are the items at the bottom old enough to be considered archives? Have you needed something that you could not put your hands on quickly? Setting up and maintaining your personal files is the cornerstone to getting organized. It is also the area where it is the most tempting to throw up your hands in frustration.

Common Filing Mistakes

Do any of these sound familiar?

- Creating a separate file for every type of document. This is the culprit when you have lots of files with only a few pieces of paper in each one.
- Not remembering how you categorized something. Wondering, "Where would I have put that?"
- Creating a perfectly good system but not keeping up with it. "It works when I use it."
- Filing indefinitely. Having no provision for purging files is the equivalent of saying, "If it was good enough to file then, it is good enough to stay now."
- Creating an overly complex system. A mini-Dewey Decimal System for the 30 files you keep in your immediate workspace is unnecessary.

Your Personal Files

Information retrieval is a key component to peace of mind. Your filing system should be simple, easy and manageable. Consider your major areas of responsibility. Although you probably wear different hats, most jobs have an administrative element as well as a project component.

Start by creating working project files. They may be client or customer files—key projects, committees or contracts. If you are a recruiter, you may have a group of resume submittals and open requisitions. Your other main category will contain your ongoing operational files which deal with administrative activities. These can include budget, newsletters, travel, vendors, staff meetings. If you have a third component to your job, create a section for those as well. The goal is to have a few, hopefully not more than four broad areas. Each section represents a logical division and should contain a number of individual files.

Filing Principles

Principle 1: File papers in the broadest possible category. Thick files are easier to deal with than thin. Consolidate all related materials under the most general category that is practical.

Principle 2: Head files with a noun. To help make Principle #1 easier, find a key subject area and use that to label the file. Avoid labeling a file with a number, date or adjective. A more effective label than "How to negotiate contracts" is "contract negotiation."

Principle 3: After dividing files into broad areas, group each subject area together. Then alphabetize within each grouping. That will make retrieval smooth and easy.

Principle 4: File articles by the subject they discuss. When you tear out or copy interesting information, place that with related materials according to how you use it, not where you

■ Continued on page 5

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ISSN 0892-5992



Access to Capital

Ready to Grow Your Business?

4 Business Loans for Veterans

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

By Linsey Knerl,

Those that serve our country deserve to be supported both before, during, and after service. What if their dream is to start or grow a business? Fortunately, there are loans designed to do just that. While the majority of the opportunities provided to veterans are listed through the entrepreneur portal on the Veteran's Administration (VA) website, they are actually managed by the Small Business Administration (SBA) – through the Office of Veteran's Business Development (OVBD).

The SBA claims that "Veteran-owned businesses are one of the fastest-growing and significant segments of the U.S. economy." Are you ready to join them? See what small business loans may be available to vets – along with tips for applying – in our guide below.

SBA 7(a) Loan

This loan isn't specifically aimed toward vets, but it is the most popular and widely-used loan program through the SBA. Like most loans through the program, an SBA 7(a) loan requires applicants to be U.S.-based, meet size standards (the smaller, the better), operate for profit, and have something of their own equity or assets to invest or use for collateral. The SBA also likes to see that you've tried getting other kinds of fund-

ing or have used up your own personal financial resources before you apply.

Once approved for an SBA 7(a) loan, you can use it for a variety of business-related projects, including (but not limited to): buying land or property, making repairs, refinancing your debt, buying materials or equipment, growing your business operations through new hires or product launches.

While the business loans through the program are open to everyone who qualifies – not just vets – the perks are notable. Loan repayment terms are generally more gracious, allowing borrowers to take more time to pay and, ultimately, accepting lower payment amounts per month. Since banks offer unique terms to their specific loan product, the rates will vary; some banks offer fixed-rate and other only offer variable-rate.

Within the SBA 7, (a) loan program is several, more-specific loan products. Some are specifically-designed to serve underrepresented groups, such as vets. They include:

SBA Express – This program guarantees a 36-hour turnaround for applications for funds. Loans must not be over \$350,000; loans under \$25,000 may not require collateral. Revolving lines of credit are often offered through this program, for a term of up to seven year.

Export Express – If you are in the export business, you'll need to apply for a loan specific

to your needs. The Export Express loan offers funds of up to \$500,000 for qualified applicants; decisions are made within 24 hours. Collateral requirements are similar to non-SBA loan programs. (Be prepared to have some!)

How Veteran's Advantage Helps

While veteran-specific loans aren't common, there is a distinct advantage to having veteran status when applying for most all of the widely-available SBA-backed loans. The Veteran's Advantage program works to ensure that vets are fairly represented and given opportunities to start and grow businesses. Among the perks of the program are reduced fees for applying for loans, which can significantly lower the cost of taking out credit for those who qualify. To be eligible for the discount, the business must be at least "51 percent owned and controlled by someone in one of the following groups:

- Honorably discharged veterans
- Active Duty Military service member eligible for the military's Transition Assistance Program (TAP)
- Service-disabled veterans
- Reservists and active National Guard members
- Current spouse of any veteran, active duty service member, Reservist, National Guard member, or the widowed spouse of a service

member who died while in service or as a result of a service-connected disability."

The lender is ultimately responsible for approving or denying an application, however. To keep status with the SBA, banks must meet qualifications. The only way to truly know what VA-focused loans are available is to go through the SBA lender match portal for small business lending. You won't be given a list of VA program participants, but rather will be asked to fill out general information, and your info will then be passed along to the programs you are best-suited for (which will include VA programs, if applicable.)

Disaster Relief

One other way to get funding as a veteran is through what the SBA calls "disaster relief" programs. The Military Reservist Economic Injury Disaster Loan (MREIDL) is made specifically to military reservist business owners who get called into active duty and need help keeping their business afloat in the meantime. Like other SBA offerings, businesses are expected to look elsewhere for funding first and are only allowed to apply if they can fund their own recovery. If they are eligible for a loan or other business credit line – and it won't cause undue hardship to pursue these – federal law requires vets to start there, first.

■ Continued on page 7



California Sub-Bid Request Ads

Shimmick Construction Company Inc.

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

Subcontractor/Supplier Bids Requested For:

East Bay Municipal Utility District
Maloney Pumping Plant, Greenridge Pumping Plant, La Honda Rate Control Station,
and Sobrante Water Treatment Plant Improvements
Specification 2135

BID DATE: May 15, 2019 at 1:30 p.m.

Fax all quotes to 510-777-5099 or email to northwest.estimating@shimmick.com

Requesting certified Subcontractor and Supplier Quotes on: Clear & Grub, Concrete-Building, Coring, Demo, Dewatering, Drill-Bond, Earthwork, Electrical, Environmental, Erosion Control, Fence, Flatwork, Instrumentation, Landscape, Masonry, Mechanical, Paint-Stain, Paving, Rebar, Shoring, Signs, Survey, Trucking, Utility Work, Waterproof, Aggregate, Mechanical Equipment, Misc. Metal, Pipe-Steel, Precast-Utility, Pump, Ready Mix, Trench Shoring, Utility Pipe-Steel, Valves & Fittings.

Shimmick Construction welcomes bidders of all Race, Sex, and Ethnicity.

Project information, including plans, specifications, plan holders list, bid results, etc., can be found at <http://www.ebmud.com/current-construction-bids>.

You may also contact Natasha Inglis at ninglis@shimmick.com for access to the documents.

Subcontractors and Suppliers interested in this project may contact Jerry Blazek by email at jblazek@shimmick.com.

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

American Pavement Systems, Inc.

1012 11th Street #1000, Modesto, CA 95354
Phone: 209-275-7031 • FAX: 209-408-0427
Email: dpimley@americanpavementsystems.com
CA License # 943792

An Equal Opportunity Affirmative Action Employer

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

Project: 2019 Asphalt Rubber Cape Seal & Micro-surface Seal Project, Contra Costa Co., CA
Reference #: 0672-6U2184/2183
Owner: County of Contra Costa
Bid date: May 7, 2019

American Pavement Systems, Inc. (APS) is bidding the above referenced project as a Prime Contractor and is requesting bids for the following trades and/or material suppliers:

Lead Compliance Plan, Traffic Control, Portable Changeable Message Signs, Sweeping, Tree Trimming, Trucking (Haul Slurry Aggregate to Stockpile), Trucking (Transfers with Chip Bars), Asphaltic Emulsion, Slurry Aggregate, Chip Seal Screenings, PG 64-16 Asphalt, Trucking (Tankers hauling Asphalt and/or Emulsion), Adjusting of Monument Covers, Set New Survey Monuments, Thermoplastic Striping Removal and Installation.

Plans and specifications can be obtained from County of Contra Costa by calling (925) 313-2338. Alternatively, please contact David Pimley at American Pavement Systems, Inc. at (209) 275-7031 or email dpimley@americanpavementsystems.com to make an appointment for viewing or for assistance.

American Pavement Systems, Inc. (APS) is signatory to Operating Engineers and Laborers Unions, and will assist with obtaining bonds, line of credit and/or insurance if requested. Please submit quotes at least one day prior to bid date and include any certification document(s) you may have. Please contact David Pimley at 209-275-7031 or email dpimley@americanpavementsystems.com with any questions or for assistance. APS intends to work cooperatively with all qualified responders for this project. Quantities of work can be broken down into economically feasible units and delivery schedules will be accommodated to facilitate maximum participation. Quotations must be valid for the same duration as specified by Owner for contract award.



California Sub-Bid Request Ads



Requests quotes from qualified and certified DBE Subcontractors and Suppliers for the following (but not limited to) work:

Landscaping, Irrigation, Tree Removals, Erosion Control, Asphalt Paving, Asphalt Dike, Concrete Sitework, Concrete Structures, Fencing, Rebar, Guard Rail, Striping & Signage, Electrical, Traffic Signals, Survey, Construction Area Signs, Retaining Walls, CIDH (Cast in Drilled Hole Concrete Piling), Conete Pipe, RCP, Trucking, Street Sweeping

CITY OF SAN MARCOS

CREEK DISTRICT INFRASTRUCTURE PROJECT

San Marcos, San Diego Co., California
CIP CONBID 19-01

BID DATE May 16, 2019 @ 2:00 p.m.

Sub & Supplier Quotes Due by 12:00 Noon on May 15, 2019

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704
Contact: Matt Bahnsen

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available for viewing at our office by appointment, via Sukut's FTP site, or may be obtained from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Please note DBE participation on your quote including DBE name, address, DIR and CSLB numbers.

Subcontractors must note annual gross receipts (sales) on quotes as this info is required on bid forms.

Sukut Construction, LLC
An Equal Opportunity Employer



Requests quotes from qualified Department of General Services (DGS) certified Small Businesses and Micro Businesses Subcontractors/Vendors/Suppliers for the following (but not limited to) work:

Furnish and Install Chain Link Fabric Mesh, Hydroseeding Including Three (3) Year Maintenance, Cold Plane Asphalt, Hot Mix Asphalt, Crack Treatment, Slurry Seal, Striping, Furnish & Install Class 2 Agg Base, Non-Native Tree Removal, Furnish & Install Shoulder Backing

SANTA CLARA VALLEY WATER DISTRICT

UVAS CREEK LEVEE REHABILITATION PROJECT PHASE 2

Gilroy, Santa Clara Co., California

PROJECT NO. 62084001 CONTRACT NO. C0648 SBE GOAL 30%

BID DATE May 15, 2019 @ 2:00 p.m.

Sub & Supplier Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Jerry Pabbruwee

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available for viewing at our office by appointment, via Sukut's FTP site, or may be obtained from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Please note SBE participation on your quote including SBE name, address, Certification ID, DIR, and CSLB numbers.

Sukut Construction, LLC
An Equal Opportunity Employer

Ghirardelli Associates, Inc.
(a DBE/SBE/WBE certified Construction Management firm)
1225 Central Avenue, Suite 10,
McKinleyville, CA 95519
(707) 273-1004 • outreach@ghirardelliassoc.com

We are requesting qualifications from all DBE subconsultants for the following:

Caltrans, District 1 On-Call Construction Claims, Scheduling Review, and CPM Services, RFQ No. 03A2942
Proposal Due Date: April 30, 2019 @3PM

We are seeking teaming partners with Scheduling and Claims Analysis as it relates to State of California DOT infrastructure and facilities projects.

If you are interested, email outreach@ghirardelliassoc.com with Subject Line "Caltrans D1, 03A2942 Opps" to receive an email with our request to evaluate your qualifications and a link to download the RFQ.

Ghirardelli Associates, Inc. is an Equal Opportunity Employer. Plans and Specs are available to view at our office. We will assist interested DBEs with obtaining insurance, equipment, supplies, materials, and related services

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

**Bay Point Sewer Repairs,
Phase IV PN 18119**

Bids: May 21, 2019 at 2:00 pm

**UDBE sub-bids requested for :
Saw-cutting, Concrete sidewalk,
Trucking & Traffic Control, Paving**

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

Driven Piles / Elevators / Solar Hot Water (Design-Build) / Photo Voltaic (Design-Build) / Fire Sprinklers (Design-Build) / Fire Alarm (Design Only) / Exterior Building Maintenance (Design-Build)

MISSION BAY SOUTH BLOCK 9 - EARLY TRADES
410 China Basin Street, San Francisco, CA 94158

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

BID DATE: 4/19/19 @ 12 PM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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

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

Fire Sprinkler

**MIDTOWN PARK APARTMENTS -
SELECT DESIGN BUILD TRADE**

1415 Scott Street, San Francisco, CA 94115

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

BID DATE: 5/13/19 @ 2 PM

BID DOCUMENTS:

Please contact Colby for access to documents on BuildingConnected.

CONTACT:

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



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



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

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Cold Plane AC Pavement and
Place RHMA-Open graded
Hwy 880 Oakland**

Caltrans #04-0P5304

BID DATE: May 2, 2019 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Temporary and Permanent Erosion, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Sweeping, Noise Monitoring, Prepaving Inertial Profiler, Intelligent Compaction, Data Core, Tack Coat, Cold Plane AC, Striping & Marking, Modify Existing Electrical System, 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.





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: **JIM YACKLEY**
Website: www.desilvagates.com
An Equal Opportunity/Affirmative Action Employer

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

CONSTRUCTION OF SOUTHFIELD PAVEMENT IMPROVEMENTS PHASE 2 SOUTH FIELD OAKLAND INTERNATIONAL AIRPORT AIP 3-06-0170-2019

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

BID DATE: APRIL 25, 2019 @ 10:00 A.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, JOINT SEAL, MINOR CONCRETE, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (P-403) MATERIAL, ASPHALT OIL.**

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

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

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

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

DESILVA GATES CONSTRUCTION

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

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

CALTRANS CONTRACT NO. 04-1Q0004 FOR CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY IN AND NEAR FREMONT FROM NORTH JUNCTION ROUTE 238 TO SOUTH JUNCTION ROUTE 680 DVBE GOAL: 3%

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

BID DATE: April 24th, 2019 @ 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, Lead Compliance Plan, Pavement Milling, Rumble Strip, Striping, SWPPP Prep/Water Pollution Control Plan Prepare, Traffic Control Systems, Trucking, Water Trucks, Street Sweeping, Hot Mix Asphalt (Type A) Material, Rubberized HMA (Gap Grade) Material.**

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

DESILVA GATES CONSTRUCTION

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

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

2019 PAVEMENT REHABILITATION PROJECT City Project No. PWC 8234-S, Federal Aid Project No. STPL 5322(059) Disadvantaged Business Enterprise Goal Assigned is 20%

OWNER: CITY OF FREMONT 3300 Capitol Avenue, Fremont, CA 94538 BID DATE: APRIL 23rd, 2019 @ 2:00 P.M.

DGC is soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to: **ADJUST IRON, COLD PLANE, CONSTRUCTION AREA SIGN, CRACK SEALING, ELECTRICAL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, LANDSCAPING, MINOR CONCRETE, ROADSIDE SIGNS, STRIPING, SURVEY/STAKING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, TRAFFIC CONTROL ENGINEER, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) 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 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 DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

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

DESILVA GATES CONSTRUCTION

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

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

THE RESURFACING OF PORTIONS OF VARIOUS ROADWAYS IN THE CASTRO VALLEY AREA OF ALAMEDA COUNTY, CALIFORNIA Specification No. 2379, Minority/Women-Owned Business Enterprise Goal Assigned is 15% MBE and 5% WBE

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

BID DATE: APRIL 30, 2019 @ 2:00 P.M.

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

ADJUST IRON, COLD PLANE, CONSTRUCTION SITE MANAGEMENT, ELECTRICAL, PAVING FABRIC, ROADSIDE SIGNS, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TRAFFIC CONTROL SYSTEMS, TRUCKING, WATER TRUCKS, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL.

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

Fax your bid to (925) 803-4263 to the attention of Estimator 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 M/WBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the M/WBE goal.

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

Filing It and Finding It Again

Continued from page 2

found it. A resource file items titled "articles" is not helpful.

Filing Tips

- Avoid nonspecific file labels, such as "General," "Miscellaneous," "Overall Information" or "Pending." These are traps for loose paper.
- Keep extra file folders close at hand. Create a new file as soon as you receive documents related to a new project.

- Place the most recent document in the front of the file. This will save much searching time.
- Resist the impulse to copy papers and place them in different files. Place papers in the category most likely to come to mind when you think of the subject.
- Maintain your filing system. Keep it simple and remember to file regularly. Backlogs become procrastination traps. Purge files frequently of excess information, old notes and out of date items.

- Do not bother to file every business card you receive, information you already have in another form, duplicates, or items other people simply insist you take.

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

Visit us at:
www.smartwaystowork.com
call: 1-800-599-8463.

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California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

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

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

**THE RESURFACING OF PORTIONS OF
VARIOUS ROADWAYS IN THE
UNINCORPORATED AREAS OF
HAYWARD & SAN LEANDRO IN
ALAMEDA COUNTY, CALIFORNIA**

Specification No. 2377,
Minority/Women-Owned Business Enterprise
Goal Assigned is 15% MBE and 5% WBE

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

BID DATE: APRIL 30, 2019 @ 2:00 P.M.

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

**ADJUST IRON, COLD PLANE, CONSTRUCTION
SITE MANAGEMENT, ELECTRICAL, PAVING
FABRIC, ROADSIDE SIGNS, STRIPING, SUR-
VEY/STAKING, SWPPP/WATER POLLUTION
CONTROL PLAN PREPARATION, TRAFFIC
CONTROL SYSTEMS, TRUCKING, WATER
TRUCKS, STREET SWEEPING, HOT MIX AS-
PHALT (TYPE A) MATERIAL.**

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

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

If you need M/WBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC is willing to breakout portions of work to increase the expectation of meeting the M/WBE goal. At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

DESILVA GATES CONSTRUCTION

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

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

**CALTRANS ROUTE 20 –
CONSTRUCTION ON STATE HIGHWAY
IN SUTTER COUNTY
NEAR YUBA CITY FROM SUTTER BYPASS
BRIDGE TO LYTLE ROAD**

Contract No. 03-1A9204,
Federal Aid Project No. ACSB1NH-P020(184)E
Disadvantaged Business Enterprise Goal
Assigned is 18%

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

BID DATE: MAY 15, 2019 @ 2:00 P.M.

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

**AC DIKE, ASBESTOS COMPLIANCE PLAN,
BIOLOGIST CONSULTANT, BRIDGE, BRIDGE
REMOVAL, CLEARING AND GRUBBING/DE-
MOLITION, COLD PLANE, CONSTRUCTION
AREA SIGNS, ELECTRICAL, EMULSION SUP-
PLIER, EROSION CONTROL, FENCING, K-RAIL
SUPPLIER, LEAD COMPLIANCE PLAN, MET-
AL BEAM GUARDRAIL, MINOR CONCRETE
STRUCTURE, ROADSIDE SIGNS, RUMBLE
STRIP, STAMPED/TEXTURED PAVING, STRIP-
PING, SWPPP/WATER POLLUTION CONTROL
PLAN PREPARATION, UNDERGROUND,
VEGETATION CONTROL, TRUCKING, WATER
TRUCKS, STREET SWEEPING, IMPORTED
BORROW, CLASS 2 AGGREGATE BASE MATE-
RIAL, 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> (if prompted the username is [ftp%25desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com)) 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 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/Affirmative Action Employer.

DESILVA GATES CONSTRUCTION

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

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

**TAXIWAY R PAVEMENT REHABILITATION
(EASTERN) SOUTH FIELD
OAKLAND INTERNATIONAL AIRPORT
AIP 3-06-0170-080-2019**

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

BID DATE: MAY 1, 2019 @ 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, STRIPING, SURVEY/STAKING,
SWPPP/WATER POLLUTION CONTROL PLAN
PREPARATION, TESTING, TRUCKING, WA-
TER TRUCKS, STREET SWEEPING, CLASS 2
AGGREGATE BASE MATERIAL, HOT MIX AS-
PHALT (TYPE A) MATERIAL, ASPHALT OIL.**

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

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

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

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



Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601
Phone: (510) 261-0466 • FAX (510) 261-0478
Estimator: Eric Allred
Website: www.gallagherandburk.com

Gallagher & Burk, Inc. (GBI) is preparing a bid as a
Prime Contractor for the project listed below:

**CONTRA COSTA COUNTY LOCAL STREETS
AND ROADS PRESERVATION PROJECT
COUNTY PROJECT No. 0662-6R4138
Federal Project No. STPL-5928(148)
DISADVANTAGED BUSINESS ENTERPRISE
GOAL ASSIGNED IS 10%**

OWNER: CONTRA COSTA COUNTY
255 GLACIER DRIVE, MARTINEZ, CA 94553
BID DATE: April 30th, 2019 @ 2:00 P.M.

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

**Adjust Iron, Cold Plane, Construction Area
Signs, Electrical, Emulsion Supplier, Minor
Concrete, Slurry Seal, Striping, Testing, Traffic
Control Systems, Traffic Control Material Sup-
plier, Trucking, Water Trucks, Street Sweeping,
Rubberized HMA (Gap Grade) Material.**

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

Fax your bid to (510) 261-0478 to the attention of Estimator Eric Allred. If you have questions for the Estimator, call at (510) 261-0466. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (510) 261-0466, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). GBI is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

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

Diversity in California's Insurance Industry

Continued from page 2

lier this year, the Illinois state legislature drafted a bill that would enact very similar requirements to those initially passed in AB 53. SB 2623 seeks to follow California's successful model by requiring the largest insurance providers in Illinois to report their supplier diversity as well.

This type of success should be celebrated – and expanded! As more states catch on to what California is doing, it is vital that state leaders continue to innovate, which is why CDI's Diversity Task Force must continue to function and thrive. This body, which SB 534 would make permanent, will allow the Insurance Commissioner to

continue working with diverse businesses and advocates to ensure diversity across all aspects of the insurance industry. Other states – and other sectors – should follow this model.

The insurance industry represents a vital part of California's economy, and state leaders must ensure that diverse communities benefit from the continued success of this sector. If you would like to support SB 534 (Bradford), please send a support letter to Austin Panush, Legislative Aide with Sen. Bradford's office.

SOURCE: <http://greenlining.org>



California Sub-Bid Request Ads

ATKINSON CONSTRUCTION

Requests

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

**Caltrans Contract 07-301104
Construction on State Hwy 60**

in Los Angeles and at Avocado Heights

*from 0.5 mile west of Rte 60/710 Separation to Rte 60/605 Separation
and on Rte 710 from 0.5 mile south of Rte710/60 Separation to
0.5 mile north of Rte 710/60 Separation*

Bids Thursday, May 16, 2019

Seeking Subs, Services & Supply for (but not limited to): Aggregate Base, Bar Reinforcing Steel, Base Bond Breaker, CIDH Concrete Pile – 60", Class 3 Aggregate Base, Class 4/5 Permeable Material, Clear and Grub, Concrete Barrier (Type M/60MF/60R/60R Modified/60MA Modified/60SD Modified/7365V Modified), Corrugated Steel Pipe (0.79" thick – 12"/18"), Demolition, Formed Panel Sign (Overhead) for Retroreflective Sheeting (Type XI), Furnish/Install Sign Structure (Truss), Grind Existing Concrete Pavement, Hot Mix Asphalt (Type A), Isolated Joint Seal, Jointed Plain Concrete Pavement, Jointed Plan Concrete Pavement (RSC), Landscaping, Lean Concrete Base, Lean Concrete Base Rapid Setting, Midwest Guardrail System (7' Wood Post), Minor Concrete (Curb and Gutter/Driveway/Sidewalk/Curb Ramp/Retaining Curb), Misc Iron and Steel, Modify Existing Electrical System, Pavement Marking / Pavement Striping, Paving Supply, Perforated / Non-Perforated Plastic Pipe Underdrain (6"), Plants (Groups H, B, U), Plastic Pipe (12"/15"), QA/QC, Reinforced Concrete Pipe (18"/24"), Retroreflective Sheeting (Type K), Roadway Excavation, Rubberized Hot Mix Asphalt (Gap Graded), Slotted Corrugated Steel Pipe (0.79" thick – 18"), Street Sweeping, Structural Concrete, Subgrade Enhancement Geotextile - Class A1, Survey, Temporary Concrete Washout, Temporary Construction Entrance, Temporary Crash Cushion, Temporary Fiber Rolls, Temporary Railing (Type K), Traffic Control System, Trucking, Type III Barricade, Water Trucks.

REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.

ENGINEER'S ESTIMATE is \$130,000,000

13% 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.esteeming@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 in obtaining bonding, lines of credit and insurance where needed. Prices must stay firm through subcontract and purchase order execution. 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.atknextranet.com> prior to bidding.

TO DOWNLOAD PLANS, SPECS, THE INFO HANDOUT, ANY ADDENDA, ETC and VIEW Q&A:

Please go to the Caltrans Contracts web site -

<http://ppmoe.dot.ca.gov/des/oe/weekly-ads/oe-project.php?q=07-301104>

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.

ATKINSON CONSTRUCTION

Requests

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

**The City of San Marcos
Improvement Plans for**

San Marcos Creek District – Phase 1

Bids Thursday, May 16, 2019

Seeking Subs, Services & Supply for (but not limited to): Aggregate Base (Class 2), Architectural Treatment, Asphalt Paving, Bar Reinforcing Steel, Biofiltration Products (Aggregate Rock, Amended Soil), Bridge Deck Drainage System, CIDH Concrete Piling (Various sizes and Rock Socket), Clear and Grub / Mitigation Clearing and Grubbing, CML&C Steel Waterline, Concrete Barrier, Construction Survey, Construction Area Signs, Container Planting (One Gallon Natives), Demolition, Drainage Supply, Erosion Control, Fencing, Flatwork / Minor Concrete (Driveway, Side Walk, Curb Inlet), Headed Bar Reinforcement, Hot Mix Asphalt Paving, Irrigation System Installation, Landscaping, Levee Toe Drain, Masonry Block (Retaining Wall), Natural Boulders, Permanent Steel Casing (Various sizes), Prestressing Cast-in-Place Concrete, QA/QC, Reinforced Concrete Pipe (Various sizes and classes), Reinforced Concrete Pipe Rubber Gaskets and Joints (Various sizes and classes), Rock Slope Protection / Rock Slope Protection Fabric, Signal and Lighting, Sound Wall (Masonry Block), Stabilized Decomposed Granite, Steel Pedestrian Railing, Street Sweeping, Trucking, Water Fountain, Welded Steel Pipe, Wet and Dry Utility Supply.

REFER TO PROJECT SPECS FOR COMPLETE BID ITEM LIST.

ENGINEER'S ESTIMATE is \$68,963,100

**DBE PROJECT GOALS - Bent Ave Bridge & Improvements 13% /
Via Vera Cruz Bridge & Improvements 15%**

Guy F. Atkinson
License # 1004388

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

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

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TO DOWNLOAD PLANS, SPECS, THE INFO HANDOUT, ANY ADDENDA, ETC and VIEW Q&A:

: Please go to the City of San Marcos PlanetBids site -

<https://www.planetbids.com/portal/portal.cfm?CompanyID=39481>

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.

4 Business Loans for Veterans

Continued from page 3

The funds through this program max out at \$2 million and can be used for "ordinary and necessary operating expenses" that the military reservist can no longer meet because of deployment or active duty activities. If the business owner has business interruption insurance (many do), the insurance needs to pay out first before the loan program can step in and help. The 2 million dollar threshold may also be waived if the business employs a significant number of people; business failure would have a ripple effect on a community, for example. Money can be used to keep the business going, as usual, not to be used

as a substitute for regular commercial debt or to expand the business.

Military reservists can apply once they get notice of their call-up, and they can file for up to one year after they are discharged or released from active duty. Collateral is required for large loans (over \$50,000.) The interest rate is currently 4%, and repayment is usually up to 30 years. The SBA can change terms, however, and FED rates may affect the final APR for any loan.

The application process for this loan is a bit different since it's through a disaster program. The SBA handles it, not the banks.

For those veteran's (and their spouses) who are looking for business funding, remember that certain banks, credit unions, and community groups may have their own programs to help vets expand their companies. Inquire about local resources available to you, as well as reach out to your local Chamber of Commerce or Veteran's group for details on what may be new and outside of the government's jurisdiction.

SOURCE:

<https://www.nav.com/blog/4-business-loans-for-veterans-33366/>





California Sub-Bid Request Ads

Mladen Buntich Construction Company Inc will be bidding the MONTEZUMA PPL/MID-CITY PIPELINE PH2 AND 70TH-ALVARADO TO SARANAC-SIDEWALK

project number K-19-1821-DBB-3 for the City of San Diego project on **May 7th 2019**.

Please have your scope of work to us by Friday May 3rd and **Final Pricing by Monday May 6th at 11am**.

This project is valued at over 40 million dollars. The duration of work will be 640 working days. Please direct your attention to the very detailed 134 Line item bid schedule on Planet Bids. To be considered your proposal must be broken down by the associated bid numbers.

Mladen Buntich is looking to subcontract a minimum of 9.1% to SLBEs and 13.2% to ELBEs. There is a plethora of opportunity for various subcontractors, suppliers, and service providers.

We are actively looking for proposals for the following: Inspections, Testing, Archaeological Monitoring, Paleontological Monitoring, Sewage Bypass Pumping, Dewatering, SWPPP Plan Development/Monitoring, Site Photography/Video Recording, Hazardous Waste Haul Off, Clearing, Grubbing, Tree Removal, Soil Removal, Adjusting Manholes to Grade, Survey, Traffic Loop Installation, Cold Milling, Asphalt Supply, Asphalt Placement, Geotextile Fabrics, Crack Sealing, Cub/Gutter/Sidewalk/Cross Gutters/Ramps/Median Concrete/Stamped Concrete, Structures, Concrete GROUTING, Aggregate Deliveries, Concrete Delivery, Pipes/Valves/Fittings, Striping, Traffic Control, Electrical Work, Landscaping/Irrigation, Gravity Retaining Walls and Fencing.

MONTEZUMA PPL/MID-CITY PIPELINE PH2

This project will include approximately 4,880 linear feet of new 66" diameter CML&TC steel transmission main and 420 linear feet of 8-inch PVC distribution main. This work will also include utility rerouting, shoring, and micro-tunneling

ALTERNATE A:

If Alternate A is awarded, the contractor shall perform additional Work on the replacement of 8-inch Cast Iron Sewer Line within the City of La Mesa ROW in accordance to the Bid Schedule and Plans numbered 37333-78-D through 37333-81-D (LM-1 through LM-4) for the Montezuma PPL/Mid-City Pipeline Ph2 project.

ALTERNATE B:

If Alternate B is awarded, the contractor shall deduct overlay and striping Work within the City of La Mesa ROW originally shown in the base Bid for Montezuma PPL/Mid-City Pipeline Ph2 in accordance to the Bid Schedule.

70TH-ALVARADO TO SARANAC-SIDEWALK:

This portion of the project proposes to install new concrete sidewalk on the west side of 70th street between Alvarado Road and Saranac Street. The work is to include installation of new 4' and 5' wide concrete sidewalk, curb and gutter, retaining walls, pedestrian push buttons, chain link fencing, bike lane striping, traffic and signing, and relocation/adjustment of pedestrian barricade and signs.

Plans and Specifications can be downloaded directly from the city at no cost

<https://www.sandiego.gov/cip/bidopps>

or can be downloaded from our dropbox account below at no cost

https://www.dropbox.com/sh/7d45hpea20y55eg/AADNlrpGx1IX_mUyUvGZ2uZzqa?dl=0

Assistance is available for SLBE-ELBE Subcontractors in obtaining necessary equipment, supplies, or materials from Mladen Buntich.

Assistance is available for SLBE-ELBE firms in obtaining bonding, lines of credit or insurance from Mladen Buntich.

If you have any questions gaining access to the plans and specifications, please call Chris Whitehead at 909-920-9977 or email at chrisw@buntich.com

Chris Whitehead, Estimator
Mladen Buntich Construction Company, Inc.
1500 W. 9th Street, Upland, CA 91786

Tel: 909.920.9977 • Fax: 909.920.9905 • Cell: 909.660.1100



SWINERTON

PROJECT NAME: Presidio Tunnel Tops
BID DATE: May 17th, 2019 at 5:00 PM

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

These Trade Packages have varying SDB/SWB goals.

Reference each specific Trade Package for Requirements

Building Construction Estimate is: \$85M

Scopes: Site Utilities, Concrete, Structural Steel, Waterproofing, Plumbing, Mechanical, Electrical, Misc Metals, Masonry, Framing, Building Finishes, Doors-Frames-Hardware, Abatement, Appliances, Window Coverings, Surveying, Archeological Monitoring, Signage, Interior Demolition,

Pre-Bid Meeting: Friday April 26th, at 1 PM, 260 Townsend Street San Francisco.

Contact Elizabeth Messana, emessana@swinerton.com, for call-in information.

Project Description:

swinertontunneltops.com

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

Overall project to start October 2019

PLANS & SPECIFICATIONS:

Contact Jorge Rabanal,

jrabanal@swinerton.com,

(415) 471-4360 for on-line access to digital files

WE REQUEST BIDS FROM ALL SUBS

Contact: Elizabeth Messana

Tel: (415) 517-6358

EMAIL TO: emessana@swinerton.com

Please submit your bid to Elizabeth Messana via SmartBid or by email.



SWINERTON

PROJECT NAME:

Crane Cove Park – Building 49 - Contract No. 2814
Port of San Francisco

Pier 70 – Illinois & 18th Streets, San Francisco

BID DATE: April 25, 2019 at 2:00 PM.

Include completed Swinerton Bid Form & Fully Detailed Scope / Bid Letter

Swinerton is requesting quotations from certified LBEs. Participation requirement is 23%.

Note that SBA LBE and PUC LBE subcontractors WILL NOT be accepted toward the 23% requirement.

Trades: All Trades needed. Note all long lead items & the anticipated lead times on scope letter.

RFIs Due: April 19, 2019 by 5PM.

Project Description:

The proposed project is to repair a 7,800 sf building's core and shell, and install public restrooms. Work will include demolition; grading adjacent to the building; AC paving; utilities work; HVAC; plumbing; replacement of exterior and interior wall covering and doors; new bituminous roofing; restroom installation; concrete foundation work involving installation of concrete grade beams and 27 steel pipe piles; new structural framing; and electrical work.

PROJECT SCHEDULE: Port of San Francisco's construction will start July 2019, substantial completion May 2020 and final completion July 2020. This project site has other contracted work occurring at the same time and requires some coordination with the other projects.

PLANS & SPECIFICATIONS:

Available upon request

WE REQUEST BIDS FROM ALL SUBS

Contact: Sandi Gessin

Tel: (415) 617.1478

EMAIL TO: sgessin@swinerton.com

- This is a Port of San Francisco Public Works project. Subcontractor must be registered with the CA Department of Industrial Relations before submitting a bid. Application and renewal are completed online with an annual, non-refundable fee.

- The project is subject to Office of Economic and Workforce Development (OEWD) requirements (applies to ALL Subcontractors) – Local Hire (San Francisco only) 30% for every trade and Local Hire for 50% of Apprentice Hours for every trade.

- This is a Prevailing Wage project.

- All LBE subcontractors, sub-subcontractors, suppliers, equipment rentals and truckers shall be certified LBEs before the bids are due.

We reserve the right to require all subcontractors to furnish 100% performance and payment bonds from a U.S. Treasury-listed surety. Premium cost to be included as a separate item. At our discretion, a bid bond and/or letter of bondability from a U.S. Treasury-listed surety may be required within 48 hours of demand.

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

SBA Resource Partners Honored at National Small Business Week

Continued from page 1

business owners with the help of its resource partners. Together, SBA Resource Partners provide business consulting, access to capital, mentoring services, specialized trainings and the expertise for each stage of a business's life-cycle. Their outstanding efforts have supported the growth of small businesses that have helped drive the nation's economy. Entrepreneurs receiving resource partner assistance are more likely to start a business and successfully obtain financing necessary for business growth.

The SBA congratulates the following 2019 Resource Partner national award winners:

Women's Business Center of Excellence Award

Montana Women's Business Center (WBC)

Suzi Berget White, Director

Bozeman, Montana

The Women's Business Center of Excellence Award honors an SBA WBC for its excellence and innovation in assisting women entrepreneurs by providing diverse training and counseling. Since 2009, the Montana WBC has provided outstanding business counseling and training services to women entrepreneurs and has served as a critical resource to underserved women in

the state of Montana, giving them the opportunity to excel in business and contribute to the economic growth of the state.

Small Business Development Service Excellence and Innovation Award

Ohio Small Business Development Center (SBDC) at Youngstown State University

Patricia Veisz, Director

Youngstown, Ohio

For over 30 years, the Ohio SBDC at Youngstown State University has helped accelerate small business growth and job creation. It has contributed to northeast Ohio's economic development by providing specialized consulting and high-impact programs and services, which have resulted in new business startups and capital infusion.

Veterans Business Outreach Center Excellence in Service Award

Veterans Business Outreach Center (VBOC) at Gulf Coast State College

Brenton Peacock, Associate Director

Panama City, Fla.

The Florida VBOC's staff serves a state with one of the largest number of military installations in

the U.S. The VBOC provides free entrepreneurial training and business consulting to veterans, active duty military, military spouses, National Guard and Reservists in an area spanning 832 miles. In addition, its clients were awarded 77 government contracts totaling \$22 million despite being temporarily closed in the aftermath of Hurricane Michael.

SCORE Chapter of the Year

SCORE Portland Maine

Nancy Strojny, Chapter Chair

Portland, Maine

SCORE Portland Maine has a proven track record of results and the ability to create sustained community impact. With more than 70 skilled mentors and added educational workshops, the chapter has helped Southern Maine's small businesses to start and grow.

In addition to national awards ceremonies in Washington, D.C., SBA offices in all 50 states, Puerto Rico, and Guam will celebrate National Small Business Week May 5-11, 2019, with additional events for small business owners and entrepreneurs. For more information on National Small Business Week, visit www.sba.gov/nsbw.

SOURCE: www.sba.gov

SMALL
BUSINESS
EXCHANGE

Public Legal Notices



CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS

Contract No. 1000011498
JEFFERSON STREET
IMPROVEMENTS PHASE 2
(PW JEFFERSON ST IMPR P2)

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30:00 p.m. on May 15, 2019**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at www.sfpublishworks.org/bid-docs. Please visit the Contracts, Bids and Payments webpage at www.sfpublishworks.org for more information (click on Resources > Contractor Resources). Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located along Jefferson Street from Jones Street to Powell Street in San Francisco, California and consistings of pavement renovation, sewer and drainage work, watermain installation, electrical and traffic signal work, site improvement and landscape work. The time allowed for completion is 300 consecutive calendar days. The Engineer's estimate is approximately \$8,400,000. For more information, contact the Project Manager, **Denny Phan** at 628-224-2232.

On July 1, 2014, the registration program under section 1725.5 of the California Labor Code went into effect. The program requires that all contrac-

tors and subcontractors who bid or work on a public works project register and pay an annual fee to the California Department of Industrial Relations ("DIR").

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

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

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

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

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

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

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

potential detriment of the City.

Bid discounts may be applied as per Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 25%. Call Selormey Dzikunu at 415-554-8369 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement

by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on April 19, 2019; 10:00 a.m., at 1680 Mission Street, 4th Floor.

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

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

Class "A" license required to bid.

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

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

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

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

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

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

4/11/19

CNS-3241085#

SMALL BUSINESS EXCHANGE

Construction Company's Profitability

Continued from page 1

tors and trade contractors must work together to make sure that work is completed in a logical sequence that focuses on maximizing the efficiency of everyone working on the project.

Because your field workers are an essential part of productivity, it's important that your workers know how to properly and safely complete assigned tasks. This means making sure each worker has received the proper training and are equipped with the tools and resources needed to effectively do their jobs.

Keep in mind that your workers' efficiency, or lack thereof, is only one aspect of productivity. Other factors that can negatively impact productivity, and by extension profitability, include supply chain management, poor scheduling, accidents, and unnecessary rework.

Know Your Costs

In order to be profitable and improve profitability, you need to understand the costs associated with completing each project. This includes not just your job costs but also your overhead costs. If you don't have a sense about what your projects cost to complete, there's no way of knowing how profitable you are on each job.

Job costs include everything directly needed to complete a project. These include labor, materials, supplies, equipment rental costs, bonding premiums, fuel, permits, etc. Basically, anything that pertains to costs on the actual jobsite is part of your job costs.

These can vary greatly by region and type of project, so it's important to stay up to date on your job costs especially if you do work in multiple states. Having to pay prevailing wages on a job or dealing with fluctuating material costs can skew your job costs in a way that greatly affects your profitability.

Overhead costs are the expenses needed to operate your business. Overhead items include support staff payroll, tools, insurance, utilities, office rental or mortgage, equipment, debt payments, owners' salary, legal fees, IT, etc.

When calculating and reporting overhead costs, be sure to capture all costs and be as accurate as possible because your estimators will need these to submit better bids.

Estimate for Profit

When you bid a project, you expect to win. When you win a bid and are awarded the contract, you expect to make a profit. For that to happen, your estimates need to be realistic and as accurate as possible. If your estimates are too low, no amount of project management or productivity gains will get you profitable.

This is why having an accurate account of your job costs and overhead is so important. It allows your estimators to add in the proper markups to hit your profit margin goals. A good bid is based on concrete data, not guesswork. Be sure to consider the risk factors on each project and build in a contingency line to your bid that can absorb additional costs when risk becomes reality.

Estimators also need to know the productivity levels of your field workers, so they can create realistic job costs. Keep track of actual versus estimated job costs on each project, especially labor costs and productivity rates, so your estimators can determine how accurate their estimates were and what adjustments might need to be made on your next bid.

Avoid racing to the bottom by always trying to be the lowest bidder. If you undercut your bids to win, you'll always struggle to be profitable. As you go through your bid/no bid decision making, profitability should be your top consideration along with a risk analysis and your firm's capa-

bility to perform the work. Bottom line: don't sacrifice profit just to win more work.

Set Profitability Goals

If you want to improve the overall profitability of your company, you need to set profit margin goals. Where does your company want to be in the next year? Five years? Ten years? Maybe you're looking to grow your business or expand into new markets and territories. Perhaps you're wanting to tackle larger projects or make the jump from public projects to the private sector.

Knowing your long-term business plans will allow you to set achievable revenue and profitability goals to get you where you want to be. It will also help shape the types of projects you take on and guide your estimators on the markup percentage they should shoot for on each project to help you hit those goals.

Manage for Profitability & Track Costs

Good project management is key to improving profitability. If you want to hit your profit goal on a project you have to keep your costs down and finish the project within the scheduled completion date. Be sure to keep track of costs on any change orders so that they can be billed properly and increase your profit margin. Don't do additional work on a project until a price has been agreed upon and it has been approved by the client.

Avoid having workers milling about with nothing to do. Stay on top of materials management and stage the jobsite in a way that helps your workers be as productive as possible. Each worker should have proper safety training and be provided with necessary personal protective equipment to avoid accidents and prevent injuries. A safe construction site benefits both productivity and profitability.

A good project manager should be able to spot the red flags of an impending issue and make the necessary adjustments to keep the project on schedule and within budget. They should be constantly looking for ways to reduce waste and improve productivity.

Be sure to keep accurate accounts of all your job costs. You don't have to keep track of every screw and nail, but you'll need to be able to compare your actual job costs to what was budgeted so you can complete a thorough analysis once the job is finished.

Analyze Your Results

Once you've completed a project, there's still some work to do. Gather your team and conduct a postmortem analysis of how close your estimated profit was to your actual profit. Did your estimated job costs match up with what was estimated? Was overhead accounted for properly in your bid? Did issues occur on the jobsite that resulted in productivity losses or caused you to go over budget?

Take a hard look at your estimates versus your actual costs. Make note of costs that were over or under what you expected so you can do better next time. If you had productivity issues consider providing additional training to your workers and look for ways to reduce downtime when you start planning and scheduling your next project.

In construction, profits don't just happen. The industry isn't built to operate that way. There are too many things that can go wrong and sink what would otherwise be a profitable project. It takes diligence and hard work to go from eking by on razor-thin margins to being profitable enough to grow your business and meet your business goals.

SOURCE: <https://www.constructconnect.com/blog/operating-insights/6-ways-improve-construction-companys-profitability/>

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385849-00

Fictitious Business Name(s):
Blue Leopard Media
Address
3661 Buchanan Street, Suite 300, San Francisco, CA 94123
Full Name of Registrant #1
Mytrae Meliana
Address of Registrant # 1
1940 Ralston Avenue, Richmond, CA 94805

This business is conducted by An Individual.
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/31/2014**.

Signed: **Mytrae Meliana**

This statement was filed with the County Clerk of San Francisco County on **03/29/2019**

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

Filed: **Fallon Lim**
Deputy County Clerk
03/29/2019

4/18/2019 + 4/25/2019 + 5/02/2019 + 5/09/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385491-00

Fictitious Business Name(s):
Cali Kati
Address
3111 24th Street, San Francisco, CA 94110
Full Name of Registrant #1
Shumham Hospitality Group Inc. (DE)
Address of Registrant # 1
480 Biscayne Avenue, Foster City, CA 94404

This business is conducted by A Corporation
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/5/2019**

Signed: **Rupam Bhagat**

This statement was filed with the County Clerk of San Francisco County on **3/05/2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
03/05/2019

3/21/2019 + 3/28/2019 + 4/04/2019 + 4/11/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385966-00

Fictitious Business Name(s):
CH Consulting Advisors
Address
3060 Sacramento Street, San Francisco, CA 94115
Full Name of Registrant #1
HC Consulting LLC (CA)
Address of Registrant # 1
3060 Sacramento Street, San Francisco, CA 94115

This business is conducted by A Limited Liability Company
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03/16/2019**

Signed: **Peter Hsia**

This statement was filed with the County Clerk of San Francisco County on **04/05/2019**

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

Filed: **Sonya Yi**
Deputy County Clerk
04/05/2019

4/11/2019 + 4/18/2019 + 4/25/2019 + 5/02/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385797-00

Fictitious Business Name(s):
Chic Nail Salon
Address
1772 1/2 Union Street, San Francisco, CA 94123
Full Name of Registrant #1
Kim-Cuc Tran
Address of Registrant # 1
38 Belhaven Ct., Daly City, CA 94015

This business is conducted by An Individual
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03/26/2019**

Signed: **Kim-Cuc Tran**

This statement was filed with the County Clerk of San Francisco County on **03/22/2019**

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

Filed: **Giselle Romo**
Deputy County Clerk
03/26/2019

4/04/2019 + 4/11/2019 + 4/18/2019 + 4/25/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0386098-00

Fictitious Business Name(s):
Collective Theory Media
Address
626 Pine Street Apt #204, San Francisco, CA 94108
Full Name of Registrant #1
Collective Theory Media (CA)
Address of Registrant # 1
626 Pine Street Apt #204, San Francisco, CA 94108

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 **02/01/2019**

Signed: **Monica Guerra**

This statement was filed with the County Clerk of San Francisco County on **04/12/2019**

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

Filed: **Fallon Lim**
Deputy County Clerk
04/12/2019

4/18/2019 + 4/25/2019 + 5/02/2019 + 5/09/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385848-00

Fictitious Business Name(s):
El Rinconcito Catracho #2
Address
2976 Mission Street, San Francisco, CA 94110
Full Name of Registrant #1
Jose Catalino Bonilla Corcamo
Address of Registrant # 1
1747 La Salle Avenue, San Francisco, CA 94124
Full Name of Registrant #2
Yelson M Gomez Rodriguez
Address of Registrant #2
1747 La Salle Avenue, San Francisco, CA 94124

This business is conducted by A General Partnership
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **12/28/2018**

Signed: **Yelson Gomez**

This statement was filed with the County Clerk of San Francisco County on **03/29/2019**

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

Filed: **Giselle Romo**
Deputy County Clerk
03/29/2019

4/04/2019 + 4/11/2019 + 4/18/2019 + 4/25/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385731-00

Fictitious Business Name(s):
Friendly Fabrication
Address
285 Mississippi Street, San Francisco, CA 94107
Full Name of Registrant #1
Dylan Denicke
Address of Registrant # 1
285 Mississippi Street, San Francisco, CA 94107

This business is conducted by An Individual
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/21/2019**

Signed: **Dylan Denicke**

This statement was filed with the County Clerk of San Francisco County on **3/21/2019**

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

Filed: **Fallon Lim**
Deputy County Clerk
03/21/2019

3/28/2019 + 4/04/2019 + 4/11/2019 + 4/18/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385735-00

Fictitious Business Name(s):
1) Global Travel Media
2) Visit San Francisco
Address
101 Clay Street, Suite 345, San Francisco, CA 94111
Full Name of Registrant #1
Oliver Matthew Thomas
Address of Registrant # 1
101 Clay Street, Suite 345, San Francisco, CA 94111

This business is conducted by An Individual
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03/21/2019**

Signed: **Matthew Thomas**

This statement was filed with the County Clerk of San Francisco County on **03/21/2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
03/21/2019

4/04/2019 + 4/11/2019 + 4/18/2019 + 4/25/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385738-00

Fictitious Business Name(s):
Kengi Shim
Address
2434 California Street, San Francisco, CA 94115
Full Name of Registrant #1
Yoo-gyeong Shim
Address of Registrant # 1
446 36th Avenue, San Francisco, CA 94121

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

Signed: **Yoo-gyeong Shim**

This statement was filed with the County Clerk of San Francisco County on **03/22/2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
03/22/2019

3/28/2019 + 4/04/2019 + 4/11/2019 + 4/18/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385753-00

Fictitious Business Name(s):
King of Thai Noodle House
Address
184 O'Farrell Street, San Francisco, CA 94102
Full Name of Registrant #1
NEW KOTN, INC. (CA)
Address of Registrant # 1
1410 Millbrae Avenue Apt #104, Millbrae, CA 94030

This business is conducted by A Corporation
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/22/2019**

Signed: **Sara Tahng**

This statement was filed with the County Clerk of San Francisco County on **03/25/2019**

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

Filed: **Fallon Lim**
Deputy County Clerk
03/25/2019

3/28/2019 + 4/04/2019 + 4/11/2019 + 4/18/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385426-00

Fictitious Business Name(s):
Mosaic Artistry
Address
1642 Geneva Avenue, San Francisco, CA 94134
Full Name of Registrant #1
Tiffany Anne Subido
Address of Registrant # 1
1642 Geneva Avenue, San Francisco, CA 94134

This business is conducted by An Individual
The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **02/28/2019**

Signed: **Tiffany Anne Subido**

This statement was filed with the County Clerk of San Francisco County on **02/28/2019**

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

Filed: **Marielyne L. Argente**
Deputy County Clerk
02/28/2019

3/28/2019 + 4/04/2019 + 4/11/2019 + 4/18/2019

FICTITIOUS BUSINESS NAME STATEMENT File No. A-0385980-00

Fictitious Business Name(s):
Royal
Address
4031 Balboa Street, San Francisco, CA 94121
Full Name of Registrant #1
Saw. K. Heir
Address of Registrant # 1
59 Midvale Drive, Daly City, CA 94015

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

Signed: **Saw K. Heir**

This statement was filed with the County Clerk of San Francisco County on **4/08/2019**

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

Filed: **Marielyne L. Argente**
Deputy County Clerk
04/08/2019

4/18/2019 + 4/25/2019 + 5/02/2019 + 5/09/2019

Fictitious Business Name Statements

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385858-00

Fictitious Business Name(s):
Tiko Square
 Address
1100 Clay Street #3, San Francisco, CA 94108
 Full Name of Registrant #1
Josiane Mengue
 Address of Registrant # 1
1100 Clay Street #3, San Francisco, CA 94108

This business is conducted by An Individual
 The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **03/29/2019**

Signed: **Josiane Mengue**

This statement was filed with the County Clerk of San Francisco County on **03/29/2019**

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

Filed: **Sonya Yi**
Deputy County Clerk
03/29/2019

4/18/2019 + 4/25/2019 + 5/02/2019 + 5/09/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385946-00

Fictitious Business Name(s):
UNdesign
 Address
1414 Cole Street, San Francisco, CA 94117
 Full Name of Registrant #1
Brenda Lam
 Address of Registrant # 1
120 Ortega Street, San Francisco, CA 94122
 Full Name of Registrant #2
Stephanie Serena
 Address of Registrant #2
1414 Cole Street, San Francisco, CA 94117

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

Signed: **Brenda Lam**

This statement was filed with the County Clerk of San Francisco County on **04/04/2019**

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

Filed: **Maribel Jaldon**
Deputy County Clerk
04/04/2019

4/18/2019 + 4/25/2019 + 5/02/2019 + 5/09/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385779-00

Fictitious Business Name(s):
William Luk & Amy Shi Construction Co.
 Address
1827 Newhall Street, San Francisco, CA 94124
 Full Name of Registrant #1
William Luk
 Address of Registrant # 1
1827 Newhall Street, San Francisco, CA 94124
 Full Name of Registrant #2
Amy Shi
 Address of Registrant # 2
1827 Newhall Street, San Francisco, CA 94124

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

Signed: **William Luk**

This statement was filed with the County Clerk of San Francisco County on **3/26/2019**

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

Filed: **Sonya Yi**
Deputy County Clerk
3/26/2019

4/04/2019 + 4/11/2019 + 4/18/2019 + 4/25/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385729-00

Fictitious Business Name(s):
Yoga Phamily
 Address
3134 24th Street, Unit #5, San Francisco, CA 94110
 Full Name of Registrant #1
Yoga Phamily LLC (CA)
 Address of Registrant # 1
3134 24th Street, Unit #5, San Francisco, CA 94110

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 **3/21/2019**

Signed: **Ngan Pham**

This statement was filed with the County Clerk of San Francisco County on **3/21/2019**

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

Filed: **Sonya Yi**
Deputy County Clerk
03/21/2019

3/28/2019 + 4/04/2019 + 4/11/2019 + 4/18/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385569-00

Fictitious Business Name(s):
Studio Graf
 Address
12 Geary Street, Suite 603, San Francisco, CA 94108
 Full Name of Registrant #1
Graf & Tolosa, Inc (CA)
 Address of Registrant # 1
12 Geary Street, Suite 603, San Francisco, CA 94108

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

Signed: **Fabian Graf**

This statement was filed with the County Clerk of San Francisco County on **3/12/2019**

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

Filed: **Fallon Lim**
Deputy County Clerk
03/12/2019

3/21/2019 + 3/28/2019 + 4/04/2019 + 4/11/2019

FICTITIOUS BUSINESS NAME STATEMENT

File No. A-0385697-00

Fictitious Business Name(s):
Tantrum
 Address
858 Cole Street, San Francisco, CA 94117
 Full Name of Registrant #1
Tantrum Inc. (CA)
 Address of Registrant # 1
858 Cole Street, San Francisco, CA 94117

This business is conducted by **A Corporation**
 The registrant(s) commenced to transact business under the fictitious business name(s) listed above on **3/15/2019**

Signed: **Richard Weld**

This statement was filed with the County Clerk of San Francisco County on **3/15/2019**

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

Filed: **Sonya Yi**
Deputy County Clerk
03/15/2019

3/21/2019 + 3/28/2019 + 4/04/2019 + 4/11/2019

ABANDONMENT OF FICTITIOUS BUSINESS NAME

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

1.) **Blessed Cleaning**
 Located at **98 Concord Street, San Francisco, CA 94112**
 This fictitious business name was filed in the County of San Francisco on **10/11/2016** under file # **2016 0373017-00**

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

Full Name of Registrant #1
Mariela Elizabeth Aldana Gonzalez
98 Concord Street, San Francisco, CA 94112

This business was conducted by a **AN INDIVIDUAL**

Signed: **Mariela Aldana**

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

Filed: **Giselle Romo**
Deputy County Clerk
4/12/2019

4/18/2019 + 4/25/2019 + 5/2/2019 + 5/9/2019

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

1.) **QUICKLY**
 Located at **5301 Mission Street #B, San Francisco, CA 94112**
 This fictitious business name was filed in the County of San Francisco on **August 30, 2016** under file **A-0372378-00**

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

Full Name of Registrant #1
Chao Qiang Lin
243 Dublin Street
San Francisco, CA 94112

Full Name of Registrant #2
Wai Mui Luk Lin
243 Dublin Street
San Francisco, CA 94112

This business was conducted by a **A MARRIED COUPLE**

Signed: **Chao Qiang Lin**

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

Filed: **Sonya Yi**
Deputy County Clerk
3/18/2019

3/21/2019 + 3/28/2019 + 4/04/2019 + 4/11/2019

STATEMENT OF ABANDONMENT OF USE OF FICTITIOUS BUSINESS NAME

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

1.) **Tutti Frutti Commedia Co**
 Located at **372 Carl Street, San Francisco, CA 94117**
 This fictitious business name was filed in the County of San Francisco on **6/11/2014** under file # **2014 0358863-00**

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

Full Name of Registrant #1
James Letchworth
372 Carl Street, San Francisco, CA 94117

This business was conducted by a **AN INDIVIDUAL**

Signed: **James Letchworth**

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

Filed: **Giselle Romo**
Deputy County Clerk
4/1/2019

4/11/2019 + 4/18/2019 + 4/25/2019 + 5/2/2019

CHANGE OF NAME

CHANGE OF NAME

ORDER TO SHOW CAUSE FOR CHANGE OF NAME

CASE NO. CNC 19-554761

PETITIONER OR ATTORNEY

Xiang Shen
451 Kansas Street,
San Francisco, CA 94107

TO ALL INTERESTED PERSONS:

1. Petitioner **Xiang Shen**
 for a decree changing names as follows:

Xiang Shen changed to **Sharon Xiang Shen**

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 04, 2019** Time: **9:00 AM**
 Dept: **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

KALENE APOLONIO, Clerk
DATED -4/12/2019

4/18/2019 + 4/25/2019 + 5/2/2019 + 5/9/2019



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